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GRAND RAPIDS
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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, MARCH 20, 1918

umber 1800

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Things Not Done Before

The things that haven't been done before,
Those are the things to try.
Columbus dreamed of an unknown shore
At the rim of the far-flung sky,
And his heart was bold and his faith was strong
As he ventured with dangers new,
And he paid no heed to the jeering throng
Or the fears of a doubting crew.

The many who follow the beaten track
With guideposts on the way;
They live and have lived for ages back
With a chart for every day.
Someone has told them it's safe to go
On the road he has traveled o'er
And all that they ever strive to know
Are the things that were known before.

The few strike out without map or chart
Where never a man has been;
From the beaten paths they draw apart,
To see what no man has seen.
There are deeds they hunger alone to do—
Though battered and bruised and sore;
They blaze the path for the many who
Do nothing not done before.

The things that haven't been done before
Are the tasks worth while to-day;
Are you one of the flock that follows or
Are you one that shall lead the way?
Are you one of the timid souls that quail
At the jeers of a doubting crew
Or dare you, whether you win or fail,
Strike out for goal that's new?



Putnam's Menthol Cough Drops

Packed 40 five cent packages
in carton

Putnam Factory
National Candy Co., Inc.
MAKERS
Grand Rapids, Michigan

Red Crown Gasoline for Power

The modern motor and improved carburetors have demonstrated beyond question that gasoline made especially for motor fuel—as Red Crown is made—will give the most power—the most speed and the most miles per gallon. Red Crown, like your automobile, is built to specifications and Red Crown specifications have been worked out by the most eminent petroleum chemists and automobile engineers available.

Red Crown contains a continuous chain of boiling point fractions, starting at about 95 degrees and continuing to above 400 degrees. It contains the correct proportion of low boiling point fractions to insure easy starting in any temperature—the correct proportion of intermediate boiling point fractions to insure smooth acceleration—and the correct proportion of high boiling point fractions with their predominance of heat units to insure the maximum power, miles and speed.

These are the things that make Red Crown the most efficient gasoline possible to manufacture with present day knowledge.

For sale everywhere and by all agents and agencies of

STANDARD OIL COMPANY

(INDIANA)

Chicago

U. S. A.



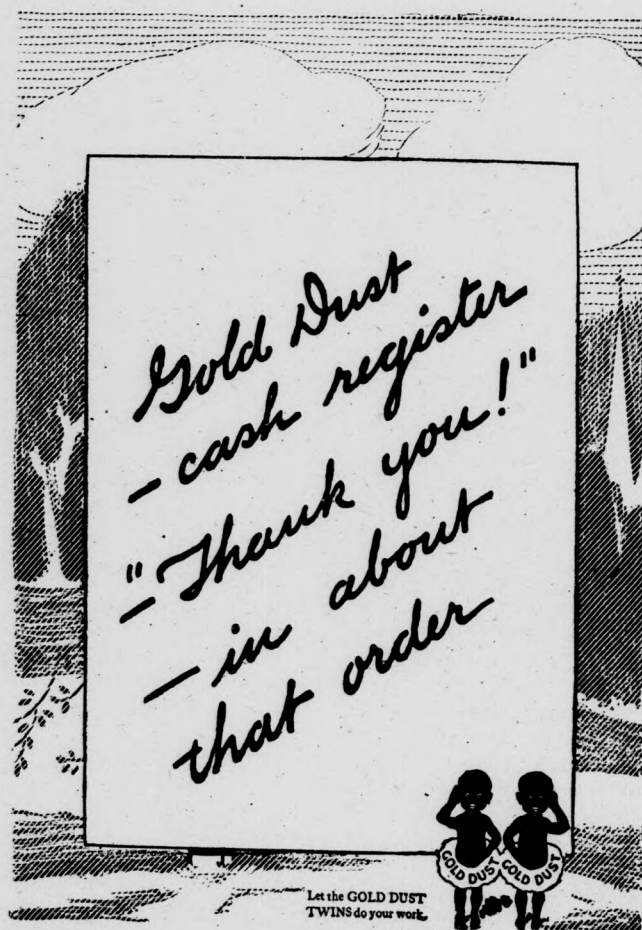
The Best Bread Is Made
with

**Fleischmann's
Yeast**

DIAMOND CRYSTAL

The Salt
that's all salt.

DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICHIGAN.



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SPECIAL FEATURES.

Page	
4.	News of the Business World.
5.	Grocery and Produce Market.
8.	Editorial.
10.	Hardware.
12.	Butter, Eggs and Provisions.
14.	Shoes.
16.	Woman's World.
18.	Dry Goods.
20.	Financial.
24.	The Commercial Traveler
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
31.	Business Wants.

VOIDING GERMAN PATENTS.

There are more angles than one to the proposition for turning over to Americans the property of Germans in this country. Not only have all of the German establishments here been centers of propaganda in opposition to the institutions of the country, but great profits have been obtained which went abroad to maintain the Kaiser's military power. Through ownership or control of banking houses and insurance companies, moreover, the Germans have been enabled to obtain trade secrets, which they have regularly sent to the bureau in Berlin for the use of exporters there. Most of this kind of work has been stopped for the time being. But there is another aspect of German activity to which adequate attention has not been directed. This is regarding the patents which they have obtained in this country. Investigation shows that, in applying for these patents, the Germans invariably put in specifications which were misleading or fraudulent. In the case of drug and chemical preparations, for example, some necessary ingredient or process would be omitted. The purpose was to make it impossible, if it should become necessary ingredient or process for any one here to manufacture the substances. This has proved futile in most cases because of the ingenuity of American chemists. Still, the question arises whether, under the circumstances, the apparently fraudulent claims under which the patents were obtained would not furnish a good and valid reason why these patents should be declared void.

It is a matter of common knowledge that Germany never originated a new idea or a new principle. Investigation discloses that everything Germany claimed to invent was stolen from other nations—mostly from France, England and America.

THE NEW TIME TABLE.

By act of Congress this country has at last joined most of Europe in adoption of a daylight-saving scheme. The hands of clocks are to be moved forward an hour during the seven months of the year when there is most daylight, that is, from the end of March to the end of October, and back again to their present position during the five dark months. Skeptics refuse to believe that a mere shift of the clock

will change the habits of man. Furthermore, they maintain that, except in the month of October, there are, under the old time, twelve hours of daylight in all the months during which the hands will be turned back. Better they argue, begin your day earlier in the border months, November and February, when the sun rises between six and seven, but sets between four and five. But the whole subject is now beyond argument. Practical demonstration of the daylight-saving system adopted by Congress has proved that it means economy in fuel and labor. England recently lengthened the period of the longer day by five weeks, because of resulting economies in these directions. No doubt, as long as the war lasts, most of the world will stick to the new time-table.

CANNED GOODS SITUATION.

Members of the canned goods trade certainly realize that the war is bringing about a new order of things. In normal years this would be a time of more or less activity in placing orders for future canned goods, either on a S. A. P. basis or firm at the opening price. Opening prices would be named on various items from time to time and there would be arguments supporting this theory and that theory as to whether prices were high or low and what might be expected based on the experience of other years. In other words, the speculative feature would be uppermost and everything that had the slightest bearing on speculative operations or that might be expected to influence market opinion would be played up to the uttermost. There is nothing of that kind now. Speculation has gone out of fashion by Government decree. It has long been thought that there was a certain element of wickedness in speculation, especially in food products. Now it is declared to be unpatriotic, which has more effect from a sentimental standpoint than a mere question of morals, but further than that, it is now declared to be unlawful and the law which says 'so has teeth in it which have already bitten and made the would-be speculators understand that Uncle Sam knows exactly what he says. It is the difficulty of comprehending this fact which has operated to a large extent to bring about the present dull conditions, for the present is a period of readjustment to new conditions, so that future contracts will be made on a new basis, the outstanding feature of which will be in all probability that the price once made will remain fixed for the entire season.

The class of customers who will be interested by sensational advertising is not the class you should be anxious to have in your store.

VICTORY BREAD.

The U. S. Food Administration is recommending to bakers throughout the country that in the use of wheat substitutes in Victory bread they employ a combination rather than rely on a single substitute. Substitutes may be combined in various ways to equal the required amount of substitutes and some of these combinations have been found to make a better quality bread than that containing only one. Some mixtures of corn and rice have been found to work better than corn alone, and potatoes with cereal substitutes make a better bread than potatoes alone as a substitute.

It is pointed out further that the character of bread made from mixtures of substitutes is less affected by the addition or subtraction of a part of its cereal content than by a complete change in the substitute part. Changes can be made gradually and the bakers need not be dependent upon one source of supply.

To bakers who have potatoes available, but have found them difficult to use as a single substitute, the Food Administration suggests the admixture of another substitute with potatoes. This is, that instead of using eighty pounds of potatoes and eighty pounds of wheat flour, bakers use forty pounds of potatoes—which minus the water content equals ten pounds of substitute—and ten pounds of cornmeal or some other cereal substitute. This results in the use of 80 per cent. of wheat flour and the required 20 per cent. of substitutes in making Victory bread.

Since the outbreak of war in 1914, the currency of Germany has increased more than five times. That is inflation. It has been a theory among certain observers on this side that Germany has escaped the worst results of inflation by her policy of price-fixing, and that the cost of living, with its burden falling greatest on the poor, has been kept down. The Bureau of Labor Statistics at Washington, however, reports this week that the cost of living in Germany is increasing at the rate of 42 per cent. a year, requiring the average German family to go into debt for the necessities of life. The average expenditure of families having incomes ranging from 100 to 200 marks is 122.05 marks. Rigid economy is practiced everywhere; the average family spends only 25 cents a month for amusements. If these figures are at all trustworthy, the German policy of price-fixing has seemingly not been an unmitigated success. A war must be paid for, and wholly paid for, at the time it is being fought. Paper money and inflation cannot pay for it. They merely shift the burden. It falls upon the poorer classes, and upon all those whose wages and sal-

aries do not advance as fast as the cost of living. They have to cut down their consumption, even of necessities.

Every Swedish schoolboy thinks that the day of Sweden's glory was when the Baltic was almost a Swedish lake, and when Courland, Livonia, the mouth of the Neva, and Finland were all Swedish territory. Narva, which the Germans covet for its water-power, is one of the proudest battle names in Swedish history. One of the chief Swedish grievances against Russia was the latter's failure to keep a promise not to fortify the Alands; and now the Alands are in Germany's grip. Another was the Russian strategic railroads built or projected through Finland, and Finland also is falling into Germany's hand. It was not because the Swedes loved the Germans, who they caricatured and sneered at as did other neighbors of Germany, but because they feared the Russians, that they have always seemed pro-German. It will be strange if we do not now see a reversal of this Swedish attitude, and the nation drawn into a closer harmony with Denmark and Norway. They, although under the same shadow of German might, have kept their independence of soul.

Hon. Charles W. Garfield, chairman of the board of the Grand Rapids Savings Bank, was 70 years old last Thursday, but there must be some mistake in the records, because he is still as young in thought, action and appearance as a man of 50. He is, as he always has been in the past, the embodiment of enthusiasm for every movement which has for its object the betterment of the city, the improvement of the State and the glory of the Nation. Not to be constantly employed in some good work of an unselfish character would be so foreign to his ideas and practices as to be utterly out of the question. Whether it be the guidance of some youth in determining his proper status in life and the selection of a proper occupation or securing the enactment of good laws and the election of proper persons to enforce them equitably or assisting in the solution of great questions of vital importance to the Nation, Mr. Garfield is always ready and willing to lend a helping hand and unselfishly give any good cause the benefit of his knowledge and experience.

A young couple went to a minister's house to get married. After the ceremony the bridegroom drew the clergyman aside and said in a whisper: "I'm sorry I have no money to pay your fee, but if you'll take me down into the cellar I'll show you how to fix your gas meter so that it won't register."

Gabby Gleanings From Grand Rapids

Grand Rapids, March 18—According to our esteemed contemporary, Nate Dryfus, the following extract from a Manistee paper is the experience of one of the Worden Grocer Company's popular men last week. Seldom can one get a free bath, a close shave and lay up the summer's ice at the same time. Here it is—further proof that fat will not sink:

"Big, happy Ernest Below, traveling grocery salesman, had a narrow escape from drowning in Manistee lake Saturday, when the ice on the trail from Stronach which he was traveling after paying his respects to the "trade" in the suburb gave way under the pressure of his 220-and-some-odd pounds weight. Only the fact that Ernie is quick out of proportion to his bulk saved him from worse than the chilly ducking he got. Ernie made a speedy if undignified scramble onto more substantial footing than that which nearly proved his undoing, and aside from the soaking was none the worse for the experience. At that, he doesn't care to repeat, and next time he visits Stronach he figures on going round."

Allegan News: A number of traveling men who happened to be in Allegan last week asked kindly to be allowed to take home with them a pound of sugar, one man from Lansing stating that city had been out of sugar a couple of weeks, and he walked out very proudly with his pound of sugar, with appreciation written all over his face.

Hon. John Q. Ross, Manager of the Linderman Manufacturing Co., Muskegon, is off on a three weeks' vacation trip to include Chattanooga and Atlanta. Mr. Ross was a sympathetic friend of the traveling men while Lieutenant Governor four years during the administration of Governor Osborn and Governor Ferris. His retirement from politics was of his

own volition and was done solely to enable him to acquire a competence which he could never have done while holding political office. Mr. Ross was the first President of the Western Michigan Development Bureau and gave it the benefit of his unique and forceful personality.

Charles Anderson is now on the road in the Middle West for the A. L. Clark Co., Inc., selling agent for the Seymour Metal Goods Corporation, manufacturers of metal specialties. Mr. Anderson is just as debonaire as he was a dozen years ago when he sold crackers and sweet goods for the National Biscuit Co. in Michigan territory.

Joseph F. P. Newhall, son of Geo. A. Newhall (Judson Grocer Company), who went to Camp Custer as the member of an ambulance division and was subsequently transferred to Ambulance Division No. 338, has been sent to Fort Sam Houston, near San Antonio, Texas, where he is a member of Ambulance Division No. 304. Mr. Newhall has every reason to feel proud of his patriotic son.

P. J. Behan has been engaged by the Grand Rapids Dry Goods Co. to cover the trade of Northern Michigan. Mr. Behan will maintain sample rooms at 423 Mitchell street, Petoskey, which has been his home for several years. Mr. Behan has covered the trade of his territory so long that he knows nearly every man, woman and child in the district by name.

Thomas Ford, who undertook to get into active service by enlistment, but was rejected for physical reasons, has finally succeeded in getting a chance to do his bit by engaging in Y. M. C. A. work in France. He left Tuesday for Princeton, N. J., where he will spend a week in preparatory work. Soon after he will sail for France, where he will be installed as a regular secretary in one of the huts. The best wishes of a large circle of friends go with Tom in his determina-

tion to serve his country in some capacity.

Thomas Bromley, Manager of the United Home Telephone Co., celebrated the 52nd anniversary of his birth at his home at Muskegon last Saturday. His charming mother and eight close personal friends assisted him and Mrs. Bromley in making the event one long to be remembered.

We wish to correct an error made in these columns of the Tradesman in a recent article which stated that Howard Rutka and Mr. James had gone into the "moving" business. It should have read "roofing" business.

Dave Drummond called us up one day last week to enquire whether the circle around the figure 6 on the April page of the calendar has anything to do with the future condition of the weather. In reply, we will say that, so far as we can ascertain by thorough astronomical research, it has not. However, we hope the day will be fair. The question is a perfectly natural one, Mr. Drummond, but we think possibly you have this circle mixed up with the circle around the moon. A more complete explanation will be given in next week's edition of the Tradesman.

Henry Sehler (Brown & Sehler Co.) has been connected with his house for twenty-five years. In commemoration of this event he was recently seized by two strong men, brought before the chief magistrate charged with the grave misdemeanor of loyalty to his fellow men, industry, integrity and good citizenship in general and a heavy fine imposed. At first hanging was advocated by the judge, but on account of the present high price of rope, this was deemed a wasteful expenditure of money. Then it was suggested that he be placed in solitary confinement for the rest of his natural life, but the high cost of living made this inexpedient. He was therefore sentenced to occupy at intervals, in company with his family, a large

tapestry upholstered willow chair, presented to him by his many friends among the traveling salesmen, office force and other employes of the Brown & Sehler Co. As a further punishment for his crimes he was wished another twenty-five years of successful cruise upon life's highway.

We regret to learn that A. B. Hazard, one of Blissfield's most prosperous merchants, is seriously ill at his home and we wish for him a speedy recovery. — N. H. Carley.

Missouri Has "Potato Thursday."

Thursday has been designated as potato-buying day in Missouri by F. B. Mumford, Federal State Food Administrator, and retail grocers have published, combination newspaper advertisements throughout the State urging people to buy potatoes in quantity on that day and cut down their wheat consumption. Farmers in Missouri are being urged by the Food Administration to send their wheat to market before spring, so as not to interfere with transportation. Corn mills have been instructed to supply home trade first. In a case of hoarding by a citizen in a small Missouri town recently, when Mr. Mumford wrote the offender, the latter replied, "I don't want to hoard flour. I have taken it all back. I will eat hay if it will help win this war!"

Ready For Rain.

"I trust, Miss Tappit," said the kindly employer to his stenographer, "that you have something in reserve for a rainy day."

"Yes, sir," answered the young woman. "I am going to marry a man named Mackintosh."



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

Barney says—

From sun to sun we're on the run—

The WORDEN Orders filling;

We rush about and get them out

Because we're more than willing.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

Suggests Allied Celebration of Fourth of July.

Detroit, March 19—We read in English history of the wicked King John, and are informed that of all the kings, he was the worst; that he plundered the English of their lands and money, insulted their wives and daughters, and put their children to death. But he was attractive in manner and a monarch of strength, and the nation for this reason bore with him for many years.

Finally, however, secret discontent changed to open rebellion, and the great barons rose in their might and peremptorily demanded of the wicked king a guarantee against future tyranny and wrongdoing.

Then came the meeting at Runnymede, where the tyrannical old king, on June 15, 1215, reluctantly signed the Magna Charter granting the barons all they demanded. This was the first Great Charter of English liberty, and is the foundation of English and American freedom to-day.

One of the provisions is substantially that no freeman shall be deprived of life, liberty, or property, except by the judgment of his peers, or the law of the land, which is in substance the "due process of law" clause of the Constitution of the United States. But there was many a hard and protracted struggle before it became really and truly "the law of the land."

During the five and a half centuries following the Convention at Runnymede there were numerous confirmations of the Great Charter. But the next most important and emphatic protest against kingly usurpation and abuses was that against the royal George III, on July 4, 1776, called the "Declaration of Independence."

Both of these Great Charters of liberty and human rights were substantially indictments respectively of two kings—the British King John and the German king, George III, who nearly ruined the British empire while sitting on the English throne, the same as the Kaiser has ruined the German people by undertaking to further his own family ambition. In neither of them was there an indictment of the English nation or people. In both instances the people complained of royal tyranny and abuses of authority.

Englishmen and most Americans are from a common ancestry. All are genuine lovers of liberty, justice and equality of human rights, just as the German people are blind followers of autocracy and tyranny. If there had been no Magna Charta, there would have been no Declaration of Independence. The spirit that moved the barons at Runnymede was the same as that which moved John Hancock and other heroes of the great revolution, when they attached their signatures to the immortal Declaration.

In view of the great world war and our present alliance with the English nation in this incomparable struggle of democracy against autocracy, why would it not be entirely proper for the English people to join Americans in the celebration on July 4 next? And in time America might well unite with the English in commemorating June 15, on which the great barons wrested Magna Charta from the despotic King John in the meadows at Runnymede.

John C. Jenkins.

Bottom Facts From Booming Boyne City.

Boyne City, March 18—A new and attractive steamer is to be put on the Charlevoix-Boyne City route the coming summer. This will be an immense help to Boyne City merchants in freight deliveries from Chicago, aside from providing a very attractive water route for those who delight in beautiful scenery. Van Pelt says that Pine Lake puts it all over some of the famous European lakes for beauty. We don't know about Italy, but we

do know that a ride on Pine Lake on a fine summer day is a vision of paradise to the dweller in the modern brick and asphalt monstrosity called a city.

The Chamber of Commerce has been obliged to change the location of its office, its activities having outgrown the present location in the First National Bank block. Besides its own activities, it has engaged to house the country agricultural agent for the coming year. Two such live ones as Ackerman, of the Chamber of Commerce, and Smith, the County Agricultural Agent, require lots of elbow room. They will occupy a store room in the Capelin block, recently vacated by the O. D. Wilson creamery, which will give room not only for the offices, but a meeting room that will accommodate both the merchants and farmers.

The final organization of the Traction Motor Co., which will engage in the manufacture of the Field kerosene tractor motor, is almost completed. This company will start in with a capacity of 2,000 motors per year and expects to begin operation by June 1. This will be a purely local company, financed by local capital and will employ sixty mechanics at the start.

Our hardware merchants are displaying a good line of farm implements and otherwise making preparations for the spring drive, although the reminders of last winter are piled high in our streets and the pavements covered with a foot of solid ice. We know that under its protecting blanket of snow the grass is already springing in the fields and roads, and a few days of soft weather will mean the swift advance of spring.

One of our merchants seems to have so little faith in the integrity of his customers and the attractiveness of his goods as to quality and price that he has so far refused to come in on the 6 o'clock closing agreement. We hope our friend will see the light and make it unanimous. It is very certain that neither trade nor money will be lost if customers receive the attention they should.

The Charcoal Iron Co. of America has not yet replaced the steamer C. I. C. O. A. which was taken over by the Government last fall, but the presence of the smiling face and rotund figure of Captain J. H. Gallagher on our streets gave us an indication that he would present the drama of "All dressed up and no where to go" this season. Anyhow, we can't have our furnace shut down if we have to bring in the ore in row boats.

It seems to be the thing in Government war work to let "Mac" do it. If any information is wanted as to what to do, how to do it, just go to Judge J. M. Harris. He will, no doubt, be able to tell you. Either he or Postmaster "Bill" Lewis. Maxy.

Take Care of Canned Foods.

It is good conservation, and also good business, to provide dry-storage space for canned goods in retail and wholesale grocery stores. Moisture will rust and ruin tin goods, producing pin holes in the cans leading to the entry of air and germs. Even if cans are not perforated and contents spoiled, they will be discolored and the labels rusted when stored in premises allowed to become either too warm or too moist. Sales of canned goods depend on their bright, attractive appearance, and all the labor and care given this merchandise is more than repaid in the maintenance of attractiveness which makes for sales. Some one in every grocery store should be appointed to supervise the canned-goods storeroom.

American Sugar Refining Company

Sugar Waste Eliminated

As sugar represents a large part of your business, you must realize how very important it is that you have no waste in sugar.

**Domino
Package Sugars**

avoid waste by spillage and breakage in handling loose sugar. They effect a saving also of labor, paper bags and twine.

American Sugar Refining Company

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown

**Sunsweet
Saves Sugar**

Rich in fruit sugar—SUNSWEEP Prunes will make a special appeal to your trade now that sugar must be conserved. They are the finest prunes it is possible to produce in California—

**Nature-flavored
Prunes**

—sun-sweetened and sun-cured. They can be served without the addition of sugar—their natural sweetness takes care of that. And—they can be used also to sweeten other dishes. Your customers will appreciate this big, timely feature of SUNSWEEP Prunes.

