

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS ST. 1883

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JUNE 6, 1917

Number 1759

If You Are a Retail Merchant No Matter Where Located

This Proposition Should Interest You.

References

F. O. LINDQUIST, Clothing
Grand Rapids, Mich.

FOSTER BROS., Shoes
Port Huron, Mich.

WALSH & MEYER, Dept. Store
Savannah, Ga.

BLOOD & HART, Dept. Store
Marine City, Mich.

McQUILLAN & HARRISON
Clothing
Jackson, Mich.

A. B. CASE CO., General Store
Honor, Mich.

S. BONCZAK, Clothing
Detroit, Mich.

MILLS & HEALEY, Dept. Store
Grand Rapids, Mich.

I. GUDELSKY, Clothing
Muskegon, Mich.

H. C. JURGENSON, Clothing
Cadillac, Mich.

SPEYER & CO.
Ladies' Ready-to-Wear
Kalamazoo, Mich.

The above are only a few of
the hundreds of merchants to
whom we can refer you.
Write them!

Positively the Most Successful Special Sale Conductor

The oldest in the business who personally conduct their own sales.

We furnish more bona fide references than all others in the business combined.

Always successful; never a failure! Now is the time to reduce your stock and convert the same into cash at a profit to you.

Our mode of conducting sales is far different from all others.

Many years of experience places us foremost in the advertising world where no deception or misleading statements are used to pack your store with eager buyers. All advertising matter must meet with your approval before going to press. You place the selling price on all goods to be sold; you handle all money taken in at your sale; you employ your own help and regulate your own business. We conduct your sale under your name so in the eyes of the people we act simply as salesmen. We are not trade wreckers but:

Reliable Business Developers, Stock Reducers and Cash Realizers

We increase your future business by bringing to your store people who were never there before. (Your competitor's customers.) Who by new business tactics and honorable dealings together with the courteous treatment they all receive at our sales make them life-long customers. DON'T BE MISLEAD—Use the same careful methods in securing the services of sales experts as you do in employing your clerks. We have conducted sales for some of the largest and best merchants in America.

Write, phone or call, and we will gladly furnish you with any information you desire in regard to having a successful sale conducted on your stock. Please mention size of stock when writing.

Citz. Phone 2713

JOHN L. LYNCH SALES CO.

Bell Phone 860

28 South Ionia Ave.

Grand Rapids, Michigan

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

FACTORY SITES

AND

Locations for Industrial Enterprises in Michigan

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

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

Address

GEORGE C. CONN,

Freight Traffic Manager,

Detroit, Michigan

Bread is the Best Food

It is the easiest food to digest.

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

Increase your sales of bread.

Fleischmann's Yeast

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

Sell Bread Made With

FLEISCHMANN'S YEAST

You Can Buy Flour —

IN

SAXOLIN

Paper-Lined Cotton Sanitary Sacks

DUST PROOF

DIRT PROOF

MOISTURE PROOF

BREAKAGE PROOF

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

Ask Your Miller in Your Town

— he can give you his flour in this sack

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

For samples and particulars write

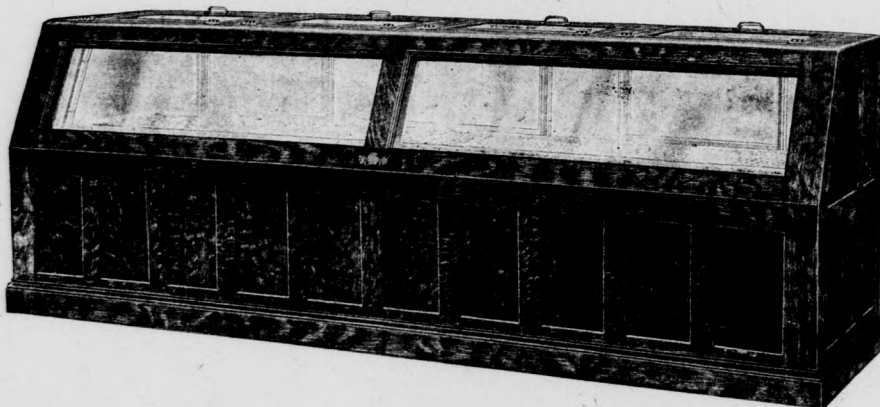
THE CLEVELAND-AKRON BAG CO., CLEVELAND

40°
TEMPERATURE

40 degrees
Temperature or
Lower, as wanted.

Freeze if you
choose.

Brecht
COMPANY
ESTABLISHED 1853 ST. LOUIS



18°
TEMPERATURE

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

All lengths
made to order

**The Modern Method
Thoroughly Tested and Thoroughly Guaranteed**

Only Satisfactory Case Made

A Valuable Asset to Any Store

Keep your fresh meats, vegetables, delicatessen, etc., all day long, also over night and over Sundays in a **BRECHT PATENTED DISPLAY FREEZER CASE**. Thorough Dry Air circulation, temperature below 40 degrees. Therefore your

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

THE BRECHT COMPANY

ESTABLISHED 1853

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

NEW YORK, 176 Pearl St.

PARIS

BUENOS AIRES

MICHIGAN TRADESMAN

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, JUNE 6, 1917

Number 1759

SPECIAL FEATURES.

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BUSINESS AS USUAL.

Under the stirring caption, "Business as Usual," a leading automobile company disinterestedly advertises: "The man who in war time puts his money in a sock and buries the sock is just as clever as the ostrich." Right; but neither should the money go into frivolities and luxuries. It belongs in Government bonds.

"The tailor and the milliner," the automobile company advertises again, "want to subscribe to the Liberty Loan as much as you do. How can they if you withhold the business that brings them the necessary cash?" This argument is acute. It reveals deep solicitude for the prospects of the Government loan. But if you have \$50 to put into an extra suit for which you have no pressing need, and you are so solicitous for the loan, why not put the \$50 into a Government bond yourself, to make sure that it gets there? The tailor may not use it for that purpose, you know. His wife may want to spend money for a hat, so that the milliner can invest in the loan; and the milliner may want to put it toward an automobile; so that the automobile manufacturer can invest in the loan; and the automobile manufacturer may want an extra suit, so that the tailor can invest in the loan. And one must remember, too, that the tailor would not get all of the \$50 you spent for the suit. Allow him so high as 20 per cent. net profit on the suit he sells one, and he has only \$10 of it available for the war loan. And there is a possibility, if one puts the money in a Government bond, that the Government will use it to employ the tailor and the suit manufacturer in the making of uniforms. One will be forwarding the prosecution of the war, instead of adding to one's own comfort; and one will not be a financial loser.

FOOD PRICE FIXING.

In all this agitation about "food control" and "fixing prices" it seems to have missed the attention of most of the reformers that the situation needs less of actual control than it does potential power to control. It is not even necessary that the law of supply and demand be suspended or diverted wholly, but rather that authority be given someone to interject

arbitrary authority at times when abnormal operation of supply or demand makes its free exercise menacing.

For instance, the recent period of panicky prices—happily less severe now than a few weeks ago—was a scare, due to the absence of any voice in authority which the public at large would heed to proclaim the truth. That absence of authority led to the buying mania and forced prices up so that no one could control them, if he would. The press, knowing little of the facts and resorting to the popular pastime of roasting "speculators" and "hoarders"—and no one has yet discovered those hoards of food—only spread the public distrust of food merchants, and the more the trade tried to stem the tide the worse it was abused.

It is very unlikely that any "food dictator" will ever find very general resort to questionable manipulation, but if he does, his chief usefulness will lie in his power to expose conditions or start prosecution. The fear of him rather than his activities will check abnormal tendencies.

FAIR TO THE IRISH.

The English government has shown good faith in dealing with the Irish convention. In it the basis of representation is to be broad. The nominees of the crown include Sir Horace Plunkett, clear-eyed and honest. It is reported that the government will soon amnesty the Irish political prisoners, so that any of them can be sent to the convention, if desired. It is such cumulative evidence of intention to deal squarely with the convention that is breaking down open opposition to it in Ireland. Of course, the Nationalists were for it from the first; and now the South Unionists have agreed, rather grudgingly, to send delegates. The Ulster Unionists may be counted upon to do the same. Even the Sinn Feiners are not holding out so stiffly as they were. They can go to the convention and talk about the independence of Ireland, if they can get anybody to listen to them. In fact, Irishmen of all shades of opinion are simply bound to utilize the convention in order to show if it is possible for them to work out a plan of self-government for Ireland. If they succeed, the British government stands pledged to approve their work. If they fail—if they break up in a hopeless row—they will have dealt a heavy blow to the Irish cause, both at home and abroad.

There are times when we like to meet enthusiastic people—and there are other times when we are just as anxious to get away from them.

It's impossible for one to buy friends worth the price.

SELLING STRAWBERRIES.

"God might have made a better berry but he never did," is almost the universal verdict regarding this fruit. Since it is the first of our home grown fruits to ripen, it may not this year be as cheap as during the past few years. With its variety of uses it is worth what it costs and it pays well to take extra pains in presenting it in first-class shape and at the same time suggesting that there are many uses for it aside from the tried and true shortcake and canning or preserving.

Never set the crates out where they will be exposed to heat, dust and other objectionable things. They are much better and will retain their freshness for a longer time if kept in a cool place. Just make your bulletin board do the announcing, "first quality berries," with an attractive price named. This will bring enquiries and it is much more effective to be able to convince possible patrons that you value your berries if you can conduct them to a cool place where the fruit is protected from dust and flies.

There are several ways for making a basket of fruit go a long way. For dessert there are the gelatines to combine with it nicely. Rhubarb is cheap and plentiful and will increase it to twice the quantity, adding a flavor which is really delicious. A few berries added to a glass of water make a refreshing drink for sick or well. And if a few boxes are left on your hands which are past prime, do not hesitate to promptly mark them down accordingly. You know of some one who will be glad of the second-grade fruit at reduced rates. Bring the berries to the attention of such a one. It takes watchfulness to avoid loss with so perishable a crop; but with care this can be reduced to a minimum. When prices are best for filling the housewife's cans, apprise her of the fact, giving a day or two of warning that she may be able to take care of them without the work interfering with the other things. Special strawberry sales are as attractive as any which you can offer during the entire year.

THE CODE OF WAR.

Strange as it may seem, the intense abhorrence of war which has been awakened in the minds of the people of this country in the past three years is one of the most powerful factors in impelling them to consent to and prepare for war.

The fear that our loved ones will become hardened, brutal and murderous has given way to a plain but painful sense of duty to give them to suffer and die for humanity and to abolish war for all time to come.

A better knowledge of history

would have taught many that the patriot soldier has never exhibited the abhorrent traits of the soldier of conquest.

Many have been possessed of the one idea: "The soldiers go to war to kill other human beings," as though that were the end and object of war.

Guns are used to keep the enemy away, if possible. Artillery is used to batter down the forts and covers of the enemy; to disable the opposing artillery; to project in front of the army a dangerous area over which the attacking party is expected to approach.

There is always offered an alternative: Surrender, retreat, stay in your own territory or take the consequences. "We don't want to kill you, but our guns are loaded, and if you come within range you are responsible for your own lives." This is the code of war. Is it wrong?

WHITHER ARE WE DRIFTING?

In all the tendency of the pending food legislation to encourage the farmer it might be a rather prudent policy for the Government to keep an eye out against falling into the "valorization plan," which was a notorious part of the mercantile policies of the Brazilian coffee states a few years ago. We are drifting very gradually toward it; slowly perhaps, but surely, and the more dangerously because of its very logic.

Already the farmer has been exempted from anti-trust laws, conspiracy laws, hoarding, price regulation and pooling laws, but that is not enough. He is to be sold seed and every other essential supply at cost and is to be guaranteed a market, but that is not sufficient. It is now urged that the Government not only name a minimum price below which his goods may not be sold, but that the Government actually take the goods off his hands at that price and pay for them with public monies contributed by the taxpayers. Surely what difference is there between this and the Brazilian scheme?

MONEY IN CAMPHOR.

Camphor groves may some day be as familiar to us as peach orchards and orange groves. Agents of the Department of Agriculture have found that when planted in hedges fifteen feet apart camphor trees will yield each year about eight tons of trimmings to the acre, from which about two hundred pounds of gum camphor can be distilled. At present prices that means a profit of about \$160 an acre. The camphor trees are harder than many of our fruit trees, but are suited only to the Southern half of our country.

Rainbow chasers get at least a run for their money.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, June 5—They went, they saw, they conquered. Saginaw Council came home from Bay City Saturday with the scalp of two prizes dangling in their belts—first prize in parade for attendance, 135, and first prize for the most attractively dressed and best drilled council. Much credit is due Captain Frank G. Putnam for his untiring efforts in coaching and drilling the team.

H. D. Snyder, local representative of the Corn Products Co., is wearing a grin that even the ruthlessness of the Kaiser could not scare away. Mr. and Mrs. Snyder are the proud parents of a cooing baby girl. Mother and daughter are doing well. They make their home at 700 Bristol street, Saginaw.

The Northeastern Michigan Association of Credit Men held their annual election at the Bancroft Hotel Friday night. Following are the officers elected for the ensuing year:

President—W. H. Ennis, of the Saginaw Milling Co.

Vice-President—J. H. Baker, of Bay City.

Secretary—John Hopkins, of Saginaw.

Directors for two years—S. E. Symons and E. E. Kenzler, of Saginaw, and C. F. Lautz and Mr. Brown, of Bay City.

Directors for one year—W. H. Hogan and Mr. Cramer, of Saginaw, and E. B. Fisk and G. B. Jennings, of Bay City.

Only two clear days in May. No wonder our gardens didn't grow.

The Michigan Retail Vehicle and Implement Dealers Association convention will be held in Saginaw next November.

John A. Cleveland, Vice-President and general manager of the Michigan Railway Company, announces the company has just placed orders for four big steel passenger cars and two trailers. Mr. Cleveland states he is doing everything he can to accommodate the traveling public.

The Palace of Sweets was opened at 121 South Jefferson avenue Saturday. Miss Lovina Stahl, of this city, is in charge of the new confectionery shop.

"Lanky" Bob Fitzsimmons, who was here doing stunts for Sells-Floto shows last week, was one of the speakers at the Board of Trade luncheon held at the Bancroft Hotel Friday. He is said to be almost as fluent handling the English language as he used to be handy with his fists.

We wish to congratulate A. W. Stevenson, of Muskegon, the newly elected Grand Sentinel of the Michigan jurisdiction. Mr. Stevenson has always been a devout U. C. T. and certainly deserves this much-sought office.

Do you belong to the local chapter of the American Red Cross? You should, if you don't. Help make the 10,000 membership mark in Saginaw.

On behalf of the members of No. 43, also the Ladies Auxiliary of the U. C. T., I want to thank the Garber-Buick Co. for its generous act in furnishing the ten Buick sixes and taking the ladies to Bay City last Saturday for the U. C. T. convention. They appeared in solid formation in the lineup and made a fine showing. Mr. Garber has always shown a keen interest in the affair of the local Council and is always ready and eager to do his part.

District Manager H. R. Mason, of the Michigan State Telephone Co., announces that H. A. Woodruff, of this city, becomes manager of the city exchange. He took up his new duties last Friday.

Nelson Bros., of this city, are soon to build a large storage plant. It will be 100 feet square and two stories high, built of brick.

The Memorial Day parade was one

of the biggest events of its kind ever held in the city. It was a grand sight and brought forth a real American spirit.

Julius B. Kirby, Secretary of the Saginaw Board of Trade, says the organization now has 1,200 members. Surely something can and surely will be done to boost Saginaw. We all should do our bit of this boosting.

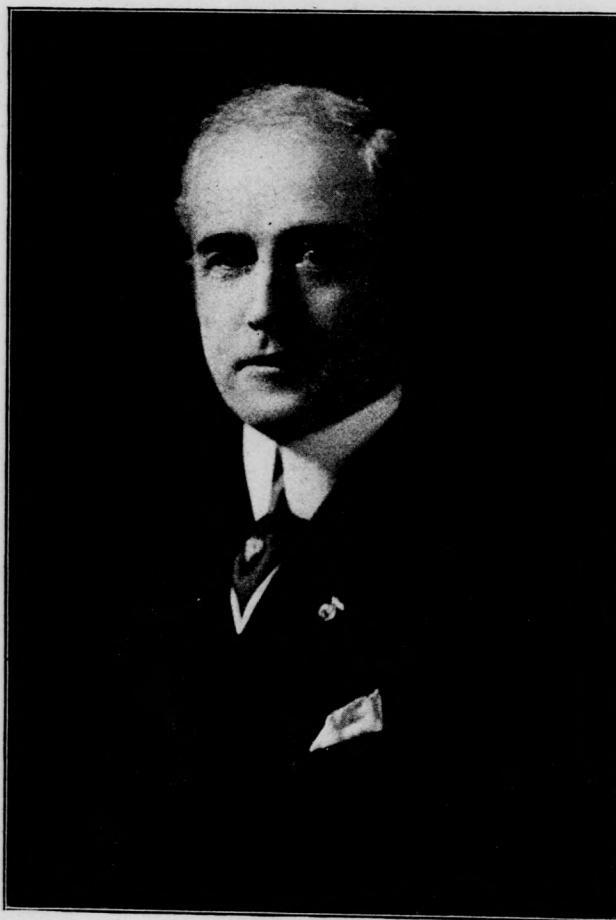
Fred J. Fox, newly elected President of the Michigan Wholesale Grocers' Association, was born fifty-two years ago on a farm down in our great sister State of Ohio. At the age of 4 years his parents brought him to Michigan, moving on a farm near Ithaca. Always striving and aiming toward bigger and better things from his youth, he left the farm in his teens and came to Saginaw, a booming city at that time, during the big lumber days. At that time he had not built air castles that would soon come to ruin, but, being far sighted enough, sought a position at the bottom of the ladder of success and was willing to

climb the U. C. T. and high in Masonic affairs. Mr. Fox has always been looked upon as a safe adviser in business affairs, having gained all he possesses by the sweat of his brow. Nothing in the way of silver platters was ever handed him. It is simply another case of a farmer boy making good. As has been said of many good men, so can we say of Mr. Fox, that he is a most likable gentleman. He is thorough in his methods, generous in his judgments, faithful in his friendships and loyal in all the relations of life. We congratulate Mr. Fox on the honor bestowed upon him and feel that he will hold the office of President of the Michigan Wholesale Grocers Association the coming year with honor and credit to himself and the Association at large.

L. M. Steward.

Romances of the Business World.

George Eastman, in 1878, was a bank clerk, with a hobby for pho-



Fred J. Fox.

work himself up. A mistake many of our young American men of to-day make is to start at the top and go down. They don't know what real work is. Not so with this young lad who came green from the farm and secured a position with the McCousland Grocery Co., starting in the shipping room at the handsome salary of \$9 per week. He did not stay in this department long. Step by step he rose in the service of the company and in the course of time the McCousland Grocery Co. became known as the Smart-Fox Co. and six years ago this company sold its interests to the Lee & Cady Co., of Detroit, one of the largest wholesale grocery corporations in the Middle West. Mr. Fox has since that time acted in the capacity of general manager of the Saginaw branch of the Lee & Cady Co. He is a director in the Bank of Saginaw, the Commonwealth Power Co. and the Lee & Cady Co. He has always been prominent in club circles, being a retired president of the East Side Saginaw Club; also a mem-

ber of the U. C. T. and high in Masonic affairs. Mr. Fox has always been looked upon as a safe adviser in business affairs, having gained all he possesses by the sweat of his brow. Nothing in the way of silver platters was ever handed him. It is simply another case of a farmer boy making good. As has been said of many good men, so can we say of Mr. Fox, that he is a most likable gentleman. He is thorough in his methods, generous in his judgments, faithful in his friendships and loyal in all the relations of life. We congratulate Mr. Fox on the honor bestowed upon him and feel that he will hold the office of President of the Michigan Wholesale Grocers Association the coming year with honor and credit to himself and the Association at large.

William Wrigley, Jr., was a traveling salesman. Now he is said to spend \$2,000,000 a year or more on publicity. In the many Wrigley campaigns we find items that run into stupendous proportions. The ordinary best-seller in fiction has a circulation of perhaps 100,000, while the Wrigley "Mother Goose Book," went to 7,500,000 people and the "Spear Men" to 3,500,000.

Not so many years ago Eldridge R. Johnson was a machinist at Camden, N. J. Afterward he bought a little shop where he had worked on a crude talking machine, and this developed into the great Victor company—whose

advertising runs well over \$2,000,000 a year.

A century ago there was a little soap factory in New York owned by a Morgan family. For more than a lifetime this business attained no particular prominence, but one day the family physician suggested the combination of two Latin words as a trade-mark. Sapolio became almost a National institution, with three or four hundred thousand dollars a year to talk for it; and the picturesque adventures of this company add some of the brightest color to the romance of advertising. Thus we have "Spotless Town."

In 1879 Jacob Ritty, a merchant in Dayton, Ohio, invented the cash register. John H. Patterson then had a small country store and was having trouble keeping his accounts. When he heard of the cash register he telegraphed for two and afterward bought the business.

Once Frederick F. Peabody was a school teacher in Minnesota, but rural life did not please him and he went to Chicago. At the very beginning advertising entered his career, for he looked in the classified pages of the Chicago papers and found a job at \$7 a week. Among other things he sold collars; and to-day he is president of the greatest collar concern in the world.

Easy Way to Make Money.

Lamont, June 5—There is an active demand for summer homes here by people who lived here as children and who still cherish pleasant memories of one of the most beautiful villages in the world, from a scenic standpoint. Fifty years ago we made money marketing berries and fruit and catching sturgeon in the river. Now all we have to do to make money is to go to Grand Rapids and catch a new crop of suckers by interesting them in Lamont real estate.

Jacob Phillips.

Grossly exaggerated is the general impression of the collapse of Russia's military effort. It may be true that for offensive purposes the Russian army need not be counted upon for some time to come. But it is absurd to think of Germany as having denuded her Eastern front in face of the demoralized Russians. In 1916 the Joffre estimate gave the number of Germans on the Eastern front as 1,100,000. The Petain estimate of to-day makes the number of Germans on the Eastern front almost exactly 900,000. A difference of 200,000 men undoubtedly counts, but it is ridiculous to speak of the Allies as unaided by a Russia which contains on her own front nearly a million Germans, and at the very least half a million Austrians, Bulgars, and Turks. The number of Germans in the West, according to Petain's estimate, is just two millions, facing perhaps twice as many French and British.

Will S. Canfield, manager of the flour department of the Judson Grocer Company, has been visiting the wheat fields of the Northwest, West and Southwest, getting first hand information about the growing crops. He also visited the principal milling centers before his return.

OUR JOB IN THIS WAR

Is to Meet the Country's Need

Firing Line? YES, and Now!

Bread Line? No--Never!