Moral: Get in touch with your jobber now—cash in on the demand for this economical, sugar-saving food.



**CALIFORNIA PRUNE AND
APRICOT GROWERS, INC.**

San Jose, California

A cooperative growing and marketing association embracing more than 5,000 growers engaged in this industry in California.



Movements of Merchants.

Otsego—The Jones Hardware Co. is remodeling and enlarging its store.

Alger—The Moffatt Telephone Co. has increased its capital stock from \$564 to \$1,200.

Marquette—Thomas Spilios will open a modern restaurant and cafeteria in the Vierling block May 15.

Coleman—The Farmers Co-Operative Co. has increased its capital stock from \$4,000 to \$5,000.

Jackson—W. H. Heenan, shoe dealer at 149 West Main street, is closing out his stock and will retire from business.

Marquette—Mrs. Frederick Murray is closing out her stock of groceries in the Werner block and will retire from business.

Albion—Due to war conditions, Albion hardware stores will go on a cash basis April 1. A charge will also be made for all deliveries.

Middleville—The Middleville Co-Operative Co. has been organized to buy, sell and ship all kinds of agricultural and dairy products.

Battle Creek—William Maxwell, of Kalamazoo, has purchased the plant and stock of the Eldred Harness Manufacturing Co. and will close it out at special sale.

Ishpeming—Lafkas & Booth, proprietors of the Cloverland Candy Kitchen, are installing a \$3,000 soda fountain and new fixtures throughout the store.

Mendon—E. M. Gardner, recently of Decatur, has leased the Royer store building and will occupy it about April 1 with a stock of jewelry and silverware.

Berrien Springs—B. A. Herman has closed his drug store, preparatory to selling the stock, and will devote his entire attention to his drug store at Charlevoix.

Ludington—L. W. Swan & Co., dealers in furniture, have dissolved partnership and the business will be continued by L. W. Swan under his own name.

Lawton—Charles Hall has sold his hardware stock to J. F. Follmer, of Vicksburg, and E. J. Merrifield, of Bloomingdale, who will close it out at special sale.

Orleans—Warren Crane has purchased the equipment of the Palmer meat market, which has been closed for some months, and will open a meat market March 23.

Charlevoix—The Sanitary Engineering Co. has been organized to conduct a general plumbing, heating and sheet metal business with an authorized capital stock of \$5,000, of which amount \$3,800 has been subscribed and paid in in cash.

Flint—The Martin & Zimmerman Co. has taken over the Chevrolet pharmacy, at 512 Asylum street, and will continue the business as a branch of its store at 529 South Saginaw street.

Kalamazoo—Grant R. Withey, who has conducted a jewelry store in the Henselman block for some time, has sold his stock to Detroit parties, who will remove it to that place.

Niles—J. A. Chamberlain has dismantled his bakery and closed out the stock, owing to his inability to get material and the excessive cost of substitutes required in making baked goods.

Marcellus—Oscar Romig has purchased the interest of his partner, Mrs. Elmer Walter, in the furniture stock of the Elmer Walter Co. and will continue the business under his own name.

Sterling—The Farmers Co-Operative Produce Co. has been incorporated with an authorized capital stock of \$2,500, of which amount \$1,250 has been subscribed and \$1,000 paid in in cash.

Coldwater—Harry Lopez, who conducts an ice cream parlor and fruit store, has purchased the ice cream plant of Campbell & Angevine, which he will continue under the management of Neil Angevine.

Lennon—The Shiawassee & Genesee Co-Operative Association has been organized with an authorized capital stock of \$5,000, of which amount \$25 has been subscribed and \$12.50 paid in in cash.

Ypsilanti—Fred H. Nissly has sold his interest in the dry goods stock of Nissly, Webb & Marrs to his partners and the business will be continued at the same location under the style of Webb & Marrs.

Detroit—Houghton-Myers, Inc., has been incorporated to deal in motor trucks, tractors and appliances, with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,250 paid in in cash.

Highland Park—The Western Gas & Electric Service, Inc., has been organized to deal in motor vehicles, with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Detroit—The Joseph S. Kelly, Inc., has been organized to deal in industrial chemicals, at 1605 Kresge building, with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Detroit—The Detroit Used Cash Register Co. has been incorporated to deal in used cash registers and store fixtures, with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,500 paid in in cash.

Manufacturing Matters.

Alpena—The Alpena Power Co., Ltd., has increased its capital stock from \$99,000 to \$250,000.

Detroit—The Solvay Process Co. has increased its capital stock from \$18,000,000 to \$36,000,000.

Detroit—The Birnbaum Co. has been organized to manufacture and deal in fur and fur garments.

Marquette—The Marquette Box Lumber Co. has decreased its capital stock from \$75,000 to \$60,000.

Lathrop—The Lathrop creamery is being dismantled, the machinery having been sold and shipped away.

Menominee—The Lloyd Manufacturing Co., manufacturer of children's vehicles, has increased its capital stock from \$500,000 to \$1,000,000.

Hastings—The Miller & Harris Furniture Co. has increased its capitalization from \$50,000 to \$100,000.

Baroda—E. Brant is erecting a modern plant for canning fruits and vegetables and will organize a stock company to occupy it.

Temperance—The Moore Co., manufacturer of flavoring extracts and toilet goods, has increased its capital stock from \$10,000 to \$30,000.

Holland—The Buss Machine Works has erected an addition to its plant, which it will occupy with its offices, drafting room and for storage purposes.

Detroit—The Lozier Motor Co. has been incorporated with an authorized capital stock of \$200,000, all of which has been subscribed and paid in in property.

Shepherd—The Shepherd Co-Operative Association has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and \$500 paid in in cash.

Muskegon—The Muskegon Baking Co. has been incorporated with an authorized capital stock of \$75,000, all of which has been subscribed, \$20,000 paid in cash and \$55,000 in property.

Saginaw—The Brooks Manufacturing Co. is closing out its stock to knock-down furniture and will discontinue its manufacture, in order to give more space and time to the talking machine industry it conducts.

Holland—The Beach Milling Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$22,000 has been subscribed and paid in, \$261.43 in cash and \$21,738.57 in property.

Yale—The Yale Trailer Co. has been incorporated to manufacture auto trailers, with an authorized capital stock of \$10,000, of which amount \$5,200 has been subscribed, \$700 paid in in cash and \$3,000 in property.

Saginaw—The Waljac Rubber Co. has been incorporated to manufacture and sell all kinds of rubber accessories and tires, with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$500 paid in in cash.

Detroit—The Buhr-Buiwitt Co. has been organized to manufacture and deal in machinery and parts at 1662 Dubois street, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$5,010 in cash and \$4,990 in property.

Berrien Springs—The plant of the Godfrey Packing Co., which has been closed since the consolidation of the Godfrey interests, at Benton Harbor, has been purchased by the former manager, E. L. Bowman, who will equip it with modern machinery and open it for business about June 1.

Detroit—The American Steel Supply Syndicate, Inc., has been organized to manufacture and sell at wholesale and retail steel products of all kinds with an authorized capitalization of \$300,000 common and \$200,000 preferred, of which amount \$400,000 has been subscribed, \$167,000 paid in in cash and \$233,000 in property.

Paper Substitute for Jute Bags.

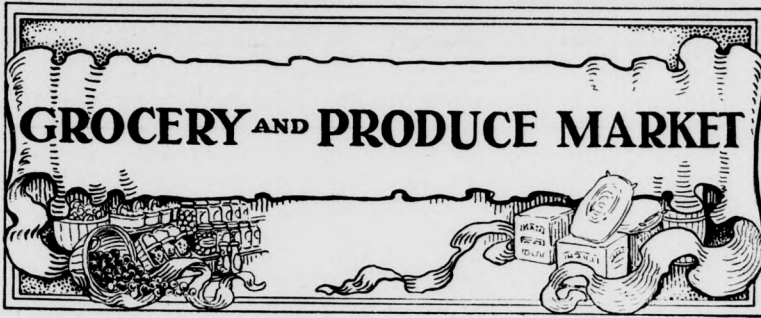
Paper bags made to serve the purpose of jute bags are being made by a firm in the Middle West. According to local manufacturers and exporters who have seen and used the new product it has all the durability and other desirable qualities of the jute one and has proved every bit as satisfactory. The prevailing scarcity of jute bags, due to conditions brought on by the war makes this paper substitute particularly welcome just at this time. In the opinion of many, it promises to hold its own in the market against jute even after peace is declared.

Dasheen Bread.

"Dasheen" bread with good toasting properties has been contrived at the Hotel Blackstone, Chicago. The dasheen is a vegetable similar to the potato, grown in Florida and very warm climates. At the Chicago hotel it is sliced crisp in the oven and ground into dasheen flour in a mortar and then baked into bread by mixing one-third dasheen flour with two-thirds wheat-conservation flour, preparing the dough with milk. In proportions of one-half dasheen and one-half conservation flour it also makes excellent muffins.

The Michigan potato grower is the dupe of fool friends in the shape of crafty publishers of misleading farm journals and penny-a-liners on the daily press who know more about politics than potatoes. Because the potato grower has permitted himself to be advised and led by this combination of craft and ignorance, he is likely to suffer a severe loss on his last year's crop. Michigan is the only locality which has opposed the equitable grading system established by the Government, which William Alden Smith is seeking to abolish through Congressional action. In the meantime potato growers generally are marketing their crop on the basis established by the Government, while Michigan growers, who hold back on the advice of fool friends at Detroit and Grand Rapids and political quacks at Washington, will find themselves with their potatoes rotting in the bins, while the Southern crop comes to the front and supplants the Michigan crop in the markets which would have been available to Michigan farmers if they had not listened to the siren voice of betrayers.

We'll never get anywhere unless we think some.



The Grocery Market.

Sugar—The situation is extremely critical. Beet sugar is practically exhausted and little cane sugar is coming in. After April 1 the situation will be greatly improved by the receipt of more cane sugar.

Tea—Stocks on the spot continue light, being scarcely adequate to current requirements of jobbing distributors. There continues a very good demand for lines in all grades and descriptions, although the preference is shown for the medium and lower qualities. Ceylons are about the only kind not sharing in the general activity, but even these in the higher grades that are free from the serious competition in Javas are meeting with a fair demand. There were no further reported transactions in invoice lots. The quantity of Javas which changed hands earlier in the week appears to be definitely known only to those directly concerned and they are not disposed to make it public.

Coffee—The market is being held up beyond where it would normally be by the growing scarcity of spot Rio and Santos in this country. Only a very few firms have any coffee at the present time, that is, in accumulation. There is plenty of coffee in Brazil, but great difficulty in getting it here, and before the transportation situation can be straightened out, the possibility is that prices may advance a notch further. There is plenty of coffee on the way here, but it will not arrive all at once and it may not come in sufficiently large installments to ease the market. The price of Rio and Santos is about unchanged for the week, although the few holders who have any surplus are very firm in their ideas. Mild coffees are quiet and firm. Java and Mocha unchanged.

Canned Fruit—Nothing has as yet developed in this line that gives much of an indication as to the future, while spot business is practically at a standstill.

Canned Vegetables—Spot goods are at a standstill, owing to the fact that the Government still is holding the staple lines in suspense, and offerings of other items are extremely light. Prices on several items may be named during the coming week, but nothing definite has as yet been disclosed on that point.

Canned Fish—No business of any consequence is being done, although there are some offerings of salmon here and there in small lots and an occasional resale of something that was intended for export. A few small lots of sardines are also on the market.

Dried Fruits—Large sized prunes are rapidly disappearing off the market.

The Coast reports these sizes pretty well cleaned up and stocks on the spot here are being rapidly depleted. Coast operators sold 40s to 50s on a 9 $\frac{3}{4}$ c bulk basis, or equal to about 13 $\frac{3}{4}$ c New York, while smaller sizes down to 70s are about 9c. Reports have also been received indicating that the Government has taken some of the 70s to 80s size, inasmuch as the 50s to 60s and 60s to 70s sizes are not to be had in any considerable quantities. Oregon prunes are in light supply except very small sizes in transit, but dealers here seem to be pretty low on stock. There has been an increased demand for apricots, as is natural as the spring advances, but offerings continue light and dealers are apprehensive as to their ability to supply the full demand from such stocks as are available. There have been some arrivals of fancy peeled peaches during the week which have provided a surplus, although of not very large proportions, and these are offered at 14 $\frac{1}{2}$ c. One car of peeled was in transit for more than three months and there is a car of choice Muirs that is still due. Offerings on the Coast are practically cleaned up except for some small lots in the hands of independents.

Rice—On account of large orders placed by the Government, the spot market remains practically bare. Enquiries are as numerous as ever, but only a very small part of the demand can be satisfied. Prices under the circumstances are nominal.

Corn Syrup—Current deliveries on advance orders continue to absorb the product of manufacturers, leaving the market virtually bare of spot supplies. Requirements of consumption continue large and forward business good. Sales are made subject to prices prevailing at date of delivery.

Melasses—Limited arrivals are absorbed as a rule by deliveries on orders previously placed, and, although demand for spot stock continues active, very little, if any, is obtainable. Quotations are repeated.

Cheese—The market is steady, with quotations ranging about the same as previous quotations, there being a good supply and a fair consumptive demand, the receipts of fresh-made cheese being very moderate.

Provisions—The market on smoked meats is steady, with quotations ranging about the same as last week, with a moderate supply and a fair consumptive demand. The market on pure lard is steady, with quotations about the same as last week, with a fair supply and a fair consumptive demand. The market on compound ranges about the same as last week, there being a moderate supply and a

fair consumptive demand. The market on dried beef is slightly firmer, with quotations about $\frac{1}{2}$ c higher than previous quotations, due to a moderate supply and a heavy consumptive demand. The market on barreled pork is firm, with quotations about the same as last week, a fair supply and a light consumptive demand. The market on canned meats is firm, with quotations ranging the same as last week.

Salt Fish—The mackerel situation shows no change for the week. The Lenten demand is fair, prices steady to firm. Government has practically taken over everything in the salmon line, except chums, which are firm by reason of having all the private demand centered upon them.

Review of the Grand Rapids Produce Market.

Apples—Winesaps and York Imperials, \$2 per hamper; Baldwins, Greenings and Wagners, \$5.50 per bbl.; Northern Spys, \$6@7 per bbl.

Bananas—\$5.50 per 100 lbs.

Beets—\$1 per bu.

Butter—The market on creamery is about 2c lower than previous quotations, due to somewhat heavier receipts. We do not look for any material change in the near future. There is a fair consumptive demand, but modern receipts. Local dealers hold extra fancy creamery at 43c for fresh and 40c for cold storage; centralized brings 1@2c less. Local dealers pay 36c for No. 1 dairy in jars; they also pay 27c for packing stock.

Cabbage—\$3.50 per 100 lbs.

Carrots—75c per bu.

Cauliflower—\$2.25 per case of 1 doz. Calif.

Cucumbers—\$2@2.25 per doz. for Illinois hot house.

Eggs—Local dealers pay 35c to-day, cases included, delivered in Grand Rapids, but expect to reduce the price to 30c before the end of the week.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$4@4.75 per box for all sizes Floridas.

Green Onions—Shallots, 65c per bunch.

Green Peppers—\$1 per basket for Southern grown.

Honey—22c per lb. for white clover and 20c for dark.

Lemons—California selling at \$7 for choice and \$7.50 for fancy.

Lettuce—14@15c per lb. for hot house leaf; \$2 per hamper for New York head; Iceberg, \$3.50 per crate.

Limes—\$1 per 100 for Italian.

Maple Syrup—\$2 per gal. for pure.

Mushrooms—75c per lb.

Nuts—Almonds, 21c per lb.; filberts, 20c for Grenoble; Brazils, 18c; Mixed nuts, 16 $\frac{1}{2}$ c.

Onions—Home grown command \$2 per 100 lb. sack; Spanish, \$1.65 per crate.

Oranges—California Navals, \$5@7.25; Floridas, \$6@6.75.

Potatoes—Local buyers are paying 75 @90c per 100 lbs. Buying has dropped down to small proportions on account of the inability of the farmer to get to market because of the bad roads.

Radishes—35c per doz. for home grown hot house.

Strawberries—50c per qt. for Florida.

Sweet Potatoes—\$3 per hamper for kiln dried Illinois.

Tomatoes—\$1.10 per 6 basket crate.

Some Summer Hat Models.

The prettiest and newest of the summer hat models, according to the bulletin of the Retail Millinery Association of America, is a natural or white milan combined with white faille silk or satin and trimmed with white wings, quills and flowers. The shapes favored in these hats are high turbans, large sailors (some with slightly rolled brims) and medium shapes with roll side effects.

The bulletin also says that some of the "ultra" modistes are showing liseres, black and natural milans and leghorns combined with black velvet or taffeta in large dress shapes with facings, flanges or crowns made of velvet or taffeta. The trimmings consist of flowers, clusters of grapes, large flat roses, velvet ribbon streamers, etc.

"Cash and Carry" System a Hit.

The "cash and carry" system, which has been adopted by a number of the retailers in Ontario, Canada, is said to be proving unexpectedly successful. According to Consul Fred C. Slater, in Sarnia, Ontario, those who have tried the new plan have found that they not only lost fewer customers than they had expected they would, but that they gained a good many more than they lost. It permits of selling merchandise on a much lower margin than heretofore, and this is said to have attracted many customers from the rural neighborhoods and the farmers who always carry home their purchases. Although the system was adopted purely as a patriotic move, it has proved to be a big moneymaker.

The City Commission of Grand Rapids can make no mistake this year in the election of a Mayor to succeed the present incumbent of that office. Christian Gallmeyer, the senior member of the Commission, has been a public official in Grand Rapids most of the time for the past quarter of a century. During this time he has never listened to any underhanded methods to secure results. He early dedicated his life to the service of the public, without hope of pecuniary reward or fear of opposition or criticism. He has always stood for the best there is in municipal life. His honesty has never been questioned. His ability is conceded by all. His experience has been so wide and varied that he has become one of our greatest civic assets. His election to the highest office within the gift of the people would round out a career devoted to the best interests of the people, the upbuilding of the material interests of the city and the creation and maintenance of a high standard of public service, which cannot fail to receive recognition at the hands of future municipal historians. No man could leave a richer legacy to his family and the city of his adoption than the matchless record made by our distinguished fellow citizen.

Stringent Regulations for Handling Explosives.

If you sell gunpowder, blasting powder, blasting caps, dynamite, detonators or other explosives you will have to take out a vendor's license under the act of Oct. 6, 1917, which is about to be put into force under regulations drafted by the Bureau of Mines. You will no doubt be put to considerable annoyance as the result of this legislation, which, together with the regulations thereunder, may fairly be said to be drastic, but, remember, it is your patriotic duty to aid in the enforcement of this statute; hence any inconvenience you may suffer will be but a part of your "bit."

The purpose of this very unusual statute, in the language of the Director of the Bureau of Mines, is "to prevent disloyal persons from procuring explosives or their ingredients and to keep explosives or their ingredients out of the hands of persons who will not protect them carefully enough to prevent them from being stolen or used for unlawful purposes." The alien enemy spy is stalking everywhere throughout the land, and the new law and regulations are designed to make it as difficult as possible for him to lay his hands on a sufficient quantity of explosives to manufacture even a single bomb.

"Manufacturers, vendors and others," says the director of the bureau, "should satisfy themselves as to the loyalty and responsibility of persons to whom they sell explosives. Licensees have been instructed to refuse to issue a license to any person not known to them to be loyal and reputable unless recommended by reputable citizens of the community."

The Bureau of Mines has already appointed 10,000 licensing agents who will serve under their respective State inspectors of explosives. Here are the special rules governing dealers in explosives and their ingredients:

What Dealers Must Do.

"Every person who purchases explosives or ingredients for resale must obtain a vendor's license. Such licenses must be obtained from licensing agents in the state or territory in which the vendor's business is located. Jobbers, even though they do not themselves handle the explosives or ingredients dealt in, shall be considered as vendors under this act.

"Vendors must see that no alien enemy or any disloyal person in their employ is permitted to sell, handle or have access to explosives or ingredients. Vendors must require every customer making purchases of explosives or ingredients, in person, to produce his license, and must satisfy themselves as to such customer being the legal owner of the license presented, and must have on file certified copies of the licenses of such customers as order by mail, telegraph, etc.

"In shipping explosives or ingredients to their customers by common carrier, vendors must show the purchaser's license number on the bill of lading and other shipping papers.

"Vendors must refuse to sell explosives or ingredients to persons known to them to be disloyal or hostile

to the United States or to be incompetent to possess or use such substances, even though a license may be presented by such persons, and they should report at once to the United States Explosive Inspector for their State the fact that such persons possess licenses, going into full particulars.

"Vendors must keep all explosives and ingredients which are in themselves explosives in safe, properly constructed magazines which shall be kept securely locked.

"Vendors must keep a record of each sale which will include the kind and number of the purchaser's license, his name, quantity and kind of explosives or ingredients purchased and date of sale. This record must be sworn to and furnished to the Director of the Bureau of Mines whenever requested."

If you find it troublesome to observe these regulations don't growl and grumble. Remember that the Federal Government has to spend a lot of time and money running down the Kaiser's agents and that your help will aid in lightening Uncle Sam's big burden.

Late News From the Cereal City.

Battle Creek, March 18—Jas. D. Henry, salesman for the Minty Cigar Co., passed away on March 7 and was buried on March 11. Mr. Henry will be missed by all of the members of No. 253, as well as the merchants he called upon. Jim had a way that he always left sunshine in a store after he called.

F. H. Clark, member of Cadillac Council, passed away at St. Clair and his funeral was held Monday, March 18, at Battle Creek. Mr. Clark had always been known as the father of Battle Creek Council, he having been instrumental in the organization of No. 253 in January, 1904. Mr. Clark had always been loved by Battle Creek Council members. He was also a Past Grand Counselor.

Dorsey Winkler, representing the F. Lovette Butter & Egg Co., of Battle Creek, passed over the sands of Battle Creek Council Saturday evening. Ask Dorsey—

Battle Creek Council elected officers for the ensuing year Saturday evening. We were careful in selecting members that we know will help make No. 253 a better Council:

Past Senior Counselor—F. J. Cronk.
Senior Counselor—W. D. Wilson.
Junior Counselor—C. H. Ashley.
Secretary and Treasurer—C. B. Whipple.

Conductor—W. H. Bradley.
Page—Vern Wilson.
Sentinel—Clayton Spaulding.
Executive Committee—J. S. Phelps, M. J. Loomis, B. C. Courtright, L. D. Johnson.

Delegates to Grand Council meeting in Jackson—W. D. Wilson, J. Q. Adams, E. B. Schoonmacher.

Battle Creek has experienced some high water the past week, but it receded Saturday night about 14 inches. The Consumers Power Co. has been the most hard hit—about 5 feet of water in its Elm street plant. Many homes and also business places burned candles Saturday night in order to have any light at all. No street light at all on the North Side Friday or Saturday night. It looked as though we had gone back to the simple life, so far as street lights were concerned.

Motor Truck Co. 409, which left Camp Custer on Feb. 16, has arrived safely in France. This company was entirely equipped when it left camp at Battle Creek. A number of boys from Battle Creek are with this company. J. Adams, son of J. Q. Adams,

left with this company, having been in the army about three weeks—before leaving. Good luck to all the boys.

Do not forget to place a 1c stamp on the Tradesman after you are through reading it and Uncle Sam will do the rest. It will give our boys good clean reading material at their leisure time. Jack.

Prices For 1918 Binder Twine.

After investigating the costs of manufacturing binder twine, the U. S. Food Administration has announced that the price to the dealers of standard and sisal twine, 500 feet to the pound, should not exceed the present price of sisal fiber, which is 19c per pound, by more than 4 cents per pound f. o. b. factory, when sold in carload lots of 20,000 pounds or more. An additional increase of 1/8c is allowed for lots of 10,000 pounds and 1/4c in smaller lots.

Prices for other grades of twine should not exceed the prices of standard and sisal twine by more than the following amounts:

550-feet to the pound, 1 3/4c increase.
600-feet to the pound 3c increase.
650-feet to the pound 4 1/2c increase.
650-feet to the pound
(Pure Manila)6c increase.

About 80 per cent. of the entire output of the binder twine factories of the United States is standard or sisal twine. The retail price should be not more than 1 1/2c, with freight added, above price paid manufacturer.

In arriving at manufacturing costs, the Food Administration considered the increased weight of binder twine over its sisal fiber content. This increase in weight is due largely to the cordage oil which it is necessary to use in the process of manufacture. The fact was also recognized that manufacturers have on hand sisal purchased at lower prices or twine manufactured from lower priced sisal.

While the price of standard and sisal twine this year is about 4 cents above the price prevailing at the end of last season, it is explained that the price of sisal fiber advanced during the manufacturing year 1916-17 from 7 3/4c to 16 1/2c. In August 1917 it advanced again to 19c per pound, where it has remained to date.

Reports are received every two weeks from the nineteen binder twine establishments of the country, all of which are co-operating with the Food Administration. These reports show that there will be an ample supply of twine for the 1918 harvest.

Snarks From the Electric City.

Muskegon, March 18—Muskegon Council held its annual election of officers Saturday March 16. The following members were elected:
Senior Counselor—Chris Follrath.
Junior Counselor—Charles Oviatt.
Past Counselor—J. E. Lyon.
Secretary - Treasurer—Harold F. Foote.

Conductor—V. C. Lulofs.
Page—Henry J. Frost.
Sentinel—J. V. Porter.
Executive Committee two years—
I. R. Allen, Harry Bodine; one year,
John Peters, E. P. Monroe; ex-officio
H. F. Foote, C. Follrath.
Delegate to Grand Council—J. E. Lyon; alternate, E. C. Welton.
Chaplain—A. W. Stevenson.
Scribe—E. P. Monroe.
The affair was followed by a smoker.

David Buttleman (International Harvester Co.) was admitted into the order.

Herman Anderson made his usual annual speech, exhorting members and officers to be present and do their duty.

W. H. Eldred, Battle Creek veteran harness maker, is closing out his stock and discontinuing the business.

We wondered what was the matter with the cars of the Michigan Railway Company last Friday, but finally discovered Allan F. Rockwell on board, which explained matters to some extent.

If you want to get into trouble tell the State Board of Health you are from Muskegon and will not be vaccinated.

About time for the street commissioner to send out a man with a shovel and clean the cross walks on Sanford street.

Charles Oviatt explained Harold Foote's middle name, when he said it was Harold Freelove Foote.

The building at the corner of Jefferson and Western avenue is being remodeled and will be occupied by Jeanett & Nelson as a shoe store.

E. P. Monroe.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, March 20—Creamery butter extras, 44c; first, 43c; common, 42c; dairy, common to choice, 35@42c; dairy, poor to common, all kinds, 30@32c.

Cheese—No. 1 new, fancy, 25@26c; choice, 25c; held 26@27c.

Eggs—Choice, new laid, 40c; fancy henney, 41@43c.

Poultry (live)—Cockerels, 32@34c; old cox, 23@25c; ducks, 30@32c. The Food Commission forbids the sale of hens or pullets after Feb. 11, 1918.

Poultry (dressed)—Chickens, roasting fancy, 32@34c; choice, 30c.

Beans—Medium, \$13.50@14.00 per hundred lbs.; Peas, \$13.50@14.00 per hundred lbs.; Red Kidney, \$14.00@15.00 per hundred lbs.; White Kidney, \$15.00@15.50 per hundred lbs.; Marrow, \$15.00@15.50 per hundred lbs.

Potatoes—\$1.35@1.50 per 100 lbs.
Rea & Witzig.

Potato Bread Is Better Bread.

It is economical at any time; it is patriotic in this time of war.

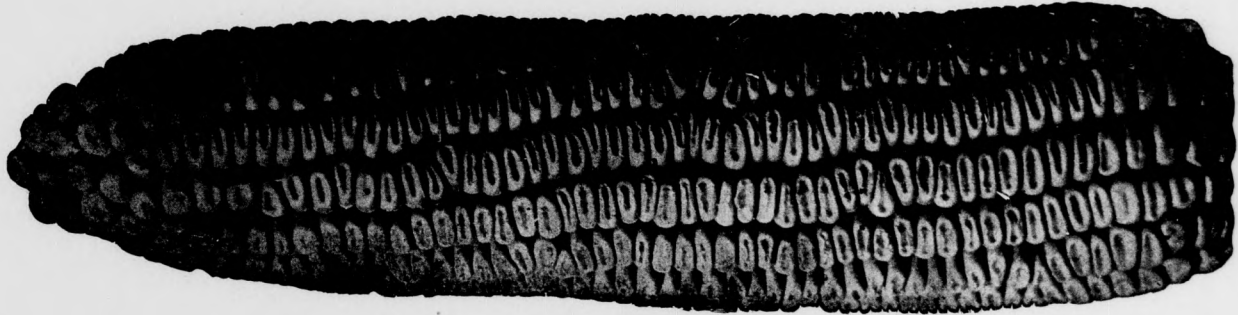
1. Because it utilizes waste potatoes.
2. Saves wheat and other grains which can be exported.
3. Gives us bread that is white, moist and wholesome.
4. Does not require any more work for the housewife.
5. Means two and one-third wheatless days a week; ten wheatless days a month; four wheatless months a year.

Potatoes are grown everywhere—found in every home—cannot be exported—are perishable—cannot be carried from one season to another.

Condensed Buttermilk.

A plant for condensing buttermilk has been established at Grand Forks, N. Dak., and during this year will use 6,000,000 pounds of buttermilk, making 35,000 barrels of the condensed article. This is part of a chain of buttermilk-condensing plants projected for that section, and after the product has been introduced for baking and other commercial uses it will be put up in small jars for family use. Barreled condensed buttermilk is also packed for hog feeding. Malted buttermilk is said to be a satisfactory soda fountain drink.

KEEP UP the ACREAGE



America needs a big 1918 corn crop. Corn is our most important farm product. Added to its many daily uses, it forms a necessary substitute for grains that can be more safely shipped to Europe to feed our army and reduce the food shortage of our Allies.

Lack of seed now places the corn crop of the entire country in danger. Careful investigation has failed to locate enough of the seed that will be needed. By actual tests a small percentage only has been found fit to plant.

Patriotic farmers can do their part to keep up the needed acreage. They should see that every kernel of seed corn is used to advantage. Wherever there is an extra ear, it should be supplied to those who need it most. The best way to accomplish this is to report all surplus to the nearest bank or state experiment station.

Urge seed testing now. Help supply the best seed that can be obtained. Much corn of low germination must be planted, but in such cases advise thicker sowing to obtain a normal stand. Caution against the use of corn grown too far south to ripen in your locality, unless fodder only is wanted.

At best there will not be enough seed corn to plant a normal acreage. Substitutes next in value should be selected. For increasing the food supply, we recommend small grains such as barley, oats and rye. For increasing the meat supply, we suggest legumes, grasses, forage, and soiling crops; such as alfalfa, clover, timothy, millets, vetch, fodder corn and rape.

Urge farmers to plant every available piece of land; to reduce labor and prevent loss by sowing the best seed they can get; to use improved farm machinery to supply labor at lowest cost. Help every farmer to do his best toward winning the war.

We are working hand in hand on this proposition with the Michigan Agricultural College, at East Lansing, which has placed on sale with us a large quantity of good, tested yellow dent seed corn, known as the Whipple variety. This seed is suitable for this locality.

We offer this corn, until sold out, at \$5 per bushel, basis of seventy pounds per bushel on the cob, which will yield fifty-six pounds of shelled corn. This price is f. o. b. Grand Rapids. Second hand grain bags, extra at 20c each. Put up 70 lbs. to the bag.

Under the ruling of the College, we are forced to sell this corn to farmers only, so we cannot use the merchant as a distributor and accord him any profit on the deals. Any merchant can obtain a reasonable supply of this corn, however, by giving us the name of the farmer ordering the corn and agreeing in writing to turn same over to the farmer at no profit to himself.

ALFRED J. BROWN SEED CO.
SEEDSMEN

United States Food Administration License No. G18096

GRAND RAPIDS,

MICHIGAN

MICHIGAN TRADESMAN

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E. A. STOWE, Editor.

March 20, 1918.

AS TO TRADE ACCEPTANCES.

As an indication of the prevailing thought among manufacturers and merchants, it is noteworthy that when such men nowadays meet to discuss affairs the topics which get precedence have to do with the granting of credits. The great need for liquid capital brought about by the exigencies of war becomes more acute as time goes on, and gives added point to the adage of the "nimble sixpence" being "better than the slow shilling." As an aid toward making capital more liquid the use of the trade acceptance is being urged. Bankers were the first to impress on vendors the advisability of using it soon after the Federal Reserve banking system was put in operation. Manufacturers and jobbers took to the idea with enthusiasm, but the retailers balked. The consuming public had not been educated up to the plan and, until they are, a most important link in the chain will be wanting. It gets around to the matter of changing the habits of the people in general. In Great Britain, after the war took on a serious phase, it was suggested that charge accounts in stores should be abolished. In support of the proposition it was urged that the charge system tended to extravagance and, furthermore, that it tied up the capital of the merchant. But in Great Britain, as is the case here, the system is based on existing conditions. Comparatively few people are paid, or receive an income, each day. Some receive their stipends, whether of wages or salaries, by the week or month. Others, in receipt of incomes from investments, get theirs monthly, quarterly, or semi-annually. It is natural for them to pay their bills when they get their money. This is entirely aside from the matter of convenience, which is not to be ignored.

Many of the trade customs are merely the result of necessity. In the old days a merchant from the outside would come to the city twice a year and buy what goods he needed. He did not pay cash, as a rule, and was given credit in proportion to his rating and reputation. Some of the old commission houses gained much good-will, and in the end got large business, from persons of good character and ability but small resources, whom they helped to establish by means of liberal credits. They took chances, in a way, after satisfying

themselves as to the kind of customers they were dealing with. The small dealers, many of whom sold to farmers, would pay their debts when they in turn received their money after crops were sold. Down South the storekeepers had to advance everything needed to cotton planters, who would settle up when they marketed their staple. The jobbers from whom the retailers bought obtained from manufacturers terms in accordance with the practices of those to whom they sold. Discounts were allowed for cash or ten or thirty days' payments, and enabled those properly rated to borrow of banks. To a large extent this system has continued. There are large concerns which are perpetual borrowers. They must have cash to make their purchases, and they pay back at regular intervals when they have marketed their products. In this class are a number of mill men, the large packers, and certain kinds of manufacturers. Their paper is welcomed by the banks.

Under the trade acceptance plan a certain amount of capital will go much further than without it. Such paper when discounted by a Federal Reserve Bank may be used as a basis for the issue of currency, which is adequately secured by the tangible assets back of it. Wherever possible, so far as the logic shows, acceptances should be resorted to as an aid to legitimate business. It has been proposed that a law should be passed compelling the making of trade acceptances in all cases where more than \$1,000 worth of goods is bought on credit, but the chances are that no such law could be enacted. While most of the objections to trade acceptances have come from retailers, they are not alone in this. Only the other day the Tri-State Grocers' Association, including wholesalers from New Jersey, Pennsylvania, and Delaware, took strong ground in opposition to the use of the acceptances in their business. They stated that their business called for short-term credits, commonly for thirty days with 2 per cent. discount. To make the term ninety days net, they declared, would set back the trade in the soundness of its credit conditions and really result in a loss. Instances of this kind seem to show that, while the field for trade acceptances is a large one, it is not universal. But what can be done in that direction is a step toward better and safer business methods under prevailing conditions.

Any merchant cognizant of violations of any of the Hoover rulings is welcome to bring same to the attention of the Tradesman, which will undertake to present them to the proper authorities at Washington. The success of the Tradesman in securing the revocation of the license of a Chicago mail order house, which subsequently went into liquidation, has given it confidence to undertake further adventures of the same character.

Billy Sunday gets things pretty near right more than half the time. He recently remarked: "Turn hell upside down and you will find 'Made in Germany' stamped on the bottom."

WHAT OF THE FUTURE?

This is a period of mental speculation. Conjecture absorbs three-quarters of the time of most men. Most of us are a little inclined to ridicule the "hot stove league" and often discover too late that it is to a considerable extent a nation owes its progress to the man who when young was the orator in the corner grocery. It is futile to prophesy as to the close of the war, but it is not without profit and satisfaction that we may conjecture what will take place immediately at the close of the war. A turn in the road must come. Scarcely a day or a week goes by but some enterprise, some investment or some undertaking of importance to a large number of people is not deferred until the close of the war. Friends tell one that they are going to do certain things when the war is over.

There are millions of people in the United States to-day who are conserving. There are perhaps millions of people who are hoarding. There are millions of people who are doing nothing with their funds because they do not know what to do with them. There are thousands who are accumulating large capital, with all respect to havoc that the income tax and the excess profits tax may create in their affairs. When we know one man who is paying an income tax of \$750,000 or \$800,000 we have some idea of the enormous amount of money accumulated in this country each year. Not much in comparison is finding its way into investments. Practically none of it goes into speculation. No one speculates in these days if he thinks he knows what he is doing. How many thousands of enterprising men have found their plans frustrated because of the war, because of the lack of anything "going on?" How many men are walking the floors of their offices looking gloomily out of the window like a lion behind the bars, wondering when the inertia which envelopes them will be dissipated; when it will be removed; why they cannot break away in order that they may proceed with their plans and carry out their ideas? In this city there are enterprising men who during the greater part of the time since the beginning of the war had expected that at the end of every six months' period they would be able to proceed with the project they had in hand. They want to be doing something.

Achievement is the greatest thing in life, for it is believed that in that the greatest happiness is to be found. It is the fruition of ambition; it is the answer to ambition. Something to do takes up the slack of life and keeps men well and happy. It is when they give up, stop, that they begin to decay. Every man who has achieved anything knows the satisfaction of it; hope, ambition and achievement die hard, particularly with an American and notably a Michigan business man. America and American business men have capital, they have ambition, they have hope and it is the crystallization of this that will happen when this pent-up capital, hope and ambition are again

given an opportunity. It is this that we are interested in. There is no doubt that many lines of business and production are now riding the crest of the wave. There is no doubt that many lines of business and production are far below normal. What would be the natural thing; what would be the outcome? One would think that it would be but natural that the abnormally active would decrease or would become less active and that the business and industry which is now suffering will become active. Perhaps this cannot be wholly so from both viewpoints; perhaps the abnormal will decline to normal and the sub-normal grow to normal to the happy medium between the two extremes. Almost every business and every man has curbed his enterprise; has curbed his expenditures and some time they must find an outlet. As we are now engaged most intently upon the pursuit of war and its prosecution to the neglect of the pursuits of peace, why should there not be a reaction of a magnitude in favor of the latter which will be startling, as well as profitable to all the people?

What must be the conclusion? The most conservative men who figure in millions of dollars of investments believe that at the close of the war business will continue good. They do not believe that industry can or will stop instantly. Momentum will carry it beyond anything like an immediate cessation. These men are careful; they are scarcely buoyant; they are never hopeful because they do not believe in the things that come with hope. They deal so wholly in the definite, positive fact; a point from which they cannot deviate because of the responsibility placed upon their shoulders. This, therefore, is looked upon as an encouraging symptom. Some people say that things cannot, after the war, be as they were. Why can they not be as they were, or better? If the wisdom of the sages amounts to anything, the end of the war would be the beginning of a new epoch; a new and greater period in the world's history. Why should we not be happier and why should we not be more prosperous?

LANGUAGE OF BUTCHERY.

Grand Rapids has done herself proud in abolishing the study of German in the public schools, except so far as the completion of the work is concerned in one or two classes in one of the high schools. Of course, the usual number of pro-Germans protested, but the underlying motion which actuates them in making protest is plainly manifest to all who recognize the breed. The Tradesman would go still further and punish as traitors all persons having German newspapers and books in their possession. We are at war with everything German and the German language has been the vehicle of more trouble for America and civilization than any other feature of German propaganda. The language of butchery has no place any more in a world dominated by freemen.

Eating too much is a brake on our activities.

THE CITIZENS' LEAGUE.

The Grand Rapids Citizens' League was organized following the adoption of the new city charter, having one definite object in view—the nomination and election of seven good representative citizens as commissioners to inaugurate the new administration of city affairs under the charter.

It performed this service successfully and the methods pursued appealed to our best citizenship as admirably adapted to the work in hand, and then for some unaccountable reason the organization rested. It had no central office; there was no work accomplished through the organization until the time was imminent for the nomination and election of four commissioners to succeed the men whose terms were about to expire. Then the League came again into the limelight and prosecuted a campaign for the men whom it approved to fill the vacancies. The result of its efforts found expression at the polls in the light vote cast—only two out of five of the registered voters of the city exercising their franchise rights. We do not feel like pronouncing an adverse opinion upon the League, but just at this time it seems eminently proper for somebody to advise the League that its work should be a continuous one throughout the year. The articles of association cover the ground of continuous activities in the interest of a better city and provide for free discussion of the problems of city government in a way to bring home to the voter his obligation to express himself at the polls as to men and measures which will contribute to a well managed and efficient government. There is an apathy among our citizens which at times leads us to question the efficiency of a democracy. If we can get a full and free expression from the people upon propositions and upon men, we can safely rely upon the resultant judgment. The problem of getting this expression from the voters is an important and vital one. If the Citizens' League will take a word of advice from the Tradesman, it will enter upon a campaign of discussion which shall permeate every nook and corner of the city. There are many problems before us now which will be settled some day at the polls. Most of these problems are many sided, and it is only through free, open, frank and wide-spread discussion that the people will become informed so they can cast an intelligent vote upon them.

If the Citizens' League will arise to the situation and arrange for a thorough canvass of the city through a discussion of these governmental questions, in social centers, in club life, in educational circles and even in religious organizations and will develop leadership which will be helpful in these discussions, it will be on its job.

The responsibility of expressing opinion in connection with city problems and city representatives should be brought home during the year to every person entitled to vote and it should be done in such a graphic way as to draw together the people in

centers for discussion which will be helpful in making their decisions.

In a report by Chairman Schneider, of the Men and Measures Committee of the League, we understand he exhibited a table which showed that in the elections for a long series of years less than 50 per cent. of the vote had been recorded at the elections. With these figures before us it seems as if there is no more important work for the Citizens' League than the one of bringing home to the voters their obligation to at least take that part in city affairs which will lead to their expression of opinion at the regular primaries and elections. Gentlemen of the Citizens' League, get busy; perform the duty indicated by the articles of association; continue your work through the year and, when the test of that work shall come at the periods of election, we predict you will see results that you will feel are commensurate with your activities.

MORE WATCHFUL WAITING.

It is astonishing to the ordinary beholder that any question should have arisen as to the advisability of protection by the Japanese to entente interests in Russia. The salvation of the world from German autocracy is in the balance and what may happen as between the white and the yellow races a decade hence or 500 years from now is no proper part of the problem. Our Government might reasonably remember the proverb "Any port in a storm." The situation is, indeed, an odd one and precedents under international law are not at hand, but here is an excellent chance to make a precedent. Russia, sworn to stay in the fight as long as her allies did, has broken faith. The country was committed just as much as was the Czar himself. A small percentage of the population composed of labor unionists, socialists and anarchists—three of a kind—have assumed to reverse the policy of Russia and have lain down like cowards to let the Germans walk over them, meanwhile setting up something of a fight against their own countrymen who would like to co-operate with them against the common enemy. The problem now is whether Japan, in loyalty to her allies, shall afford them a protection which can hardly come from any other quarter. The Japanese, so far as appears from the news dispatches, are ready but waiting for the approval of the other powers. They appreciate that in invading Siberia and then probably going on farther West they will encounter not only German but Russian opposition. But they doubtless hope to show that the Bolsheviki do not know what is good for them or for their country and must have help from the outside. The first step would be the occupation of Vladivostok and the protection of the 750,000 tons of supplies stored there. It is hoped that the world will be shown presently that that step has already been taken, even was before the discussion about Japan had been introduced to the world.

To him who will advertise, shall surely come the rise of enterprise.

PRIVATE ECONOMY.

War's consumption of goods is fixed by circumstances altogether beyond any individual's control. But an individual's capacity for producing goods, and at the same time an individual's needs, are not so fixed.

In adjusting our output of goods, it remains for us to adjust also our consumption, so that we may apply to war all that is needed. It is amazing how much we can accomplish, how far we can economize, and how much we can save if only we try. In Europe the nations have discovered in the potential and actual production, and in the thrift of the people, a means of meeting demands so vast that they were deemed three years ago absolutely beyond attainment.

We do not have to save on all necessities, except where those necessities are limited in supply and indispensable to winning the war. Luxuries are the things we can readily curtail. Former President Eliot of Harvard prepared a table early in the war showing the annual expense bill of the American people for things they put into their mouths that are not bread. The bill was \$3,915,000,000. Liquor, tobacco, candy, soft drinks, tea, coffee, patent medicines and chewing gum made up this total.

There is vast room for private economy in the United States. We all like the good things of life, it is true, and many of us have been accustomed to buy so long as we could pay. But that process needs to be changed; because a man has money is no longer a reason that he should spend it.

Our paramount duty is to deny ourselves that others may live and that we may gain victory. In the United States thirty-five pounds of cotton per capita are now required to make the cotton goods we wear in a year. In 1870 we used eleven pounds per capita. Our per capita consumption of sugar lately was eighty-nine pounds a year. A generation ago it was one-half that amount. Economy that carries us back to the habits of our grandfathers will not hurt.

Of course, no one will dispute that a certain latitude must be permitted. We must be prepared for sacrifice. But sacrifice need not mean such a self-denial on the part of the American people as to be ruinous to business. Ill-advised and impetuous economy, meaning unemployment and closed factories, would be demoralizing. It is evident to every thinking man that business must be sustained, and the conversion of industry carefully brought about whereby the Nation's energies are transferred from the satisfaction of personal wants to the satisfaction of the needs of the army and navy.

Sound business must be sustained if the Nation is to be insured against economic instability. Furthermore, we ourselves must be sustained if we are to be kept efficient.

Pinching thrift that brings harm in its wake is to be avoided. If you do without certain necessary food your strength is impaired. If you do without warm clothing you pay a doctor's bill. Five cents on a street car may save you \$5 or \$500. The health

of body and mind gained by proper recreation may be worth a great deal more than the money saved on golf expenses, the theater or an automobile.

Sacrifice by any of us which means self-punishment would be ruinous in the long run; a starved mind or body, although it brought peace of soul, would not go far in contributing to win the war.

The kind of thrift that makes for serious depression in business activity and for personal inefficiency is wrong. Our supreme duty lies in keeping our affairs, our bodies and our minds vigorous and wholesome. If we are to have a long drain of war, and are to emerge triumphant, our country requires of us commercial and financial strength, and moral and physical strength as well.