If You Do Your Part Now by Buying a

LIBERTY BOND

Get This—It Is Not a Donation—It Is A SAFE INVESTMENT

For Which You Will Receive 3½% Interest a Year

The demands on us will be great, but the resources from which this loan will be paid are inexhaustible. Even after the \$2,000,000,000 is added, the national debt of the United States, compared with that of other countries, is as follows:

NATIONAL DEBT COMPARISONS																											
	TOTAL DEBT											Debt Per Person					DEBT PER SQUARE MILE										
	2	4	6	8	Billion	14	16	18	20	22	1	2	3	4	Hun.	20	40	60	80	100	120	140	160	180	Thousands		
United States, including \$2,000,000,000 loan																											
United Kingdom—about March 31, 1917																											
France—about March 31, 1917																											
Russia—about March 31, 1917																											
Italy—about March 31, 1917																											
Germany—about March 31, 1917																											
Austria—about March 31, 1917																											

As to the ability of our country to repay the money you loan when you buy a LIBERTY BOND, let us see how we stand as to national annual income compared with other nations engaged in the war.

	1915 Population	National Annual Income
ENGLAND	46,804,000	\$ 9,173,600,000
FRANCE	39,745,000	\$ 7,432,300,000
RUSSIA	179,566,000	\$ 8,978,300,000
ITALY	35,713,000	\$ 2,785,600,000
GERMANY	68,320,000	\$14,688,800,000
AUSTRIA	53,013,000	\$ 4,294,000,000
UNITED STATES	102,826,000	\$28,174,200,000

**WE ARE FIGHTING OUR OWN FIGHT---American men and women are on their way to the front---We must give them a fighting chance---
Those who cannot fight, must lend.**

Your Dollars Will Bring Victory, Peace and Happiness

Information and Liberty Bonds May Be Secured of the Undersigned:

The Old National Bank—Fourth National Bank—Grand Rapids National City Bank—Grand Rapids Savings Bank—Kent State Bank—Peoples Savings Bank—City Trust and Savings Bank—Commercial Savings Bank—Grand Rapids Trust Company—Michigan Trust Company—R. E. Coleman & Company—Kusterer, Hilliker & Perkins—Thurman, Geistert & Company—Howe, Snow, Corrigan & Bertles.



Movements of Merchants.

Ovid—G. C. Generke has remodeled and painted his bakery and ice cream parlor.

Kent City—Mrs. Tina Johnson succeeds Miss Lena Howard in the millinery business.

Detroit—The Lenhoff Furniture Co. has increased its capital stock from \$5,000 to \$10,000.

Baldwin—E. H. Thiemann has opened a bakery and confectionery store in the postoffice building.

Levering—H. H. Bennett succeeds Hoar & Bennett in the potato, grain, meat and grocery business.

Manton—S. H. Moore has engaged in the plumbing and sheet metal business in the Darling building.

Onsted—The Murray Sisters have closed out their stock of millinery and removed to Toledo, Ohio.

Cressey—Frank Wright, dealer in general merchandise, died at his home May 27, following a short illness.

Reed City—The Acme Tie Company of Michigan has transferred its postoffice from Traverse City to this place.

Ypsilanti—Frank Roberts has purchased the Beach grocery stock at Wiard's corners and will continue the business.

Warren—William Murthum has sold his grocery and meat stock to Edward Busch, who took immediate possession.

Schoolcraft—Fire destroyed the stock of the Schoolcraft Produce Co. May 30. The loss was partially covered by insurance.

Hart—Owing to ill health, M. D. Archer has sold his stock of hardware to the former owner, Joseph Evans, who has taken possession.

Grandville—N. Oosterink has purchased the interest of John Hage in the Grandville Hardware Co. and will continue the business under the same style.

Perry—Allen Simmons has sold his bakery to Rev. W. J. Weidenhammer, who will retire from the ministry and take possession of the bakery about June 16.

Lawton—Samuel Brooks has purchased the L. L. Bascombe stock of shoes and men's furnishing goods at Dowagiac and will consolidate it with his stock of bazaar goods.

Manton—George M. Brooks has sold his stock of general merchandise to Naduau & Lindberg, who will consolidate it with their confectionery and bazaar stock.

Gobleville—G. W. Duguid will close out his general stock and retire from business on account of ill health. John L. Lynch of Grand Rapids, will conduct the sale, starting June 9.

Norway—The Ramsdell Hardware Co. has merged its business into a stock company with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Muskegon Heights—The Hub Store Co. has been incorporated to conduct a general merchandising business with an authorized capital stock of \$16,000, all of which has been subscribed and \$1,600 paid in in cash.

Detroit—A. J. Bloomgarden & Sons has been incorporated to handle wholesale and retail fruits and vegetables with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Half Way—The Stephens Lumber Co. has been incorporated with a capitalization of \$25,000 to engage in the lumber and builder's supply business. The company has commenced building a large modern plant.

Detroit—The Kunz & Rogers Co. has merged its wholesale jewelry business into a stock company with an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed and paid in in property.

Muskegon Heights—Niels Peterson has merged his fuel business into a stock company under the style of Niels Peterson & Sons with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

Tecumseh—Burglars who entered the store of W. L. Collier some time early Sunday morning secured about \$14 in cash and merchandise amounting to about \$25. Evidently the thieves gained entrance to the store by throwing an empty beer bottle through the rear window, as the suds container was found on the floor by the proprietor. This is the fourth time that the place has been burglarized. The only clue to the thief is the imprint of a peculiar heel plate made in the soft earth in the rear of the building. Local officers are investigating.

Manufacturing Matters.

Jackson—The Wm. Jacobson Co. has increased its capital stock from \$5,000 to \$10,000.

Detroit—The Detroit Metallic Casket Co. has increased its capitalization from \$50,000 to \$75,000.

Adrian—The capital stock of the Schwarze Electric Co. has been increased from \$40,000 to \$50,000.

Greenville—The Michigan Marl & Fertilizer Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed and \$2,500 paid in in cash.

Ann Arbor—The Porter Body Co. has removed its plant from Ypsilanti here and will open for business about June 20.

Detroit—The Industrial Electric Manufacturing Co., manufacturer of electrical devices, has increased its capital stock from \$3,000 to \$20,000.

Detroit—The Titan Motors Corporation has engaged in business to manufacture motors and other accessories with an authorized capital stock of \$350,000, of which amount \$175,000 has been subscribed and paid in in cash.

Ypsilanti—The Ypsi Screw Co. has been incorporated to manufacture screw machine products and auto sub assemblies with an authorized capital stock of \$30,000, of which amount \$18,500 has been subscribed and paid in in cash.

Detroit—The Detroit Torch & Manufacturing Co. has been organized to manufacture torches, fire pots and brass products generally with an authorized capital stock of \$12,000, of which \$6,000 has been subscribed and \$1,200 paid in in cash.

Bay City—The Cooley Castings Co. has been incorporated to manufacture articles of metal and machinery, tools and appliances with an authorized capital stock of \$15,000 common and \$15,000 preferred, all of which has been subscribed and \$22,500 paid in in cash.

Port Huron—The Ideal Cement Supply Co. has been organized to manufacture and deal in concrete blocks and other building supplies and materials with an authorized capital stock of \$17,000, of which amount \$8,920 has been subscribed and paid in in property.

Kalamazoo—The Kalamazoo Wire Wheel Co., with a capitalization of \$500,000 has been organized to manufacture wire wheels for automobiles. The company has taken over the plant of the Detroit Wire Wheel Co. and will remove it to Kalamazoo and have it in operation about Oct. 1.

Detroit—The Twitchell Manufacturing Co. has engaged in business at 90 Griswold street, with an authorized capital stock of \$30,000 of which amount \$16,000 has been subscribed and paid in in property. The company will manufacture automobiles, accessories, machinery and novelties.

Initial Day of the Merchants Congress.

The second annual Merchants Congress, conducted under the auspices of the Wholesale Dealers of the Grand Rapids Association of Commerce, opened yesterday with afternoon and evening sessions. The attendance was not as large as was expected the first day, probably due to the fact that it was registration day, which prevented many merchant from leaving home. Both sessions were presided over by Fred N. Rowe, who proved to be a most acceptable chairman. The opening talk on Fire Insurance by L. H. Stubbs, of Cedar Rapids, Iowa, was greatly enjoyed by the fire insurance agents present because the speaker placed the seal of approval on the iniquitous anti-discrimination law, which is condemn-

ed by every thinking merchant in the State. As a plea for stock fire insurance methods, the talk was a great success. As an illuminating address for the country merchant, the dissertation was a dismal failure. The speaker told in detail of the efforts made by stock insurance companies to lessen the hazard, but he did not even refer to the remarkable record the mutual companies have made in reducing the cost of fire insurance. At the conclusion of the talk Lee M. Hutchins took the floor and crammed more solid sense into a five minute talk than Mr. Stubbs succeeded in elucidating in the course of an hour. The full text of Mr. Stubbs' talk will appear in the Tradesman of next week.

The remainder of the afternoon was devoted to the preliminary talk of G. Albert Garver, who has built up a remarkable mercantile establishment at Strasburg, Ohio. His description of the business was intensely graphic and his talk was so practical that he found it hard to stop when it was time to adjourn. He continued the same subject in the evening, greatly to the enjoyment of all present. Both talks will appear in full in next week's paper.

C. B. Hamilton read a paper on "Where the Profits Go To," at the beginning of the evening session, which was well received.

Late News From Michigan Banks.

Bay City—The Peoples Commercial and Savings Bank has increased its capital stock from \$300,000 to \$400,000.

Manistique—The State Savings Bank has been incorporated with a capital stock of \$25,000.

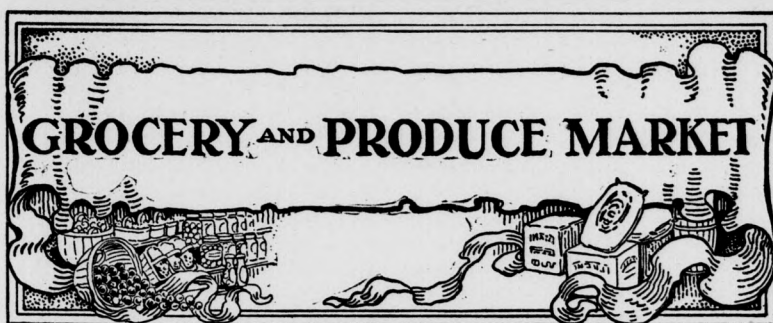
Hudson—The new Hudson State Bank recently purchased the old Exchange building. It is an old landmark, being one of the oldest buildings in the city. It will be torn down and an up-to-date structure erected in its place.

Holly—The Citizens Savings Bank has purchased property at Maple and Saginaw streets and will erect a new banking house there. The present frame structure on the site will be torn down.

Flint—A foreigner stepped into the Genesee County Savings Bank last Saturday and subscribed for \$10,000 worth of Liberty Bonds. He said in broken English that he considered the bonds a good investment and, besides, he wanted to show his loyalty to the Nation. This is the largest individual subscription to be made in this city to the Liberty Loan. The Bank refused to give out his name.

It will require more than an appeal to patriotism to arouse some people to make an effort to economize to check waste and curtail extravagance. Money burns in the pocket or purse until it is gotten rid of. When these people cannot get the money and cannot get credit, then they will go without many things they now purchase. Therefore the dealer who refuses credit will help on the desired reform in the matter of conservation; and he will also help the individual refused accommodation.

Gold is generally at a premium when a dentist handles it.



The Grocery Market.

Sugar—The domestic trade is quiet, being chiefly interested in getting sugars already ordered, refiners continuing two to three weeks behind as a rule, although rapidly catching up. Owing to the smaller consumption, stocks are ample in the country for ordinary requirements, but it remains to be seen whether the preserving demand, coupled with the increased enquiry from the manufacturers during the hot weather, will not stimulate the market. Prices are steady for granulated on the basis of 7½c for American, 8c for Howells, Arbuckles and McCahan, 8¼c for the Pennsylvania Warner and the Federal withdrawn from the market. The advices from Washington that the Senate has abolished the present drawback on exports in its draft of the revenue bill is the source of much comment, the trade not liking the action, which would hurt the business in granulated for shipment abroad. It is pointed out that this meant 1c per pound higher, which, in the natural course of events, will curtail foreign orders. Some think there is a constitutional question involved as to all intents and purposes and the result is an export tax, but this view is not general. All agree that the South has put one over the refiner as a reprisal for the imposition of an excise impost on domestic sugar, heretofore untouched by taxation. In the final analysis, however, it is thought that the action taken will be rescinded or refiners be given the privilege of manufacturing in bond, which will amount to the same thing.

Tea—The market is quiet, which is not surprising in view of the fact that the trade is at sea regarding the stocks already in this country. Washington advices stating that no provision had yet been made as to the same were commented upon, it being pointed out that were it not for the large stocks of coffee which would escape the moderate supplies of tea might be exempted. Until the bill gets out of conference the disposition locally will be to go slow. Advices from the Far East state that Japans are 3c a pound higher than last year. It is said that 50 per cent. of the necessary shipping can be arranged. Formosa is slightly higher than in 1916, but no shipping room is offered before the middle of July. Hankow is firm on Russian buying.

Coffee—The market shows no change for the week, except an advance in certain milds. Java and Mocha are both about 1c higher. The same plan in the change of taxation referred to with regard to tea is to take place with coffee, as the two

will be taxed in some form together. Outside of the above, prices show no change for the week; demand is quiet.

Canned Fruit—There is very little activity shown owing to the light offerings. The market rules firm.

Canned Vegetables—The extreme dullness in the canned goods trade at the present time is a matter of considerable significance. Coming so soon after the unusual activity of a few weeks ago, the sudden cessation of business is all the more noticeable. The advent of new vegetables has, of course, had a considerable influence on the demand, but there are other factors that have a decided bearing. The first is the hoarding of the early spring which leaves many consumers with large quantities of canned goods and other groceries for that matter which are yet to be eaten up. It was this hoarding that caused a price inflation that is only now beginning to show signs of subsiding, but it has had the effect of causing those who were unable to buy ahead to pay high prices and as a result has reduced their consumption considerably. Then there is the fact that many retailers are well supplied, so that it leaves the wholesaler with little to do so far as normal demand is concerned. Army and navy requisitions, however, are apt to take whatever surpluses the wholesalers may have and these are appearing from time to time at so-called blind prices, or with values yet to be named. Tomatoes showed some weakness during the week and there has also been some easing of new peas. Otherwise most canned goods remain firm.

Canned Fish—There is considerable interest as to the outcome of the Columbia River salmon situation. For a time there was an understanding that the new pack should be billed out on the basis of \$1.65 for flat halves, but later there were some so-called opening prices at \$1.75. Then it became known that some canners were billing their goods at these prices subject to adjustment later, and the impression went forth that \$1.75 would be the official opening price. During the week, however, one of the large houses received its billing and found that it was on the basis of \$1.65. Now it is state that official opening prices are not likely to be named before July. Reports are that there are very few fish being packed in the Columbia River. Fishing has been almost at a standstill on account of the extreme high water, and the fishermen say that at night it is almost as cold as in the depth of winter. They therefore do not go out, as there are not many fish in the river and they

do not want to wear out their nets, knowing they cannot be replaced. Therefore for a while it will be impossible to make anything but nominal shipments from the Coast. Imported sardines show no change for the week, but the Norwegian situation is very firm. Domestic sardines continue very high, and the best that can be done for quarter oils, in a large way, is \$5.50 a case.

Dried Fruits—Beyond a strong feeling for spot prunes, there is nothing in the general market situation as regards dried fruit that calls for special comment because of any new developments. Sales of old pack prunes are limited to small transactions between jobbers and the stocks remaining in first hands are gradually diminishing and, it is said, will be entirely exhausted before the new crop is available. Crop prospects continue most encouraging and the expectation is that there will be a big yield, far in excess of that of last year. What the price will be has yet to be determined as the association has given no sign as to what may be expected in that direction beyond the possibility of prices lower than the outsiders have as yet discussed. New prices are also being awaited on peaches which are all sold out. Apricots on the spot are exhausted but the crop prospects are rather better than they were a short time ago.

Molasses—The market is quiet and steady, there being the same disposition to hold off reported in the trade, pending the final completion of revenue legislation. Supplies of foreign molasses are light. Blackstrap is steady with a good demand from the distillers.

Sugar Syrups—There is no change in the situation, the supplies being liberal with prices merely steady. The export demand is less urgent, owing to the prevailing high level and the lack of shipping space.

Tapioca—The available supplies of tapioca are light and prices remain firm. The demand is quieter on the spot, but considerable interest is manifested in shipment positions.

Corn Syrup—The market is unchanged at the old basis. The demand is fairly good from the consuming circles, but confectioners are less active.

Rice—There is still a state of dullness in the local rice market and as a result prices are being shaded. In the South the mills are cleaning up supplies, the market being steady. The planting of the new crop is late, but with a corresponding delay in the fall season a large crop should be possible.

Spices—The market is quiet, the demand being of a grinding character with prices steady. The elimination of the ad valorem helps sentiment, but there is no certainty that the change will stand in conference. Freights are higher from the Far East, which tends to keep cables firm.

Cheese—The make is increasing as the season advances and the quality is also showing steady improvement. The consumptive demand is fair, with a good demand also for export. No change is looked for at the moment.

Cough Drops—The Smith Bros. variety has advanced 5c from \$1.30 to \$1.35 per carton.

Lima Beans—That the California Lima Bean Growers Association will have between 350,000 and 400,000 bags of beans to handle this year is the estimate. About 500,000 bags have been contracted for, in addition, from growers by brokers. These two deals cover about half the prospective crop. By the end of June it is expected all 1916 stock will be cleaned up. As against 350,000 bags last year at this time there is on hand a total of 100,000 bags of limas. Between 6,000 and 7,000 more acres of beans are planted than last year, it is figured.

Soap—New prices are at the advances which have been predicted from time to time as a result of the scarcity of certain ingredients necessary in manufacturing soap.

Provisions—All cuts of smoked meats are unchanged, with a very fair demand. Pure lard is steady at unchanged prices, with a demand not quite so active and the market slightly weaker. The falling off in the demand is undoubtedly due to the recent advance. Compound lard is about unchanged; quiet demand. Dried beef is steady, with a normal consumptive demand, at unchanged prices. Canned meats are firm and unchanged. Barreled pork is in good demand at unchanged prices.

Selfishness and stupidity enter into the process of food-hoarding by private individuals, a problem over which the authorities at Washington are now greatly concerned. Housewives who not so very long ago were using the boycott as a weapon against high prices, should now stop to consider that by cramming their cellars with provisions for an indefinite future, they are only enhancing present prices for themselves. The selfishness of the thing is manifest when the effect is considered on those who have neither the means nor the storage facilities for purchasing food in bulk. The rise in prices means that whatever may be the sacrifices imposed by the future, upon the poor the burden of high prices comes down at once. Even if it were certain that the coming months will bring scarcity, there is no justification for panic among people of moderate or ample means. Money will always command food; and there is no danger of privation at any time for those who can afford to-day to lay in large stocks of provisions. As a matter of fact, there is no peril of scarcity. It is the fear of still higher prices that drives people to boarding. But that is the risk which we ought to take as part of the sacrifice which all should be willing to make for the National interest. To keep cool for one's own sake and for the sake of those less fortunately situated is plain duty.

During a recent prayer at the New York tabernacle, Billy Sunday referred to Germany as follows:

"Oh, Jesus! Don't let a single seed sprout in a land fertilized by human bones. Damn a country like that. I don't pray for them. The sooner we damn them, the better off we are."

Value of the Trade Paper to the Grocers.

It is the prime desire of every retail merchant in the United States to perpetuate our present method of commodity distribution. We believe that our method is the right method; that all commodities be conveyed from producer to manufacturer, from manufacturer to wholesaler, from wholesaler to retailer, from retailer to consumer. Allowing also as an ally to these various factors, brokers when necessary.

The trade press is of such great importance to every man connected with the distribution of commodities from producer to consumer, that it is entitled to first and foremost consideration in every business house in this land. The trade press is the educator, the guide, the friend in need, the bulletin, the adviser, the inspiration. There is not a business man in this country, faithful to the trade press, who cannot testify that the trade paper has brought him more benefits, comparatively speaking, than any investment he has in his business.

There are in this country some fifty to seventy-five grocery and general merchandise trade journals. There are some 350,000 retail grocers and general merchants. There are affiliated with association work some 30,000 retail grocers and general merchants. If the trade papers were used for what they are really worth it would be but a very short time until at least 200,000 of the retail grocers of this country would be affiliated with association work.

Generally, the trade paper manager

and editor is a philanthropist. Very few of the trade papers are financially successful, yet they continue year after year and year after year, struggling along, working day and night to gather information, advice and experiences from the four quarters of the globe. There is not a trade paper published that is not worth one hundred times its subscription price; and the real meritorious papers, the ones which stand at the head, are worth so much to you that their value cannot be estimated. Our best merchants subscribe to trade papers. There are retail grocers who take as many as ten trade papers, and invariably such men are successful business men.

The trade press is your great champion; fighting your battles and spreading enlightenment and information. The trade papers are telling you and your fellow merchants just exactly what is being done by the powers which are usurping your rights. The trade papers are supporting and becoming sponsor for legislative reforms to protect you against encroachment, and most of our reforms during the past few years have originated and have been championed and fought for by the trade for overdue accounts—one is the fear of the customer, the other the fear of the press; without the trade press you would have been years behind in your progressive battles to maintain your rights.

Every trade paper, no matter how small wields a mighty influence in its community, and it is this co-operative community influence which has brought

you the great results which you have enjoyed. It is certainly a duty that you owe to yourself, to your fellow merchants, to your organizations, to your American citizenship, to support those who are supporting you, to stand back of those who are fighting for you.

You cannot do this alone by subscribing to the trade paper, nor by securing a number of subscriptions. No trade paper can live because of a large subscription list alone. Trade papers must have advertising, and advertising for trade papers can come only from manufacturers and jobbers. Therefore, it is incumbent upon you to furnish the ammunition, the motive power, by which manufacturers and wholesalers can be convinced that it is to their direct benefit to patronize the trade papers and give them sustenance.

A great many of our leading manufacturers and wholesalers are fully cognizant of this fact; are true blue and loyal to the trade press, which means that they are loyal to you for whom the trade press stands. Without exception such manufacturers and jobbers are successful.

But there are many manufacturers and jobbers who are narrow in their viewpoint, who cannot see that they must appeal directly to you for success in their business. Such manufacturers believe that they have only to force you to handle their goods by creating a great consumer demand, and almost invariably in such cases when you are coerced into rendering this service you are underpaid. If you will analyze the situation closely, you will find that the

average manufacturer who does not use trade papers, who does not care for the retail trade, who says, as some of them have said very emphatically, "To the devil with the retailer!" are users of large space in consumer mediums, spending hundreds of thousands of dollars in this way and never a penny with the trade papers.

I am one of those who believe that the more trade papers we have the better will all of the trade papers be from a financial and influential standpoint. I believe that as the number of trade papers increases, so the use of trade papers will also increase, and the necessity for them will be recognized.

The trade press is growing mightier every day. It is improving in every way. There are, of course, some trade papers hardly worthy of the name, perhaps, still I contend that there is not a single sheet published as a trade paper or bulletin anywhere which is not worth ten times the consideration that is usually given it. Give the trade paper editors and managers the ammunition they need and they will give you meritorious papers.

Leon M. Hattenbach.

Manley Jones (Telfer Coffee Co.) has purchased the new residence at 1416 Milton street and has already taken possession. Manley is one of the best fellows who ever carried a grip and his numerous friends will all join in congratulating him over the possession of so beautiful a residence.

Few people care to be reminded of the little sins they like to commit.



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

Barney says—

I have been watching the Nedrow coffee lately, and I believe we are selling twice as much every day as we were last year.

By Golly, that shows that the people appreciate what a wonderful piece of goods this is for the price it sells for.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

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E. A. STOWE, Editor.

June 6, 1917.

THE MAD DOG OF EUROPE.

When you see a mad dog running amuck among your children and your neighbors' children, and you haven't got a gun, you go after him with an ice pick or a baseball bat, or anything else that will put him out of the way as quickly as possible.

If you are suddenly aware that the mad dog has taken on human form, and has called to his aid the sum of human knowledge, the secrets of science, the resources of a great empire, and the power of all its people, you are eager to protect your children and your neighbors' children by putting him out of the way all the more quickly.

The mad dog of Europe has taken on human form for inhuman purposes. He is running amuck among our children and our neighbors' children. If our neighbors have suffered more than we have, it is only because he has not been able to reach America yet. The Belgian babies we are trying to save from starvation are starving only because he so ordained it. He murders children, rapes women, and enslaves men, none of whom have done him any harm; and with the same brutish satisfaction he mutilates great works of art, sinks hospital ships loaded with wounded, and outpirates the pirates of the Spanish main.

Think not these crimes of his are the accident of war. He no longer denies them as he once did in hypocritical deference to neutral opinion. He justifies them. He glories in them. They are part of him. They are the actual expression of the ideals which he preached to his soldiers as long as seventeen years ago on their departure to China:

Let who fall into your hands be at your mercy. Just as the Huns a thousand years ago, under the leadership of Attila, gained a reputation in virtue of which they still live in historical tradition, so may the name of Germany become known in such a manner in China that no Chinaman will ever again even dare to look askance at a German.

Here is the candid recognition of frightfulness as a worthy system of warfare for a civilized nation. Not only has Attila, the uncivilized, long been acclaimed as a model for all German soldiers—and with what success of frightfulness the world now knows—but his modern imitator blesses his own barbarism by wrapping the throne of Prussia in a special odor of sanctity.

For, look you, he rules by divine right! His crown, he says, was given him "by the will of God alone, and not by parliament, or by any assemblage of the people, or by popular vote." Like his grandfather before him, he looks upon himself "as the chosen instrument of heaven."

Out of his many other speeches you will readily discern that he regards the German people also as a chosen instrument of heaven. German kultur is the best in the world, forsooth! Germany is the world's rightful and natural leader! Whatever Germany says goes! It is because the Emperor of Germany believes all this; and because he has his people believing it the free nations of the world are compelled to choose between Liberty and Prussianism. That is why we call the present issue of United States war bonds the Liberty Loan. It is a fund for the suppression of kaiserism, for the education of the German people and for the preservation of democracy.

You can let Liberty fight her battles without your help until the mark of the beast is upon her and she sinks beneath him on your very doorstep, or you can fire a shot for home and freedom by lending the Government your savings.

H. M. Nimmo.

GRAND JURY UNAMERICAN.

The Tradesman takes pleasure in reproducing this week an editorial from the Chicago Packer relative to the grand jury system in general and the recent action of a grand jury in Boston in particular in indicting nearly a hundred members of the onion trade. In the interest of common fairness the Tradesman withholds an expression of opinion in this particular case, but for the grand jury system in general the Tradesman has only the utmost contempt, because it is unfair and unAmerican and causes ten times as much injustice as it does good. No man in this free country should be subjected to disgrace and humiliation until he has been given an opportunity to defend himself before a jury of his peers. If Federal district attorneys were always high minded men who would not stoop to spite work to accomplish their nefarious ends or who would not resort to sensational methods to make a showing of activity in order to pose as Government sleuths and prosecutors, the system would not be made the vehicle of so much injustice; but so long as district attorneys are selected solely because of their political influence and activity in behalf of the party in power, so long will the grand jury system afford men of inferior mental attainments an opportunity to wreck their vengeance on men who have crossed their paths or whom they imagine have transgressed the law. The idea of skulking behind a man's back like a midnight assassin to secure clandestine evidence and present it secretly to a grand jury, unknown to the accused or his legal representative, is so repulsive to every lover of freedom and fair play that the Tradesman is unable to understand how such an underhanded system has been so long tolerated in a Republic of freemen.

How the veteran musician does hate to admit that he is all played out.

THE WHEEL HOE.

There are more gardeners on a small scale this year than America has ever seen. The business man who enters the field for avocation, patriotism or for the economy promised in supplying his own table with fresh vegetables will be quick to appreciate the improvement in tools since the time when, as a boy, he exchanged the hated hoe for office work. But more than for the avoiding of drudgery will he welcome the change. He has learned that efficiency is the most economical lever in any work; and that the wheel hoe is the most efficient garden tool cannot be questioned.

By planting the seed in rows one may walk along with this tool almost as rapidly as though merely walking for pleasure. And it is surely a pleasure to see how thoroughly the weeds are cut off and the soil rendered loose and friable by the simple process. There is no stooping, no bending over in a back-aching process, no getting down into the dirt. If the wife desires to help, she will find the work easier than running a lawn mower, with no need for a special gardening costume. The work can be performed so much faster and better that gardening becomes real fun.

If the wheel hoe is not on your list, place it there. Invite customers who might be interested to look in your own garden, where a boy or girl finds running it little more than play. Suggest that two or three of the new gardeners for the home go together and get one in partnership, thus rendering the cost to each small, and yet, as it works so rapidly, each can have it for a sufficient time to keep the garden in good order. Here, too, is the chance for the ambitious boy who has some spare hours. He will find careful and effective work in this even more sought than in keeping the lawn shorn. Twice in demand is the one who comes with a knowledge of the rudiments of growing vegetables for the home.

PRICE REGULATION OF FOOD.

Political economy seems to have been as much of a "dismal science" for the present generation of Englishmen as it was for the last, but it is not necessary to study musty old books to learn the danger of putting a maximum lawful price on milk. If farmers could get high prices for veal and beef, but not for milk, although feed and labor were very dear, then why be surprised over the slaughtering of cows and heifers and the consequent prospect of a famine in milk? In England other things, too, threaten to disappear altogether because of price-fixing, economic history merely repeating itself. You can prohibit sales above a certain price, but you cannot make the producers continue their efforts.

Now we are to have a food census, and then we may try our hand at interfering with the natural laws of supply and demand. In the debates there appears the usual denunciation of the speculators who always are charged with putting prices up, no matter how plainly evident are the

real causes of the advances. To the average Congressman it is simple enough that to make money yourself and at the same time to cheat the public you only have to buy foodstuffs when they are cheap and to hold them until you can force up the price. Among business men, however, it is notorious that speculators themselves come to grief by merely persisting in their vocation. The truth is that when speculators succeed they do so, as a rule, by anticipating events, not by controlling them. Often speculation benefits the community, as when it hurries an advance in the market price of grain and thereby induces the farmer to sow much more than he had intended.

There can be little doubt that we shall be disagreeably surprised by the results of the operation of the food law now being rushed through Congress. Nature seems to have a way of hitting back at all who try to balk her. A short crop and a great demand should mean high prices and also a big profit for the producers or for the speculators, if these latter are shrewd enough to buy in advance. If the Government keeps its hands off, the consumption will be reduced, and the next season's crop will be increased, the price then falling, or perhaps falling in anticipation of a big crop. If, on the other hand, the Government tries to keep down the price, and succeeds in doing so, the producers miss the stimulation of high prices and may not increase their product at all. Indeed, a much worse result may be inflicted upon the community, the normal crop being actually cut down by fear on the part of the farmer or planter that governmental interference may be still worse just when he shall have a new crop ready for market.

The Tradesman fails to see how any student of economics can approve of the Government attempting to regulate the price of foodstuffs or attempting to increase their production or reduce their consumption by any other means than the giving of advice and the disseminating of information.

The story of those industries using iron and copper as their chief materials is similar to that heretofore told but it calls for stronger language all the time. The requirements of the Government are such that an increase in equipment and doubtless in buildings will be necessary to a number of the companies. Heretofore little has been said in regard to increased construction as the heavy demands of the market were considered temporary. Washington has, however, so impressed the trade with the magnitude of the war undertaking that new machine tools and new everything required in the trade are coming to be features again. Shortage of steel and shortage of labor to produce it are still embarrassments.

It is unwise to judge a man by the criticism of his enemies. Only his friends can properly denounce him.

No, Cordelia, it isn't the proper thing to eat prunes with a pruning knife.

Michigan Zinc Coat Company Stock

We are authorized to sell treasury stock to the amount of \$49,300. Our business is to zinc coat iron and steel to preserve the same from rust. The demand is practically unlimited, and our orders from the large automobile manufacturers are beyond our present capacity, hence our offering a limited amount of stock for sale to provide increased facilities. Zinc, electrically applied and permeating the pores of the metal as is accomplished by our process, is the only agency on earth that will preserve iron and steel against rust with any degree of permanency. All other methods are but surface treatment and do not withstand friction, abrasion or action of the elements. Experience of Detroit's large automobile industries has proven this to be the case and we are being overtaxed with their orders. Do not be carried away by extensively advertised surface treatment, let zinc, Nature's remedy, do the work. From earliest history it has been known that the action of the elements causes iron and steel to rust, while such action upon zinc has no deteriorating effect, but preserves it. Therefore, it can be readily seen that zinc is Nature's preserver, and all acid and surface treatments are a mere temporary makeshift. By our process sheet metal or wire can be bent or twisted without the zinc cracking, for the reason that it permeates the pores of the metal, thereby becoming a part of it. Grooves or lines on metal surfaces are not obliterated, but accentuated. Bolts, nuts and screws are coated so smoothly as not to require re-cutting. We solicit your prompt attention to this proposition of getting into an enterprise that promises a brilliant future. Splendid opportunity for a capable financier to identify himself with the company. Shares \$100 each.

Michigan Zinc Coat Company

26 Richmond Ave.

--:

Detroit, Michigan



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

The Hardware Dealer and the June Gift Trade.

Written for the Tradesman.

The hardware dealer who, a little earlier in the season played up the "kitchen shower" idea thereby paved the way for a strong and effective appeal to the June gift trade.

The dominant note in wedding presents this year should be value and utility. People are thinking along practical lines. Nowhere can gifts of a more practical nature be found than in the hardware store. This, if ever, is the year for the hardware dealer to carry on an effective wedding gift campaign.

Most hardware stores carry some ornamental lines which will fit admirably into a gift campaign and will help to balance the practical lines. Yet I think it will pay the dealer to lay emphasis on the practical. The ornamental lines include such goods as silverware, brass goods, cut glass—not all of them staple hardware lines, but all handled on occasion by some hardware dealers. Yet even these lines have in many instances a practical appeal, as distinct from lines that are wholly ornamental.

Have you a dummy figure of a bride? If you have, use it as the center attraction of your gift window. If you haven't, perhaps one of the clerks can rig up something—even if it's only a crude masquerade, like the hardware millinery so much in vogue a few years ago. Failing even that, there's the June bride pictures on the magazine covers. Cut them out and paste them in your windows. Use them to add a timely suggestion to your show cards. Get the June bride appeal into your display, by whatever means possible.

That's a first step in making an effective window appeal.

A good window might be devoted to the practical idea in gifts. Show practical lines which are not always thought of as wedding presents. What is the logical centerpiece? A kitchen range—the most expensive in stock? Carpet sweepers, vacuum cleaners, refrigerators, heaters—these are practical gifts that the bride will appreciate in the long run. Yet most people don't think of them as gift articles. Then there are electrical devices, aluminum ware, kitchen utensils—from the very big and expensive the hardware store can grade right down to a five cent egg-beater.

You don't put all these things in the one window display, but you can

put enough of them to emphasize the gift side of the very practical articles in the hardware stock. To give color to the gift appeal, put into your window display every possible June bride accessory you can think of—a dummy figure if you can get one, with veil and orange blossoms, standing in a wedding ring—real flowers—rice—old shoes—June bride pictures from the magazines—use them all.

There's a reason for doing this. Put a range in your window, with a show card saying: "A Practical Wedding Present"—and nine persons out of ten will sniff and say, "That's Only a Range." But put in the same show card with all the June bride decorations I have named, or half of them, and the same nine persons out of ten, and the tenth as well, will say: "There's certainly something to that."

Just because these bridal accessories have made the idea plausible. Just because they strike a responsive chord in the mind of the man or woman—particularly the woman—who stops and looks.

A good line to feature in connection with the gift appeal is cutlery. Cutlery is both practical and ornamental.

A few pointers as to making displays. The window must be trimmed with particular attention to finish and detail. As the goods displayed will be mostly high priced, the trim must be artistic and attractive. To secure the required effect, it is well to have a soft-appearing background. The floor of the window and the background should be covered with some such material as heavy cloth, crepe paper or cheese cloth. Wreaths and flowers, June bride pictures, etc., can be used to good advantage.

A good assortment should be shown. Purchasers of wedding gifts rarely have a definite notion of what

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



Elevators

Electric and
 Hand Power
 Also Dumbwaiters

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

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—My Specialty. Largest Stock—
 Runabouts \$65—\$350 Touring Cars \$150 and up
 What have you to trade? Easy terms.
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 The Prompt Shippers
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ELI CROSS Grower of Flowers

And Potted Plants
WHOLESALE AND RETAIL
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TAKING INVENTORY

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

AGRICULTURAL LIME BUILDING LIME

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

Use Half as Much
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 as of other Oil
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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."
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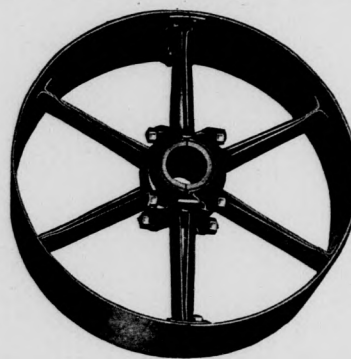
will withstand hard service—
 "they are made to wear."

They will build up a foundation for a bigger and better business for you.

Our catalog is complete and up-to-date, with full descriptions and illustrations.

Brown & Sehler Co.

Distributors for the
 Largest Trunk Factory in the World
Grand Rapids Michigan



Transmission Equipment

Pulleys—Hangers—Shafting
 Belting—Machinery

Keystone Steel Split Pulleys

Strongest—True Running
 Perfect Crown

Adolph Leitelt Iron Works
 213 Erie Street
Grand Rapids, Michigan

Foster, Stevens & Co. Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N. W.
Grand Rapids, Mich.

to buy. They are just lookers-around. To such buyers, a window containing a large assortment of articles has an immediate appeal.

There are a number of ways of increasing the display space in a window without crowding the articles. The floor space can be increased by putting in steps, thus providing room for the showing of flat articles against the back of each step. The placing of shelves and brackets against the background very materially adds to the amount of stock which can be displayed. Shelves can sometimes be used.

On the whole, it is good policy to use price cards. Where a display is confined to very high-priced articles, this may not be advisable; but in most window displays it is desirable to have articles showing a wide range of price, to appeal practically to every pocket. The average gift-purchaser may not have a clear idea of the article he or she wants, but a very definite idea as to the price-limit. A window which presents a good range of marked prices serves as an excellent study in values and commands instant attention. In the alternative, the unpriced article may appeal but the would-be purchaser says: "I like that jardiniere, but the price may be too high. I'll look at some other window."

There is one point that the window trimmer should not overlook in connection with practical gifts—many of them lend themselves to demonstrative display. Vacuum cleaners, electric irons, even ranges, can be demonstrated right in the window. Failing actual demonstration, a dummy figure in the act of running the iron, carpet sweeper or other article can be shown. There are display and advertising values in this direction which must not be overlooked. The good points of an article can often be demonstrated to good advantage by cards, posters, hangers, etc.

Newspaper advertising should of course be used liberally in pushing gift sales; and should follow much the same lines as the contemporaneous window display.

It is a good thing to have compiled a list of gift suggestions. This can be printed for distribution over the counter and through the mails, or can be mimeographed. It is often a difficult matter for the hardware salesman on the spur of the moment to think of everything suitable for wedding presents; and it is impracticable for him to suggest every article, viva voce, even if he remembers them all. The printed list is a great help to the purchaser as well as to the salesman.

William Edward Park.

Formed a By-County Organization.

Buckley, June 4—One of the largest events of the season was pulled off here last Wednesday evening, when the Buckley business men banqueted the business men of Kingsley, Wexford and Mesick at the M. & N. E. Hotel, in Buckley, where they all partook of a meal fit for any king or queen, prepared by the proprietors, Mr. and Mrs. Andrew Madison. This meeting was for the purpose of forming a Bi-County Business Men's Association to further the interests of merchants and farmers and help solve

mercantile and agricultural problems through co-operation. About seventy-five men were present from the towns of Mesick, Kingsley and Wexford; also Prosecuting Attorney Engle, of Lake City, who ably filled the toast-master's chair. George Piper, County Agriculturalist, expressed the willingness of the farmers to co-operate. J. M. Bothwell, Secretary of the Retail Grocers and General Merchants Association of Michigan, the speaker of the evening, gave a very interesting and instructive talk relative to profits and costs and the need of systematized co-operation with farmers.

At the meeting a business men's organization was formed, officered as follows:

President Jim McQuire, Buckley.
Vice-President, Adolph Baumgarth, Kingsley.

Secretary—Mark Potter, Mesick.
Treasurer—William Rennie, Wexford.

Joseph P. Lynch is conducting a sale for Mrs. E. Grode, proprietor of the Kercheval Shoe House, 817 Kercheval avenue, Detroit. June 9 he starts a sale for G. Hawley Walker, dealer in clothing and furnishing goods at Toronto, Ont.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

Sand Lime Brick

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

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



Bevo is a great favorite in the Army Canteens, where none but pure, soft drinks may be sold. After drill or march, you are sure to see a long line of hot and dusty-throated soldier boys making a bee-line for Bevo. They know that there lies complete satisfaction, full refreshment and pure wholesomeness.

At home or abroad—at work or play—between meals or with meals, you will appreciate what we have done for you in making this triumph in soft drinks.

You will find Bevo at inns, restaurants, groceries, department and drug stores, picnic grounds, baseball parks, soda fountains, dining cars, in the navy, at canteens, at mobilization camps and other places where refreshing beverages are sold.

Bevo—the all-year-'round soft drink

Guard against substitutes. Have the bottle opened in front of you, first seeing that the seal is unbroken and that the crown top bears the Fox. Sold in bottles only, and bottled exclusively by

ANHEUSER-BUSCH—ST. LOUIS

Anheuser-Busch Branch

Dealers

GRAND RAPIDS, MICH.



Why the Liberty Loan Belongs to the People.

Written for the Tradesman.

Present and future financial and business conditions are so inextricably mixed up with the Liberty Loan in the minds of the public that it would be well, perhaps, to clean the atmosphere by an explanation of the real conditions.

The uninformed layman finds it difficult to understand why it is that the banks of the country so easily took on the several hundred million dollar loans for the Allies, but when our own Government seeks to get its \$2,000,000,000 Liberty Loan floated it is the average citizen—men of small means and small wages—who are expected to do their "bit" for the country by either taking from their small surplus to buy a Liberty Bond, or set aside a certain portion of their earnings to purchase one on the installment plan. The other loans were underwritten (bought at a certain figure by a number of banks—then disposed of to investors). These securities found their way into the safe deposit boxes of persons of means who thus found a reasonably safe investment yielding a good rate of interest. As they were short time securities—due in a few years—many banks and trust companies purchased them to keep their own surplus working.

For the banks to take on this \$2,000,000,000 exclusively, even though their resources would permit this step, would be unwise and would cripple their usefulness to the Nation when later demands for financial assistance may be made. Although the all important question now is to raise all the funds the Government may require, it must also be remembered that it is hardly less essential to see that the ordinary and extraordinary requirements of the manufacturers are taken care of, for upon keeping the wheels of industry moving depends the power to best serve the Nation. By the Nation's response to the appeal to invest in Liberty Bonds, the banks are relieved of some of the burden and are thus enabled to take care of the country's business demands, which means a continuance of an undiminished weekly pay envelope. Of course, it is realized the banks are simply custodians of other peoples' money, and it is in the wise disposition of this money that the depositors are assured of safety for their funds and a fair amount of interest on savings invested by the banks. To tie up the money needed in regular channels of business would mean a tightening of capital that would bring about an unsettled and unsatisfactory

condition of business. This, not only for the sake of our own comfort, but for the sake of our Nation's safety and success in this war must be prevented. It is for this reason earnest appeals are being made to the American people in all the walks of life to do their "bit" for the country by buying a Liberty Bond or bonds out of money raised from sensible economy in spending current wages, rather than a withdrawal of funds from savings banks.

The situation is one of such serious importance, it warrants frank and practically continuous discussion in and out of season. The war is now uppermost in the minds of the people who are beginning to understand that our entry into the conflict is no child's play.

The banks should impress upon the people of their respective communities the necessity of individual participation in this bond issue. There is no question but that when the seriousness of the situation is brought home to them their response will be spontaneous and generous. Bankers should use the argument suggested by an Eastern publication of high standing. Help the Government while helping yourself. Turn your small economies into a Liberty Bond; make your debt to your country an added credit item to your personal wealth. You have now a double incentive to save out of current earnings; an opportunity that has never occurred before; an opportunity the whole world hopes will never occur again. This war may be a long war. If your savings are invested in a war bond they are free from taxation, which will be increasingly heavier as the war goes on. Unless the whole world goes bankrupt the bond is as good as gold. No other National bond is so well secured. Interest will be paid promptly. The Government never defaults on its fixed charges. At all times the Liberty Bond will become good security for a loan, and is good at all times for its face value, should circumstances arise through which the purchaser needs the money. No other form of property is so readily convertible into cash. It is highly probable that later on other United States bond issues will be offered to the public at a higher rate. This Liberty Bond can be exchanged for those bearing a higher rate of interest than $3\frac{1}{2}$ per cent. when such bonds are issued. The wealth of the Nation and the energies of the people are behind them and they can be used anywhere at any time to tide you over temporary embarrassment or any sudden misfortune.

In addition to the arguments used

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

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

above bankers, merchants and manufacturers should call attention to the partial payment plan which, through the patriotism of the banks and trust companies, affords an easy means of acquiring this gilt edged investment, one that attaches to no other investment. It should be emphasized that the purchaser of this bond exercises the most elementary principles of thrift, as well as saving. Emphasis should also be laid upon the fact that when one buys a Liberty Bond it is not a donation. It is an investment—one which is doing good in the world; because of which some time, somewhere in the world life will be sweeter, joy more abundant and human freedom more firmly fixed because of this purchase. "Somewhere a \$50 or \$100 bond may change a tear to a smile, bring a new glow of life to childhood or age, light a fire in a deserted home, because the war is sooner ended and a husband and father has come back to labor for his loved ones."