So, then, we can afford no negative economy on the part of the American people. What we can afford is a curtailment of all unnecessary spending, and a wise and wasteful use of our resources. Waste is an economic offense; it is designed to have ill effect on the Nation, and mischievous effect on the character of the waster.

WHO BUYS THRIFT STAMPS.

Interviews with postmasters and bankers of the smaller towns give an interesting sidelight on the classes of investors in the War Savings Stamps. It was expected that laboring men, mechanics, artisans and farmers would invest regularly in the thrift bonds, but the facts are that thus far they have been but small buyers. The buyers have come largely from three classes, merchants, clerks and traveling salesmen.

The demand for the next Liberty bonds has to come from the investing class, those who have a surplus seeking good interest. Farmers come in this class, of course, but their activity and interest will depend on the individual ability to carry over until after harvest, for there will be little more to sell from the farm until August and September.

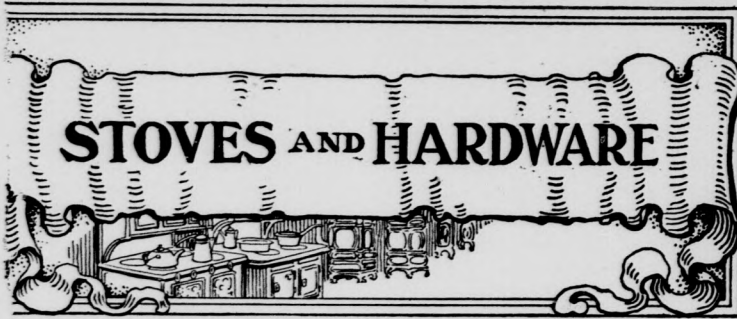
While the thrift bonds are on sale in stores and offices, the sales from these locations are small, being mostly centered in the post offices and banks. The small country towns are not selling in proportion to the larger centers, perhaps because there are fewer there who take the limit allowed to one person.

There are some people so proud or independent that they almost never borrow anything of a friend or neighbor, yet all their lives they borrow trouble.

Some people are too conscientious to rob anyone else of the fraction of a cent, yet they continually rob themselves.

If Germany were one man, that man would be Kaiser Wilhelm, only less than 100 per cent devil.

The class of people who never borrow trouble are everlastingly borrowing everything else.



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.

Rearranging the Store For the Spring Trade.

The change from winter to spring involves a rearrangement of the outside world; it involves in no less degree a rearrangement inside the store if the hardware dealer is to carry on business under the most advantageous conditions.

The problem of arranging the spring lines is usually a difficult one. The dealer cannot afford to treat his store as a mere warehouse. Yet even the warehouse aspect of the store has to be considered. The dealer's problem is a double one—to so arrange the stock that any article desired is easy to find and readily accessible; and further to so arrange the stock that the goods shown will attract the favorable attention of the customer and help to sell themselves.

Both these aspects of the problem must be considered in any rearrangement of stock for the spring trade.

Many a window display is spoiled by overcrowding. The danger of overcrowding similarly confronts the dealer who desires to display his entire stock of seasonable goods inside the store. Crowded effects are, if possible, to be avoided in planning the arrangement. Yet it is good policy to bring the spring lines to the front; and the question confronting the merchant is how to do this with the minimum on confusion.

Much depends of course on the store, and no specific plan can be outlined applicable to all conditions. It is an individual problem, to be met by the application of sound principles; and it is for the individual dealer to carefully study his store, to understand its limitations and to discern its possibilities; and to make the most of the opportunities for window and interior display which it affords.

One thing is pretty generally recognized, that the hardware dealer is well advised to keep paint prominent. Spring is the great paint season. Then, if ever, the paint demand is heavy; and it is merely the part of common sense to keep the goods where they can be readily seen and where they will suggest a purchase to those customers who had not thought of buying.

Similarly, builders' hardware cannot be relegated to an obscure corner. Conditions, of course, vary in different localities; but in nine out of ten

stores builders' hardware should be kept well to the fore.

One merchant usually adopts a simple arrangement something as follows. On one side of the front entrance is the paint department; and on the other are cases and shelves displaying fine samples of builders' hardware. One window is given up to a paint display; in another is a sporting goods display, with seasonable lines.

The utilization of waste space gives further opportunity for interior display. A post about ten or twelve feet back from the entrance, which helps support the ceiling, has a glass case built around it, showing samples of silverware, cutlery or small goods of the higher class. Necessarily, only a small part of the stock can be shown in this case; but the samples are well selected, so as to appeal to the eye; and as a result this case makes many sales and attracts a lot of attention.

Further back in the store is a silent salesman with a fine display of sporting goods. Here, too, only samples are shown: the main stock is kept still further back. But the samples are chosen discriminatingly. They catch the eye, they interest the prospective purchaser of sporting goods; and it is an easy matter for the tactful clerk to introduce other lines from the main stock.

Just behind this show case another instance is encountered of waste space utilized to good advantage. The floor arrangement is broken by a circular radiator, part of the heating system. In spring, when the heat is off, this is converted into a stand. About it are arranged metal and wire door mats, coal oil stoves and other seasonable lines. Only a few samples are shown; but they deliver their message better than would a lot of crowded stock.

This method of showing attractive samples in the front part of the store serves to economize space, and the effect produced is quite as good as if the dealer displayed a great mass of stock. Indeed, some dealers I have questioned think the effect is better. With only one or two of an article shown, the customer's impulse is to buy before the stock is sold out. With a great number of any article on display, he is apt to get the impression that it is a slow seller. And these psychological effects count for a whole lot in making sales.

One sporting goods department has a neat scheme for displaying fishing rods. A stand has been made which permits the rods being arranged in the form of a pyramid. Less than a square yard of floor space en-

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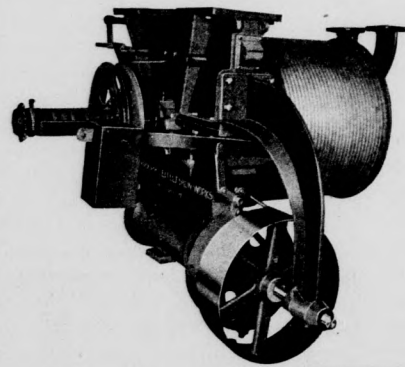
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ables the dealer to display a score or more rods. A similar stand is very handy for the display of spades, rakes, hoes and other garden tools. Garden tools can gobble up a great deal of space, or they can be shown very economically; and the experience of many dealers is that a compact, pyramid display not merely saves floor space but produces better results. Shelf-stands can also be used.

Stands in step-ladder form can be made, grooved to hold baseball bats, tools, etc. These also are compact, and put the goods right where the customer can see and examine them closely, without any assistance from the busy clerk or without disarrangement of the general stock.

For the display of small household lines, display tables are excellent and are very generally used. The flat topped table made familiar by the 10 cent stores is varied in some places by a series of tables, one built on top of another in pyramid style, enabling a wide variety of lines to be shown. These tables can be easily put together by a clerk who is handy with tools. Or long, flat-topped tables can be divided into compartments for goods at various prices, all the way from two for 5c to 25c or upward.

All the spring lines cannot be brought to the front of the store; but it is possible to so arrange them that even those near the back will get their share of attention. Try, with the use of show cards clearly-lettered and with attractive displays, to lead the customer on from one display to another. The use of show cards—cards that, shown at the back of the store, can be read from the front—will do a lot to help attract attention. Try to arrange the various displays so that those in front will not unnecessarily block the customer's view of those behind. Give due consideration, not merely to the individual display, but to the entire arrangement, and try to so group your show cases, silent salesmen, counters and display stands that the customer as he comes in will get a comprehensive view of what you have to offer. Victor Lauriston.

Moving Pictures Which Furnish Incentive to Crime.

Detroit, March 18—Club women and mothers generally are rejoiced that there is one publication in Michigan which has the courage to condemn nasty moving pictures and also scenes and incidents which furnish an incentive to crime. We are also rejoiced that there is evidence of alarm at the awful conditions which exist in the city of Detroit. Vice is flaunted openly. Thieving, robberies, holdups, burglaries and murders are the chief news of the day.

These shocking things do not "just happen." They are the logical results of the schools of vice and crime that are allowed throughout the city and State, at which the police wink,

and over which the school masters rejoice as they count their ill gotten gains.

For years the club women and mothers have sensed this very condition. How could it be otherwise when, day by day, week by week and month by month, the most suggestive and vicious of pictures are paraded before the vision and minds of the adolescent children in practically every moving picture theater in the State.

We are not opposed to the moving picture. It is a wonderful invention and has been brought to a high degree of perfection. Its field of useful and constructive benefit is well-nigh unlimited along lines of education in patriotism, art, travel and religion, but the devil has hitched his chariot to this modern marvel and is driving it furiously, to the debasement and ruin of tens of thousands of its patrons.

Have you noticed that the great majority of the crimes committed in this orgy of vice and rascality are participated in by the comparatively young? Where do they get the ideas, the suggestions, the training, that emboldens them to do these heroic deeds? There is at least one emphatic answer—at the motion picture theaters.

We have endeavored to enlist the police in an interference with the showing of some of the more vicious pictures, but with little success. The mayor has been appealed to, Mr. Couzens has been repeatedly urged to seriously consider the dangers threatening from such slackness in guarding the public morals, but there has been little attention paid to our pleadings or warnings.

We endeavored to get a censorship bill through the last Legislature. Judge Newkirk, of Ann Arbor, who headed the House committee having the bill in charge, was, at first, opposed to the measure, but, with a generous courtesy, he kept an open mind and not only reported the bill out favorably, but became an earnest advocate. The measure would surely have been enacted had it not been referred afterwards to the Ways and Means Committee, of which James D. Jerome was chairman.

His treatment of the women who were deeply interested in the measure was not only discourteous in the extreme, but actually outrageous. He flatly refused to allow a public hearing and to the many appeals to report the measure out carte-blanche with recommendations, if need be, he curtly replied: "It could not and would not come out."

It is futile to talk of suppressing the awful ravages of crime while the cause is allowed to swing along its subtle and damning way. These theaters would make as much, if not more, by using exclusively decent and wholesome pictures.

The women's clubs are still hopeful of securing censorship in Michigan. If you see its need, your help is earnestly sought.

Whom will you send to the next Legislature? Mrs. A. H. Finn, Chairman of the Civic department, Michigan State Federation of Women's Clubs.

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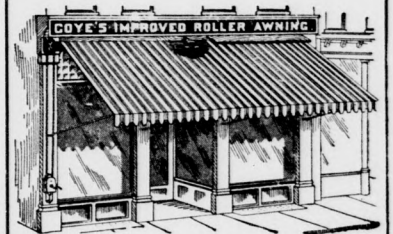
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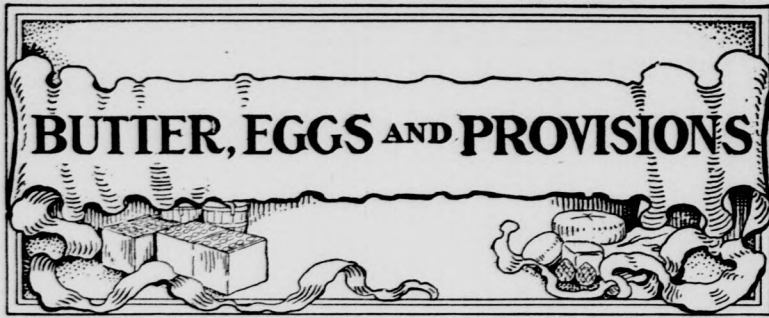
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 Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Developing a Cheese Department.

Start right by obtaining two glass bells (covers) large enough to cover full cheddars and an unfinished table or plain pine top for a counter. The covers can be used for flats or cheddars. Have the plain surface long and wide enough to admit of lifting a cover and having a place to set it securely. Computing cutters are not advisable unless you sell cheese so rapidly that it does not have time to dry. The glass will keep it perfectly, even if the sale is slow. Place this equipment where your customers must see it constantly.

Keep everything about the department absolutely clean and shining. This can not be done if you "clean up" once in a while or when you think it necessary. Go over it every morning.

Have a good, broad-bladed cheese knife. Do not attempt to sell exact pounds, half pounds or "dimes' worths." Soon you will become expert in cutting very close to a desired weight; but charge for what you have cut—the computing scale is the best for this work. Buy parchment paper in rolls—not "wax" nor plain paper. Use just enough parchment to cover the cut and then wrap with ordinary paper. The grease will never come through, and the package always will be attractive and clean.

Follow the lines of least resistance by stocking ordinary American cheese; but have two ages always. Have a "new" cheese, such as most American consumers erroneously prefer. That will be your staple seller. But obtain a fully ripe cheddar, one properly cured, of not less than six months' age. You may have to order it from a distance, but get it, and let the cost be secondary. Taste that older cheese yourself; use it at home; learn to appreciate for your own advanced education the much finer quality of that cheese so you can gently urge your people to try it. That is where you will begin your trade-building. If you have customers from any of the "old" countries, find out what they like. If they are of German or Scandinavian antecedents, brick and limburger will appeal to them; also domestic Swiss. Begin carefully; but always prepare to keep your stock in fine condition. If either brick or limburger is to

be handled, get a smaller bell, made to cover a flat, and keep it and the cheese just as carefully as you have the cheddars. If domestic Swiss is the next development, or if both Swiss and the "bricks" get a large bell for the Swiss and a small one for the others. The two "bricks" can be kept under one bell.

If your foreign customers be of French, Italian, or British extraction, your next step will be roquefort or gorgonzola, or gegiano or parmasan. Go slowly on these; but with added equipment kept clean and the steady sale of your staples to keep your earnings secure, you need not hesitate to develop into new staples to keep your earnings secure, you need not hesitate to develop into new lines.

There is a lot of misunderstanding among our population of molds in cheese, same as there is of cheese odors. For example, most people say "pugh—rotten" when they smell brick or limburger, and shy off from roquefort mold. But let us try to see what cheese mold is, contrasted with some other molds.

Let us take roquefort. This cheese originates in France and is made, I believe, of goats' milk; an industry with beginnings lost in ancient tradition. One of the prime features of it is the green mold which streaks through it unevenly. The women make bread which they put away to dry and become green with this mold, after which it is ground to powder. When the curd is made a layer is placed in the press and then a thin layer of the green crumbs follows. Then another layer of curd and again crumbs. When the cheese is pressed, it is put away into a cave to age. As it lies there, every few days the women go about among the cheeses and pierce them from top to bottom with long needles, to facilitate the permeation of the juices and the mold throughout the entire mass, thus hastening the ripening. When the cheese is ready, it is wrapped in tin foil and packed for shipment.

These cheese molds are wholesome, aids to digestion, and therefore they enhance the value of cheese. The slow aging of our domestic cream cheeses which result in mold of another, but similarly wholesome character, are equally wholesome and beneficial.

Paul Findlay.

A Man of Metal.

The Lady of the House: If you are thirsty, you can have a glass of water.

The Tramp: No, thank ye, mum, I've a constitution of iron, and water would rust it.

Clover and Timothy Seed
 Get Our Prices
Reed & Cheney Company
 Grand Rapids, Mich.

SKINNER'S **187¹/₂**
MACARONI
 The Nationally Advertised Line. **24s per CASE**
 On SPECIAL DEAL. See jobber's salesmen or write for particulars.
SKINNER MANUFACTURING COMPANY
 Omaha, U. S. A.

Eggs
P. S. Butter and Poultry

We pay highest market prices and make prompt returns. Get in touch with us.

Wilson & Co.
 20-22 Ottawa Ave., N. W.
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104-106 West Market St.
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Established 1873

United States Food Administration
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Shipments of live and dressed poultry wanted at all times, except hens and pullets, and shippers will find this a good market. 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.

E. P. MILLER, President F. H. HALLOCK, Vice Pres. FRANK T. MILLER, Sec. and Treas

Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS
 Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

LET YOUR REQUIREMENTS IN
 FRUITS AND VEGETABLES
 Be Handled By Men Who Know.

M. PIOWATY & SONS
 Main Office, Grand Rapids, Mich.

Branches: Saginaw, Bay City, Muskegon, Lansing, Jackson, Battle Creek, Mich., South Bend and Elkhart, Ind.

Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters
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Vinkemulder Company

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MICHIGAN

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

Wholesale

BEANS, POTATOES, SEEDS

Telephones 1217, or write when have stock to offer

Takes Issue With the Ann Arbor Convention.

Written for the Tradesman.

Whereas—A committee on resolutions, away from home in attendance on a three day convention, anxious to hear all the good things on the programme and visit points of interest in the University city, is excusable for not wasting time discussing measures aimed to conserve or increase food products; and

Whereas—All members of the Retail Grocers and General Merchants' Association are to be commended for enthusiastic support of any resolution by which they may express their patriotism, leaving the working out of details to legislators and others in authority; therefore, be it

Resolved—That every dealer who voted for the resolution asking National legislation to forbid killing pigs under six months of age and veal calves under two months old should consult the most experienced farmers, dairymen and meat dealers of his acquaintance, and having become fully informed as to the effect of such a law, thereupon write to the Secretary of said Association that weight, not age, should be the minimum requirement, if anything; but better do nothing than to add to the blunders which impose unnecessary burdens upon the people.

A minimum weight would encourage the greatest endeavor to produce marketable animals at the youngest age possible, and there would be no objection to such a law if abundance of feed were always available. But when a farmer finds himself without feed because of crop failure and grain from abroad hard to obtain at any price, shall he let his shotes starve to death or put them in the pork barrel or sell them to the packers?

If a farmer markets a bunch of hogs weight 175 pounds or more under five months of age in order to have feed enough to carry a younger lot up to market weight, would not that be better than to keep the first the full six months, then keep the second lot on a scanty diet to the required age and turn them on the market at 100 to 125 pounds?

An experienced feeder can produce 200 pound porkers at five months old, while others have pigs six months old not weighing over 125 pounds. An age limit law says the latter are preferable. What does the consumer say? Further, the first lot are food conservers; the largest amount of pork has been produced from the least feed and made a profit for the grower. The second class have eaten their heads off, as the saying is. They are slackers—not having returned to the country an equivalent for the food given them—but when six months old they have complied with the law. All the way from the farm to the retailer's block they would have to be accompanied by an affidavit as to age. There would be no question about a 200 pound pig. Does age make pork chops more tender?

On Jan. 9, 1918, there was sold from our farm six hogs weighing 270 pounds each which were seven months and one day old. Dec. 18, 1917, one

of the same litter was sold, weighing 252 pounds, six months and ten days old. They reached the 200 pound mark at about five months old.

In February a man in our town marketed hogs at 125 pounds each alive which he bought last August. They may have been under or over eight months old. But a six months limit law would have made them satisfactory market hogs. Think of their great fat hams and what an abundance of lard they must have yielded.

Had there been such a law in force in June, 1917, farmers who had no grain left of their own raising (there were many such in Michigan) to finish spring pigs must either have bought corn at \$2.40 a bushel and middlings at \$60 per ton, costing them 20 cents to produce a pound of pork to sell at 16 cents, or have left them to barely live on grass and drink until the corn crop came on and then have stunted pigs to feed at a loss, compared with thrifty pigs kept growing right up to market size.

That dry, sound corn of the 1916 crop, so acceptable now to produce flour substitutes, would have been all gone much sooner than it has. And five pounds of corn will sustain a man at work longer than one pound of pork. When hogs can be fattened on immature corn such as we have now, it is food conservation to feed it. When only grain fit for human food can be purchased for them, it is food conservation to market them or kill them even at 60 to 100 pounds weight, no matter what the age.

Most farmers know that it is a losing game to sell pigs under 100 pounds weight. They know the profit is made on the feed and care given after the hog has passed the 125 pound mark clear on up to 250 pounds. If they sell 60 to 100 pound pigs it is because they can't get feed or help and to stop further loss, just as a merchant sacrifices shop worn or out-of-date goods.

As to the veal calf I think we better not tackle a problem that farmers, dairymen and meat dealers all together are not equal to after studying for years. But just consider that a veal calf will use six to fourteen quarts of milk a day—the older the greater the capacity. How many babies could be fed with the milk required to extend every veal calf's life two or three weeks longer than the present legal limit? Will 120 to 175 pounds of dressed veal, including hide and bones, feed more people than 1,200 to 1,500 pounds of whole milk?

I have sold a veal at five weeks old weighing 195 pounds, and again I have kept them until nine weeks old to get them up to 150 pounds. A Jersey calf vealed on a Jersey cow costs in milk and cream all or more than it will bring in market. Dairymen sell Jersey males for \$1 each, give them away or kill and cut up for hens. A thrifty Durham calf vealed on a Durham or Holstein cow usually pays a good profit, bringing sometimes as much as a yearling which has been pail fed two or three times a day for three or four months, besides all the hay, grain and pasturage. Therefore,

the man without a conscience or who has never realized what he is doing will veal promising heifers and refuse to sell to neighbors who would pay a good price for them to raise for cows. For this give us a law—the sooner the better. E. E. Whitney.

Knox Sparkling Gelatine

A quick profit maker
A steady seller Well advertised
Each package makes
FOUR PINTS of jelly

TAKING INVENTORY

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

Crescent Mapleine

is becoming as well known as lemon or vanilla, and vastly more useful, because it's a savor for soups and meats, as well as a flavor for other cookery * * * Crescent Mfg. Co., Seattle, Wash. Order of your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago. (M-165)



Crescent Mapleine
The Delicious "Golden Flavour"

SKINNER'S MACARONI 187 1/2
The Nationally Advertised Line. 24s per CASE
On SPECIAL DEAL. See jobber's salesmen or write for particulars.
SKINNER MANUFACTURING COMPANY
Omaha, U. S. A.

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.

Watson-Higgins Mlg. Co.
GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks

**We Buy Eggs
We Sell Eggs
We Store Eggs**

We are in the market for fresh current receipt eggs, No. 1 dairy butter and packing stock. Until the market settles we will pay the full Grand Rapids market.

If not shipping us regularly, better get in touch with us by wire or phone.

KENT STORAGE CO.
Grand Rapids

LOVELAND & HINYAN CO.

CAR LOT SHIPPERS

Potatoes, Apples and Beans

Write or telephone when you have anything to offer

Association of Commerce Bldg. Grand Rapids, Michigan

Perkins Perfect Salted Peanuts

are sold to those who demand high grade goods.

Order from your jobber today.

Perkins Brothers, Inc. Bay City, Michigan

G. B. READER

Jobber of

Lake, Ocean, Salt and Smoked Fish, and Oysters
in Shell and Bulk

1052 N. Ottawa Ave. Grand Rapids, Michigan



The Military Note in Footwear.

Written for the Tradesman.

Wherever you go the military spirit is in evidence. In hotel lobbies, on the street, in the streetcars one sees soldiers, and soldiers and officers exchanging salutes.

And military cuts are becoming increasingly evident in the season's clothing styles. The military spirit has had its effect upon style tendencies in footwear.

The featuring of the famous Munson army last in shoe store windows throughout the country, the plain toe effects, or so-called officers' shoes, in tans, cocoa and cordovan colors, the military blucher effect, and other expressions and intimations of the military spirit too numerous to mention, have had their effect.

These things are beginning to grow in favor with the civilian contingency of the masculine trade. The military note has even been extended to footwear creations of lads and growing boys.

Stabilizing a Precarious Color.

Military shoes are Russian tan or mahogany. You'll never see a soldier with black shoes on his feet.