The die is cast; our participation in the war is fixed. The common thought must be to make that participation conducive to the greatest good and to the most speedy termination of the awful havoc. This is the aim of the loan. Come what may, it is our duty to support our Nation in its endeavors. These loans feed the hungry as well as strengthen the soldiery and there is no good reason why every citizen should not add one name to the subscribers.

In gauging a situation the most reliable indication of conditions is the opinion of men who have become successful in business and leaders in their various lines. Composite opinion of these men has it that not only will industrial and commercial activity be fully normal during the war, but better than before it started.

Frank A. Vanderlip, a keen judge of conditions, says that instead of stagnation people should prepare for top speed production which will call for every ounce of energy and resource. Of course, this does not mean that people should be improvident and squander their earnings with prospects of good times and be like the Arkansas man who, when asked why he did not repair the roof of his cabin, replied, "When its raining I can't and when its dry it doesn't need it." There is no danger of there not being work enough for every one; in fact, there will be more work than people to do it. It must be remembered this money being raised will be used to equip and feed our army and navy and will, therefore, go right back into the channels of trade through wages paid and material bought, through

transportation charges, etc. Into stores, factories and farms will pour these dollars now being loaned by the people, stimulating all kinds of business.

There is no question but that there must be business readjustments, but these readjustments will work out for the best and employment and prosperity will be general. Hysterical buying of necessities must and will cease. There is already a noticeable slackening of this tendency and prices are showing a downward tendency.

Wall street, ever a fair barometer of business and public sentiment, is already reflecting the optimistic views of the leaders of business and there is a stronger tone to the securities market.

There is a movement on foot to introduce square nickels, probably with rounded corners. One argument advanced is that mint authorities would save an appreciable amount in packing. It is doubtful, however, if this innovation would be pleasing to manufacturers of "nickel in the slot machines." Paul Leake.

Local Wholesalers to Boost Liberty Bonds.

Grand Rapids, May 29—We beg to enclose herewith information and to advise you that on May 28, a well-attended meeting was held to consider the patriotic duty that lies before our trades in the purchase of Liberty Bonds.

It was unanimously voted that the matter should be given effective support by all wholesale houses and commission firms. Dudley E. Waters was present and addressed the meeting. We outlined a plan that was given favorable consideration and support by all in attendance.

All firms represented have agreed to give the work attention along the lines suggested by him in so far as it practically applies to their respective organizations. It was generally agreed that the employees of all firms should be given an opportunity to subscribe for a \$50 Liberty Bond or more and if in need of financial assistance to do so that the employer grant financial assistance temporarily and give the employees an opportunity to pay for the bond out of their savings over a period of time, say twelve months, if necessary. All present fully realized the necessity of giving patriotic assistance and consider it a privilege to have the opportunity to buy Liberty Bonds.

It was recommended and urged that all jobbers and commission houses in the city, and all employees of these companies, study into the matter carefully and do their share in subscribing for Liberty Bonds.

William Judson, Chairman,
Lee M. Hutchins,
Samuel Krause,
H. J. Vinkemulder,
Guy W. Rouse.

In a man's autobiography there is no such word as fail.

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.

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Tax Exempt in Michigan

Write for our offerings

HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS

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WHY MAKE A WILL?

A Supreme Court has answered this thus:

- "To provide for the wants of the testator's family,
- "To protect those who are helpless,
- "To reward those who have been affectionate, and
- "To punish those who have been disobedient."

Appoint this reliable Company Executor of your will and assure your estate a business-like administration.

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.

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

Repudiate the Teachings of Traitorous Leaders.

Plainwell, June 4—The attention of this lodge has been called to an editorial in a recent issue of your paper, which, in our opinion, was intended to discredit farmers as a class by pretending to criticize a type of farmer that does not exist.

For your enlightenment we wish to state that farmers are not holding back their production this year, but, on the contrary, are doing all that is possible to increase production, even while they have no power to fix the price of their products and have no guarantee that certain products may not sell for less than the cost of production.

While we are in favor of both a minimum and maximum fixed price of products at this time, we would not have those prices so fixed as to injure the legitimate dealer, but we do feel that the gambler in food stuffs should be summarily dealt with.

We believe that the statements in your editorial are not in accordance with the facts and that the publication of such misleading statements at this time is unwise, as it tends to create the false impression that the farming class is not supporting the Government in the present crisis.

Oren F. Evans,
Sec'y Gun Plains Grange.

The Tradesman is pleased to publish the above communication because it indicates that the caustic criticism it recently uttered in connection with those farmers who were inclined to listen to the siren voice of false leaders who urged them to play the part of traitors to their country has found lodgment in the brains of sensible farmers and caused many of them to reverse themselves and repudiate the former treasonable utterances and actions of grange and syndicate officials.

Unfortunately, the unscrupulous leaders in this movement are still actively at work disseminating their pernicious doctrines. They do not come out in the open like men and preach their perfidious propaganda openly, but shield themselves behind the secrecy of the grange and other fraternal and oathbound organizations, thus avoiding the criticism—and probably prosecution—which would follow public expressions fraught with so much danger to the Republic and the cause of humanity and civilization.

Why Brubaker May Miss Merchants Congress.

Mears, June 4—I wonder if there is another merchant in Michigan who has ever been guilty of making such a fool of himself as I did in a stunt I pulled off last week.

I received a letter from a big Toledo concern, stating that inasmuch as I had permitted a bill to become past due, they could not ship a case of coffee ordered until I paid up.

That got my goat, as I always discount. They were real courteous in the dun, but I flew off the handle and the letter I wrote to Al Windt, with the request that he bring it to the personal attention of the president of the company, was the meanest bunch of warm reading matter I was capable of writing—and I can slop some mean things.

Well, Al. put it up to the president all right and his answer was a nice conciliatory letter which made me ashamed of the rough stuff I had written. He stated if I found they were in error he would send me a box of cigars. In checking up his statement, I found that way back about the time Noah hit his finger with the hammer in putting the last shingles on the ark, I had really overlooked paying one bill. And ever since then the almost outlawed bill had been past due.

The only blame I put on the company is that they did not dun me long ago, when the moss started on it.

Well, all I could do was to remit at once and enclose enough to buy a few cigars for the innocent party. I sent my profound apology, also, although it is hard for me to apologize for my mistakes any time. Then he sent my two bucks back, saying he didn't have the habit.

Talk about heaping coals of fire! To-day's mail brought me a box of cigars from him with his compliments. Every time I light one I saunter out in the back lot and kick myself good and proper. So if the reader of this does not see me at the Merchants Congress it will be because I did a well-deserved job and was not presentable, having only one pair of trousers—and they are overalls which can hardly stand the strain.

I have never had the pleasure of meeting W. C. Brand, President of the Widlar Co., but I assure you any one who can dictate such a conciliatory letter to a hot headed, unreasonable gink as I was, when he knows he was right, is the kind of man I would like to number among my friends.
Chronic Kicker.

Death of Charlotte Traveler.

Charlotte, May 28—Funeral services for John A. Hageman, a well known commercial traveler and prominent resident of this city, were held Sunday afternoon, under the auspices of Charlotte lodge, No. 120, F. and A. M. The funeral party went by automobile to Albion, the former home of the deceased, for burial.

Mr. Hageman was found dead in bed in a Lansing hotel last Friday and his sudden passing away came as a tragedy to the members of his family and a great shock to the city in general. None of the family were at home when the news came, Mrs. Hageman expected him home on the evening train and had gone over to the home of a neighbor, leaving a note telling him to come over when he arrived. Their older daughter, Miss Helen, is a teacher in the Battle Creek schools and she arrived home late that evening as usual on Friday for the week-end. The other daughter, Marian, a sophomore in the Charlotte high school, had gone to attend a dance at Potterville. The cause of death was apoplexy.

The Universal Auto-Top Co. has been organized with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in property.

We Specialize In Automobile Industrial Public Utility SECURITIES

THURMAN-GEISTERT & CO.
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Michigan Trust Bldg. & G. R. Savings Bank Bldg.
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Main Office Fountain St.
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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



THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

THE

OLD NATIONAL BANK

GRAND RAPIDS, MICH.

177 MONROE AVE.

Complete Banking Service

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

Our 3½ Per Cent SAVINGS CERTIFICATES ARE
A DESIRABLE INVESTMENT

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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

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.

Boomlets From Bay City.

Bay City, June 4—The twenty-fourth annual meeting of the Grand Council of Michigan of the United Commercial Travelers of America was held in this city Friday and Saturday, June 1 and 2 and is said to be one of the most harmonious and successful meetings ever held by the Grand Council. The meeting was called to order promptly at 10 o'clock in the morning, by Grand Counselor, Fred J. Moutier. The roll call found all the grand officers present. The written report of Grand Counselor Moutier was read by the Secretary and was well received. The credential committee reported eighty-four delegates present. The committee on necrology reported thirty-four members having died during the year. The morning session was taken up with the regular routine of business.

The afternoon session convened at 1:30. A resolution offered by Samuel Rindskoff that \$500 be appropriated to buy a Liberty Bond, also the same amount be donated to the Red Cross Society, was, after several patriotic speeches, unanimously adopted. A resolution was also unanimously adopted endorsing the attitude of President Wilson, pledging him the loyal and undivided support of the Grand Council of Michigan in the prosecution of the war in which we are engaged. The Secretary was instructed to notify the President of the action taken. Further evidence of the patriotism and loyalty of the Grand Council was shown in the unanimous vote which placed the \$1,100, annually appropriated to help entertain the Grand Council, in the hands of the Grand Executive Committee with power to use same as it sees fit for war relief work. In the selection of the place for holding the next Grand Council meeting, Jackson won out easily over Detroit and Kalamazoo. The two prizes offered last year by the Grand Council of \$50 each, one for the council which made the largest increase in membership during the year and the other for the council which had the greatest percentage of increase was won by Bay Council, with an increase of fifty-seven members.

The election of officers resulted as follows:

Grand Counselor—John A. Hach, Jr., Coldwater.

Grand Junior Counselor—W. T. Ballamy, Bay City.

Grand Past Counselor—Fred J. Moutier, Detroit.

Grand Secretary—Maurice Hueman, Jackson.

Grand Treasurer—Lou J. Burch, Detroit.

Grand Conductor—C. C. Starkweather, Detroit.

Grand Page—H. D. Ranney, Saginaw.

Grand Sentinel—A. W. Stevenson, Muskegon.

Grand Executive Committee—Wm. Kelly, Jackson; Homer R. Bradfield, Grand Rapids; M. Hueman, Jackson; Lou J. Burch, Detroit; J. A. Hach, Jr., Coldwater.

Delegates to the Supreme Council—J. A. Hach, Jr., Fred J. Moutier, W. S. Burns, M. G. Howarn, Samuel Rindskoff, W. J. Devereaux.

Alternates—A. G. McEachron, Detroit; W. S. Lawton, Grand Rapids; John A. Murray, Detroit; Herman E. Vasold, Saginaw; James E. Burtless, Marquette; J. Q. Adams, Battle Creek.

The installation of officers was conducted by Past Supreme Counselor, Frank S. Gainard, of Jackson.

The parade, which was to have started at 10 o'clock sharp, was delayed by rain nearly an hour, but finally got under way, but before it was over, it again rained and rather dampened the enthusiasm of some of the boys, as well as the palm beach suits of Saginaw and Bay Council members. Cadillac Council, of Detroit, won the prize for the best appearance and Saginaw Council that of having the largest percentage of members in line.

In the base ball contest, Bay City defeated Saginaw Council by a score of 13 to 10, while Kalamazoo defeated the Bay City boys in the final contest thereby winning the cup.

The ford couplet, which was raffled Saturday afternoon, was won by A. McVittie, one of the high school teachers of the city.

The party held in the Armory Saturday evening was largely attended and all present had a very enjoyable time. W. T. Ballamy.

How Many Can You Name?

The works of Charles Dickens contain 1,425 characters.

The pessimist never bores us with his alleged funny stories.

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

Retail Grocers and General Merchants Association of Michigan**OFFICE OF THE SECRETARY**

Cadillac, June 4—If a man should come to your store some day while you were adding up your list of slow pay and bad accounts and would say to you,

"I will give you 75% of the face value of those accounts and pay you the cash," you would consider that a good business proposition, now wouldn't you?

Many successful merchants like you subscribe to a credit rating system.

Why?

Because they find it a good investment. They know that under the old method they can not do business at a profit if occasionally they must charge off some bad accounts or pay somebody 25 per cent. commission for collecting them.

If you would safeguard your stock, read once again the letter we sent you a few weeks ago, study closely the advantage it would be to you if you knew whether a fellow's credit was good or bad before you let him have your goods.

You can make a credit rating system earn its cost for a whole year by saving just one bad account.

Shall we write you further details of the greater advantages of being a member?

J. M. BOTHWELL, Sec'y

Buy a Liberty Bond

To assist in making permanent the reign of democracy. Then buy a block of stock in the

Petoskey Portland Cement Co.

to assist in the work of restoring the regions devastated by war on the other side of the water.

Both investments appeal to the patriotism and good citizenship of every sturdy American.

We can demonstrate to you that the manufacture of cement is going to be as profitable as investments in steel or munition factories—and much safer in the long run.

Deuel & Sawall, Inc.

Financial Agents

Petoskey Portland Cement Company

Murray Building

Grand Rapids, Michigan

DIAMONDS FOR GRADUATION

The Herkner collection of Diamond Jewelry is the largest display shown in Western Michigan.

Prospective buyers of Diamonds should consult us before making a purchase.

Our Quality and Values should interest you.

J. C. Herkner Jewelry Co.

114 Monroe

121 Ottawa

**DRY GOODS,
FANCY GOODS AND NOTIONS**

White Gros Grains Sell.

The ribbon trade is quiet and waiting. A few satins and taffeta goods are moving, applying to the dry goods end of distribution, but a continuing call for white gros grains, practically all from the millinery trade, seems to be about the most active feature of the market. Widths thus being sold comprise from Nos. 3 up to about 5 inches, and possibly the best numbers are 16s, 22s and 40s.

In general, however, the trade is quiet, with the weather perhaps the most deterring factor to business that otherwise might be coming along. It is evident that stocks are accumulating rather in a larger way than is welcome—requests to defer delivery and hold up shipments pending inventory being in evidence here also—and will probably continue to do so for about another four weeks. Then, however, the effect of the reduced machinery being devoted to ribbon production will make itself felt and accumulations will begin moving out.

Even the demand for red, white and blue ribbons of various sorts, which has been such an active feature of the market for some little time past, is petering out, the buyers evidently having all they require of these goods.

One of the manufacturers is bringing out 10-ligne black gros grains with a very narrow border or edging of the three National colors. The same effect is produced in a navy blue gros grain of a similar width. These will be used for bows and other small trimmings, it is expected.

Government Placing Orders for Underwear.

Underwear mills are receiving business for the army's fall needs. While no details are as yet available concerning the quantities placed or the mills which have come forward and taken their allotment of army business, it is pretty generally understood that buying in the open market has been progressing.

With production for this spring so backward among the large underwear manufacturers, not to mention a corresponding lateness in fall production, it is almost certain on the face of things that a very large percentage of the mills has been unable to contract for as many garments as have been required for delivery as soon as needed, if the product were demanded, according to specifications. This inability to meet the specification requirements has been caused by certain other reasons as well—to inability to make the goods with the machinery available among a large number of manufacturers.

It is therefore fairly safe to assume that the Government's purchasing agents have let down the bars, and have found themselves obliged to accept and place orders on samples submitted which came as near to specification as possible, and at the same time proved practicable for use by the men who are to form the army of this country.

When the earliest needs of heavy-weight underwear are taken care of, it will of course be possible to come nearer to specifications than at first, but it looks now as though the civilian deliveries for fall would be materially hampered because of the merchandise that will be diverted from usual dry goods channels and into the Government stocks.

Rumors have been current to the effect that the army specifications have been, or are to be, subjected to some changes, but whether this has taken place or is in prospect cannot be ascertained. From the nature of the present specifications, it may be possible that such a rewriting of the stipulations may have to be effected.

As far as the civilian trade for the current season is concerned, the weather is preventing the expected large movement of underwear out from jobbers' hands and across retail counters at this time. Nothing special has developed as concerns fall production, excepting that mills continue to be hampered and manufacture is backward in about all cases.

Bankruptcy Proceedings in Western District of Michigan.

Grand Rapids, May 21—Dirk DeKlein, grocer of Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for June 6. The schedules of the bankrupt show liabilities amounting to \$2,320.32, and assets of \$1,080, of which \$680 is given as stock in trade. A list of the creditors follows:

Preferred Creditor.	
City Treasurer, Grand Rapids	\$ 48.00
Secured Creditors.	
H. H. Jordan, Grand Rapids	\$387.00
Kent State Bank, Grand Rapids	159.00
Michigan Exchange Private Bank, Grand Rapids	150.00
Unsecured Creditors.	
New Century Co., Detroit	\$238.59
John Jasperse, Grand Rapids	34.85
G. C. Bear & Co., Detroit	47.14
Wolverine Spice Co., Grand Rapids	71.80
Star Paper Co., Kalamazoo	28.50
Washburn-Crosby Co., Grand Rapids	38.12
Judson Grocer Co., Grand Rapids	395.07
Wilson & Company, Grand Rapids	21.55
Paul J. Hake, Grand Rapids	20.05
J. J. Burggraaff, Grand Rapids	29.24
Rademaker-Dooce Grocer Co., Grand Rapids	21.65
C. W. Mills Paper Co., Grand Rapids	55.54
Voigt Milling Co., Grand Rapids	361.12
Roy Baker, Grand Rapids	25.71
L. & L. Jenison, Jenison	45.23
Swift & Co., Grand Rapids	6.00
Kelly Ice Cream Co., Grand Rapids	12.16
Mich. Exchange Bank, Grand Rapids	54.00
G. Lamberts, Hudsonville	30.00
R. Roubos, Grand Rapids	40.00
May 23—Cornelius Kalkman, of Holland, filed a voluntary petition in bankruptcy this day. Adjudication has been	

President Suspenders for comfort

Of All Jobbers
PRESIDENT SUSPENDER CO.
SHIRLEY, MASSACHUSETTS

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

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

Eagle Cordonnet



P. F. C.
Crochet
Cotton

The best made,
for all purposes

Ask Your Jobber

Insure Your Automobile In a Safe Company

With an organization which is producing enough business to pay for a stolen car each day, and a surplus of \$65,000 on hand and 21,700 policies issued, the Company is prepared to meet all claims.

Auto owners realize that great care should be used in driving and that the ordinances of most large cities make it illegal to leave automobiles on the street without a proper lock; yet accidents continually occur and cars are stolen.

The farmer and the business man who joins a mutual should select one that has a large membership and a surplus on hand to meet claims.

Should you have \$5,000 damage claim against you, the only mutual company in the state able to give you prompt and efficient service with money on hand to pay the judgment, is the Citizens' Mutual Automobile Insurance Company, of Howell, and the cost is only \$1.00 for policy and 25c per H. P.

Chicago Boats

Tues. - Thurs. - Sun. Night
7:30 P. M.

VIA

Muskegon Interurban
and
Goodrich Line

The All Year Route

FARE \$2.75

Grand Rapids Station
162 N. Ottawa Ave.

City Ticket Office
127 Pearl St., N. W.

Hickory Garters

Are now carried and displayed by many of the best dry goods merchants.

They are known everywhere for their excellent qualities. Advertisements appear continually in leading newspapers and magazines.

You will surely have calls for Hickory Garters.

Place your trial order with us now, and watch your sales increase.

Paul Steketee & Sons

Wholesale Dry Goods
GRAND RAPIDS, MICH.



"HATS THAT SELL"

HATS and CAPS
All New Styles and
Colors

THE
NEWLAND
HAT

STRAW HATS in
All Grades for Men,
Boys and Children

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

Mail orders solicited

Newland Hat Company

164-166-168 Jefferson Ave.

Detroit, Michigan

made and the matter referred to Referee Corwin. The first meeting of creditors has been called for June 12. The schedules of the bankrupt show liabilities amounting to \$1,916.82 and assets of \$500, all of which is claimed as exempt. Following is a list of the creditors listed by said bankrupt:

Preferred Creditor.	
Lon Tuttle, Holland	\$ 23.45
Secured Creditors.	
Peter Maas, Holland	\$893.00
Jacob Wabeke, Holland	45.00
First State Bank, Holland	100.00
Diekema, Kollen & Ten Cate, Holland	135.00

Unsecured Creditors.	
Holland Furnace Co., Holland	\$ 53.15
Fred J. Gaze, Holland	40.00
DePree Hardware Co., Holland	4.00
Notter, Van Ark & Winter, Holland	31.80
Fred Boone, Holland	15.00
H. J. Fisher, Holland	4.00
Benj. J. Lemmen, Holland	32.00
Louis Lanting, Holland	8.75
Jacob Wabeke, Holland	6.00
Scott-Lugers Lumber Co., Holland	10.00
Du Mez Brothers, Holland	9.90
Wabash Portland Cement Co., Detroit	94.74
A. Steketee & Sons, Holland	5.47
Great Western Oil Co., Grand Rapids	8.75
Geo. Guizenga & Co., Holland	6.75
Bishop & Raffenaud, Holland	4.05
Dr. H. Boss, Holland	12.75
Otto Cohan, Holland	9.74
John Nies' Sons Hardware Co., Holland	8.36
Lokker, Rutgers Co., Holland	26.46
Dr. Winter, Holland	25.25
P. Hoeksema, Holland	16.81
Westing & Warner, Holland	56.00
Bolhuis Mfg Co., Holland	51.00
Peter Prins, Holland	22.28
Tyler Van Landegend, Holland	11.81
T. Keppel Sons, Holland	10.00

May 25—Leonard Ammond, doing business as a meat dealer in Muskegon, has filed a petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. Alfred Peine, of Muskegon, has been appointed custodian for the receiver. The first meeting of creditors has been called for June 11. The schedules show assets amounting to approximately \$1,500, of which \$294.11 is given as stock in trade assets. The liabilities amount to \$1,852.12. A list of the creditors of the bankrupt follows:

Secured Creditor.	
A. R. Jordan, Muskegon	\$290.00
Unsecured Creditors.	
J. Albers & Sons, Muskegon	\$556.51
J. S. Anderson, Muskegon	202.60
Armour & Co., Chicago	383.09
J. R. Biersdorf, Chicago	23.07
Wm. J. Moxley Co., Milwaukee, Wis.	56.37
Cudahy Bros. Co., Milwaukee	50.85
L. Frank & Son Co., Milwaukee	79.70
Magoon, Conger & Swanson, Muskegon	9.60
Muskegon Art Glass Works, Muskegon	2.23
S. Steindler, Muskegon	35.00
Hubert Smith, Muskegon	113.00
Continental Realty Co., Muskegon	50.00

May 28—Albert P. Crell, doing business under the name of the National Shock Absorber Co., of Grand Rapids, has filed a petition in bankruptcy. Mr. Corwin has been appointed receiver and George S. Norcross, custodian, to act until a trustee is elected at the first meeting of creditors which takes place June 12. The liabilities listed amount to \$3,669.55 and the assets amount to \$9,905.09, of which stock in trade assets amount to \$3,476. A list of the creditors is given below:

Wm. D. Gibson Co., Chicago	\$238.92
Myall, Wallace Co., Chicago	35.00
Standard Malleable Iron Co., Muskegon	409.97
Nat. Screw & Tack Co., Cleveland	36.42
Nat. Acme Mfg. Co., Cleveland	35.45
Van Camp & Donahur Co., Cleveland	5.18
Alden & Judson, Grand Rapids	44.69
Bylsma Printing Co., Grand Rapids	35.55
Barclay, Ayers & Bertsch Co., Grand Rapids	9.84
G. R. Forge Co., Grand Rapids	13.75
Auto Trade Directory, New York City	75.00
Auto Mart, Milwaukee	20.00
B. F. Goodrich Rubber Co., Akron, Ohio	248.92
Tisch Auto Supply Co., Grand Rapids	32.00
Standard Oil Co., Grand Rapids	19.75
Columbus Varnish Co., Columbus	5.00
Cleveland Wrought Washer Co., Cleveland	6.00
Great Western Oil Co., Grand Rapids	21.15
Bradstreet Co., Grand Rapids	85.00
Standard Welding Co., Cleveland	14.20
Reliance Mfg. Co., Masillon	5.40
Wolverine Pattern Works, Grand Rapids	154.26
Imperial Machinery Co., Grand Rapids	557.76
Ohio Seamless Tube Co., Shelby, O.	152.03
Blackburn Varnish Co., Cincinnati	40.60
H. E. Barkley, Grand Rapids	5.50
Dalstrom Metallic Door Co., Jamestown, N. Y.	126.00
Goodyear Tire & Rubber Co., Akron	262.45
John Knappe Machine Co., Grand Rapids	34.88

Emergency Forge Co., Lansing ..	75.00
U. S. Tire Co., New York	575.89
Ford Owner, Milwaukee	45.00
Chilton Co., Philadelphia	80.00
Dr. Louis Barth, Grand Rapids ..	40.00
Dr. R. J. Hutchinson, Grand Rapids ..	80.00
Fellows Gear Shaper Co., Springfield, Vt.	25.00
Boen Mfg. Co., Syracuse	16.00
Iron Age, New York City	2.00

In the matter of Irvin G. Swander, bankrupt, Dighton, a special meeting of creditors has been held. The trustee's first report and account, showing total receipts of \$730.96, disbursements of \$16.44 and a balance on hand of \$714.52 was approved and allowed. Certain administration expenses were ordered paid and a first dividend of 5 per cent. was declared and ordered paid.

In the matter of Ferdinand G. Heumann, bankrupt, Traverse City, a special meeting of creditors has been held. The trustee's first report and account, showing total receipts amounting to \$1,393.42, disbursements of \$35.43 and a balance on hand of \$1,357.99, was approved. Administration expenses and a first dividend of 8 per cent. were declared and ordered paid.

In the matter of Denis McGrath, bankrupt, Grand Rapids, the final meeting of creditors has been held. The trustee's final report showing a balance on hand, as per second report, of \$1,099.59, additional receipts of \$1.85, total of \$1,101.44, disbursements of \$540.81 for administration expenses and a second dividend, leaving a balance of \$560.63, was approved and allowed. Certain administration expenses and a final dividend of 11 1/2 per cent. were ordered paid. This estate has paid three dividends totaling a 41 1/2 per cent.

In the matter of J. Emil Selbert, bankrupt, Sparta, a special meeting of creditors has just been called for June 4, at which time the report of the trustee and petition for the allowance of attorney fees will be considered and passed upon. It is possible that a first dividend will be declared and ordered paid.

In the matter of Carl A. Dahlquist, bankrupt, Muskegon, a special meeting of creditors has just been called for June 4 for the consideration of the trustee's first report and account and for the purpose of declaring and ordering paid a first dividend to creditors herein. In the matter of Warren A. Veltman, bankrupt, Grand Rapids, the final meeting of creditors in this matter has been called for May 31. It is probable that a small dividend will be paid.

In the matter of Miller & Morowski, bankrupt, Grand Rapids, the final meeting of creditors has been called for June 2, at which time the trustee's report, which shows total receipts of \$435.03, disbursements of \$31.32 for administration expenses; and \$162.18 for secured claims; bankrupt's exemptions, \$150.32, total, \$343.82, leaving a balance of \$91.21, will be considered and passed upon. It is doubtful if there will be any dividend in this matter.

In the matter of Ralph L. Myers, bankrupt, Alanson, the final meeting of creditors has been called for June 11. The trustee's final report shows total receipts which amount to \$612.34, disbursements of \$450.72 and a balance on hand of \$161.62.

In the matter of Frank A. King, bankrupt, Grand Rapids, the final meeting of creditors has been called for June 11. The trustee's final report shows a balance left on hand of \$95, after having disbursed \$25 for administration expenses. It is doubtful if there will be any dividend.

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

Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of *Electric Advertising*.
 We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

Bell M 797 Citizens 4261

SPECIAL

June Clearance Sale on

Muslin Underwear

Corset Covers	@ \$2.00 to \$6.50
Children's Drawers	@ 1.25 to 2.35
Women's Drawers	@ 2.25 to 4.75
Petticoats	@ 9.00 to 18.00
Children's Gowns	@ 2.25 to 4.50
Ladies' Gowns	@ 6.50 to 12.00
Envelope Chemise	@ 6.50 to 10.50

Mail Orders

Given Careful and Prompt Attention

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS

:::

MICHIGAN

The Dawn of a New Service— Capacity

An accurate load "Rating" on a pneumatic tired chassis is possible only where exact body weights are known.

The Higrade light truck chassis is designed and made with an unusual factor of safety, and will carry all the pneumatic tires are guaranteed to carry and stay within the tire makers' guarantee for maximum mileage.

The standard series A-17 chassis weighs 2,300 pounds. Therefore the maximum allowable load ON CHASSIS (including body) is 2,250 pounds. By using special over-size 35x5 tires—which will fit our standard rims—the NET (pay-load) carrying capacity would increase 25% and still not overload the springs. If operated on ideal roads the maximum allowable weight may be increased 300 or 400 pounds.

For economy in tire expense, gasoline consumption, and increased life of truck we recommended normal loading at 1,500 to 1,750 pounds when fitted with standard equipment. If a ton load is desired we recommend the over-size tires.

The Higrade Light Truck

is the result of the experience of four men who have been designing, building and selling power transportation from the \$700.00 automobile to the five-ton \$5,000 truck, and from the little dummy engine to the 200-ton mountain locomotive.

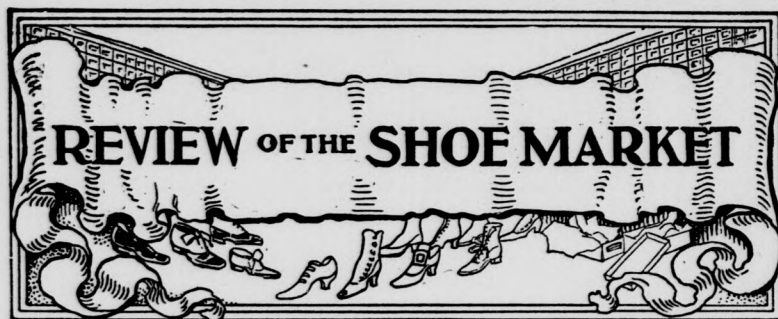
If years of experience of men who have spent a lifetime specializing is worth anything, we have it.

HIGRADE MOTORS COMPANY

SALES OFFICES
BUFFALO, N. Y.

EXECUTIVE OFFICES
GRAND RAPIDS, MICH.

EXPERIMENTAL STATION
HARBOR SPRINGS



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

Critical Situation Facing Shoe Dealers Written for the Tradesman.

Many shoe dealers find themselves up against a critical situation: they have on hand unusually heavy stock accumulations, bought at different stages along the journey of the upward price-trend that has been on during the past two seasons; while over against this precarious stock accumulation, there is an abnormally light and sporadic popular demand. And the question in the mind of the average dealer is, How can I turn this stock into good money, and so come clean? Can the thing be done? If so, how?

As everybody now sees it, entirely too much buying during the last year has been in anticipation of rising costs, rather than in response to actual needs based on a conservative estimate. The writer recalls a conversation he had last fall with the shoe manager of a large department store, which gets most of its shoes from the East. Its women's shoes are made by an old, well-known house whose very name is a synonym for style, refinement and value of female footwear. Two or three times a year this manager goes to the Eastern market, and always he visits the house that makes their fine shoes for the better class of their women's trade.

The manager told the writer that last fall, while he was on the floor making his selections, word was sent in from the office that the old price schedule was off from that moment; that on all shoes there would be a flat advance of 50 cents per pair. "Not to me!" exclaimed the visiting buyer, "just bear in mind, please, that I was here on the floor making my selections when this word arrived, and that I get what I want at the original quotation." And he had his way—but he bought too generously. He was stampeded.

Take them all in all, shoe dealers are perhaps as level-headed as any other class of people in the world, but conditions have been abnormal, and there has been no precedent to go by. Along with this tendency to buy too generously in anticipation of coming needs, among shoe dealers, there has been developing a spirit of economy and retrenchment among the people—which the newspapers and magazines have encouraged along by means of scare-head editorials and pessimistic feature articles—with the result that shoe dealers throughout the country have immense stocks of merchandise on their shelves. And

the same newspaper that accepts an advertisement from the local shoe dealer featuring seasonable footwear offerings, and striving to create a popular demand for them, also carries an editorial or feature article, or both, emphasizing the vital need and patriotic spirit (?) of severely economizing everywhere and cutting down one's wants to the vanishing point. Some consistency, eh?

Now the thing the shoe dealer is anxious most of all to do, is to ease up his shelving by getting rid of those shoes. The spring selling hasn't been good. The weather has been abominable—cold, rainy weather—just the kind of weather to put a damper on footwear calls; and, by reference to the calendar, it will be noticed that it isn't far until mid-summer will be upon us. And then the white goods and other specifically summer types of shoes will have the right of way.

In addition to accumulations from old lines and the usual assortment of odds and ends, there is an abnormal quantity of leftovers from new lines—the penalty of a buying that was too optimistic but not wise—and most of this stuff was designed for spring and early summer wear. If it isn't sold during the next six weeks, it will have to be carried over. That means that the shelves will be cluttered up for many months to come; and a lot of good money hopelessly tied up. Such being the case, now is a good time to inaugurate a sale—a brief, tense, and highly aggressive sale.

Why not take advantage of a psychological situation already at hand? People are talking and thinking economy; plan a shoe sale offering attractive economizing opportunities—not your regular mid-summer clearance sale, but an early stock-reduction sale.

Cid McKay.

A Cynical Parent.

Daughter—Oh, but men are so dreadfully lacking in self-control.

Mother—Don't get excited about it, dear. If they weren't most girls would die old maids.

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



A Good Shoe for the Money, but it is more

The "Bertsch" Goodyear Welt Shoe for Men

has demonstrated its superiority in every way.

Thousands of first class dealers are enthusiastically pushing the sale of the "Bertsch" shoe line today.

In all parts of the country, thousands upon thousands of men in every walk of life are demanding the "Bertsch" shoe from their dealers.

The reason is simple. Each and every one of them have been so impressed with the comfort and service-giving qualities of the "Bertsch" shoe line that they will be satisfied with no other.

The "Bertsch" shoe won its reputation through its uniform wearing qualities. These will remain so.

You can recommend the "Bertsch" shoe line to your trade—Because it IS the best comfort and satisfaction giving line offered you today.

THEY WEAR LIKE IRON!

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

PLAN TO ATTEND The Merchants Congress

JUNE 5-6-7

Tuesday, Wednesday and Thursday

Three days, which will be brim full of ideas, explained by successful merchants, told in words we can all understand.

Make Our Office Your Headquarters

Plan to Spend an Hour in Our Factory
 See real leather being made into shoes

And Then
Do You Remember the Bargains Last Year?
"A Word to the Wise"—You Know



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

ON THE WAY UP FROM THE DEPOT



Gabby Gleanings From Grand Rapids.

Grand Rapids, June 5—The twenty-fourth annual session of the Grand Council of Michigan of the United Commercial Travelers of America was called to order in the Elks Temple, at Bay City, on Friday, June 1, at 10 o'clock by Grand Counselor, Fred Moutier. Following his address, Mayor R. V. Munday was introduced and in a few words welcomed the travelers to Bay City.

The following resolutions were made and carried:

Voted to donate \$500 to the Red Cross of America.

Voted to purchase \$500 Liberty Bonds.

Voted that during the continuance of the present war no money be expended for entertainment features at the Grand Council meetings, but that the amount usually expended, about \$1200, be turned into a war relief fund to be used for the relief of any needy families of the members who are at the front.

Voted to accept the invitation of Jackson Council to hold the Grand Council meeting in 1918 at that city.

Voted to extend an expression of loyalty and support to the President of our country at this time.

Voted to purchase nineteen silver medals to be used by the several subordinate councils as trophies or rewards of merit for individual members securing the greatest number of new members during the coming fiscal year.

In line with the President's policy of conservation, the meeting reduced the per diem allowance for the attending delegates to two days instead of three days, as before, with the exception of those delegates traveling such distance as to require the three days time.

Eugene Welch, of Kalamazoo Council, enlivened the occasion by telling in a very realistic way a fertilizer story. Same was ruled out of the records as having a bad odor.

C. C. Starkweather, of Cadillac Council, Detroit, brought the delegates to their feet by a fervid patriotic address, in which he besought the members to use their salesmanship and influence in furthering the sale of Liberty Bonds. He also urged the necessity, as well as advisability, of every member of the organization purchasing all the bonds possible.

Harry Bassett, of Detroit, as part of his many accomplishments, acted as band leader at the concert given in the lobby of the Wenonah Hotel on Saturday afternoon by the 33rd regimental band. He not only covered himself with glory, but some perspiration. Could Creatore but have seen Harry, he would have turned green with envy.

John D. Martin was there with his customary carnation, but owing to the war and the high cost of dyes, said carnation was nearly white, instead of the usual vivid red.

The prizes offered were won by the following councils:

Best appearance—Cadillac, Detroit.
Largest percentage of members in the parade—Saginaw Council.

Winner of the Base Ball Cup—Kalamazoo Council.

The entertainment provided for the benefit of the visiting ladies was very fine. In fact, so fine was it that it was not discernible.

The Saginaw Council certainly made a very fine appearance in the parade, with eighty-five men in line, each dressed in a neat linen suit with a linen hat to match and the military precision with which they executed all the movements, won the hearts of the crowd, which lined the sidewalks for many blocks. MacMillan.

Honks From Auto City Council.

Lansing, June 4—F. H. Hastings started last week on another extended trip through the Western states.

A. G. Bauerle (Bauerle Candy Co.) submitted to a surgical operation at Sparrow hospital two weeks ago and we are pleased to report that he is well on the road to recovery.

D. J. Riordan (National Grocer Co.) recently left his sample case for a short time in the union station at Jackson and when he returned it was missing. Dan immediately got busy with his J. W. Burns methods and rounded up the missing grip in less than two hours, but it cost him the neat sum of five potatoes and twelve beans.

We are in a position to state authoritatively that there really is an initiation in the Grand Council, regardless of what others may say to the contrary. Any member of the order who holds a different view can be shown to his entire satisfaction. All that is necessary is for him to become a candidate for Grand Sentinel. Do not infer from this that we are peeved or disgruntled, because we are not. We were beaten fairly and squarely by a very strong, clean cut, energetic opponent who is a credit to any order which may be fortunate enough to secure his membership. We knew sometime ago that, other things being equal, it was necessary to be defeated at least once in order to secure the prize at a later date and we feel safe in saying that Auto City Council will be in the race again one year hence with a stronger and more determined candidate. It was gratifying, indeed, as we sat beside Mr. Stevenson while he received congratulations from representatives of Detroit, Grand Rapids, Jackson, Battle Creek, Kalamazoo, Muskegon, Saginaw, Bay City and others that each turned to us, and with a glad hand promised their support in 1918. We wish to assure them that their support will be fully appreciated by our Council, as well as the new candidate which they will in all probability offer.

We wish to thank each and every one who assisted in this friendly contest, especially Messrs. Moody and Welch, and to assure them of our desire to return the compliment in the near future. H. D. Bullen.

Ask the Kid's Mother.

Willis—That new baby of mine is the smartest kid in the world.

Gillis—That's what they all say. You can't prove it.

Willis—I sure can. If you don't believe me, just ask the kid's mother and grandmothers.



**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.

Ventilated, Barefoots and Play Oxfords

Again we say—
In Season—and in Stock for Quick Service



7500—Men's Tan Lotus Calf
Ventilated Oxford..... \$2.25
7503—Men's Same
Without Ventilation..... 2.25



7530—Women's Tan Lotus Play
Oxford..... \$1.50
Misses'..... 1.17½
Child's 8½-11..... 1.05
Child's 5-8..... .95



7505—Women's Tan Lotus Barefoot.... \$1.25
7506—Misses'..... .95
Child's 8½-11..... .85
Child's 5-8..... .75
Infants' 2-5..... .45

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



**Rouge
Rex
Work
Shoes**

No. 441—Black..... \$3.25

No. 438—Tan..... 3.25

Wolverine leather well put together.

Our own tannage of stock. One-half double sole, nailed.

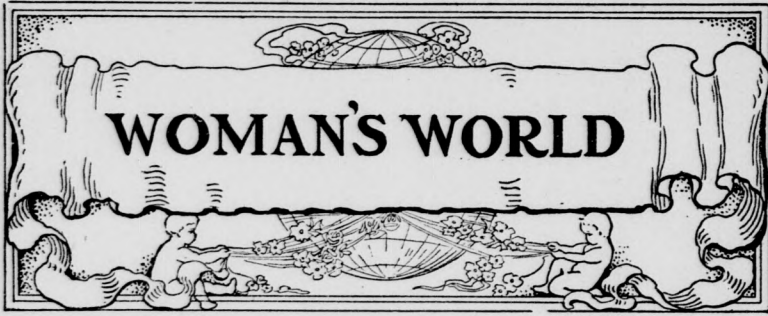
These numbers are on the floor for immediate delivery. Send your order today.

HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan



Making the Best of the Chopped-Up Day.

Written for the Tradesman.

"I should like to specialize on oatmeal cookies," said my neighbor, Mrs. Sennett, as she pressed me to try two or three of the little cakes warm from the oven.

Maybe the reader never has eaten oatmeal cookies, or only those of indifferent quality. If so, he or she should know them at their best, as made by such an artist as Mrs. Sennett. As the crowning touch before baking she always adds plenty of raisins—raisins that are big and fat and absolutely free from grit, and not just "seeded," but from which every last seed has been removed. Delicious, delectable—if there is any stronger adjective expressing tooth-someness in superlative degree, Mrs. Sennett's oatmeal cookies are deserving of its application.

"I should like to specialize on oatmeal cookies," repeated Mrs. Sennett. "I don't make any bones of saying that I make good ones, and I should love to do nothing else. I should want a great factory employing capable help and manufacturing only one product—Mrs. Sennett's Oatmeal Cookies. I would get the processes right down fine so as to economize labor to the minute. I believe I could invent some machines that would lessen the work greatly. And I am sure I could improve on the quality, and have them always run just alike. Baking in a small way, they vary somewhat. And I would have white delivery autos driven by men in clean white suits, taking my oatmeal cookies to all the delicatessens and groceries and cafes in the city. Who knows but the cookies could be put up in sealed packages and shipped all over the country?"

"But"—and her face dropped as she turned from her bright daydream to the realities around her, "it isn't my lot in life to do some one thing and do it well. Instead I must do a hundred or more different things, and do most of them badly or at least in a way to afford me neither pleasure nor satisfaction. I can not concentrate my energies on some one article of food and bring that to perfection. Instead, I must prepare three meals a day, each consisting of several different articles, and of course I must vary my menus constantly. And I must wash dishes and sweep and dust and iron and scrub. Each morning I get the children off to school, and any time when they are at home I must listen to their little joys and griefs, look into their school work, and doctor their minor ailments. I can't take a day once a week or once

a month in which to mother my children—it must be done every day along with everything else. Just now I am doing without a maid. But when I have one she can do only the straight-ahead work—I have to attend to all the odds and ends myself.

"Frequently I have to go shopping. And there are callers to receive and calls to be made, and I try to keep up a little church and club work. Sometimes I must go to my dress-maker, and there are jobs of plain sewing that I do at home, besides mending and repairing. I never can finish a single garment at one time—hardly can so much as darn the thin places in one stocking, without having to change to two or three other kinds of work. Always and always there is the telephone to answer.

"Of course I don't mean that I am seriously dissatisfied, or that I should want to give up my work as a homemaker for any sort of a career, but often it seems to me that my efforts are spread out in so many different ways that I accomplish only a small fraction of what I might accomplish, if I could focus on some one thing—say on making"—here she laughed—"Mrs. Sennett's Oatmeal Cookies."

My neighbor is confronted by the problem of all busy house-mothers and of many who are not house-mothers—the problem of the chopped-up day—the problem of having her time and energies taken up in meeting, not some great demand in some one direction, but a distracting number of little demands in as many different directions.

The problem is not so peculiar to the housewife as the housewife herself is apt to imagine. Men in certain positions experience exactly the same difficulty, several things often demanding their attention at once. Many professional and business women find their vocational day badly chopped up. Some have family cares and social duties that further subdivide their efforts.

With the filling of some places, the housewife's among these, the chopping up of the day is unavoidable. This means some equally unavoidable loss. For changing suddenly and unexpectedly from one kind of work to another, stopping and starting, are wasteful of energy. Working quickly and easily, accomplishing a large amount in proportion to the expenditure of time and force, is generally possible

American Sugar Refining Company

SAVE THE FRUIT CROP

Our advertising is teaching housewives the economy and nutritive value of preserved fruits. This will tend to stop the great waste and to increase the consumption of jams, jellies and preserves.

This advertising will also greatly increase the sale of Domino Granulated Sugar—the best sugar for preserving and canning. The dealer who handles Domino Granulated gets the benefit of this advertising.

American Sugar Refining Company

The Most Complete Line of Sugar in the World

Double A Candy



The Candy for Summer

Get ready for your resorters

They will want good candy

We have it, and don't forget the Lowney Chocolates

Putnam Factory Grand Rapids, Michigan



Tell 'em You Have Something "Extra Special"

—then back up that preamble with all the nice things you can possibly think of to say to favorite customers when you introduce "White House" TEA as a brand whose unusual excellence does honor to the name. SELAH!

Hartnett Flower Shop

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

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

only when the worker can concentrate closely and can continue at one task until it is finished or until a certain definite portion has been accomplished.

The woman whose time is much divided up labors under considerable disadvantage. This is freely admitted. Let her look out that she doesn't herself increase that disadvantage. For the day that is of necessity somewhat chopped up, may be much worse chopped up through lack of forethought and method. For example, Mrs. Kempe purchases most of her supplies at a near-by store that does not deliver. She finds she can buy cheaper there than of the grocers who take orders and bring the goods. When Mrs. Kempe discovers that she is out of soap she runs over and gets a bar. A little later she may find she needs potatoes. She goes again. Many days she makes six or eight trips, when she might just as well get all the items at once if only she would think ahead a little. Errands always should be bunched together.