There is apparently no accredited or standard shade of tan, for one finds military shoes in all tints ranging from the lighter to the darkest cordovan shade; but they all belong to the tan family, broadly speaking. And hitherto tan has been a somewhat uncertain color.

Of recent years the shade has acquired more permanency, more reliability. But not until now can it be said that tan has been stabilized—i. e. lifted completely out of the realm of the precarious and placed among the so-called standard things of the shoe store.

But this war has had that effect.

Tan is now in to stay.

It is par excellence the military color; it accentuates the military note; and we American people have gone in for militarism—at least until this war is ended and ended right.

For this, at all events, the shoe dealer can be thankful.

Time and again in these pages the writer has expressed his complete approval of this ideal color for shoes—and not merely for summer wear but for fall and winter and spring as well.

Emphasizing Good Fitting.

The military idea is apparent in the color, material and design of the shoe; but it does not limit itself to these things. It also has to do with the fit.

Soldiering emphasizes perhaps as nothing else does the importance of

correct fitting. What with the marching, drilling, hiking and other types of intense exercise, bringing into play as they do all the muscles of the foot, it is imperative that a fellow have a pair of correct-fitting shoes. If he doesn't, he'll be in the hospital in less than three days. And that is where many of our boys got almost before they knew it in the early weeks of entry into the war—before our training camps could be supplied with shoes of the proper sizes and widths. In their civilian shoes, or in improvised military shoes that were too short, it did not require long to demonstrate the disastrousness of ill-fitting shoes; and, conversely, the importance of correct-fitting ones.

Along with all the publicity we had concerning military shoes—the dependable materials of which they are made, the high class workmanship put upon them, and their comfort—the idea of proper fitting has also received a degree of emphasis which hitherto it has not had.

And this is well.

It is a good thing for the merchant to have the customer's co-operation in the matter of fitting. Without this frank and sympathetic co-operation the salesman works under a handicap always.

Instead of fitting feet, he has had the complicated task of fitting some one's head as well as his feet.

Cid McKay.

Outlook Good For Strong Low-cut Selling.

Written for the Tradesman.

Leading shoe retailers in several of the larger metropolitan centers are of the opinion that low-cuts are going big, ditto strong, this spring and the summer following. And it will be understood, of course, that the writer is here discussing the style situation as it applies to women's footwear.

In support of their contention that low-cuts are in for an increasing vogue in the near future, some metropolitan dealers have cited an earlier-than-usual call for this class of footwear; namely, during the month of February. A somewhat unusual succession of mild, spring-like days during the middle and latter part of February seems to have had the two-fold effect of creating the impression that spring was at hand, and also sug-

We Are Prepared Are You?

Greys in light and dark shades, all leather and with cloth tops. Tans in light and dark shades, calf and kid leathers.

All on the new lasts with Louis and Cuban heels, welts and McKays, in widths from A to D, in stock.

Hirth-Krause Co.

Tanners and
Shoe Manufacturers

Grand Rapids :: Michigan

Don't Forget Boys' Shoes

Ready to Ship



No. 6166
Boys' Gun Metal
Blucher
McKay
Sizes 1 to 5½
Price \$2.35

No. 9815
Same Little Gents
Sizes 9 to 13½
Price \$2.00

No. 6168
Boys' Gun Metal
Blucher
McKay
Sizes 1 to 5½
Price \$2.00

No. 9816
Same Little Gents
Sizes 9 to 13½
Price \$1.75

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

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

gesting to the feminine mind that, after the long and weary months of extreme cold, a radical change from high top boots to springlike low-cuts would be a desirable transformation.

While many retailers are strongly of the opinion that low-cuts are going to be quite popular during the spring and summer of 1918, they are not agreed in their prognostications as to which of the two types of low-cuts will dominate the situation. Which will it be—pumps or oxfords?

Pumps make a neat, close-fitting, and attractive appearance. They seem somehow to produce that highly desirable yet elusive quality best described by our imported word chic. And, moreover, they lend themselves to ornamentation in a way that no other type of shoe does. Buckles can be worn with them—and different buckles on different occasions; and a new and different pair of buckles creates the effect of a new pair of pumps. But will the ladies fancy buckles at this time? Many retail shoe dealers—especially those of the larger exclusive shops—are prepared to cater to the demand if the demand should appear; and no doubt jobbers and manufacturers of footwear jewels are in a position quickly to supply the demand should it become suddenly strong. But will it?

There are certain disadvantages about pumps, to be sure. For one thing they are not a service shoe, being naturally light of weight. Some women claim that, if they fit without sagging, they bind the foot in an uncomfortable manner; and if a woman hasn't pretty ankles, she's pretty apt to be prejudiced against them on general principles. For these and other reasons, some dealers do not think the demand for pumps will be as strong as the call for oxfords.

The oxford, to be sure, is a more serviceable type of shoe; and, in a way, it affords more style possibilities.

A tip to dealers in pushing low cuts: play up the conservation idea. A pair of low-cuts requires from 25 to 33 1/3 per cent. less material than shoes or boots; and this is good war-time economy; and the patriotic womanhood of America is an important feature in winning this war. I believe the idea is a good one, if worked up with a due sense of moderation and proportion—remembering, of course, that in the fall and winter you'll ease up on it. Undoubtedly it would be a good thing for the shoe trade as a whole, if low-cuts were to have a big vogue this summer. It would save a whole lot of valuable shoe material—and anything that promises to save shoe materials at this critical stage of the game is surely worth working—and working hard. Cid McKay.

A housekeeper, going from home for the day, locked everything up, and, for the grocer's benefit, wrote on a card: "All out. Don't leave anything." This she stuck under the knocker of the front door. On her return she found her house ransacked and all her choicest possessions gone. To the card on the door was added: "Thanks. We haven't left much."

Grand Counselor Hach Proposes Hotel Reform.

Coldwater, March 18—We wonder if you know and appreciate what we as an organization of traveling men are trying to accomplish for you and your salesmen.

With a membership of nearly 100,000, we are planning a campaign which has for its purpose the betterment of conditions in matters pertaining to passenger rates, excess baggage rates, mileage book privileges, the betterment of hotel conditions and privileges of transportation on freight trains commensurate with the edict of conservation pending the life of the war, or, the return of conditions justifying conditions in keeping with times of prosperity; all of which have a direct influence on the efficiency of your salesman, and naturally means dollars and cents to you in their expense account.

We are writing you at this time asking you to kindly furnish us with a list of your sales force together with their postoffice address, thereby enabling us to get in touch with them personally, and thereby securing the co-operation to a successful termination of our worthy cause.

We are enclosing herewith an application blank for the personal consideration of some member of your firm with the hope that you may avail yourself of this opportunity of lending your aid and doing your bit in the betterment of conditions for both yourselves and the traveling man.

I trust I may hear from you favorably by return mail and thank you in advance for your co-operation.

John A. Hach,
Grand Counselor.

The blank above referred to is as follows:

Name of hotel.....
Date of visit.....
Is there a chemical extinguisher for every 2,500 square feet of floor?.....

Kind and where placed.....
Is hotel 2 story?.....
If so has it 3/8-inch rope knotted every 18 inches in every sleeping room?.....
If not how many are lacking?.....

If more than 2 story
Has it an iron fire escape on outside, connected with each floor?.....

Are there notices of location of fire escapes in each guest room and each hall?.....

Are there individual textile towels in lavatories?.....
Are there 90-inch sheets on beds?.....

If not in how many rooms were they missing?.....
Are the water closets in sanitary condition?.....

Is there odor from drains, etc?.....

Signature or Council Number.

Michigan Shoe Dealers Mutual Fire Insurance Company
Fremont, Mich.

Our Responsibility over \$1,500,000

Statement for March 1, 1918	
Amount at risk Feb. 1, 1918	\$1,769,350.00
New business in Feb., 1918	92,550.00
Total	\$1,861,900.00
Cancellations in Feb., 1918	6,600.00
Amount at risk March 1, 1918	\$1,855,300.00
Cash and Liberty Bonds on hand, Feb. 1, 1918	\$7,245.37
Cash received in February, 1918	2,060.40
Total	\$9,305.78
Cash paid out in February	1,456.67
Cash on hand March 1, 1918	\$7,849.11
We write insurance at 25 per cent. discount from board rate, less 5 per cent. if paid in twenty days from date of policy on all kinds of mercantile stocks and buildings.	

FROM NOW ON FOR SEVERAL MONTHS YOUR OUT-DOOR CUSTOMERS WILL NEED THOROUGHLY SUBSTANTIAL FOOTWEAR. FOOTWEAR THAT WILL WITHSTAND WATER AND THE SEVERE USAGE THAT ACCOMPANIES THE SPRING WORK ON THE FARM.

The H. B. Hard Pan Shoe

for men is the best wear resister offered you to-day.

Strong, sturdy shoes that will stand up under the severest kind of service and yet they are comfortable.

The H. B. Hard Pan have for years been looked upon as the standard in service shoes. We have made very few changes in style and absolutely no changes in quality this year.

You can assure your customers the same satisfactory service from the H. B. Hard Pan Shoe that they have always had, and you who sell them will certainly receive credit for having supplied the best.

Write for samples or salesman.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

In Stock
Towers' Fish Brand Slickers

Always the Standard—Everywhere

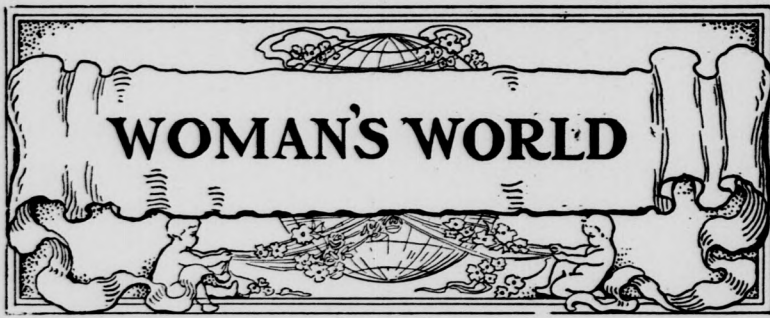
The New Price List

Men's Olive Handicoat	\$52.40
Men's Black Handicoat	52.40
Men's Black Reflex Slicker	44.20
Men's Yellow Reflex Slicker	44.20
Men's Black Frock	33.60
Men's Black Jackets	23.20
Men's Black Overalls, w/bib	23.20
Men's Yellow Jackets	23.20
Men's Yellow Overalls, w/bib	23.20
Men's Blk Tarp Hats, "Squam style"	4.40
Men's Yellow Tarp Hats, "Squam style"	4.40
B411 Men's Black Medium Coat	42.40
OK 411 Men's Olive Medium Coat	42.40
OK 2362 Boys' Olive Coat	29.00
OK 11 Boys' Olive Middy Hat	5.20



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Grand Rapids Shoe & Rubber Co.
The Michigan People Grand Rapids



What Happened on Going Calling With Millicent.

When I go calling with Millicent Earle I always come home feeling as though my half dozen brain cells had been resting for hours somewhere in the empty house, and as though I looked like a frump right out of a bandbox that hadn't been opened since the Civil war. Millicent is brilliant and beautiful, has scores of friends, and is welcomed with acclaim wherever she goes. I have always felt flattered when she asked me to go with her. However, a suspicion has arisen lately in one of the cells that she has been taking me with her chiefly because I act as a foil for her own wit and charm. As a foil I'm a huge success. I'm brown and sere. I never glow or flash. In combination we might, in fact, be called tin-foil, so brightly, so jarringly, so glaringly, does Millicent shine out against my dullness.

After we ring the doorbell the procedure amounts to about this: Hostess opens the door and exclaims: "Why, Millicent, how do you do? I'm so glad to see. Do come in. And, Jane, how are you? I've been wondering where you were, Millicent. I haven't seen you for months. Honestly, I haven't." And so on. The conversation is thus fairly launched. Millicent sparkles, and I draw further back in my brown shell, and watch and listen. The children come in and gather round her. Children love a pretty girl, and Millicent tells them interesting stories, and laughs, oh, so musically. Children all think fairly well of me when they see me out alone, but they never look at me when Millicent's around. Too, Millicent plays and sings charmingly, and loves to do it. She never has to be coaxed to display her skill. Also, because her brother Jim is fighting in France, Millicent is bubbling over with first-hand war bits, which she imparts with many flashings of eyes and twinklings of white fingers.

Women say of her: "Don't you just love to watch her? Isn't she a dear? Such an attractive girl! I do like to watch her." Men say of her: "Deucedly good-looking girl. Who d'ye say she's engaged to?"

The other night we called on Madge Martin. The unvarying preliminaries punctuated our entrance. I was wearing my new furs. Madge finally turned to me with: "Is that a new fur you have on, Jane?" If Millicent had been wearing the fur, Madge would have exclaimed: "Why, Millicent, what a perfectly wonderful new fur!"

Madge's Cousin Jerry was visiting

her. He's from Arizona. We had never seen him before. In fact, I did not know that Madge had a Cousin Jerry. When we entered he was enveloped in a newspaper and a cloud of smoke, from which he seemed to extricate himself with reluctance to greet us. He did not join in the conversation, but sat regarding us quizzically. Millicent scintillated, and presently began to relate for the tenth time (conservative count) the contents of Jim's last letter. In the midst of the recital I was stunned to observe that Cousin Jerry was surreptitiously drawing the newspaper toward him. Millicent must have observed it, too, because she cut the narrative short by at least a fourth. Conversation lagged a few minutes, and Madge asked Millicent to play. Millicent did so in her most captivating style. At the end of the rendition Cousin Jerry was invisible, and a cloud of smoke and a swathing of newspaper marked the place where he had been.

Millicent was nonplussed, but not overcome. Here, indeed, was a male worthy of her steel. Difficult to arouse, hard to attract. She launched forth at once into a funny story. Millicent always laughs at her own stories, and her laughter is so infectious, and she tells the story so well that it's really a treat to listen. But the swathing of newspaper never moved, although Marion was convulsed, and I giggled immoderately at a story I'd already heard Millicent tell half a dozen times.

Millicent gave pause. I was highly amused while speculating on her next method of attack. Marion began an animated chatter. A rustle caught my ear. I glanced toward the newspaper. I was sitting in one corner, and Cousin Jerry in the corner opposite. I was rather startled to meet his direct gaze behind the newspaper, followed by an engaging smile. I merely stared. He put down the paper.

"Do you play checkers?" he demanded of me.

Checkers! The old, old-fashioned. I'd played a quarter million games with my father, and I'd played half of them before I'd ever beaten him. He didn't give me any games to encourage me, or because I was learning. Not he! Every game I played with him I fought out over every grain in the checkerboard. Now our score stood about 50-50. Did I play checkers! I believe I almost sparkled as I said: "Why, yes, I played a few games once."

He jumped up and brought a checkerboard from somewhere, wheeled my

chair into place opposite his, settled me comfortably in it, and everything in the world except that game slipped noiselessly into oblivion. Millicent's voice came to me from afar off, but that presently was drowned with the rest. When I play checkers I always use every one of the half dozen cells.

It was a wonderful game, and I won it. We played another, and I won that, too. Then Cousin Jerry gritted his teeth, and declared he'd never move from his chair until he'd beaten me if he had to sit there all fall. He beat me in the third game, and afterward he clapped his hands and laughed until I expected to see the roof and sail away. I looked fearfully around. The room was empty.

"Why," I stammered, "where are they? Has Millicent gone? What time is it?"

"Time for you to go home," he replied. "I'll take you. Where's your fur?"

This incident gave rise to the suspicion that Millicent has been using me as a foil, and is not especially interested in me as a friend. Since I failed her that night, she hasn't once asked me to go calling with her.

Rose Coleman.

Reciprocal Greetings of Wholesale and Retail Trade.

Detroit, March 9—It is with much interest that we learn of your election as President of the State Organization. We extend congratulations to both yourself and the Association that had the good judgment to choose you.

On behalf of the jobbers, for whom I may speak, may I assure you of our cordial good feeling and with best wishes for a good year to your Association. C. C. Ward,

Sec'y Mich. Wholesale Grocers' Assn.

Detroit, March 15—It was very gratifying for me to receive your recent letter and I want to thank you for the kind expressions which it contained in regard to the writer's election to the presidency of our State Association.

Having had an opportunity during the past two years of learning at close range of some of the troubles of the wholesale grocer, I think I am, perhaps, in a better position than I have ever been before to appreciate the necessity for closer affiliation between the retailer, the jobber and the manufacturer and I can assure you that while I am President of our State organization, it will be my constant aim to give the widest possible consideration to the interests of the other two branches of the trade when any matters arise affecting the retailer.

It is reassuring to me to feel that we may depend upon your co-operation in all matters affecting our mutual interests, although I am frank in saying that the attitude of your Association in the past has furnished ample evidence that the wholesale grocers of Michigan have always shown a keen personal interest in the welfare of the retailers of the State.

I am anxious to co-operate with your Association to the fullest extent whenever the opportunity presents itself and I hope that I may hear from you frequently during my term of office. William J. Cusick,

Pres. Retail Grocers and General Merchants' Assn.

Consistency is a jewel. Don't forget this when you attempt flowery description in advertising copy.

A DECLARATION.

I am the first and last of all industry.

I feed the world.

I water the world.

I clothe the world.

I house the world.

The birds of the air, the beasts of the forest, the fish of the sea, the flowers of the field, all are mine.

Without my mines, quarries, forests and fields, there would be nothing to sell and no one to buy.

I provide for more people than all the other industries of the world.

Without me there could be no labor; there could be no capital.

The butcher, the grocer, the baker, the merchant, all look to me for their supplies.

The wool broker, the cotton broker and the grain broker would have no business but for me.

Not a spindle would turn—not a mill would grind—not a furnace would blast, were it not for me.

I am the industry that never fails to declare and pay a goodly dividend.

Armies can be no stronger than my provisions make them.

From my materials are produced the colleges, the books, and the prints.

I make possible the art of the world.

My playgrounds make possible the sports of the world.

I make the health and strength of the world.

I am the one hospital in which all men are equal.

It is to me the brain-fagged turn when they want the relief they must have from the battle cry of life.

I sustain all life. The mother gathers from me the nourishment for her babe. The old plead for my herbs to prolong life.

And at last, the dead come to me for the eternal rest.

I am agriculture.

I Wonder.

Written for the Tradesman.

I wonder if there lives a fellow
Who always knows what's best to do;
If he were black, or white, or yellow
I'd ask of him a thing or two:
I'd like to know the secret hidden
Within his calm and quiet heart,
How is misfortune over-ridden
And how one plays the better part;
I'd like to know how nothing bothers
Upon his face but smiles are found
How he appears serene to others
While wrath within is chained and bound.

For some I'm told are like the wise men,
Though slow of speech are quick to see.

And always do the thing that's right
Then,
Whate'er the provocation be.

But can you tell me how a sane man
When struggling with a soft boiled egg
Which slips its cup and quick in haste
ran.

All golden down each trouser leg
At a counter lunch when work was over
And full of joy he goes to spend
At a maiden's home 'mid fields of clover.

The happy hours of his week-end;
The depot full of tourist-revel,
The whistle blows—the train most
there.

Now tell me—tell me! how in th' devil
Can then one smile instead of swear.

Charles A. Heath.

Taking No Chances.

"Do you think it is right, mamma, for him to spend all that money on me?"

"Why not? If he isn't going to marry you, you are so much in; and if he is, you are only establishing a proper precedent."

A REPRODUCTION of the April full page Wilsnap advertisement in VOGUE and HARPER'S BAZAR.

Imagine yourself a woman

Wouldn't you instinctively feel friendly toward a snap fastener advertised in this way



Always WILSNAP—
wherever snap fasteners are used

AT LAST comes to you a dependable snap. One made for you. Endorsed by modistes and dressmakers, and sold in the places where you shop.

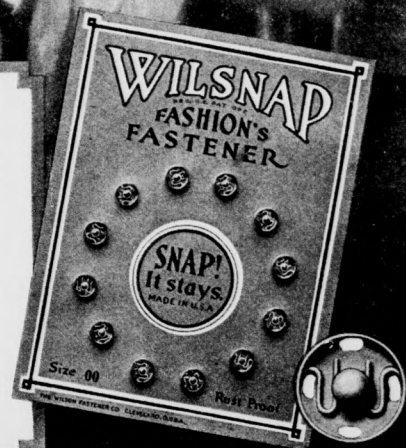
Wilsnaps always *will snap* and *stay snapped*, yet open at a touch. Correct and uniform in action, Wilsnaps give the dur-

able service you have a right to expect.

Be forehanded. Buy several cards. Keep them with your sewing things. Then when you want a dress fastener that will snap, rust-proof Wilsnaps are ready to begin their splendid service for you.

THE WILSON FASTENER CO., Makers, 117 E. St. Clair Ave., Cleveland, O.

Always will snap

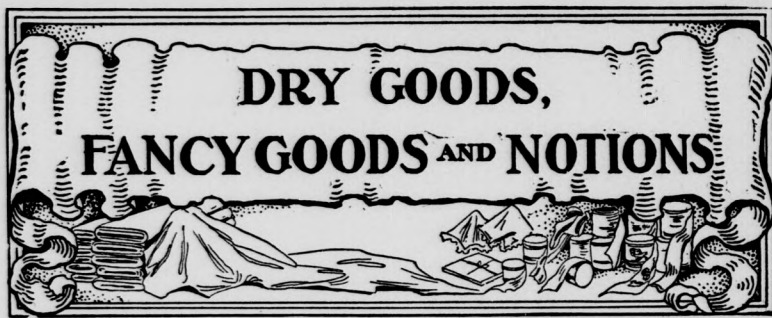


Look for this card
orange-colored—
10¢ Everywhere

WILSNAP

REG. U.S. PAT. OFF.

FASHION'S FASTENER



Less Scrambling Noted in Cotton Goods Market.

A good demand for merchandise is still in evidence in most quarters of the market. In cotton goods lines less scrambling for goods at any price is noted, the mill agents and commission houses having made it clear that they cannot go on taking orders indiscriminately at any price suggested by buyers who are not conscious of the effect of their operations. Many of the orders that have been placed at top prices will hold good just as long as the market keeps rising. They will not prove good if the market declines and continued delays in delivery are made necessary by embargo and other conditions.

Cotton yarn spinners and weavers are not at all satisfied to accept business for late delivery unless they are covered on cotton. While the actual selling price of the staple in speculative markets does not form a factor of consequence in many trades, there are serious questions arising as to whether mills are going to get cot-

ton. More than one mill has been forced into the spot market for cotton, when it had fully a four months' supply contracted for and long overdue in shipment. Until the actual staple comes to hand some manufacturers have concluded to limit their sales and to confine their efforts to the work of catching up with past business.

It is still the fact that deliveries of goods for the civilian trade are being considerably disorganized by the demands for goods for Government purposes. Mill men want to know how they stand in this particular before entering other contracts, no matter how profitable they may be.

Gray goods of all kinds are very firm at the high prices. The demand for combed yarn goods has become noteworthy. Handkerchief manufacturers are finding it more difficult to secure the goods they must have in larger quantities to meet the growing call for their finished merchandise. They face advances in their gray cloths of from 2½c to 5c a yard

in the past three months, and even at the advanced figures they have not been able in several instances to secure the finished fabrics on time. Printers of fine combed yarn fabrics are also getting more business offered to them, and they need more gray cloths. Indian linons have sold well, and fine nainsooks have been bought up in some houses for delivery right up to the end of this year. It is not easy to secure gray cloths for the completion of the finished orders.