Interruptions should be managed skillfully. Because you may have to answer the telephone a dozen times in the course of a forenoon, it doesn't follow that it is necessary to visit from ten minutes to half an hour with every acquaintance who calls up. Children should be trained to wait on themselves as much as possible and not run to mother on every trifling pretext. As to the neighbor who loves to drop in unceremoniously at your busiest time and stop and chat—might it not be best to go right on with your work? Some busy women are hindered greatly by these informal callers. Others have a knack of discouraging too much of that kind of sociability and they do it without giving any offense.

With the chopped-up day there is a serious tendency to delay this job or that job because one never can devote to it a whole day or a whole week or whatever time it would take to accomplish it. The natural repugnance to doing things piecemeal must be overcome. Almost any large piece of work can be done a little at a time if only one thinks so.

It may be necessary to take pleasures and rest and recreation piecemeal also. Because you can not go away on a long motor trip is no reason why the half-hour auto ride should not be enjoyed to the full. You would prefer to read that interesting book through at two or three sittings. This may be simply impossible. But all the real benefit and enjoyment may be gotten from it by taking it a few pages or a few paragraphs at a time, as there is opportunity.

Cut out non-essentials and so reduce somewhat the number of your manifold duties. And try to take your chopped-up day philosophically. Preserve an unruffled spirit. Learn to change easily and quickly from one task to another, and meet all necessary interruptions cheerfully. You can't help but lose somewhat from this scattering of your efforts. Guard against a further and greater loss of time and strength from fretting about it.

Even consider the compensations

of the chopped-up day, for it has advantages as well as drawbacks. Work that is all in some one line, while it favors dexterity and the bringing of the product to a high degree of perfection, tends to narrowness of mind and the atrophy of faculties that are not employed. Then too, some break down through too close application and too intense concentration, and so are obliged to give up the calling in which they have become adept, entering other occupations that afford greater variety. With very many the chopped-up day goes against the grain, but taken aright it may be made to yield physical and mental health and good all-around development.

Quillo.

From Our Ertswile Battle Creek Correspondent.

Mobile, Ala., May 28—Lest you think I had forgotten the kind friend I had in you, I am writing at this my first opportunity to do so since I left Battle Creek.

I have covered considerable territory since I left and have encountered strange trade conditions, but the strangest of all is here in Mobile.

With the finest harbor on the Gulf and the best facilities for handling commerce, the agricultural districts are not even cleared for cultivation. It is as far back of the North in development as the ox team is behind the auto.

As I analyze the situation, I come to the conclusion that the negro is directly responsible for it all and that until they are removed to a colony by themselves, the South will continue to remain in its lethargic state, the reason being that the whites here depend upon the negro too much in carrying on the work. The people here can not be blamed for that, as the negro must live, the same as all of us.

I find the commercial travelers the same fine lot of men here as they are in the North and just as aggressive as they are up there, but selling down here is a difficult proposition at the least.

I find, too, that there are practically no trade papers here for the dealers to refer to when trade conditions get beyond their pale and I wish the Tradesman were covering the United States as a whole in place of Michigan, for I am sure I could secure a large subscription list in a short time, business permitting.

I certainly do miss my weekly perusal of the Tradesman and will be glad when I get back where I can do so again.

I find your statement to the effect that the Fleischmann men are all fine fellows to be, indeed, the truth for traveling about as I am, one is able to appreciate the good in one if they choose to show it—and the boys certainly show it.

I would enjoy a letter from you if your time will permit its writing and will close with kind thoughts,

Otte L. Cook.

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.



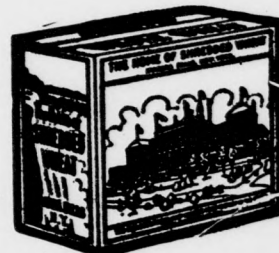
A Satisfying Breakfast for Five Cents

Two Shredded Wheat Biscuits with milk and a little fruit make a breakfast that costs only five or six cents, but contains enough nourishment to supply all the energy required by the human body for a half day's work. Such a food is

Shredded Wheat

It's a satisfaction for you to know that this delicious cereal is a complete food—something you can sell to your customers with the feeling that you are giving them high food value at low cost.

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



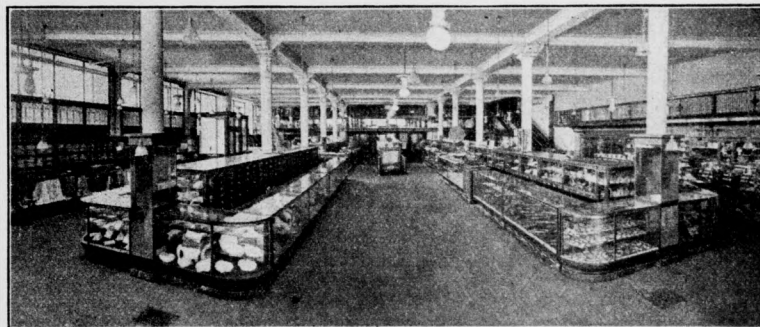
The Shredded Wheat Company

Niagara Falls, N. Y.

TANGLEFOOT

THE SANITARY FLY DESTROYER
NON-POISONOUS

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



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

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

Catalog—to merchants

Wilmarth Show Case Company
1542 Jefferson Avenue

Grand Rapids, Mich.

Made In Grand Rapids



Michigan Poultry, Butter and Egg Association.

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

Don't Kill the Hen.

Egg dealers will be interested in the following plea to farmers by M. C. Kilpatrick, poultry specialist, Ohio State University:

"All present indications point to continued high prices for eggs with the possibility of newly laid eggs of prime quality selling next winter at prices considerably above those of last winter. Eggs are going into storage now at costs which necessitate a retail price of 40 cents or better next fall and winter in order to return a reasonable profit for handling and storing.

"Whether the present shortage of eggs continues through next winter or not depends on what the farmers of Ohio do with their poultry during the next six or eight weeks. If they follow out their expressed intention of selling the greater part of the farm flock because of the high cost of feed, and the fowls which are sold are not replaced with pullets, fresh eggs will be as scarce next November and December as the proverbial 'hen's teeth.'

"Because of the existing shortage in the egg market and the increasing demand for eggs due to the advancing cost of other livestock products, every farmer in the State should plan to raise as many good pullets this season as he has facilities to handle. They should be carefully fed so that they will be well grown and begin to lay before the first of November. For a profitable yield of eggs during the winter months early hatched pullets are much more valuable than hens.

"The older hens may be sent to market a few at a time as fast as they stop laying. All hens which remain in laying condition through the summer should be retained until fall. Those which continue egg production until October 1 or latter should be retained for use as breeders. If prop-

erly handled, hens may be carried through the summer at a good profit in spite of the high cost of feed. If these hens are thrown on the market now, the market will have an oversupply greater than the storage houses can handle, and prices will be forced down to a low level.

"Don't kill laying hens; raise as many pullets as possible; have all chickens hatched before June 1, feed well and handle carefully. If these suggestions are followed a good profit will result, and an egg famine will be avoided."

Regulates Egg Production By Electric Light.

Working overtime in the henhouse is the latest bit of food production efficiency, and a California man is credited with being father of the idea. With the aid of electric lights he equalizes the short days so as to deceive the hens and make them lay longer, and he claims that the results are not detrimental to the hens.

According to a description printed in an official publication of the State, wires are strung along the roof of the house and from these a drop cord lamp is hung in each coop. The time clock by which the lamps are automatically turned on is located in the main barn close to the house. The lights do not go on the same hour each night, but the hens are made accustomed to the lengthened hours gradually. For instance, in September, when the days begin to shorten, the lights are turned on at 5 o'clock and are started a half hour earlier each week until 3 o'clock has been reached,



We are the Largest Buyers

**Poultry, Eggs, Packing Stock
Butter and Veal**
IN THIS CITY

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

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

Cigar Cigar

**DORNBOS
Single Binder**

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



Paris Green Arsenate of Lead
Get Our Prices
Reed & Cheney Co.
GRAND RAPIDS, MICH.

Mr. Flour Merchant:

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

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

**Purity Patent
Flour**

We mill strictly choice Michigan wheat, properly blended, to produce a satisfactory all purpose family flour.

**GRAND RAPIDS GRAIN &
MILLING CO.,**
Grand Rapids, Michigan

Rea & Witzig

**PRODUCE
COMMISSION
MERCHANTS**

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

Established 1873

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

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

Established 1876

Send us your orders **FIELD SEEDS**

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

Would like to have your trade

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

EGGS WE BUY WE STORE WE SELL EGGS

Make us your shipments when you have fresh quality Eggs, Dairy Butter or Packing Stock—always in the market, quick returns. We sell Egg Cases and Egg Case material. If not receiving our weekly quotations write us.

KENT STORAGE CO.

GRAND RAPIDS, MICHIGAN

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

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

F. H. Cash Company
Bay City, Mich.

Check Mailed
Same Day Goods
Are Received

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

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

at which time they are started throughout the winter months. In each pen is a fountain of running water, dry feed and hopper feed. The extra amount of food consumed by the hens during the early hours assists in making possible this increase in egg production.

Shortly after the initial experiments the flock was divided into two parts and a record was made of ages, condition and number in each section. A two-weeks' electric light experiment was made on one-half of the flock, with the result that the hens whose pens were lighted raised from an egg production of 600 eggs a day to 1,200 per day, and this occurred at the time when eggs were soaring around the 50-cents-a-dozen-wholesale price. This ranch uses the small house system, with possibly 100 chickens in each coop.

The poultrymen of Southern California claim that the cold storage egg market may be made a thing of the past by the new discovery. This novel system can control the egg market, for the production can be made to expand when the egg prices are highest and to slacken when the prices are low. This would also provide a more uniform price for eggs rather than permit them to be 25 cents per dozen one time of the year and 60 cents a dozen at another time.

Brubaker's Opinion of the Pentwater Branch.

Mears, June 5—I was very much interested in the article entitled, The Pentwater Branch in last week's Tradesman. The Muskegon writer is thoroughly posted on conditions. It has long been a mystery to me why the road claims this division doesn't pay. I can't recall a trip on this branch that in going South after reaching Shelby the passengers could all get seats. From the time of leaving Muskegon until the train reaches Montague the same conditions exist. This little burg, hardly large enough to make a spot on the map, sends twenty men to work in Muskegon each week who come up to spend Sunday with their families and each town on the route sends a like proportion. The writer made only one mistake when he spoke about the poor service, either in the freight or passenger departments. Heavens, there isn't any service. If they really have fooled themselves into thinking this isn't a money making branch, you just give me that writer's address and we will lease this spur and make enough to buy the whole system in a year or two. Maybe I will tackle this alone and, if I do, believe me, I will put Paul King at the head of it again. I got in personal touch with Paul over our poor freight service and he was the first official who ever showed any real intention to try and straighten things out. He simply cut out a few miles of red tape and got down to brass tacks. If he could have had full swing one year more there would have been a different condition than at present.

Gee, the resort season at hand and no Sunday trains! Guess I will have to prepare to winter my summer resorters.

The writer certainly told the truth or some of it in writing of the conditions of the Muskegon depot toilets and anyone living within a mile of that sweet spot will sustain him in his remarks. Muskegon needs a depot three times the size of the present one, as there is always a struggle for the waiting passengers to crowd

in and then they struggle to get out to fresh air again. Things may be better now, as I have not been in the depot for several months. Thank fortune, I can change cars without entering that pest house which breeds more disease than a smallpox hospital can care for. Chronic Kicker.

Japan Tea Trade Center Has Shifted.

The Japanese tea trade is now concentrated at Shidzuoka, an inland city, lying in the shadow of Fujiyama, the holy mountain. The Far East announces that the last large tea firm has removed from Yokohama, Kobe, formerly the chief center of tea distribution in the empire, has completely surrendered its tea business to Shidzuoka, now established as the center of the tea growing and tea exporting trade of Japan.

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

Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks

More Money for Grocers

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

EAT SKINNER'S THE BEST MACARONI



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

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

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

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

MAPLEINE

The 3rd Standard Flavor



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

The cMc System of SHELF PRICING

is the most efficient and economical.



Holder fits any shelf. Cards slip in and out instantly without injuring cards or holder. No defacing of shelves. No fussing with gummed stickers or labels.

Price Cards: 50 cents per 100 Holders: \$1.50 per box of 100

Samples free on request Dept. k, CARNELL MFG. CO. 338 Broadway, New York

Double Your Bread Sales

No article in your store turns so quick—so clean—so profitable as a superior loaf of bread.



The new "Airlight" Bakery Loaf is different from ordinary baker's bread—a fine moist grain and such an appetizing flavor.

Your customers will DOUBLE YOUR BREAD SALES if you provide them with this new and better bread.

Write To-day for Selling Plan and Particulars

Please send "CREAMNUT" particulars "How to Increase My Bread Sales."

Name

Town

Mail This Coupon Today

Grand Rapids Bread Co.
Prescott St. and So. Ionia Ave.



Franklin Package Sugars

Are Uniform In Quality and Sweetness

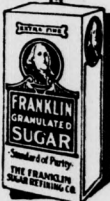
For many years Franklin Package Sugars have been famous as "The Standard of Purity." They are made from Sugar Cane by the most modern refining processes, great care being taken to maintain uniformity and secure the greatest sweetening power. Such sugar is sure to please your customers, and you can make a profit out of the steady sale that follows. The ready-to-sell cartons and cotton bags save you loss by overweight, save the cost of paper bags and twine. Franklin Granulated Sugar is sold in 2 and 5 lb. cartons and 2, 5, 10 and 25 lb. cotton bags.

"A Franklin Sugar for every use"

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

The Franklin Sugar Refining Company

Philadelphia





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

Pickings Picked Up in the Windy City.

Chicago, June 5—The city has leased the catering privilege of the municipal pier for this year to a catering company, which will pay the city 21 per cent. of its gross receipts.

On or about June 10 the New Morrison Hotel drug store, on the corner of Clark and Madison streets, the heart of Chicago, will open its doors to the public. This store will be under the management of Frank Annibale, R. Ph., Ph. G. This store will occupy two floors, carrying in stock every known pharmaceutical preparation, as well as all drug sundries. The second floor will have all conveniences of a small hospital, where it can accord first aid service, as well as give patrons of the store personal service. The fixtures and arrangement of this store will offset any establishment of its kind in the city.

One of the new wholesale cigar and tobacco jobbers featuring the G. J. Johnson Dutch Master cigar line is that of the P. J. Rubey Co., in South Chicago, the oldest tobacco and cigar jobber in that section, covering territory adjoining Cook county in Indiana.

The Chicago housewife is getting reconciled to the 15 cent loaf of bread now. This loaf is a little wider and just a trifle heavier than the old 12 cent loaf. The 6 cent loaf of bread is becoming a thing of the past in Chicago. Very shortly there will be only 10 and 15 cent loaves.

Permission has been given to the University of Chicago to vacate three alleys along the Midway, between University and Ingleside avenues. This is for the purpose of allowing the University to build two additional medical schools at a cost of \$5,500,000. They will be built and known as a hospital and laboratory. They will be used for persons who are unable to be treated at other hospitals from a financial standpoint. All the treatment and service is to be free. President Harry Pratt Judson, of the University, appeared before the Commission and made the following statement, that if the University was allowed the privilege of this ground, it, no doubt, would be the means of making Chicago one of the greatest medical centers in this country. The staff in charge of this new hospital will not be permitted to charge a fee. It is also predicted that in the near future the South Side of the Midway will be lined with hospitals.

Taking into consideration the indictments which have been returned against some of Chicago's food speculators one would think there would be a change in price of different food articles, but from the market reports

all food products are advancing steadily and there seems to be no let up in the upward tendency.

Chicago boat lines running to Michigan resorts are now making a bid for the summer vacationists and figure on doing a wonderful business. They expect the city to attract a great number of people through the different training stations adjoining Chicago, and by this will double their business over last year, drawing the patronage of people who live in the inland states.

The real estate business in Chicago for the past week has improved a little over the previous week, there having been closed some extra large deals.

The National Red Cross, Chicago, is making a wonderful fight for the 500,000 membership mark. They have had a very unique offer from a young boy in Iowa. This young fellow has given the Red Cross a Jersey calf to be sold to the highest bidder, the receipts to be turned over to the Chicago Society of the National Red Cross. This animal is now being housed at the Lincoln Park Zoo. The highest bid up to date is \$300 by a Chicago gentleman.

Every public office building, every hotel, every bank building, every department store and every railroad station throughout the city of Chicago have bond salesman trying to sell the people Liberty Bonds, and from reports this system is accomplishing wonderful results. The motto in Chicago is, "A Liberty Bond before you forget."

Charles W. Reattoir.

What America Fights For.

The entrance of America into the present world war means, I think, more than the money she can give, the ships she can launch, the soldiers she can raise and train to take part in the conflict. It means the loyalty of a great, young nation to its ideals. It means the decision of a country which has no selfish and material stake in the present conflict, to enter that conflict because the interests of liberty and humanity and justice call to the side of Great Britain and France. From the beginning of this war, it has been my conviction that America could not keep out of it.

America enters to defend not merely her rights, but her ideals. She looks for no selfish gain. She is ready to make sacrifice. She asks nothing for herself, but a part in preparing that better world in which peace shall be founded on reason and justice, and all the peoples, small and great, shall be safeguarded against the violence of the ravaging sword.

We see no way to accomplish this save by the overthrow of Prussian militarism and its avowed principles and its subservient accomplices. We fight against war as the arbiter of international disputes. We fight for liberty, humanity and a real brotherhood of free, self-governing nations. We fight against the bleeding horror

into which the choice of the German government has plunged the world.

It is because America is convinced that the cause of the Allies represents these ideals that she has soberly and firmly entered the war at their side. Call her a dreamer if you will. At least her dreams belong to the spirit of Christianity. Henry Van Dyke.

Green for the Eyes.

Green uniforms have replaced white ones among British hospital surgeons, and British hospitals are also being fitted in green instead of white, because this color is easier upon the eyes of patients.



Five Stories Completed April, 1917

HOTEL BROWNING GRAND RAPIDS NEWEST

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

OCCIDENTAL HOTEL

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



Don't Despise the Drinking Man—Help Him

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

LIVINGSTON HOTEL AND CAFE

Cor. Fulton and Division
 Grand Rapids

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

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

Hotel Charlevoix Detroit

EUROPEAN PLAN

Absolutely Fire Proof

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

Grinnell Realty Co., Props.
 H. M. Kellogg, Manager

New Hotel Mertens

GRAND RAPIDS

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

Union
 Station



75 Steps East

Fire Proof

CODY HOTEL



IN THE HEART OF THE CITY
 Division and Fulton

RATES } \$1.00 without bath
 \$1.50 up with bath

CODY CAFETERIA IN CONNECTION

CRIMINAL INDICTMENTS.

Clandestine Proceedings Unworthy of Uncle Sam.

The function of a grand jury is to investigate facts to determine whether there is sufficient evidence to justify a regular court trial, when someone is suspected of crime. Theoretically our grand jury system is a good thing, but in actual practice it may be used, under designing hands, to harass and punish innocent people. It has not been an uncommon thing in recent years for grand jury indictments, both state and Federal, to be proved absolutely false accusations upon final court trials before juries. Our court records are saturated with cases where people who have later been proved innocent have been indicted, and through this vehicle of justice held up to public humiliation, shame and disgrace, to say nothing of the financial expense of lawyer's fees and other cost which far too often lead to stress and want.

An ambitious prosecutor, bent on carving a name for himself through the publicity route, has it within his power, if unscrupulous enough, to induce the indictment of innocent people through our system of presenting only one-sided evidence, indicating probable guilt, without allowing rebuttal evidence by the accused to explain away the circumstances that may seem suspicious.

Of course, an indictment was never regarded as more than an indication of guilt but far too often indictments have been secured where, upon final trial, the supposed evidence of guilt has been proved a mere "mare's nest."

We are taught to regard every man as innocent until proved guilty and since an indictment is no conclusive proof of guilt, it would be clearly unfair to look upon this particular variety of accusation as a disgrace. While final trial may prove the justice of the charge, yet there is also grave danger that the accused may turn out to be the victim of unjust prosecution. It is well, in taking the measurements of an indictment, to consider the one-sided procedure under which a grand jury works. The prosecuting attorney is on the job, far too often, for the sole purpose of digging up evidence pointing to guilt and not to innocence. He may regard it as not a part of his duty to point out the good points of an intended victim whom he suspects; and under the law it is bad form to allow the accused the privilege of explaining his side of the case before the grand jury. In other words, the modern prosecutor is far too prone to regard it as his part of the game to secure a conviction. There can be no objection to his working from that standpoint, under reasonable and fair limitations in a regular court trial before a jury where the accused has the advantages of the protection of his own attorney, but in a grand jury proceeding it is different and the one suspected of guilt is granted no privileges, not even a hearing.

Very often the grave charges made in an indictment are later proved to be absolutely false and wholly without foundation. In the meantime, however, the accused may have been held up to public scorn and disgrace through the

publicity of the charges in the newspapers or otherwise.

There is no intention here to attack our grand jury system. Possibly it is the best possible makeshift, although it does seem harsh and unduly severe to so very frequently cause innocent men the anguish and expense incident to an elaborate trial, when with proper safeguards their innocence might have been established had they been allowed representation both by witnesses and attorney at the grand jury hearings. Under the present practice it is quite customary for the accused ones to be not only denied this kind of fair consideration, but frequently their first knowledge of the accusations is gained when confronted with a warrant in the hands of an officer or through the newspapers in which, under intensified headlines, the grand jury's grave charges of guilt are printed. Incidentally such publicity may be regarded by an ambitious prosecutor as worth the money to his future success. On the other hand, if innocence is established at final trial, that is not a sensational news story for the dailies; it is not even compulsory to publish the fact, and it passes either without notice or is given casual mention in some remote corner of the paper. In such case the accused has no recourse against the grand jury, or the state, or the Nation or the newspapers on account of the false accusations that were made in the indictment. The acquitted victim must be content with being bumped with a big attorney's fee, which, incidentally helps to sustain and maintain the legal fraternity and makes business good.

Not every man who is indicted is innocent, but acquittals are sufficiently common, where the jury verdicts read "not guilty," to justify the layman in looking with suspicion upon grand jury charges, at least until they are proved true.

There are many influences of an unfair nature that may be brought to bear to induce indictments of innocent people. It may be an unscrupulous prosecutor who is unduly ambitious to make a record, or he may innocently become the tool of some other attorney with an ax to grind or an interest to serve; or perhaps it may be a railroad bent on making an example of some one possibly to ward off freight claims.

Recently growers, shippers and members of the fruit and produce trade have been indicted and thus publicly accused. The Packer makes no plea for the guilty, if any there be, neither does this paper charge underhand motives against any particular prosecutor or other influence in particular cases. If the accused are guilty they should be punished; if innocent they have been shamefully wronged, and there is no recourse beyond the privilege of establishing their innocence through the usual expensive procedures of court trials. Until final trial, judgment by the public of these men who have been accused should be held in abeyance and they should be regarded as innocent upon the realization of the profound truth that a grand jury indictment does not prove guilt "by a jug-full."

The men who have been indicted are good citizens, in good standing in their respective communities and so far as known to the Packer, no one has ever

been able to justly point an accusing finger at them. They are entitled to continue to enjoy the high regard in which they are now held, the indictments to the contrary notwithstanding, until they have a trial before a jury.—Packer.

The tone of the British press in discussing U-boat defence is almost jubilant. The reference is plainly to something more radical than increased counter-activity such as might be expected to follow on the reorganization of the Admiralty administration, the arrival of American destroyers in Atlantic waters and of Japanese patrol ships in the Mediterranean. The Westminster Gazette is not the kind of newspaper to fly off the handle; yet the naval correspondent of the Gazette goes so far as to speak of an infallible method against the submarine, and twice emphasizes the marvellous simplicity of the device. We get corroboration from a speech delivered some time ago in the House of Lords by Lord Beresford, who surely is not inclined to minimize the submarine danger or to exaggerate the virtues of the Admiralty. Starting with the assertion that more ships have been sunk by mines than by torpedoes, Lord Beresford declared that fortunately "a brilliant plan had been invented for overcoming that danger." This speech was delivered at the height of U-boat activity, and found almost instant confirmation in the sharp decline of ship losses. It is hard to imagine people who ought to know speaking of brilliant and infallible devices against the submarine without very substantial grounds for their optimism.

In the early days of California a thief with his knife slit a hole in a neighboring tent at the head of a bunk, thrust in his arm and extracted a bag of gold dust. He was caught with the goods, indicted for burglary and convicted. His counsel moved for an arrest of judgment and a new trial on the ground that he was not guilty of burglary, for he had not "broken into and entered" the premises, as charged in the indictment. The Court refused to grant a new trial, but said that in passing sentence he would take the peculiar circumstances into consideration. He did so. He sentenced the arm that entered the tent to ten years' imprisonment, but accorded to the defendant the option of accompanying if there or cutting it off, just as he should choose.

There never was a better time than the present for merchants to work off odds and ends and articles which have not been in demand for some time. This is applicable to every line of business. Goods which would not be salable under ordinary conditions are now made staple by being offered at a shade under market value—which is, in many cases, greatly in excess of the original cost. The merchant who does not close this calendar year with a clean stock, with his standing indebtedness liquidated and a comfortable balance in the bank has no right to lay claim to recognition as a merchant.

Do everything reason tells you to do—unless conscience vetoes it.

Bankruptcy Proceedings in Western District of Michigan.

Grand Rapids, June 5—Arthur W. Rogers, a laborer, residing at Muskegon Heights, filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. No meeting of creditors has yet been called. The schedules of the bankrupt show assets amounting to approximately \$800, including an item of \$600 due on open accounts. The liabilities are given as \$258. The bankrupt claims as exempt \$210 worth of household goods and wearing apparel. The creditors listed are as follows:

Dr. Paul Westrate, Grand Rapids	\$25.00
Dr. J. Pyle, Grand Rapids	15.00
Dr. R. J. Busard, Muskegon Heights	27.00
Hackley Hospital, Muskegon	24.00
Dr. Butterfield, Berlyne	15.00
Peckhart Bros., Fremont	14.00
G. Sauceman, Fremont	12.00
Dr. Barnham, Fremont	25.00
Iver Anderson & Sons, Muskegon	25.00
J. R. Jackson, Fremont	12.00
Andersons Meat Market, Muskegon Heights	15.00
Buckley Hardware Co., Muskegon Heights	15.00
J. Tenhackle, Grand Rapids	15.00
R. Dame, Muskegon	8.00
Niles Peterson Coal Co., Muskegon Heights	17.00

In the matter of Warren A. Veltman, bankrupt, Grand Rapids, the final meeting of creditors has been held. A first and final dividend of 4 per cent, was declared and ordered paid.

In the matter of Miller & Morowski, bankrupt, Grand Rapids, the final meeting of creditors has been held, and it appearing that there are not sufficient assets to pay the administration expenses in full no dividend will be declared.

In the matter of J. Emil Selbert, bankrupt, Sparta, a special meeting of creditors has been held. The first report and account of the trustee was approved and a first dividend of 5 per cent, declared and ordered paid.

In the matter of Carl A. Dahlquist, bankrupt, Muskegon, a special meeting of creditors has been held. The trustee's report was approved and a first dividend of 15 per cent, declared and ordered paid.

In the matter of the Norton Company, bankrupt, Grand Rapids, John Snitseler, trustee herein, has filed his first report and account which shows total cash received, including that received from the sale of the assets of said corporation and the fixtures, \$2,274.94; also showing certain expense items incurred while trustee under the trust mortgage and before adjudication in bankruptcy, still due and unpaid, amounting to \$380.05. A special meeting of creditors has been called for June 14.

If We Knew.

If I knew that a word of mine,
A word not kind and true,
Might leave its trace
On a loved one's face,
I'd never speak harshly;
Would you?

If I knew the light of a smile
Might linger the whole day through,
And lighten some heart
With a heavier part,
I wouldn't withhold it;
Would you?

Some Facts Regarding Commonwealth Power Railway & Light Co.

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

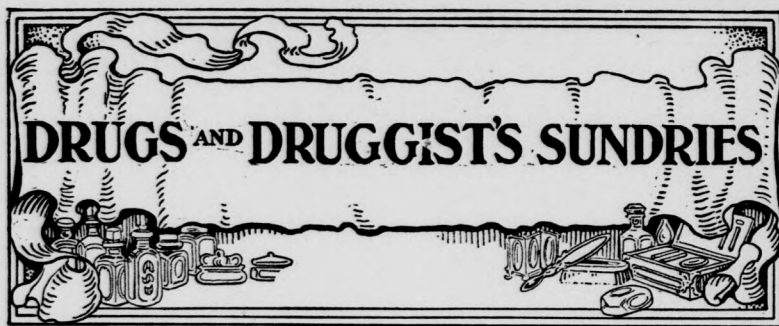
Hodenpyl, Hardy & Co.

Incorporated

Securities for Investment

14 Wall St., New York

First National Bank Bldg., Chicago



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.

Pushing the Sale of Leather Goods.

One of the most profitable side lines for the druggist, provided a varied line is carried, is leather goods, both novelties and the standard articles. This is particularly true in any section which is visited by tourists, as they afford souvenirs both practical and artistic. Half of the secret of brisk sales is effective displays—something that will catch the fancy of the strolling visitor as a good memento of the place.

One of the best windows of this description, that at once caught the eye, was recently arranged by McLean's Pharmacy, El Paso, Texas. This showed a window full of leather pocket books, from each of which projected a crisp new one dollar bill. In front, fastened by rubber bands, were half a dozen rolls of bills, "Big enough to choke a horse," as one cowboy, who stopped to gaze remarked. It was a very good imitation, but a card set up amongst the rolls announced that it was what is technically known as "stage money." On a panel were shown two five dollar bills, very similar in appearance, but that one was an artistic counterfeit was evidenced by the printed query on the card: "Which bill is genuine?" At one side were shown piles of Villa bank notes, of different denominations, and surrounding them were small leather pocketbooks, with a card:

Genuine Leather Pocket Books, 50c.
 Together with 50c. in Villa money, free.

In the background, set up on a flat trunk, was a little hand press and several fonts of type, the press being operated by a man behind the window. A sign near the press called attention to the fact that: "Your initials in gold on each pocket-book, free." On the wall were hung a good selection of leather hand bags, pocket books, bill folds and portfolios.

The W. T. Hixon Co., El Paso, Texas, a very high class drug store, had a beautiful window devoted to art leather goods, all handsomely tool-

ed. The window was floored with billows of green velvet and backed with curtains of copper colored silk. From the ceiling was suspended a large cluster light with square shade of yellow glass and heavy bead fringe. Among the novelties were bronze book ends covered with tooled leather in dull green, watch fobs, card cases, collar boxes and artistic picture frames.

The New Orleans Drug Store, New Orleans, La., had a window devoted to alligator novelties—very effective, since Louisiana is famous as the home of the alligator. Upon the wall was the head of a large alligator, while on the floor, in front, was the tanned hide of a three foot 'gator, with legs attached. On an upright panel were shown whisk broom holders, bill folds, hand bags and pocket books of alligator hide. Another panel held watch fobs made of alligator claws, as well as pocket books and handkerchief cases of leather ornamented with these claws; while a third panel was given over entirely to alligator belts for men and women. On the floor were stuffed alligators, ranging in length from six to eighteen inches. A unique card receiver was formed by a stuffed alligator a foot high, standing on its hind legs and tail, and holding in its front claws an abalone shell. Because the display was "Different" it caught the attention of all who passed, and resulted in the sale of large numbers of the alligator novelties.

Evans, one of the chain stores of Philadelphia, ever noted for their artistic display, recently caught the attention of the passing throng by a three color sign:

Think of anything in leather goods

It's hear, if it's not big.

The window was floored with billows of silk of golden hue, and backed with masses of red and yellow foliage. This setting not only attracted the attention of all who passed by its colorfulness, but formed a most appropriate setting for the leather goods, most of which were black or dark colored. A pyramid stand, with a series of circular shelves, was built up in the center of the window, and this was topped with a cut glass vase filled with milkweed pods and red leaves. On the shelves were shown black leather hand bags, pocket books, portfolios and bills folds. On the floor were leather writing sets, calendars, note pads, travelers clocks in leather cases, thermos bottles, card cases, leather covered flasks, trunk and valise tags, wrist watch bracelet, and a little novelty that sold like hot cakes—a small flat leather case in which was a six foot stout but not bulky cord

(wound on a card, of course) and a dozen diminutive wooden clothes pins for drying and fastening handkerchiefs or bits of lingerie washed by milady when she is traveling.

Bains, Philadelphia, was another store that catered to a high class of trade, and displayed an excellent assortment of leather goods, featuring leather articles of a sporting nature. At one end of the display was an open bag of black leather, across which were laid two pair of gloves of contrasting colors, and at the other end an open auto kit, showing the dishes attached to the lid, while dropping off one corner was a pair of black leather gauntlets. In the center was a table covered with a leather throw, and on this was a smoker's set of copper, etched in silver, while around it

were cigar and cigarette cases, of leather and silver, pouches and bags for tobacco and collars; little leather cases for cards; open boxes of poker chips; folding chess and checker boards; and pocket knives in chamois cases. A very essential feature which did not detract from the general appearance and was often a large factor in inducing a person to enter the store to secure some article that had caught his fancy, was that every article bore a small card on which was printed its name and price. The window was floored with sky blue velour, offering a good contrast for the black leather and brass goods, and a brilliant touch of color was added by a tan vase of brass, in the center, filled with gorgeous poinsetta.

W. B. Stoddard.

You Are Assured Good Merchandise and Good Service

When you order

Criterion

Wall Papers, Paints and Window Shades

HEYSTEK & CANFIELD CO.
 GRAND RAPIDS, MICH.

It's Pure, That's Sure



PIPER ICE CREAM CO.

Kalamazoo

:::

Michigan

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
Canned Beans	Syrup
Little Neck Clams	Some Tobacco
Canned Tomatoes	Twine
Cocoanut	
Coffee	DECLINED
Cream Tartar	Flour
Prunes	
Gelatine	

Index to Markets

By Columns

Col	1	2
A	ARCTIC AMMONIA 12 oz. ovals, 2 doz. box 2 00	Clams Little Neck, 1 lb. 1 45 Clam Bouillon Burnham's 1/2 pt. 2 25 Burnham's pts. 3 75 Burnham's qts. 7 50
B	AXLE GREASE Frazer's 1 lb. wood boxes, 4 doz. 3 00 1 lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 doz. 4 25 10 lb. pails, per doz. 6 00 15 lb. pails, per doz. 7 20 25 lb. pails, per doz. 12 00	Corn Fair 1 85 Good 1 85 Fancy 1 85
C	BAKED BEANS No. 1, per doz. 1 35 No. 2, per doz. 2 25 No. 3, per doz. 2 75	French Peas Monbador (Natural) per doz. 1 35
D	BATH BRICK English 95	Gooseberries No. 2, Fair 1 85 No. 2, Fancy 1 85
E	BLUING Jennings' Condensed Pearl Bluing Small, 3 doz. box 1 95 Large, 2 doz. box 2 40	Heminy Standard 1 20
F	BREAKFAST FOODS Bear Food, Pettijohns 3 50 Cracked Wheat, 24-2 4 50 Cream of Wheat 7 50 Cream of Rye, 24-2 4 50 Quaker Puffed Rice 4 30 Quaker Puffed Wheat 4 30 Quaker Brkfst Biscuit 1 90 Quaker Corn Flakes 2 60 Washington Crisps 2 30 Wheatena 5 10	Lobster 1/4 lb. 1 90 1/2 lb. 3 10 Picnic Flat 3 75
G	Evaporated Sugar Corn Grape Nuts 2 85 Sugar Corn Flakes 2 50 Holland Rusk 3 80 Krinkle Corn Flakes 2 60	Mackerel Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75 Tomato, 1 lb. 1 50 Tomato, 2 lb. 2 80
H	Maple-Flake, Whole Wheat 4 05 Minn. Wheat Food 6 50 Ralston Wheat Food 3 60 Large 18s 2 45 Ralston Wht Food 18s 2 45	Mushrooms Buttons, 1/2s @30 Buttons, 1s @50 Hotels, 1s @44
I	Ross's Whole Wheat Biscuit 4 50 Saxon Wheat Food 4 50 Shred Wheat Biscuit 1 80 Triscuit, 18 2 50 Pillsbury's Best Cerl 2 80 Post Toasties, T-2 2 85 Post Toasties, T-3 2 85 Post Tavern Porridge 2 80	Oysters Cove, 1 lb. @1 20 Cove, 2 lb. @1 80
J	Mapleine Meats, Canned 8 Mince Meat 7 Molasses 7 Mustard 7	Plums Plums 1 50@2 00
K	Nuts Fancy Parlor, 25 lb. 7 25 Parlor, 5 String, 25 lb. 7 00 Standard Parlor, 23 lb. 6 75 Common, 23 lb. 6 25 Special, 23 lb. 6 00 Warehouse, 23 lb. 7 50 Common, Whisk 1 30 Fancy, Whisk 1 75	Pears in Syrup No. 3 can, per dz. 2 50@3 00
L	Brushes Solid Back, 8 in. 75 Solid Back, 11 in. 95 Pointed Ends 85	Peas Marrowfat 1 25@1 35 Early June 1 50@1 60 Early June sird 1 60@1 75
M	Stove No. 3 90 No. 2 1 25 No. 1 1 75	Pineapple Grated 1 75@2 10 Sliced 1 45@2 60
N	Shoe No. 3 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90	Pumpkin Fair 1 10 Good 1 20 Fancy 1 30 No. 10 3 50
O	BUTTER COLOR Dandelion, 25c size 2 00	Raspberries No. 2, Black Syrup 1 60 No. 10, Black 7 00 No. 2, Red Preserved 2 50 No. 10, Red, Water 7 25
P	CANDLES Paraffine, 6s 10 Paraffine, 12s 11 Wicking 20	Salmon Warrens, 1 lb. Tall 3 10 Warrens, 1 lb. Flat 3 25 Red Alaska 2 75 Med. Red Alaska 2 40 Pink Alaska 2 00
Q	CANNED GOODS Apples 3 lb. Standards @1 00 No. 10 @3 85	Sardines Domestic, 1/4s 6 25 Domestic, 1/2 Mustard 6 00 Domestic, 1/2 Mustard 5 50 Norwegian, 1/4s 11@16 Portuguese, 1/2s 22@30
R	Blackberries 2 lb. 1 75@2 00 Standard No. 10 @7 25	Sauer Kraut No. 3, cans 2 75 No. 10, cans 2 75
S	Beans Baked 1 25@2 25 Red Kidney 1 25@1 35 String 1 50@2 00 Wax 1 50@2 00	Shrimps Dunbar, 1s doz. 1 25 Dunbar, 1 1/2s doz. 2 40
T	Blueberries Standard 1 40 No. 10 7 25	Succotash Fair 1 80 Good 1 80 Fancy 1 80
U		Strawberries Standard 2 00 Fancy 2 75
V		Tomatoes No. 2 1 75 No. 3 2 30 No. 10 7 00
W		Tuna 1/4s, 4 doz. in case 4 50 1/4s, 4 doz. in case 7 50 1s, 4 doz. in case 10 00
X		CATSUP Snider's 1/2 pints 1 50 Snider's pints 2 50
Y		CHEESE Acme @29 Carson City @29 Brick @28 Leiden @29 Limburger @29 Pineapple 1 25@1 35 Edam @1 80 Sap Sago @ Swiss, Domestic 1/4

3

CHewing GUM
Adams Black Jack 62
Adams Sappota 70
Beeman's Pepsin 62
Beechnut 60
Chiclets 1 33
Colgan Violet Chips 65
Colgan Mint Chips 65
Dentyne 62
Doublemint 64
Flag Spruce 62
Hershey Gum 48
Juicy Fruit 64
Sterling Gum Pep. 62
Sterling 7-Point 62
Spearmin, Wrigleys 64
Spearmin, 5 box jars 3 20
Spearmin, 6 box jars 3 85
Trunk Spruce 62
Yucatan 62
Zeno 64
Smith Bros. Gum 62
Wrigleys 5 box lots 61
O. K. Gum 75

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

CLOTHES LINE
No. 40 Twisted Cotton 1 30
No. 50 Twisted Cotton 1 70
No. 60 Twisted Cotton 2 20
No. 80 Twisted Cotton 2 40
No. 50 Braided Cotton 1 75
No. 60 Braided Cotton 2 00
No. 80 Braided Cotton 2 50
No. 50 Sash Cord 2 50
No. 60 Sash Cord 3 00
No. 60 Jute 1 25
No. 72 Jute 1 40
No. 60 Sisal 1 30

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10
No. 20, each 100ft. long 1 00
No. 19, each 100ft. long 2 10

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

COCOANUT
Dunham's per lb.
1/4s, 5 lb. case 32
1/4s, 5 lb. case 31
1/4s, 15 lb. case 31
1/4s, 15 lb. case 30
1s, 15 lb. case 29
1/4s & 1/2s, 15 lb. case 30
5 and 10c pails 4 00
Bulk, pails 20
Bulk, barrels 18 1/2
Baker's Brazil Shredded
70 5c pkgs., per case 2 80
36 10c pkgs., per case 2 80
16 10c and 33 5c pkgs.,
per case 2 80
Bakers Canned, doz. 95

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

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

Maracalbo
Fair 24
Choice 25
Fancy 26

Mexican
Choice 25
Fancy 26

Guatemala
Fair 25
Fancy 28

Java
Private Growth 26@30
Mandling 31@35
Aukola 30@32

Mocha
Short Bean 25@27
Long Bean 24@25
H. L. O. G. 26@28

Bogota
Fair 24
Fancy 26

Exchange Market, Steady
Spot Market, Strong
Package
New York Basis
Arbuckle 21 50

4

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

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

CONDENSED MILK
Carnation, Tall 6 20
Carnation, Baby 6 10
Hebe, Tall 5 10
Hebe, Baby 5 00

CONFECTIONERY
Stick Candy
Horehound 15
Standard 15
Standard, Small 16
Twist, Small 16

Cases
Jumbo 16 1/2
Jumbo, Small 16 1/2
Big Stick 16
Boston Sugar Stick 18

Mixed Candy
Broken 15
Cut Loaf 16
French Cream 16
Grocers 11
Kindergarten 17
Leader 15
Monarch 14
Novelty 16
Paris Creams 17
Premio Creams 19
Royal 13
Special 13
Valley Creams 17
X L O 12

Specialties
Auto Kisses (baskets) 17
Bonnie Butter Bites 20
Butter Cream Corn 19
Caramel Bon Bons 18
Caramel Croquettes 17
Cocoanut Waffles 16
Coffy Toffy 19
National Mints 7 lb tin 22
Fudge, Walnut 18
Fudge, Choco, Peanut 17
Fudge, White Center 16
Fudge, Cherry 16
Fudge, Cocoanut 17
Honeysuckle Candy 18
Iced Maroons 18
Iced Gems 18
Iced Orange Jellies 16
Italian Bon Bons 15
Jelly Mello 15
AA Licorice Drops
5 lb. box 1 50
Lozenges, Pep. 17
Lozenges, Pink 17
Manchus 16
Molasses Kisses 10
lb. box 18
Nut Butter Puffs 16
Star Patties, Asst. 17

Chocolates
Assorted Choc. 19
Amazon Caramels 20
Champion 18
Choc. Chips, Eureka 24
Climax 18
Eclipse, Assorted 19
Ideal Chocolates 19
Klondike Chocolates 24
Nabobs 24
Nibble Sticks 26
Nut Wafers 22
Ocoro Choc Caramels 22
Peanut Clusters 27
Quintette 19
Regina 17
Star Chocolates 18
Superior Choc. (light) 19

Pop Corn Goods
Without prizes.
Cracker Jack with
coupon 3 50
Cracker-Jack Prize 3 75

Cough Drops
Putnam Menthol 1 20
Smith Bros. 1 30

NUTS—Whole
Almonds, Tarragona 21
Almonds, California
soft shell Drake @20
Brazils @21
Filberts @19
Cal. No. 1 S. S. @20
Walnuts, Naples 16 1/2@18 1/2
Walnuts, Grenoble
Table nuts, fancy 13@14
Pecans, Large @15
Pecans, Ex. Large @17

Shelled
No. 1 Spanish Shelled
Peanuts 16 1/2@17
Ex. Lg. Va. Shelled
Peanuts 16 @16 1/2
Pecan Halves @80
Walnut Halves @54
Filbert Meats @42
Almonds @45
Jordan Almonds

FLAVORING EXTRACTS
Jennings D C Brand
Pure Vanilla
No. 1, 7/8 oz. 93
No. 2, 1 1/4 oz. 1 35
No. 3, 2 1/4 oz. 2 40
No. 4, 3 1/4 oz. Taper 2 25
2 oz. Flat 2 00
Terpeness
Pure Lemon
No. 1, 7/8 oz. Panel 85
No. 2, 1 1/4 oz. Panel 1 20
No. 3, 2 1/4 oz. Panel 2 25
No. 4, 3 1/4 oz. Taper 2 00
2 oz. Flat 2 00

Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines
Small 20
Medium 26
Large 34

Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

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2 oz. Flat 2 00

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Jennings D C Brand
Pure Vanilla
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No. 3, 2 1/4 oz. 2 40
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2 oz. Flat 2 00
Terpeness
Pure Lemon
No. 1, 7/8 oz. Panel 85
No. 2, 1 1/4 oz. Panel 1 20
No. 3, 2 1/4 oz. Panel 2 25
No. 4, 3 1/4 oz. Taper 2 00
2 oz. Flat 2 00

5

Peanuts
Fancy H P Suns
Raw 10 1/2@11
Roasted 11 1/2@12
H P Jumbo
Raw 11 1/2@12
Roasted 12 1/2@13

CREAM TARTAR
Barrels or Drums 58
Square Cans 62
Boxes 57
Fancy Caddies 70

DRIED FRUITS
Apples
Evap'd Choice blk @12
Evap'd Fancy blk @
Apricots
California @25
Citron
Corsican 21
Currents
Imported, 1 lb. pkg. 19
Imported, bulk 18 1/2
Peaches
Muir's—Choice, 25 lb.