Sateens, twills and lining fabrics generally are in better demand, and some numbers are higher than any of the plain cloths relatively. The demand for well made sateens has been better than for several years, while twills, jeans and similar merchandise sell more freely at the counters, not to speak of war and hospital demands for them. Wide and narrow print cloths are at very high prices. Sheetings continue in demand from jobbers at higher prices by far than they obtained from their customers a year ago, or even three months ago in several instances. The large distributing organizations of the country foresee difficulty in getting staple cloths for their trade, and they are covering for long future delivery, or even buying up spots that are under the current market. They seem to have great confidence in the maintenance of current prices on many staple domestics. It is also true that their sales of these goods in January and February were large in volume.

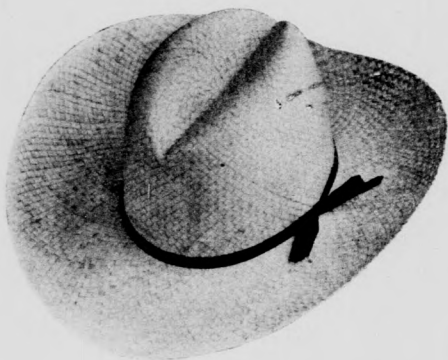
The silk trade has recovered in part from the uncertainty of a couple

of months ago. Merchants are shaping their products so that questions of an "essential" character will be answered in their favor, if the stage is arrived at where the Government may be called on to restrict expenditures on clothing. Jobbers find a larger demand for such staples as silk foulards and are trying to buy more of the goods in the markets. The raw silk market is steadier, and there are questions of transportation coming up all the while that may make it worth while to consider the probability of higher shipments on the Pacific.

In men's wear and dress goods circles first hand factors are in a very strong position. The retail clothier is finally beginning to reflect in his prices the very great advances that have taken place in the costs of fabrics, while the manufacturers of ladies' garments are being forced to face the necessity of getting higher prices for the popular suits of a staple character. Mills have all the work they can do in most cases.

Good Mercantile Motto.

Join with us to make well and to trade fairly; to profit not alone in dollars, but in the good will of those with whom we deal, firm in the conviction that the ethics of business are no different from those of "man to man;" to correct our errors; to improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.



SPRING Is Nearly Here

and that fact brings up
this question:

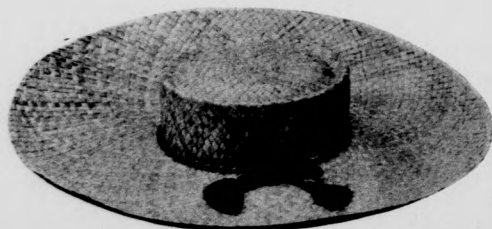
Have You Bought Your Straw Hats?



We have them in endless variety for men, boys, misses and children and will have them ready for your inspection in a very short time.

As with all other classes of merchandise, deliveries will be slow. It will pay you to be prepared.

Our prices are reasonable, our styles are correct. See our line before buying.



Grand Rapids Dry Goods Company

Exclusively
Wholesale

Grand Rapids :: Michigan



Kind of Conservatism Needed in Business.

America's prosperity is the wonder of the world.

Our tremendous material wealth is the despair of all the older nations.

Our business men and business institutions are the best on the globe. Liberal credit policies and co-operation of jobber and retailer move, each year, an aggregate of merchandise that is almost unbelievable. The bright future of the American retail store is the envy of all merchants away from this favored land.

Yet, last year, \$203,000,000 was lost in business failures in the United States.

Who is standing all this loss? Who is going to pay the bill?

These are sobering facts, even in the face of the optimistic outlook all along the line. Too, they are stirring the brain cells of the country's commercial leaders.

How about it? What is coming?

Speaking for myself alone, I think it is tending to create a feeling of conservatism in the country's business—a bold conservatism, it might be called.

By bold conservatism I mean a courageous pushing of business on the right kind of foundations and none other. Conversely, I mean—and here is where the conservatism comes in—that a man should be sure he is ready, or that he can get ready, before he starts into business at all.

I can enforce my point by referring to the European situation.

In England and on the continent they have fewer failures than we do in this country. Why? It is because their business enterprises are seldom started without a fair degree of ability or preparation. Over there, a business may be handed down from father to son, and stay in the family for generations.

What we are overcoming in this country—and what the lesson of the failures I have cited above shows to be necessary—is the tendency to rush into business with inadequate capital or lack of capacity.

I know of many a man who, in the course of fifty or more years of a lifetime, attains a fair competence. Then he wants something easy to occupy the remainder of his days. All right, he'll start a store. An analysis of his case may fail to disclose one reason to justify him in hoping for success. Yet he begins "keeping store." He finds merchandise easy to buy, but hard to sell. His store gets clogged, his capital is eaten up, and he goes on the rocks.

Don't misunderstand me. I would not for a moment discourage the "green" merchant. Some of the most notable successes I ever knew have been attained by men of little apparent promise. They have proceeded cautiously in their stores and made many a mistake at first from which they profited. They had the ability to learn and the nerve to pay, without a whimper, the penalty of their errors. They let their jobber guide them in tried and true business principles. Then they won and won big.

Before going into business, a man

should be sure he has sufficient capital and sufficient experience. Or he should have sufficient capital and sufficient guidance. In this latter case, if he is of the right sort, experience will come.

It is a sad mistake for men to rush into business blindly without giving a thought to the future. Pay day always comes. If everybody would remember this, there would be little occasion to talk conservatism. Unfortunately enough, the inexperienced merchant nearly always can find jobbers who are so eager for business that they are willing to load him up to the chin with credit—a line of credit that means too heavy and unwise buying. They are taking a risk and they know it. And their action in this respect is a part of the plunging, careening policy that hurls many a store into the breakers each year.

This kind of policy is being forced back, though. Merchants are learning that their best friends are the credit men who would keep their purchases down to a reasonable basis—the basis that makes for quick turns, a small quantity of many lines rather than a large quantity of a few, discounted bills and larger profits.

I believe the general tendency of merchandising in the years to come will be against entering business until one has enough capital, enough backing and enough preparation. Merchants will be just as courageous. They will take an occasional risk when they need to. But they will wait until they are ready. This will be the reign of bold conservatism.

A. J. Haser.

Guaranteed Prices on Good Goods

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

Butler Brothers

Exclusive Wholesalers of General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

President Suspenders
for comfort
Of All Jobbers
PRESIDENT SUSPENDER CO., Shirley, Mass.

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.

Special Sales
John L. Lynch Sales Co.
No. 28 So Ionia Ave.
Grand Rapids, Michigan

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

Gunther Building
CHICAGO :: ILLINOIS
1018-24 South Wabash Avenue

Ha-Ka-Rac



OUR line of Jerseys is generally conceded to be the finest in the market. It is hailed with delight by the trade because it exactly meets the requirements of Michigan merchants.

Be sure and not place your order for these goods until our representative calls on you.

Perry Glove & Mitten Co.
Perry, Mich.

Easter Novelties

NOW is the time to show a good assortment of Easter Novelties.

We are displaying a well selected line of Ribbons, Ladies' and Gent's Neckwear for the Easter Trade.

A few numbers of these new creations will replenish your stock wonderfully.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS
WHOLESALE DRY GOODS GRAND RAPIDS, MICH.



Big Business Problems Which Now Confront Washington.

Written for the Tradesman.

Supplemental to the article written from Washington regarding the draft case of Clarence J. Farley, it is but fair to state that an order has recently been issued by Gen. Crowder, Provost General, authorizing the re-opening of cases where the registrant has new evidence to submit respecting exemption on deferred classification.

Calmly confident fully expresses the attitude of bankers in Washington and New York, one of them said, "There is nothing to cause a case of shivers. We all realize we have a gigantic task ahead of us, but we are equipped to successfully handle it." The belief is that the Third Liberty loan will be easier to raise than either the first or second for several reasons. One is the railroad and war finance bills will have become law, the income tax business will be well out of the way. It is believed the offering will be a short time 4½ per cent. bond running only five years. In view of this situation it is believed there will be but very few corporation bonds placed on the market.

Holders of good bonds should not be startled because the market price of their securities have gone down. They should remember that the intrinsic value is still there and that they will in almost all cases receive their interest and principal when due.

Business is rapidly recovering its wanted activity after a series of interruptions the like of which had never before been experienced, or even approached. Extension into February of intensely cold weather covering practically the entire industrial section of the country; heretofore unheard of transportation difficulties as a consequence; full shortage; labor troubles—all combined to form a handicap that proved a severe test of real conditions. That the country is emerging from this state of affairs "calmly confident" should be of greatest encouragement showing that basic conditions are eminently sound and that the spirit of the Nation is unconquerable. It is true this handicap and the heavy Government demands have cut down the year's commercial production, this is especially true regarding the iron and steel industries the Government demand nearly extinguishing the ordinary commercial demand for the time being. In addition to this the transportation difficulties have caused a locking up of goods in mills and warehouses, which under ordinary circumstances would undermine commodity values. The

existence of an extremely large demand will easily absorb this artificial accumulation of goods. Commodities essential to war coming more and more under Government control, either by requisition or price fixing, the most recent case being the establishment of a maximum price on spelter and zinc. It is also evident the consumption of raw materials in non-essential industries is lessening, partly because of the difficulty in getting supplies, and partly as a result of the widespread campaign against the purchasing of non-essentials by the general public. New building for speculative purposes has also fallen under official discouragement of such operations in order to eliminate a large competitive demand for labor which could be used in the building of ships. As an officer high in command at Washington said, "War is a bad business, but this war is a big business, and must be conducted on business lines if it is to be won."

Like all other war measures considered and passed by Congress, the War Finance Corporation bill, now before Congress, should be fairly considered from all angles before being condemned. The opponents of the measure hold it will invest the Government with too great a control over private financing, besides tending to create inflation. While there may be some merit in this contention the fact must also be taken into consideration that vital industries are under extraordinary difficulties in procuring funds necessary to the extension of their business. Government loans have very naturally absorbed the surplus investment funds of the country making it difficult to float private securities except on short term note basis and even then at so high a rate of interest as to make it a most costly operation. It must be acknowledged it is not the province of the banks to furnish permanent new capital which normally would be furnished by the investing public. It can be seen, therefore, that some form of relief is imperatively necessary, and needed at once, as nearly \$800,000,000 of securities of all kinds will mature in 1918 and must be provided for.

Recurring to the new Liberty loan the Treasury Department adopted a new means to insure its rapid assimilation. This provided for the subscription by the 25,000 banks of the country of United States Certificates of indebtedness in amounts of \$500,000,000 every two weeks until the total of such certificates shall reach about \$3,000,000,000 these certificates being available for payment

**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**

NOW READY

**Corporation Income
Tax Return**

(Form 1031)

This form (revised January, 1918) is for the use of all corporations, except Railroads and Insurance Companies.

New Booklet on Excess Profits Tax

Much of the uncertainty regarding the interpretation of the War Excess Profits Tax is removed by the rulings of the Treasury Department recently issued which are carefully analyzed and illustrated in our new 50-page booklet, "1918 War Excess Profits Tax Regulations," now ready for distribution.

Copy of either, or both of the above, will be sent without charge upon application.

GRAND RAPIDS TRUST COMPANY

Capital and Surplus.....\$ 450,000
Resources more than 1,000,000

BOTH PHONES 4391

OTTAWA AT FOUNTAIN

of the Third Liberty loan bonds when issued. This issue will probably be for \$6,000,000,000. This course was taken to prepare the way for their final distribution without the financial congestion noticeable in both of the other issues. The new loan and the official announcement as to the rate of interest it will bear, overshadows all other matters in the financial world.

An optimistic feature of trade statistics is the persistent smallness of commercial failures in February. In point of numbers these amounted in January to only .066 per cent. of the total number of firms in business, compared with .086 per cent. one year ago. As compiled by John Moody in a typical year before the war, the January failures in point of liabilities averaged \$18,461,995 against \$17,295,428 for December and \$12,608,430 for November. The big increase in January being due to year end settlements. It is encouraging to note that the increase from November to January this time was only \$5,666,000 against a normal ten year average of before the war of \$5,845,000. In view of the intrinsic unsoundness of many industries in war time, and in view of the growth of the country, expert opinion has it, that it would not have been surprising if the increase in failures this season had been from \$12,000,000 to \$18,000,000. It is pointed out that since the middle period of this ten-year period, on which the above average was based, there has been a growth of approximately 35 per cent of tonnage in the quantity of business done in the United States, and of probably 100 per cent. in its value.

The securities market has fallen in a net, rising with peace rumors and descending with war rumors. This is but natural and as long as Government heads are talking possibility of peace and at the same time preparing for war on a vaster scale than ever, this market uncertainty must continue. The security offerings during the last two weeks have emphasized the increased cost of capital. Before the war the average price of capital, by which is meant the income of the investor, averaged about 5 per cent. Then England, France and Canada bid so high for capital that the price was raised in 1916 to 6 per cent. and 6½ per cent. When our Government commenced spending \$1,000,000,000 a month in the war, there was another jump in the price of capital for industrial, commercial or private use, and it now stands around 7½ per cent. and most of the new obligations are notes. The Journal of Commerce states long time bond issues in the United States in February totaled only 9,355,000 while the note issues brought out amounted to \$33,560,000. As a result of this situation bank loans are more closely approaching the note issues as to the interest charged.

There is no doubt but that there will be a great deal of dissatisfaction upon the part of the farmers at the proclamation of the President in effect maintaining the \$2 basic price per bushel with differentials ranging

from \$2.20 at Chicago to \$2.05 at Oklahoma City. In favor of this step is the fact the farmer will know where he is at and will not be at the mercy of the speculator who usually reaps the benefit of high prices. Only two products have been so seriously affected, as the President says, as to call for regulation in the way of price fixing, sugar and wheat. Other farm products have a free market, except where the grain exchanges have made regulations for themselves to check undue speculation. The farmer must also recollect that where abnormal profits are being made by corporations, Congress has imposed stiff war taxes while the farmer is not being subject to such imposts.

It seems a hardship, however, when a farmer takes his family wheat to mill he cannot have it ground. He is compelled to buy so much buck wheat, cornmeal, etc. for every pound of flour he takes when he may have hundreds of bushels of all these in his bin. There is still a chance to regulate regulation. Paul Leake.

The Day of Peace.

Written for the Tradesman.
We are longing, we are praying,
For a happy day to come;
End of wronging, end of slaying,
When the bugle call and drum
Shall forever cease and never
Cease to be forever dumb.

We are hoping, we are pleading,
For a day of world-wide cheer;
Gone the groping, and misleading
Ways of darkness, hate and fear;
When in sunlight paths we walk right
Brothers all—afar and near.

We are turning—long the leaving—
From the horror of the past;
Far discerning—gone the grieving—
Dawn of peace now coming fast!
Love, the heart-beat, not the drum beat
Thrilling men with zeal at last.

Come the glad day! long the sad way
Through the madness of the years.
Let the bad pray, to the sad say
We will wipe away your tears,
Heaven's morning then is dawning!
Happy day! When Peace appears!
Charles A. Heath.

James P. Holbrook, of the Mancelona Grocery Co., writes us as follows: "Enclosed find our check for \$2 to renew our subscription to your most valuable paper. We like your paper; and we most heartily like the editor. It is certainly an honor to have for a friend and an ally a man like E. A. Stowe, who is true to himself and to his fellow men. Long live the editor."

Money may be called dust, but if spent in advertising, it will keep your store from getting dusty.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

Automobile Insurance is an absolute necessity.
If you insure with an "old line" company you pay 33⅓% more than we charge.
Consult us for rates
INTER-INSURANCE EXCHANGE
of the
MICHIGAN AUTOMOBILE OWNERS
221 Houseman Bldg., Grand Rapids, Mich.

Have You Any Connection

with a Grand Rapids bank?

If not, why not? Don't neglect the opportunity to establish any financial connection which some day may mean much to you in your business affairs.

We would like to know you better.

NOTE: Make your income tax returns promptly as the government says that this will help.

THE OLD NATIONAL BANK

MONROE AT PEARL



GRAND RAPIDS

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

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$700,000

Resources
10 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings

Assets \$2,700,000.00



Insurance in Force \$57,000,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policyholders

\$3,666,161.58

Paid Policy Holders Since Organization

CLAUDE HAMILTON
Vice-Pres.
JOHN A. MCKELLAR
Vice-Pres.

WM. A. WATTS
President

RELL S. WILSON
Sec'y
CLAY H. HOLLISTER
Treas.

SURPLUS TO POLICY HOLDERS \$479,058.61

Reciprocal Relations of Banker and Customer.

Service is about all banks have to sell to most people. Banking is a reciprocal relation. Everyone knows that the more firmly the reciprocal relation is cemented the more successful the bank will be. We all appreciate that we must be friendly if we would have friends. This aspect of the matter is engrossing the attention of the leading minds in banking to-day. It is the idea of making the most and the best out of what one has. It is not that the president should be courteous and friendly toward the world but that the whole establishment, should be alert and courteous, seeking every opportunity to improve their work and be of service to others. Louis A. Bowman, manager of the new business department of the Northern Trust Company, has embodied a few ideas on the subject which may be read with interest by other bankers who look upon the business of a bank and its future in much the same way. Mr. Bowman says:

Bank employes are constantly in danger of falling into ruts. They may derive assistance in avoiding this tendency by keeping foremost in their thoughts and daily purpose these three principles:

1. Every employe should realize that his work is of importance to the bank. Each one may be helpful in creating and cementing good will. Whatever his work, he should never be contented to perform it in a routine, perfunctory or indifferent manner. If his duties call him to do so trivial a thing as to sell a customer a postage stamp, he should do it in such a way that the customer will have a desire to come back to him when in need of a more important service.

2. Every employe should take a deep interest in his work. He should perform all duties promptly, thoroughly and in a pleasant manner. He should look upon his daily task not as a drudgery, but as an opportunity for growth and development. He should do not only that which is expected of him, but more, when he can see opportunity or create opportunity to do so. One's daily task should be regarded as a contribution to the good of the institution and the common good of all, as an expression of character and as a means not merely of making a living, but of making a life—wholesome, radiant, satisfactory to all whom he serves, and a pleasure to all whose path cross his.

3. Every employe should render his service in a willing spirit. Call it "pep," call it magnetism, call it personality, call it enthusiasm, or whatever you will. It is the spirit in which one performs his duties which makes for efficiency, achieves results and causes advancement. It is the spirit back of one's work which makes it count—that which really is in one's heart. This is true in bank work as much or more than in any other line of service. One of the great military leaders of the present war recently said in a letter to a friend, in reference to his hopes for success in the war:

"The necessary superiority we will find not only in our equipment and armament, but also and especially we will find it in the hearts of our soldiers." The real success of any bank may be measured to a large extent by the spirit which is in the hearts of its officers and employes.

Sifting Out the "Nonessentials."

The Government has undertaken to solve what up to the present time has proven a Chinese puzzle. It is seeking to find out the difference between an essential and a non-essential industry. The industries that are essential from a war standpoint are to be encouraged and aided in their development in all reasonable ways, while the nonessential are to be restricted or diverted into new lines that will afford assistance in the prosecution of the war.

To divide the industries of the United States artificially into two classes, making sheep of one and goats of the other, is a big job. In fact, it is too big a job for anybody to undertake and the officials of the Administration frankly admit that fact.

No one can say positively what industry is "essential" to the welfare of the country and although everything must now be examined from the standpoint of the war situation, it would be a short-sighted Government that would not also keep in view the general welfare of the people.

Under these circumstances the War Industries Board, which is giving its attention to this matter, has been obliged to proceed slowly and along very conservative lines. The work is being directed by George N. Peck, industrial representative of the board, himself a manufacturer of experience, and is being prosecuted with due care for the industrial fabric of the country.

A tramp asked for something to eat at a farmhouse. "Are you a good Christian?" asked the farmer. "Can't you see?" answered the man. "Look at the holes worn in the knees of my pants. What do they prove?" He was promptly given a good dinner, which he ate, and then turned to go. "Well, well!" exclaimed the farmer; "what made these holes in the back of your pants?" "Backsliding," replied the tramp as he hurried away.



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The first consideration in buying your fire insurance is SAFETY. You want your protection from a company which really protects you, not from a company which can be wiped out of existence by heavy losses, as some companies have been.

Our Company is so organized that it CAN NOT lose heavily in any one fire. Its invariable policy is to accept only a limited amount of insurance on any one building, in any one block in any one town.

Our Company divides its profits equally with its policy holders, thus reducing your premiums about one-third under the regular old line charge for fire insurance.

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Can I Change the Executor?

This question is frequently asked us by those whose wills are already made and who now realize the advantages of having this responsible Trust Company settle their affairs.

You may name this Trust Company your Executor or Trustee without either the expense or inconvenience of drawing a new will. The only step necessary is the attachment of a codicil to your existing will stating that such change be made.

Send for blank form of will and booklet on "Descent and Distribution of Property"

THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Safe Deposit Vaults on ground floor;
Boxes to rent at very low cost.

Drive the Germans Back Into Germany.

Grandville, March 19—The news that the Huns have entered Odessa, door to Russian granary, is anything but reassuring news for America and her Allies. It forbodes a renewal of strength to the German armies derived from the vast wheat lands of Southern Russia.

Instead of being a help, Russia, the once proud empire of Peter the Great, has become a menace to the liberties of the world. With a population more than double that of Germany; with an army of millions of trained soldiers, this great Nation, one of the five great powers of Europe, has in the incredible short space of a few months crumbled into the dust, abjectly begging for mercy at the hands of the barbarians of the Central Empire.

Sad, indeed, that such things be. Better ten thousand times over have left the Czar on his throne than to have overthrown the crown at such a critical time, turning the government over to the I. W. W's. of the land, who have fallen an easy prey to German power.

The treachery of Russia is passing understanding.

Even without the semblance of a government, it does seem that a great nation, which had at one time fought important wars, would have stamina enough among its people to hold together in the face of such danger as confronted the Russians. The integrity of the country at stake, the lives of its citizens menaced by a power as merciless as the Western Indians, to fall down at such a time, disband millions of tried soldiers, bow the knee to a power that was already fighting four other great powers, seems the height of absurdity.

Why is there not in all the countless millions of the great Bear of Eastern Europe some man, some leader, bold enough, brave enough, wise enough to take supreme command at this dreadful hour, and marshal all the fighting men composing the armies, and those not yet enrolled, to turn on the insufferable Hun, pin him to earth and save the country to liberty and law?

Such a leader is absolutely necessary to success.

It is a sight to excite the risibilities of humanity to see so many millions seeking safety by the ostrich trick of plunging their heads in the sand, screaming for mercy like a pack of whipped children.

In contemplating the present fiasco in Russia one is led to wonder how those people, so pusillanimous to-day, were able a few years ago to meet the armies of Japan and give them desperate and honorable battle; in fact, to cause the scales of victory to balance for a long time between the tiger-like Nipponese and their own Russian soldiery.

With a population one-half more than that of the United States; with a vast territory susceptible to defense; with the record of many hard fought battles with these same Hun invaders, it does look queer, to say the least, that the great Russian empire has proven such a thin bladder to be punctured at the first forward dash of Germany's Western army.