6

FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	13 65
Fancy Spring	14 75
Wizard Graham	13 00
Wizard, Gran. Meal	9 00
Wizard Buckw't cwt.	6 00
Rye	13 00

Valley City Milling Co.	
Lily White	13 75
Light Loaf	13 35
Graham	5 35
Granena Health	5 45
Gran. Meal	4 10
Bolled Meal	4 00

Watson-Higgins Milling Co.	
New Perfection	13 50
Tip Top Flour	13 00
Golden Sheaf Flour	12 60
Marshall's Best Flour	13 50
Watertown Wisconsin	
Rye	12 00

Worden Grocer Co.	
Quaker, paper	14 00
Quaker, cloth	14 00
Kansas Hard Wheat	
American Eagle, 1/8s	15 40
American Eagle, 1/4s	15 30
American Eagle, 1/2s	15 40

Spring Wheat	
Judson Grocer Co.	
Ceresota, 1/8s	15 20
Ceresota, 1/4s	15 10
Ceresota, 1/2s	15 00

Worden Grocer Co.	
Wingold, 1/8s cloth	15 70
Wingold, 1/4s cloth	14 95
Wingold, 1/2s cloth	15 50

Meal	
Bolled	8 75
Golden Granulated	9 00

Wheat	
Red	2 60
White	2 55

Oats	
Michigan carlots	75
Less than carlots	78

Corn	
Carlots	1 77
Less than carlots	1 80

Hay	
Carlots	18 00
Less than carlots	20 00

Feed	
Street Car Feed	67 00
No. 1 Corn & Oat Fd	67 00
Cracked Corn	67 00
Coarse Corn Meal	67 00

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

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 75
Knox's Acidu'd doz.	1 85
Minute, 1 doz.	1 25
Minute, 3 doz.	3 75
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 40
Plymouth Rock, Plain	1 25

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

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS	
Hides	
Green, No. 1	18
Green, No. 2	17
Cured, No. 1	20
Cured, No. 2	19
Calfskin, green, No. 1	28
Calfskin, green, No. 2	26 1/2
Calfskin, cured, No. 1	30
Calfskin, cured, No. 2	28 1/2

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

Tallow	
No. 1	@ 6
No. 2	@ 5

Wool	
Unwashed, med.	@ 53
Unwashed, fine	@ 48

HONEY	
A. G. Woodman's Brand.	
7 oz., per doz.	90
20 oz., per doz.	2 75

HORSE RADISH	
Per doz.	90

JELLY	
5lb. pails, per doz.	1 05
15lb. pails, per doz.	1 05
30lb. pails, per doz.	2 00

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

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

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

JELLY GLASSES	
1/4 pt. in bbls., per doz.	25
8 oz. p. in bbls., per doz.	27
per doz.	27

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

MINCE MEAT	
Per case	3 45

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

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

MUSTARD	
1/2 lb. 6 lb. box	16

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

Manzanilla, 8 oz.	95
Lunch, 10 oz.	1 40
Lunch, 16 oz.	2 40
Queen. Mammoth, 19 oz.	4 50
Queen. Mammoth, 28 oz.	5 75
Olive Chow, 2 doz. cs.	2 25

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	9.
Red Crown Gasoline	20.5
Gas Machine Gasoline	32.9
V M & P Naphtha	19.5
Capitol Cylinder, Wood	33.9
Capitol Cylinder, Iron	33.9
Bale	32.9
Atlantic Red Engine	19.9
Winter Black	10.4
Polarine	37.9

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

Small	
Barrels	11 00
Half barrels	6 25
5 gallon kegs	2 50

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

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

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

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

POTASH	
Babbitt's, 2 doz.	1 90

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

Dry Salt Meats	
S P Bellies	19 @ 20

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

8

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

Smoked Meats	
Hams, 14-16 lb.	25 1/2 @ 26
Hams, 16-18 lb.	21 @ 22
Hams, 18-20 lb.	20 1/2 @ 21
Ham, dried beef	
sets	29 @ 30
California Hams	21 @ 21 1/2
Picnic Bolled	
Hams	19 1/2 @ 20
Boiled Hams	38 @ 39
Minced Hams	@ 19
Bacon	34 @ 37

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

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

Pig's Feet	
1/4 bbls.	1 75
3/4 bbls., 40 lbs.	3 40
1/2 bbls.	6 00
1 bbl.	12 00

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

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

Uncolored Butterine	
Solid Dairy	22 @ 25
Country Rolls	25 @ 27

Canned Meats	
Corned Beef, 2 lb.	6 60
Corned Beef, 1 lb.	3 40
Roast Beef, 2 lb.	6 60
Roast Beef, 1 lb.	3 40

Potted Meat, Ham	
Flavor, 1/4s	55
Potted Meat, Ham	
Flavor, 1/4s	1 00
Deviled Meat, Ham	
Flavor, 1/4s	55
Deviled Meat, Ham	
Flavor, 1/4s	1 00
Potted Tongue, 1/4s	55
Potted Tongue, 1/2s	1 00

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

ROLLED OATS	
Monarch, bbls.	9 75
Monarch, 90 lb. sks.	4 80
Rollad Avenna, bbls.	10 00
Steel Cut, 100 lb. sks.	5 00
Quaker, 18 Regular	1 50
Quaker, 20 Family	4 90

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

SALERATUS	
Packed 60 lbs. in box.	
Arm and Hammer	3 10
Wyandotte, 100 lbs.	3 00

SAL SODA	
Granulated, bbls.	1 40
Granulated, 100 lbs. cs.	1 50
Granulated, 36 pkgs.	1 40

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

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

Solar Rock	
56 lb. sacks	38

Common	
Granulated, Fine	1 60
Medium, Fine	1 75

SALT FISH	
Cod	
Large, whole	@ 10 1/2
Small, whole	@ 10
Strips or bricks	11 1/2 @ 15
Pollock	@ 8 1/2

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

Herring	
Med. Fat Split, 200 lbs	8 00
Laborador Split 200 lb	10 00
Norway 4 K, 200 lbs.	16 50
Special, 3 lb. pails	70
Scaled, in boxes	17
Boned, 10 lb. boxes	16

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

9

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

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

SEEDS	
Anise	35
Canary, Smyrna	8
Canary, Malabar	75
Celery	45
Hemp, Russian	7 1/2
Mixed Bird	9
Mustard, white	20
Poppy	70
Rape	13

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

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

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

SPICES	
Whole Spices	
Allspice, Jamaica	9 @ 10
Allspice, lg. Garden	@ 11
Cloves, Zanzibar	@ 32</

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	9 60
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.	1 76
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	2 04
Tuxedo, 80c tins	7 68
Union Leader, 5c coil	5 76
Union Leader, 10c	
pouch	11 52
Union Leader, ready	
cut	11 52
Union Leader 50c box	5 10
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way Up, 2 1/4 oz.	5 75
Way Up, 16 oz. pails	36
Wild Fruit, 5c	6 00
Wild Fruit, 10c	12 00
Yum Yum, 5c	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80

CIGARS

Peter Dornbos Brands	
Dornbos Single	
Binder	35 00
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	12
White Wine, 80 grain	17
White Wine, 100 grain	20

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

Bushels	
Bushels, wide band	1 10
Market, drop handle	1 25
Market, single handle	45
Splint, large	50
Splint, medium	4 00
Splint, small	3 50
Willow, Clothes, large	3 00
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	40
3 lb., 250 in crate	50
5 lb., 250 in crate	70

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

Faucets

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

Mop Sticks

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

Pails

10 qt. Galvanized	3 50
12 qt. Galvanized	4 00
14 qt. Galvanized	4 50
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	12 50
Medium Galvanized	10 75
Small Galvanized	9 50
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



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 pure. 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 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	4 75
Big Master, 100 blocks	5 00
Climax, 100 oval cakes	4 25
Gloss, 100 cakes	4 75
Lautz Master Soap	4 75
Naphtha, 100 cakes	4 85
Oak Leaf, 100 cakes	4 75
Queen Anne, 100 cakes	4 75
Queen White, 100 cks.	4 75

Proctor & Gamble Co.	
Lenox	4 75
Ivory, 6 oz.	5 75
Ivory, 10 oz.	9 60
Star	4 60

Swift & Company

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

Soap Compounds	
Johnson's Fine, 48 2	3 25
Johnson's XXX 100 5c	4 40
Rub-No-More	4 10
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.	4 85
60 pkgs.	3 00
48 pkgs.	4 85
24 pkgs., family size	4 25
20 pkgs., laundry size	4 75

Naphtha	
60 packages	3 00

Queen Anne	
60 packages	3 00

Oak Leaf	
24 packages	4 25
100 packages	4 85

The Only Five Cent Cleanser



Guaranteed to Equal the Best 10c Kinds

80 Can Cases\$3.20 Per Case

Handled by All Jobbers

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

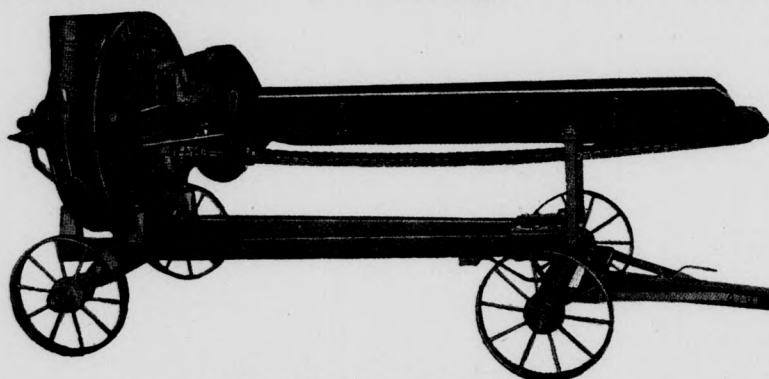
FITZPATRICK BROTHERS' SOAP CHIPS

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

"Blizzard" Ensilage Cutters



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Distributors for Central Western States

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Grand Rapids, Michigan



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It's a good slogan to tack up alongside your desk.

When the trip out of town seems necessary—

When you want to get in touch with an out of town customer—

When any one of the many exigencies of business calls for your attention in some distant city or town—

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Michigan State Telephone Company



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.

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

For Sale—All the furniture and fixtures now in our drug store at Monroe and Ottawa, this city. Cash registers, show cases, fountain apparatus including carbonator, scales, shelving, etc. Possession given June 15. Signed, Schrouders Drug Store. 134

For Sale—\$6,000 stock of general merchandise in town of 800. Good farming community. Other business interests. Address No. 135, care Tradesman. 135

For Sale—Old established market and bakery, twenty-five years; no competition; 3,000 population. Cold storage in well equipped slaughter house; buy and slaughter everything we use. Auto delivery, electric chopper, computing scales. Retiring. About \$10,000 consideration. Some terms if wanted. Don't write unless sure enough interested. Address J. C. Studer & Sons, Canadian, Texas. 137

For Sale—A good store building at Hasty, Minn., \$1,600, one-half cash. Six living rooms, good location. Fine opportunity. H. A. Zum Brunnen, Hasty, Minnesota. 138

For Sale—Clean stock of dry goods, ready-to-wear and millinery. Inventory about \$9,000. Established best trade in booming city of 3,000. Lease attractive. Investigate. Box 335, St. Louis, Michigan. 129

Country store for sale at Green Lake, 50 miles north of Minneapolis. Dance pavilion, ice house, barn, boats, bath house, all new, 8 1/4 acres land. Will consider \$6,000. Address C. Westling, Route 4, Princeton, Minnesota. 118

For Sale—Cement block factory, gravel pit, power tanner, mixer, dry kiln, six horse power steam boiler. J. Prochnow, Romeo, Michigan. 119

For Sale—Billiard room, two billiard tables 4 1/2 x 9; two pocket billiard tables 4 1/2 x 9, Brunswick-Balke make; 12 billiard chairs. Everything complete to do business with. Enquire F. O. Lord, Grand Lodge, Michigan. 121

For Sale or Exchange—For stock of merchandise, one 40-acre improved farm, one 80-acre unimproved farm, a fine ice cream parlor, complete new outfit. Located in resort town on Michigan Pike and Dixie Highway. Address at once, No. 122, care Tradesman. 122

Drug Store (snap) for sale in Blue Island, Ill. Big snap. Good business. Full particulars free. Address Public Drug Store, Blue Island, Illinois. 131

Property in Florida to exchange for stock of dry goods, groceries, etc. Desirable residence and lots; good location in St. Petersburg, Florida. For further information address Lock Box D, Ashtabula Co., Ohio. 132

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

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

First-Class confectionery and ice cream parlor. Lock Box 72, Montpelier, Ohio. 133

Your opportunity for up-to-date stocks in clothing, dry goods and shoes; clothing and shoe merchant having retired. No shopworn, fire or damaged stocks need apply. Great business opportunity. County seat, surrounded by excellent farming community. Splendid crop prospects. Address F. W. Hill, Keytesville, Missouri. 141

For Sale—General stock in one of the best market towns in Michigan. Stock new and up-to-date. Will inventory between \$7,000 and \$8,000. Satisfactory reasons for selling. Address Box 127, Hemlock, Michigan. 142

For Sale—Several car loads of cedar fence posts. A. Mulholland, Reed City, Michigan. 143

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

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

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

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

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

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

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

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.

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

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—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

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

Must Sell—Landis No. 3 machine and all harness tools, hardware, etc. Doing good business in harness and shoe repairing. Located in brick store, \$12.50 month rent. Invoice \$850, \$400 cash takes it. Box 77, Fowlerville, Michigan. 145

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

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

Advertisers—I re-write any advertisement; print or manuscript; any size desired, for \$1, cash with order. Let me boost your sales! Dax the Ad. Fixer, Lock Box 270, Chicago, Ill. 133

HELP WANTED.

Wanted—Embalmer holding Michigan license. Prefer Catholic. W., care Tradesman. 140

Wanted—Man capable of running small shingle mill. A. Mulholland, Reed City, Michigan. 141

Wanted—Boat builders, carpenters, cabinet makers, joiners, caulkers, first-class pipe fitters, and men who know how to install marine engines. We have clean and well-ventilated shops. Port Clinton is situated on Lake Erie, in the center of the famous fruit-growing district, on the main line of the New York Central Railroad; a good inexpensive little town to make your home in, within easy reach of the Great Lakes summer resorts, and there is plenty of fishing, hunting and boating. Non-union shop. We offer good wages and steady work. Transportation refunded. The Matthews Co., Port Clinton, Ohio. 120

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

POSITION WANTED

For Sale—Creamery business of 1,000 quarts, wholesale and retail. Centrally located in Jackson, Michigan. Cheap if taken at once. Jenkins Bros. Creamery. 124

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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Economic Coupon Books

They save time and expense.
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cash basis.
Free samples on application.

Tradesman Company

Grand Rapids, Mich.

The Book That Takes the Risk Out of Buying

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

The Emblem



OF

INDEPENDENT TELEPHONY

STANDS FOR

Satisfactory Service

Reasonable Rates

Use Our
Long Distance Service

Citizens
Telephone Company

Review of the Grand Rapids Produce Market.

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

Asparagus—Illinois, \$2 per box; home grown, \$1 per doz.

Bananas—\$4.75 per 100 lbs.

Beets—\$1 per doz. bunches for new.

Butter—The trade has been very active during the week, at prices about 2c lower than they were last week. The quality arriving shows considerable improvement as the season advances. The market is steady at the decline, with a good consumptive demand. No important change is looked for soon. Local dealers hold fancy creamery at 39c in tubs and 40c in prints. Local dealers pay 32c for No. 1 in rolls, 33c in jars and 28c for packing stock.

Cabbage—New California commands \$1.25 per 80 lb. crate.

Carrots—\$2 per hamper for Illinois.

Cauliflower—\$2.75 per doz.

Celery—Florida, \$3.50 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@1.10 per doz.

Eggs—The market is firm, with a fair consumptive demand, at prices about 1c lower for the week. The weather has been very good for producing eggs of fine quality, and the receipts have been very fine. The market is healthy on the present basis, with no important change in sight. Local dealers pay 33c for fresh, including cases, holding case count at 34c.

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

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

Green Onions—20c per doz. bunches 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 per hamper for Southern head; \$3 per crate for Iceburg 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, 15½c for Naples.

Onions—Texas Bermudas command \$2.25 per 45 lb. crate for yellow and \$2.50 for white.

Oranges—California Navals, \$3.40@3.75.

Peas—\$2.50 per bu. for Florida.

Peppers—Southern command 60c per basket.

Pineapples—Cubans are held as follows: 24s, \$3.40; 30s and 36s, \$3.

Plants per box crated—Tomatoes, 85c; cabbage, 85c; pepper, \$1; astors, \$1; salvia, \$1; geraniums, \$1.40.

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

Potatoes—Old command \$3.20 per bu. new, \$4 per 50 lb. hamper.

Poultry—Local dealers pay as follows, live weight: heavy hens, 23c; light hens, 21@22c; cox and stags, 15@18c; broilers, 38@40c; geese, 15@16c; ducks, 22@23c. Dressed fowls average 3c above quotations.

Radishes—15c per doz. bunches for small.

Rhubarb—Illinois, or home grown, 3c per lb. or 75c per 40 lb. box.

Strawberries—Bowling Green are now in the market, commanding \$3.75 for 24 qts.; Missouri Aromas, \$3.75.

Squash—Button, 5c per lb.

Tomatoes—\$3.50 for 6 basket crate, Florida.

Turnips—\$1.25 per hamper for Florida.

Wax Beans—\$3.25 per hamper from Florida.

Gospel of the Cost System.

The Standard Chemical Company of Des Moines, Ia., is credited with having perpetrated the following paraphrase of the 23d Psalm; which is of particular interest just now, when so many organizations are urging more attention to cost accounting methods:

The cost system is my salvation. I shall not fail.

It maketh me lie down in peaceful slumber;

It leadeth me beside the still "leaks;"

It restoreth my intellect;

It guideth me in the path of cost finding for my own name's sake.

Yea, though I walk through the battles of competition I will fear no danger, for it is with me;

Its accuracy and knowledge they comfort me.

It prepareth a table before me in the presence of my family;

It annointeth my purse with profit and establisheth my credit; my purse runneth over.

Surely success and happiness shall follow me all the days of my life and I will dwell in the house of Prosperity forever.

The Brotherhood of Man.

As the member of an infant empire, as a philanthropist by character, and, if I may be allowed the expression as a citizen of the great republic of humanity at large, I cannot help turning my attention sometime to this subject, "how mankind may be connected, like one great family, in fraternal ties." I indulge a fond, perhaps an enthusiastic idea, that as the world is evidently much less barbarous than it has been, its melioration must still be progressive; that nations are becoming more humanized in their policy; that the subjects of ambition and causes for hostility are daily diminishing; and, in fine, that the period is not very remote when the benefits of a liberal and free commerce will pretty generally succeed to the devastations and horrors of war.

George Washington.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, June 6—Creamery butter, extras, 41@42c; first 39@40c; common, 36@38c; dairy, common to choice, 32@40c; dairy common, all kinds, 28@30c.

Cheese—No. 1 new, fair 23c; choice 23½c.

Eggs—Choice, new laid 36@37c; fancy hennerly, 38@38½c; duck, 38c.

Poultry (live)—Fowls, 25@26c; Broilers, 40c; old cox, 18c; ducks, 23@24c.

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 per bu.; New, \$10.50@11.00 per bbl. Rea & Witzig.

CORN CAKES COMING.

We have all heard the cry to use more corn meal and send the wheat to England, where the folks do not know how to use the corn and, it may be added—do not know how delicious it is when properly cooked. Some of us, too, have heard the rejoinder, "We'll keep the wheat and let the folks across the pond learn how to cook with the corn."

As a matter of fact, there are several inducements which should appeal to us for using at least a part of this corn ourselves. It is cheaper than wheat. When patrons complain of the high price of flour, why not call attention to its cheaper companion. Tell them how in your own family it is combined with graham flour into a most delicious brown bread; how fried mush is enjoyed as a breakfast dish and how wholesome the old fashioned corn meal mush with milk will still be found. True, it takes more preparation than the ordinary cereals, more cooking. But this the fireless manages easily, with no possible chance of burning.

Scientists tell us that twelve ounces of flour or corn meal are equal in fuel value to half that weight in butter or fat bacon or to a pound or two of steak. Corn contains considerable protein and there are several ways of serving it which are more economical than the prepared "flakes." We have come to think of it as distinctly not a hot weather food and at the same time we indulge in high priced meats, although mercury soars in the nineties. Our Southern cousins use it the year round as a main food. Surely we can find it a delicious variation from the usual bill of fare—corn cakes, bread, or "Johnnycake" being served as taste dictates. While most of us would tire of it as a steady diet, a ten pound sack of corn meal with a fifty pound sack of flour will prove one of the pleasing economies, which will admit of more liberal purchases along other lines.

The demand by war-scientists that women give up the use of platinum jewelry brings the agitation for patriotic self-sacrifice very near the danger-point. The family menu has been attacked, also the family automobile; it has been hinted that one domestic is as efficient as two, if the

lady of the house does her bit at odd moments. "Do your own marketing and relieve the errand-boy for truck-farming" is a cry that has daily filled the arms of liberty-loving ladies with multitudinous bundles. But when attack is made upon woman's eternal right to look as pretty as she knows how, we are in for trouble. Savonarola tried the experiment of interfering in matters of feminine style and burnt his fingers badly. In this platinum business the remedy is not to start a counter-revolution in Russia in order to increase the output of the Russian mines, but to persuade our American ladies that they need no platinum settings to enhance their charms.

The appointment of a receiver for the Emerson Motors Co., at New York, is a regrettable incident. The public is to be deprived of a miraculous car costing less than \$400. This is no mere figment of the imagination; the company manufactured a real car, and brought it down on the curb market, and took pictures of it, and everything. The company hung immense signs on big manufacturing plants: "The Emerson Motors Company," then drove the real car that it had in front of a plant, placed a few drivers and wayfarers about in nonchalant attitudes, and took photographs of the scene and sent it out on circulars. Why the company should need a receiver is not clear. It must have sold a lot of stock, and the cost of engraving the stock was very low, so that would be mostly clear profit.

In the good old days of country fairs in England it was not unknown for a farmer to sell small pigs by sample, the actual pig being tied up in a bag for delivery. Nor was it unknown for some crafty farmer to substitute a cat for the supposed pig. However, if the purchaser were wary, he might open the bag to examine the wares and so let the cat out of the bag. Hence to-day we say of an untimely disclosure that it lets the cat out of the bag.

The man who does nothing but sit around and wait for a dead man's shoes never cuts much of a figure in the financial world.

Many a man who wouldn't make a wife of his cook makes a cook of his wife.

CHOICE TABLE AND SEED POTATOES

For late planting we have

**Choice Michigan Rural New Yorkers
and Colorado Pearls**

Write us today if want pure late seed.

Kent Storage Co. Grand Rapids, Michigan