While we wonder at the ridiculous fiasco, we cannot but note the fact that the power and ability of a single man sometimes counts more than millions in deciding the fate of a nation. Had we no Washington, perhaps the Revolution would have been a failure and we to-day would be colonies of Great Britain. Perhaps, too, without our Lincoln in 1861 this Nation might have been split in twain, and where now flourishes the greatest Republic ever instituted among men, there would be two insignificant rival powers.

It is to wonder when one contemplates the present condition of af-

fairs within the boundaries of the once proud Russian empire.

We set high price upon the friendship of Russia during our struggle for National existence in the Civil War, knowing that in her we had a friend that kept at bay at the most critical hour of our struggle to save the Union, the British lion, whose jaws were then slaving for a chance to sink his fangs into the heart of the American Union.

Thinking back to that time we cannot help but commiserate the sad, nay pitiful, downfall of a government that once had power sufficient to deter the great British nation from imbruing her hands in the blood of her daughter who is now pushing her khaki legions on to the fighting line in complete harmony with the old time enemy.

For many years the Russian bear was thought to be a menace to the British lion. Contemplating the present abject servility of the said bear to the soldiery of her smaller neighbor, one is led to believe that the estimate of Russia's one time greatness was wholly fictitious and, now that the bubble has been pricked, there will soon be none among the nations of the earth so small as to do honor to the land of Peter the Great.

The downfall of the Russ gives pause to America in that we must now tighten our belts and make ready to do our level best to crush the Hun before he recruits his armies from the bursting granaries of Southern Russia. The war will, undoubtedly, take a new lease of life unless the Allies move with celerity on the Western front.

The time for dillydallying has passed and the time for action is here. While the Allied hosts sit in the trenches and pass honors now and then from well shotted cannon, the wily Hun is improving his time by overrunning helpless Russia, winning vast stretches of territory, opening up fields of grain from which to replenish the depleted granaries of the Fatherland.

This spring is the time to strike.

Delays are dangerous. Waiting for something to turn up like Micawber of old, never buys the baby a shirt or pays for the one he has. A grand drive now would fetch the Huns to time, recall some of their harrassing robbers from Russia and make war where it will do the most good by hastening the downfall of the despicable Hohenzollerns.

Poor old Russia!

Sympathize as we will, it is time wasted to throw men, munitions or food in that direction from now on. Let there be one supreme effort along the whole front, from Belgium down to the Italian line, pressing with every available man to the end that victory may crown the Allied arms.

At the present rate of speed the war will last indefinitely. With Germany entering new fields from which she can replenish her larder what is to hinder the war dragging its slow length into another year, perhaps several of them? There can be nothing gained for humanity by holding fast in one spot. Slow attrition will, of course, wear down the armies after a time, but all this time we are piling up debts that it will require generations yet unborn to pay.

Besides this enormous cost the loss of life will be much greater than it would be if we act at once, trust everything to the gage of battle; keep right on the fighting line and drive the enemy back into his own country, beyond the shelter of his works, into the open country, where Yankee grit, French impetuosity and British tenacity will win the day and set the star of peace in the sky before the close of the present year. Old Timer.

That narrow path to your store may be widened by broad publicity.

Why Cement Stocks Are the Best Securities

And Why the Portland Cement Company will be One of the Best of the Best

Cement companies are now universally making large profits. The Statement that a rapidly increasing amount of cement from year to year will be used needs no proof.

Naturally, cement companies will not only continue making large profits but more cement companies will be needed to supply the demand, because present plants are busy even now when building operations are not at their greatest height.

Based on its favorable location, local market, raw materials, etc., and its management, we dare to say that the Petoskey Portland Cement Company will be one of the most successful.

A very large building boom is promised in the near future by the greatest financial circles and is sure to continue for years, because not only is it necessary to catch up on postponed projects, but also to keep up with the natural progress.

At least \$150,000,000 worth of concrete roads will be built during 1918, and this amount will increase year after year.

Concrete ships have received their final test and have not only been proven seaworthy, but more so than any other type. They can be built more cheaply, as well as in much less time than any other type.

WHAT WILL BE THE RESULT?

The use of cement for cement silos, fence posts, lamp posts, telegraph poles, septic tanks, concrete ships, foundations, concrete roads, barnyards, stable floors, mangers, hog wallows, chicken coops, garages, grain elevators, coal bins, concrete tile, trolley poles, highway markers, caskets, and for many other purposes too numerous to mention is increasing enormously.

Some of these uses have just recently been discovered and are calling for ever increasing amounts of cement.

Is any further proof needed to show that cement stocks are safe?

If you will investigate the Petoskey Portland Cement Company you will be convinced that if any company can pay large dividends from the manufacture of cement, the Petoskey Portland Cement Company should be able to equal the best.

In the face of the bright future just before us in the cement industry, are you going to let the greatest investment opportunity of the present get away from you?

F. A. SAWALL COMPANY, Inc.

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Representatives for Eastern Michigan.



Grand Council of Michigan U. C. T.
Grand Counselor—John A. Hach, Coldwater.
Grand Junior Counselor—W. T. Balamy, Bay City.
Grand Past Counselor—Fred J. Moutier, Detroit.
Grand Secretary—M. Heuman, 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 Chaplain—Chas. R. Dye, Battle Creek.
Next Grand Council Meeting—Jackson.

Road Saleswomen Have Made Good Selling Dresses.

Remarkable ingenuity and great resourcefulness in meeting unusual situations and solving perplexing sales problems seem to have been displayed by most of the road saleswomen who have been employed by manufacturers of dresses to take the places of men required for war work. The amount of business they have brought in, which, in spite of present abnormal conditions, was in a number of cases as much as 100 per cent. greater than that obtained from the same districts by men this time last year, is a good indication of how cleverly the women solved the many questions that always come up in the course of a trip through any given territory.

"These young women," said John A. King of the firm of King & Applebaum of New York, "on their first trip to the trade have proved beyond question that they are made of the stuff of which all good salesmen are made. They have exhibited a determination to make good and a persistence in the face of the most discouraging conditions that is highly gratifying to us and altogether remarkable. In any number of cases, where men would have been perfectly justified in quitting and going on to the next town, these women, by adopting entirely original methods, have stayed and finally succeeded in landing the business. Of course, some of this was possible partly because of their sex, although not all of it; but the fact remains that they got the business.

"One of our saleswomen," continued Mr. King, telling of some of their experiences while on the road, "when she landed in a certain town in the Middle West in which we had not yet introduced our lines, found it impossible to interest the retailers by the usual means. One merchant said that he was plentifully supplied with all the garments he would need for some time, and the usual 'come-back' to such a statement didn't budge him. Another said that he had no call for our lines, and so it went un-

til she had canvassed the whole town without getting so much as a single order.

"But it so happened that she had a number of school friends of comfortable means in that town. She visited these ladies, got them interested in our dresses and had them ask for them in the local stores. The final outcome of it was that she got fairly good orders from several merchants, who until then would not even look at what she had to offer, and some trial orders from practically all the stores. We have since heard from several of these buyers expressing great satisfaction with our lines and promising us more business in the future. So, you see, instead of giving up what seemed at first to be a hopeless situation, this young lady by her resourcefulness and determination to make good finally succeeded in getting several very good new accounts opened up with us.

"Another of our saleswomen called on a customer with whom we had had a little misunderstanding and who had closed out the account with us. The buyer in this case happened to be a woman. She gave our representative a very decidedly cold reception. After all the usual methods of reviving a customer's interest in our lines had failed to accomplish their purpose and to the average salesman the time had plainly come to 'take your hat and get out,' our saleswoman noticed that the buyer had on a suit made by a tailor back here in New York whom she knew. So she quietly dropped all discussion of business, which she could see was getting her nowhere, and mentioning the name of the New York tailor complimented the buyer on the suit she wore, adding that it was very becoming. Obviously, this would hardly have been appropriate or good form from a salesman.

"The buyer immediately wanted to know how she recognized it for a B-suit. Our representative explained that she had had some of her clothes made by this tailor and that she recognized the lapels and sleeves as his. There followed a discussion of clothes such as women are so fond of, the buyer warming up visibly. They wound up by having lunch together, and later in the afternoon our representative came away with a very nice little order and a lot of good will for the house. Such a turnabout from the very chilly refusal to have anything to do with our lines in the morning could never have been effected in this case by a man. This incident is a good illustration of how observant this young woman is, and how quick

she is to recognize an opportunity and to make the most of it.

"I have found that one of the greatest advantages in having saleswomen is that, being women, they are better qualified to advise buyers in their purchases than men could ever be, and that buyers have more confidence in their suggestions than they have in men's. For instance, one of our best customers is a lifelong friend of mine. I have sold him goods for over fourteen years. He has implicit confidence in my judgment. The last time he came to town I was giving one of our new saleswomen some experience by having her in the show-rooms with me too how goods were sold. Whenever any little question arose in my friend's mind as to just what trimming or what colors would appeal most to his trade he invariably turned unconsciously to the young lady for advice, and took it, although I was selling him. Because of this fact, that buyers place considerable value on their suggestions, we have cautioned our saleswomen to be strictly conscientious in giving advice, and have encouraged them to make suggestions wherever they have reason to believe that they can help a buyer by so doing.

"Saleswomen can wear a dress manufacturer's models, and this is another point of advantage they have over salesmen. One of our young ladies is rather large and she wears our stout dresses. She has taken more orders for our large sizes than any two of the other saleswomen. It is a means of showing the line whether the buyer wishes at first to look or not. In several cases, this young lady was told by buyers that they were too busy to look at the samples, and that they did not need any stouts then, anyway. When she told them she had one on, they looked without further ado. Frequently what they saw appealed to them, and some very good orders have resulted from just such situations.

"We are compiling a library of salesmanship for the use of our salespeople, and several of our young ladies have written letters to us analyzing market conditions and various types of buyers, and telling what they have found to be the best methods for getting their business. Some of these letters are really wonderful, and we are incorporating them in the library along with the works of recognized authorities on these subjects. The success they have met with on their first trip, the way they have taken hold and caught on, and their persistence in the face of all sorts of discouragements on the road have been a revelation to us.

"And the reception they got from the trade in all parts of the country was particularly gratifying. We wrote to all our customers before the young ladies started out, telling them of the change we had made, the reasons for it, and appealing to their patriotism to assist women to replace men needed for war work in everyway possible. In coming through the way they have, they have shown the true spirit of Americanism."

Took Him Literally.

At a lecture a well-known authority on economics mentioned the fact that in some parts of America the number of men was considerably larger than that of women, and he added, humorously.

"I can, therefore, recommend the ladies to emigrate to that part."

A young woman seated in one of the last rows of the auditorium got up and, full of indignation, left the room rather noisily, whereupon the lecturer remarked, "I did not mean that it should be done in such a hurry."



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HOTEL BROWNING
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 Every Room with Bath.
 Our Best Rooms \$2.00; others at \$1.50.
 Cafeteria - Cafe - Garage

CODY HOTEL
 GRAND RAPIDS
 RATES \$1 without bath
 \$1.50 up with bath
 CAFETERIA IN CONNECTION

Gabby Gleanings From Grand Rapids

Grand Rapids, March 19—Will anybody tell us what is the trouble with Harry Hydorn? We have called him repeatedly on the phone to attend the 131 dances, but he has never showed up.

"Pete" and "Shorty," the day and night clerks at the Occidental Hotel, at Muskegon, have joined the service. Here's hoping that they get Bloody Bill! Mr. Swett promises us that we will get the same courteous and efficient service as in the past.

Ira Gordon, the pump man, is sure a lucky cuss. Just think of the business he will get after April 1.

There was a large committee meeting last Sunday evening at the home of Albert Snow to formulate plans for the gala dance party next Saturday evening. This will be the Kalamazoo party and a special committee was appointed to take care of the visitors from Kalamazoo. No. 131 will never forget the good time we had a few months ago at one of their parties and the special committee and the dance committee will surely do their part. We want every U. C. T. member and his family and friends to be sure and come and we will have one of the grandest parties ever given by the U. C. T. in Grand Rapids.

Ned Carpenter (Dwight Bros. Paper Co.) is everlastingly active in all good works for the benefit of the soldiers. Among his recent activities was the sale of 100 tickets for Private Peat at Powers opera house Tuesday evening. He volunteered to sell 100 tickets at \$1 per and performed his stunt inside of two days. When he came to settle with the management, he found himself "out" personally to the amount of \$10. The somnolent ticket seller at the box office had forgotten to tell him that he should have collected 10 cents war tax on each ticket sold.

These beautiful blue sky days make the boys who have autos long for the time when the roads will be as smooth as the sky is cloudless.

N. H. Carley.

Memorial Services For the Late Mr. Ganiard.

Jackson, March 18—Memorial services will be held by Jackson Council, Sunday, April 7, at a place to be announced later.

At a meeting of the organization, held Saturday evening, the following officers were elected and installed, the installation ceremony being conducted by J. Hanlon:

- Senior Counselor—W. M. Kelly.
- Junior Counselor—A. N. Brown.
- Past Counselor—Austin F. Young.
- Secretary-Treasurer—M. Heuman.
- Conductor—B. E. Dewey.
- Sentinel—Harry H. Mills.
- Page—W. C. Eberbach.

Members of Executive Board for two years—C. E. Lewis and James J. Cox.

Members of Executive Board for one year—W. M. Kelly and M. Heuman.

Representatives to the Grand Council which will be held in Jackson in June—Frank W. Howard, Austin F. Young, E. G. Tompkins and E. D. Sickles.

Alternates—S. E. Lewis, N. P. Eddy, F. L. Day and Harry N. Beals.

Frank W. Howard and E. G. Tompkins were presented with Past Counselor's caps. Mr. Hanlon making the presentation.

Annual Meeting of Post A., T. P. A.

Grand Rapids, March 18—The fourth annual meeting of the Post A., T. P. A., was held at the Pantlind Hotel at 3 o'clock, March 16, with President A. D. Carrel presiding. The main business was the election of officers for the ensuing year. Clarence I. Williams was elected President and E. R. Klaasse was elected Vice-President. E. E. Pilgram, was re-elected Secretary-Treasurer by a unanimous vote.

E. A. Navers, Milo Schuitema and Carl A. Clements were also re-elected directors for a term of three years. Fifty delegates were elected to the State convention, which will be held in Grand Rapids on April 27. Other delegates will come from Detroit, Kalamazoo, Battle Creek and Muskegon. The State convention will appoint five delegates for the National convention, which will be held in St. Louis from June 10 to 15.

At 8 o'clock the members and their guests with their ladies assembled in the hotel parlors for an informal dancing party. Tuller's orchestra had been engaged and this party indeed excelled any others previously held. A. D. Carrel was the general chairman, Clyde E. Brown was chairman of the reception committee, assisted by Mrs. E. E. Pilgram, Mrs. A. D. Carrel, Mrs. H. W. Cole, Mrs. F. B. Morrison, Mrs. Jack E. Laremy, Mrs. Milo Schuitema, Mrs. C. I. Williams, Mrs. John L. Dows. Milo Schuitema was in charge of the floor committee, assisted by John L. Dows and C. I. Williams. R. A. Cleland presented retiring President Carrel with a beautifully engraved silver cigarette holder, a gift from the members of the Post as an act of appreciation. E. E. Pilgram presented a service flag to the Post containing nineteen stars.

E. E. Pilgram, Sec'y.

Annual Meeting of Marquette Council

Marquette, March 18—At the annual meeting of Marquette Council, held last Saturday evening, the following officers were elected:

- Senior Counselor—E. A. Shelton.
- Junior Counselor—W. D. L. Ulter.
- Past Counselor—J. H. Godwin.
- Secretary-Treasurer—C. C. Carlsh.
- Conductor—W. A. Nelson.
- Page—R. A. Helms.
- Sentinel—J. H. Bennett.
- Chaplain—T. F. Follis.

Executive Committee—O. D. Lyons, Charles Haid, A. Libershall and P. B. Spear.

Mr. Shelton and Mr. Follis were elected delegates to the Grand Council at Jackson in June.

A patriotic demonstration, the most enthusiastic ever witnessed at a U. C. T. meeting here, followed the presentation of the plan of organization for war funds during the continuation of the war, and left no doubt as to where the U. C. T. stands in these crucial times.

After giving the plan, which is similar to the so-called Kenosha plan, unanimous endorsement, the Council authorized the appointment of a committee consisting of Mr. Follis, Mr. Spear, and Mr. Lyons to co-operate with the general county committee in every way possible and render any service which may be useful in furthering the project, although the U. C. T. has been aggressively patriotic in the past, it was determined to make it even more so.

Reminiscences of "Halcyon" bygone days of the U. C. T. were given by older members of the order. Younger members expressed their ambition to give to Marquette and the Upper Peninsula a greater council than this city has ever had before.

Remedying a Petty Nuisance.

Stock boys in a men's furnishings store frequently replaced on the shelves goods which customers were considering. This caused considerable annoyance until the merchant had cards with the word "reserve" printed. A salesman now leaves one of these beside a heap of merchandise on the counter, and is sure that it will not be disturbed.

Advertising puts wings on merchandise so that it flies out of the store and into the homes.

Clarion Notes From the Celery City.

Kalamazoo, March 19—The grocery store formerly conducted by P. D. Keim, on South Burdick street, has been closed by the creditors of Mr. Keim for inventory.

Richard Early, of Early & Sons, produce dealers, has returned from a Western trip, where he spent a part of the winter. He reports an alarming condition of the California orange crop, stating that the crop will amount to only about 30 per cent. of normal. Baldwin & Hickok, of Portage street, are making preparations for the opening of a branch store at the corner of North and Douglas avenues. Harold Hickok will manage the branch store.

G. R. Withey, jeweler in the Hanselman building, has sold his stock to outside parties.

The flood water of the Kalamazoo River has reached its high mark and is now receding, after having done considerable damage to numerous factories and property along the low lands.

W. H. Armintrout, of Third street, had almost a foot of water in his store and was practically forced to discontinue business for a few days. His customers had to make their shopping trips to his store in boats.

The Kalamazoo Stationery Co. has negotiated for floor space in the building formerly occupied by the American Playing Card Co. and will soon be manufacturing box writing papers and fancy stationery in the new quarters. The business of this department has increased to such an extent that it could not be accommodated in its large factory on Harrison street.

The M. E. Maher Co., wholesale tobacco and cigar dealer, has moved its warehouse into larger quarters on North Rose street.

Frank A. Saville.

Death of Veteran Holland Grocer.

Holland, March 18—John Ver Hulst, Sr., died March 9 at his home, 116 West 14th street, at the age of 69 years.

He had been a resident of this city for the past forty years and had been in the grocery business at 112 West 14th street for the past twenty years. Previous to engaging in the mercantile business, he had been employed at the Cappon & Bersch Leather Co. for seventeen years.

He lost his wife after a short illness on Oct. 19, 1917. This loss he felt so keenly that he did not take an active part in the business for the last four and a half months and there is no doubt but that his grief over this loss hastened his death.

For many years he had been a prominent member of the Fourth Reformed church of this city. He was a man of quiet disposition and was fair and square in all his business dealings.

He is survived by two daughters and three sons. Two of the sons, Richard and John, Jr., will continue the business under the same name at the old stand.

He had many friends among the salesmen and leaves many friends in this vicinity.

National Wholesale Grocers Oppose Trade Acceptances.

At the recent conference of the executive committee of the National Wholesale Grocers' Association, at Atlantic City, the following resolution regarding trade acceptances was unanimously adopted:

Whereas—At the present time there is an active propaganda to encourage the general use of the trade acceptance;

Whereas—We appreciate the advantages of the trade acceptance to certain lines of business and its general

desirability from a banking standpoint;

Whereas—The wholesale grocery business has advanced to the point where it is conducted on a short term basis;

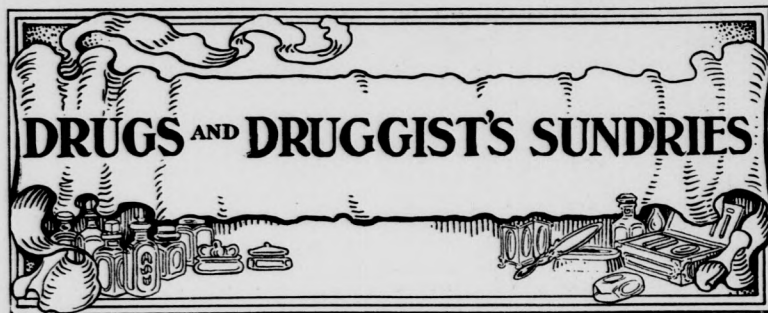
Whereas—The adoption of the trade acceptance in the grocery trade would have a tendency to lengthen terms and increase credit risks; therefore be it

Resolved—By the Executive Committee of the National Wholesale Grocers' Association of the United States, that the general adoption of the trade acceptance in the grocery trade under prevailing grocery trade conditions would really be a step backward.

The creation of new decorations seems a necessary concomitant of every new war, as the order issued by Secretary Baker once more proves. At the beginning of the present conflict the Entente countries, with exception of Russia, lagged far behind the Central Powers in the number of war-medals, crosses, and ribbons they awarded. Since the summer of 1914 France and England have been forced to increase the number of these decorations; but even so have kept far behind a similar German and Austrian increase. Now our authorities find themselves compelled to follow in the footsteps of our Allies. Human nature seems much the same everywhere; the French and Anglo-Saxon theory, however, is that a man does not fight well for the sake of attaining decoration, but that the decoration is merely acknowledgment, after the fact, of duty well done. In Germany it is the aim of everybody to have as long and multi-colored a bar of ribbon across his breast as possible. The scheming and wire-pulling that goes on to obtain this sort of distinction is unbelievable, a side to war decorations which will, one hopes, not be developed by our army.

From lakes and seashore resorts, from Hawaii and the White Mountains, comes a wail over the Government abolition of the "literary bureaus" of the railway systems. No more of the multichrome folders, with crystal mountains, emerald lakes, and golden landscapes. No more alluring photographs mounted over a still more alluring text! An actual holiday is often a prosaic affair. But what joy compares with mulling over piles of resort advertisements, each dealing with a perfect paradise? Where is there a style like that of the railways' literary agents? Often they are weak in grammar, but like Ruskin they are not afraid of wild adjectives and word-pictures. One can only hope that the folders on hand will last out this season, and that the war will end in time to renew a glowing succession.

John Kellogg, who has manufactured evaporated apples at Lowell for the past twenty years and vinegar for the past five years, has engaged in the grocery business at Lowell and also at 423 South Division street, Grand Rapids. Both stocks were furnished by the National Grocer Co.



Would Sell Nothing Except Filled Prescriptions.

New York torpedoed its one and only strictly ethical drug store two weeks ago.

With the red pennant of the god Terminus floating from its door and the mournful dirge of the auctioneer chanting the last rites for the dead, Avernus gathered it in.

For more than one year the store which was called by its owners "The Ethical Drug Store" buffeted hostile gales and winds in a vain and hopeless attempt to prove that a store dedicated to the highest ideals of pharmacy, without toilet articles, soda counter, cigars, candy, stationery, or any of the dozen other trade-drawing side lines of the modern pharmacy, would appeal to enough physicians and laymen to make a profitable place for itself in the scheme of things.

To demonstrate their confidence in their plan, its promoters rented a store in a fashionable apartment house at the northeast corner of 88th street and Broadway, in the heart of the highbrow section of the city.

Everything was finished in the richest of white enamel. As you entered the store it was like entering the foyer of a swell apartment house instead of a store. There were no side counters such as you ordinarily see in a store. Back in the rear, stretching partly across the width of the store was a prescription desk or counter, with pharmaceutical scales, about fifteen feet wide.

In the front, a rug nestled cosily on the mosaic stone flooring. Toward the window was a long mahogany settee with a number of mahogany chairs on which customers might rest, while waiting for prescriptions to be filled. A little way off from the settee stood a handsome mahogany table, which was covered with plate glass and filled with popular reading matter.

Along the side walls were shelves neatly arranged, as they used to be in the old-fashioned apothecary shop, with imposing looking bottles of tinctures, elixirs, and other pharmaceuticals, crude drugs, etc.

At one end was a silent salesman, glass enameled wall case, extending from the floor to the ceiling. This was filled with pharmaceutical specialties in the package form, such as are prescribed by physicians.

In the whole place there was not a patent, a home remedy, a perfume, a face powder, a dentifrice, a tooth brush, a piece of soap, a piece of stationery, candy, or a cigar—not a thing such as you see in any regular drug store—except what a doctor may prescribe.

An atmosphere of cryptic quiet and dignity pervaded the place.

The windows were different, too. From the top of them hung a pair of short French curtains, two to three feet deep. On the floor of the window rested a copy of the Pharmacopeia, a mortar and a pestle. These never changed.

Divers men and women, who could not tell a Pharmacopeia from Gabriel's Good Book, believing the shop an up-to-date book store, took their prescriptions across the street to the drug store of P. M. Everts.

Men who hew strange paths should set up familiar road signs if they expect them to be traveled.

Only a few in a million have the spirit of the explorer; the herd sticks close to the beaten path.

With the opening of the store, its promoters began a systematic canvass of physicians for a mile or two around.

This was followed up at regular intervals with beautifully printed circulars emphasizing the fact that the store handled only physicians' prescriptions and sold no self medicants of any kind. For ethical reasons the active support of all physicians was asked. Physicians who failed to send the store prescriptions, were sent special letters at regular intervals, re-emphasizing its superior advantages and expressing surprise that they had not availed themselves of them. Some of the doctors, it is said, did not like this jacking up.

If the physicians didn't turn hand-springs to jimmy customers into the Ethical Store, the same cannot be said for the Ethical Store, in its effort to jimmy customers into the office of physicians. No drug store ever played a squarer game with the medical profession. From sun-up to "Taps" it sang only one song, played only one tune and preached only one sermon—the doctor.

If a customer asked for castor oil, quinine, or any one of the hundred odd items needed from time to time to relieve some simple ill, the Ethical Store refused to sell it to him.

"Better see your doctor and get him to give you a prescription for the trouble," was the invariable advice.

If the customer couldn't see the war-time economy of blowing himself to \$2.00 worth of advice to get a 10 cent cathartic, the clerk politely suggested that the customer go to P. M. Everts' store on the corner opposite, where the desired purchase could be obtained.

This without thought of the fact that Everts was a live competitor, who in addition to all the customary side lines of the modern drug store,

NOW is the Time to Buy Seasonable Goods

ARSENATE OF LEAD
PARIS GREEN
TUBER TONIC
ARSENIC COMPOUNDS
BLUE VITRIOL
SULPHUR
COLORED PAINTS
WHITE LEAD
LINSEED OIL
TURPENTINE, Etc.

During the season of 1917, there was a time when the manufacturers and wholesalers could not fill their orders for Insecticides, on account of an unusual demand which was prompted by state and government officials.

The federal government has recently called for a report from all of the manufacturers and wholesalers of Insecticides, and the government states clearly that they must know upon what parties they can rely for the proper distribution of Insecticides at the right time during the coming season.

A word to the wise is sufficient and we would advise that the retailers buy Insecticides early because we may be called upon later to distribute the same according to the command and direction of the federal government.

This message is to our customers and we trust will be thoroughly considered.

Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



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

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

maintains a high-class prescription department that has long enjoyed the confidence of the best physicians of the neighborhood.

It takes a stoic nature to stand by complacently while expenses pile up and deliberately turn away breakfast money from the door with a smile. Yet that's just what the Ethical Store did—turned away thousands of dollars—for a principle it believed to be right.

A hungry man who can send chicken pot pies to his prosperous neighbor without the bat of an eye lash, for the love of a dogma, has a heart of oak and the fire of which martyrs are made.

The Ethical Store went even further than this. So ethically orthodox was its policy that not even customers who brought prescriptions to be filled could buy a bottle of citrate of magnesia supplementary to their prescriptions, unless they stated that the physician who gave the prescription had ordered the magnesia. In each case a regular prescription blank with the name of the physician ordering the accompanying prescription was attached to the magnesia bottle. If the customer stated that the doctor had not ordered the magnesia, it would not be sold.

After nine months of rigid adherence to this policy, the store modified

its rule last May and introduced dentifrices and a few other standard toilet preparations, like perfumes, face powders, etc. But until the last shot was fired, it refused to sell self medicants and plugged the doctor's game for prescriptions. Even its Swan Song, as the good ship began to creak in its bones and grow soggy, was a plea for the business of the physician.

It was a heartbreaking task. The doctors did not and would not support it. To the public it was like a strange cult to which its heart could not warm or imagination quicken.

Convinced of the futility of raising strawberries in a turnip patch, the man with the red flag was sent for, the lid screwed on the casket and the remains carried away.

And for years to come good men will lay violets, sweet myrtle and hollyhocks on the grave of an idea that was ethically correct, but commercially dead wrong.

The Farmers Buy of Him.

Signs on the windows of a city drug store in a farming community call for farm hands to work on the farms near by. Several men a week are placed by this amateur free employment agency. And when a farmer has obtained a much needed "hired man" through the druggist's courtesy, it's not hard to tell where he will buy his drugs afterward.

WHOLESALE DRUG PRICE CURRENT

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

Acids	Boric (Powd.) .. 18@ 25	Boric (Xtal) .. 78@ 81	Carbolic .. 34@ 1 00	Citric .. 34@ 1 00	Muriatic .. 3 1/2@ 5	Nitric .. 10 3/4@ 15	Oxalic .. 60@ 70	Sulphuric .. 3 1/2@ 5	Tartaric .. 1 05@ 1 10																																																																							
Ammonia	Water, 26 deg. ... 20@ 27	Water, 18 deg. ... 13@ 20	Water, 14 deg. ... 11 1/2@ 20	Carbonate .. 16 @ 20	Chloride .. 30 @ 35																																																																											
Balsams	Copaiba .. 1 40@ 1 65	Fir (Canada) .. 1 25@ 1 50	Fir (Oregon) .. 40@ 50	Peru .. 5 25@ 5 50	Tolu .. 1 75@ 2 00																																																																											
Barks	Cassia (ordinary) 25@ 30	Cassia (Saijon) 90@ 1 00	Elm (powd. 35c) 30@ 35	Sassafras (pow. 35c) @ 30	Soap Cut (powd.) 35c .. 23@ 25																																																																											
Berries	Cubeb .. 1 60@ 1 70	Fish .. 20@ 25	Juniper .. 9@ 15	Prickly Ash .. @ 30																																																																												
Extracts	Licorice .. 60@ 65	Licorice powdered 85@ 90																																																																														
Flowers	Arnica .. 2 25@ 2 50	Chamomile (Ger.) 75@ 1 00	Chamomile Rom. 2 00@ 2 20																																																																													
Gums	Acacia, 1st .. 75@ 80	Acacia, 2nd .. 65@ 75	Acacia, Sorts .. 40@ 50	Acacia, powdered 60@ 70	Aloes (Barb. Pow) 30@ 40	Aloes (Cape Pow) 25@ 30	Aloes (Soc. Pow. 70 @ 60	Asafoetida, .. @ 2 25																																																																								
Asafoetida, Powd.	Pure .. @ 2 50	Camphor .. 1 18@ 1 25	Guaiac .. @ 75	Guaiac, powdered @ 80	Kino .. 70@ 75	Kino, powdered .. 75@ 80	Myrrh .. @ 65	Myrrh, powdered @ 70	Opium .. 37 00@ 37 50	Opium, powd. 38 00@ 38 50	Opium, gran. 38 00@ 38 50	Shellac .. 75@ 85	Shellac, Bleached 85@ 90	Tragacanth .. 2 50@ 3 00	Tragacanth powder 2 50	Turpentine .. 15@ 20																																																																
Insecticides	Arsenic .. 23@ 30	Blue Vitriol, bbl. @ 11 1/2	Blue Vitriol, less 12 1/2@ 20	Bordeaux Mix Dry 20@ 25	Hellebore, White powdered .. 38@ 45	Insect Powder .. 40@ 60	Lead, Arsenate Po. 34@ 44	Lime and Sulphur Solution, gal. .. 20@ 35	Paris Green .. 48 1/2@ 54 1/2																																																																							
Ice Cream	Piper Ice Cream Co., Kalamazoo	Bulk Vanilla .. 80	Bulk Special Flavored 90	Brick, Plain .. 25	Brick, Fancy .. 30																																																																											
Leaves	Buchu .. 1 75@ 1 85	Buchu, powd'r'd 1 85@ 2 00	Sage, bulk .. 67@ 70	Sage, 1/4 loose .. 72@ 78	Sage, powdered .. 55@ 60	Senna, Alex .. 90@ 1 00	Senna, Tinn. 40@ 45	Senna, Tinn. pow. 50@ 55	Uva Ursi .. 18@ 20																																																																							
Oils	Almonds, Bitter, true .. 15 00@ 16 00	Almonds, Bitter, artificial .. 7 00@ 7 20	Almonds, Sweet, true .. 1 35@ 1 60	Almonds, Sweet, imitation .. 65@ 75	Amber, crude .. 2 00@ 2 25	Amber, rectified 2 50@ 2 75	Anise .. 2 00@ 2 25	Bergamont .. 8 00@ 8 25	Cajeput .. 1 35@ 1 60	Cassia .. 3 00@ 3 25	Castor .. 3 30@ 3 43	Cedar Leaf .. 1 75@ 2 00	Citronella .. 1 00@ 1 25	Cloves .. 4 50@ 4 75	Cocunut .. 40@ 50	Cod Liver .. 5 35@ 5 50	Cotton Seed .. 2 00@ 2 10	Croton .. 2 00@ 2 25																																																														
Alkanet .. 2 00@ 2 10	Blood, powdered 30@ 35	Calamus .. 50@ 55	Calampane, pwd. 1 00@ 20	Camphor .. 25@ 30	Caraway .. 35@ 40	Celery (Powd. 50) 38@ 45	Coriander .. 36@ 45	Dill .. 30@ 35	Fennel .. 90@ 1 00	Flax .. 9 1/2@ 14	Flax, ground .. 9 1/2@ 14	Foenugreek pow. 19@ 25	Hemp .. 8 1/2@ 12	Lobelia .. 40@ 50	Mustard, yellow 20@ 25	Mustard, black 25@ 30	Mustard, powd. 28@ 35	Poppy .. @ 1 00	Quince .. @ 1 25	Rape .. 15@ 20	Sabadilla .. @ 35	Sabadilla, powd. 35@ 45	Sunflower .. 8 1/2@ 12	Worm American .. @ 25	Worm Levant .. 1 00@ 1 10																																																							
Potassium	Bicarbonate .. 1 90@ 2 00	Bichromate .. 60@ 70	Bromide .. 1 80@ 2 10	Carbonate .. 1 85@ 2 00	Chlorate, gran'r 95@ 1 00	Chlorate, xtal or powd. .. 70@ 75	Cyanide .. 70@ 90	Iodide .. 4 59@ 4 66	Permanganate 5 50@ 5 60	Prussiate, yellow @ 1 75	Prussiate, red .. 3 75@ 4 00	Sulphate .. @ 90																																																																				
Roots	Alkanet .. 2 00@ 2 10	Blood, powdered 30@ 35	Calamus .. 50@ 55	Calampane, pwd. 1 00@ 20	Gentian, powd. 25@ 30	Ginger, African, powdered .. 20@ 25	Ginger, Jamaica .. 30@ 35	Ginger, Jamaica, powdered .. 22@ 30	Goldenseal pow. 8 00@ 8 20	Ipecac, powd. ... 4 00@ 4 25	Licorice .. 35@ 40	Licorice, powd. .. 30@ 40	Orris, powdered 35@ 40	Poke, powdered 20@ 25	Rhubarb .. 75@ 1 25	Rhubarb, powd. 75@ 1 25	Rosinweed, powd. 25@ 30	Sarsaparilla, Hond. ground .. 75@ 80	Sarsaparilla Mexican, ground .. 65@ 70	Squills .. 35@ 40	Squills, powdered 45@ 65	Tumeric, powd. .. 13@ 20	Valerian, powd. .. @ 1 00																																																									
Seeds	Anise .. 42@ 45	Anise, powdered 47@ 50	Bird, Is .. 13@ 19	Canary .. 15@ 20	Caraway .. 35@ 40	Cardamon .. 1 80@ 2 00	Celery (Powd. 50) 38@ 45	Coriander .. 36@ 45	Dill .. 30@ 35	Fennel .. 90@ 1 00	Flax .. 9 1/2@ 14	Flax, ground .. 9 1/2@ 14	Foenugreek pow. 19@ 25	Hemp .. 8 1/2@ 12	Lobelia .. 40@ 50	Mustard, yellow 20@ 25	Mustard, black 25@ 30	Mustard, powd. 28@ 35	Poppy .. @ 1 00	Quince .. @ 1 25	Rape .. 15@ 20	Sabadilla .. @ 35	Sabadilla, powd. 35@ 45	Sunflower .. 8 1/2@ 12	Worm American .. @ 25	Worm Levant .. 1 00@ 1 10																																																						
Tinctures	Aconite .. @ 1 65	Aloes .. @ 1 35	Arnica .. @ 3 15	Asafoetida .. @ 4 40	Belladonna .. @ 2 85	Benzoin .. @ 2 50	Benzoin Compo'd .. @ 3 80	Buchu .. @ 2 40	Cantharides .. @ 3 90	Capsicum .. @ 2 15	Cardamon .. @ 2 10	Cardamon, Comp. @ 1 60	Catechu .. @ 1 60	Cinchona .. @ 2 35	Colchicum .. @ 2 40	Cubeb .. @ 2 35	Digitalis .. @ 1 90	Gentian .. @ 1 50	Ginger .. @ 2 50	Guaiac .. @ 1 90	Guaiac, Ammon. @ 1 80	Iodine .. @ 1 80	Iodine, Colorless @ 1 75	Iron, clo. .. @ 1 60	Kino .. @ 1 65	Myrrh .. @ 2 50	Nux Vomica .. @ 1 75	Opium .. @ 9 50	Opium, Camph. @ 1 80	Opium, Deodor'd .. @ 9 50	Rhubarb .. @ 1 65																																																	
Paints	Lead, red dry .. 11 1/2@ 12 1/4	Lead, white dry 11 1/2@ 12	Lead, white oil 11 1/2@ 12	Ochre, yellow bbl. @ 1 1/2	Ochre, yellow less 2 @ 5	Putty .. 3 1/2@ 5	Red Venet'n bbl. 1 1/2@ 5	Red Venet'n less 2 @ 5	Vermillion, Amer. 25@ 30	Whiting, bbl. .. @ 3	Whiting .. 3 1/2@ 6	L. H. P. Prepd. 2 25@ 2 50																																																																				
Miscellaneous	Acetanalid .. 1 10@ 1 20	Alum .. 12@ 15	Alum, powdered and ground .. 14@ 17	Bismuth, Subnitrate .. 3 60@ 3 70	Borax xtal or powdered .. 10@ 15	Cantharides po 2 00@ 6 50	Calomel .. 2 56@ 2 60	Capsicum .. 35@ 40	Carmine .. 6 50@ 7 00	Cassia Buds .. @ 40	Cloves .. 77@ 85	Chalk Prepared .. 12@ 15	Chalk Precipitated 10@ 15	Chloroform .. 90@ 97	Chloral Hydrate 1 92@ 2 12	Cocaine .. 11 75@ 12 30	Cocoa Butter .. 50@ 60	Corks, list, less 55%	Copperas, bbls. @ 2 1/4	Copperas, less .. 2 1/2@ 7	Copperas, powd. .. 4 @ 10	Corrosive Sublim. 2 30@ 2 40	Cream Tartar .. 68@ 75	Cuttlebone .. 65@ 70	Dextrine .. 10 @ 15	Dover's Powder 5 75@ 6 00	Emery, All Nos. 10@ 15	Emery, Powdered 8 @ 10	Epsom Salts, bbls. @ 4 1/2	Epsom Salts, less 5 @ 8	Ergot .. 1 25@ 1 50	Ergot, powdered 2 75@ 3 00	Flake White .. 15 @ 20	Formaldehyde, lb. 25@ 30	Gelatine .. 1 75@ 1 90	Glassware, full cs. 58%	Glassware, less 50%	Glauber Salts, bbl. @ 2 1/2	Glauber Salts, less 3 1/2@ 7	Glue, Brown .. 25@ 36	Glue, Brown Grd. 25@ 35	Glue, White .. 30@ 35	Glue, White Grd. 30@ 35	Glycerine .. 78 @ 95	Hops .. 60@ 75	Iodine .. 5 60@ 5 90	Iodoform .. 6 59@ 6 74	Lead, Acetate .. 21 @ 25	Lycodium .. 2 75@ 3 00	Mace .. 85 @ 90	Mace, powdered .. 95 @ 1 00	Menthol .. 4 25@ 4 50	Morphine .. 16 60@ 17 00	Nux Vomica .. 22 1/2@ 30	Nux Vomica, pow. @ 20	Pepper, black pow. 35 @ 40	Pepper, white .. @ 45	Pitch, Burgundy .. @ 15	Quassia .. 12 @ 15	Quinine .. 1 00@ 1 05	Rochelle Salts .. 48 @ 55	Saccharine, oz. .. @ 1 30	Salt Peter .. 36 @ 45	Seidlitz Mixture .. 41 @ 45	Soap, green .. 20 @ 30	Soap mott castile 22 1/2@ 35	Soap, white castile case .. @ 24 50	Soap, white castile less, per bar .. @ 2 55	Soda Ash .. 5 1/2@ 7	Soda Bicarbonate 3 1/2@ 10	Soda, Sal .. 2 @ 5	Spirits Camphor .. @ 1 25	Sulphur, roll .. 4 1/2@ 10	Sulphur, Subl. .. 5 @ 10	Tamarinds .. 15 @ 20	Tartar Emetic .. @ 30	Turpentine, Ven. 50 @ 4 75	Vanilla Ex. pure 1 50@ 2 00	Witch Hazel .. 1 35@ 1 75	Zinc Sulphate .. 10 @ 15

Grand Rapids Calendar Co.

PUBLISHERS

WEATHER CHARTS, MARKET BASKET and BANK CALENDARS

We also carry an extensive line of Wall Pockets, DeLuxe, Art Calendars and Advertising Specialties

Order Now Territory Open for Salesmen

GRAND RAPIDS CALENDAR CO.

572-584 SO. DIVISION AVE. - GRAND RAPIDS, MICHIGAN



Put on the Bevo Glasses when you set the table for the bite you've prepared for the guests of the evening. As a suggestion for a dainty lunch: Cream cheese and chopped olive sandwiches (on brown bread), Dill pickles, Shrimp salad, Ice cold Bevo.

Itself a nutritive drink, Bevo makes an appetizing and delightful addition to any meal—hot or cold, light or heavy.

Bevo—the all-year-round soft drink.

Sold in bottles only and bottled exclusively by ANHEUSER-BUSCH—ST. LOUIS



GROCERY PRICE CURRENT

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

Table with columns for 'ADVANCED' and 'DECLINED' categories. Includes items like Holland Rusk, Ammonia, Axle Grease, Baked Beans, Bath Brick, Bluing, Breakfast Foods, Brooms, Brushes, Butter Color, Candles, Canned Goods, Beans, Blueberries, Clams, Corn, French Peas, Hominy, Lobster, Mackerel, Mustard, Oysters, Peaches, Plums, Raisins, Raspberries, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Tuna, Catsup, Cheese, Chewing Gum, Chocolate, Clothes Line, Galvanized Wire, Cocoa, Coconut, Coffees Roasted, Maracalbo, Mexican, Guatemala.

Table with columns for 'Private Growth', 'Mandling', 'Aukola', 'Mocha', 'Short Bean', 'Long Bean', 'H. L. O. G.', 'Bogota', 'Fair', 'Fancy', 'Exchange Market, Steady', 'Spot Market, Strong', 'Package', 'New York Basis', 'Arbuckle', 'McLaughlin's XXXX', 'McLaughlin's XXXX', 'package coffee is sold to retailers only', 'Mall all orders direct to W. F. McLaughlin & Co., Chicago.', 'Extracts', 'CONDENSED MILK', 'Carnation, Tall', 'Carnation, Baby', 'Hebe, Tall', 'Hebe, Baby', 'Pet, Tall', 'Pet, Baby', 'Van Camp, Tall', 'Van Camp, Baby', 'CONFECTIONERY', 'Stick Candy', 'Horehound', 'Standard', 'Jumbo', 'Big Stick', 'Boston Sugar Stick', 'Mixed Candy', 'Broken', 'Cut Leaf', 'French Cream', 'Grocers', 'Kindergarten', 'Leader', 'Monarch', 'Novelty', 'Paris Creams', 'Premio Creams', 'Royal', 'Special', 'X L O', 'Specialties', 'Auto Kisses (baskets)', 'Bonnie Butter Bites', 'Butter Cream Corn', 'Caramel Bon Bons', 'Caramel Croquettes', 'Cocoanut Waffles', 'Coffy Toffy', 'National Mints 7 lb tin', 'Fudge, Walnut', 'Fudge, Choc. Peanut', 'Fudge, White Center', 'Fudge, Cherry', 'Fudge, Cocoanut', 'Honeysuckle Candy', 'Iced Maroons', 'Iced Orange Jellies', 'Italian Bon Bons', 'AA Licorice Drops', 'Lozenges, Pep.', 'Lozenges, Pink', 'Manchus', 'Molasses Kisses', 'Nut Butter Puffs', 'Star Patties, Asst.', 'Chocolates', 'Assorted Choc.', 'Amazon Caramels', 'Champion', 'Choc. Chips, Eureka', 'Eclipse, Assorted', 'Klondike Chocolates', 'Nabobs', 'Nibble Sticks, box', 'Nut Wafers', 'Ocoro Choc Caramels', 'Peanut Clusters', 'Quintette', 'Regina', 'Star Chocolates', 'Pop Corn Goods', 'Cracker-Jack Prize', 'Checkers Prize', 'Cough Drops', 'Putnam Menthol', 'Smith Bros.', 'COOKING COMPOUNDS', 'Crisco', 'Mazola', '5 1/2 oz. bottles, 2 doz.', 'Pints, tin, 2 doz.', 'Quarts, tin, 1 doz.', '1/2 gal. tins, 1 doz.', 'Gal. tins, 1/2 doz.', '5 Gal. tins, 1-6 doz.', 'NUTS—Whole', 'Almonds, Tarragona', 'Almonds, California', 'soft shell Drake', 'Brazilia', 'Filberts', 'Cal. No. 1 S. S.', 'Walnuts, Naples', 'Walnuts, Grenoble', 'Table nuts, fancy', 'Pecans, Large', 'Pecans, Ex. Large', 'Shelled', 'No. 1 Spanish Shelled', 'Peanuts', 'Ex. L. Va. Shelled', 'Peanuts', 'Peanut Halves', 'Walnut Halves', 'Filbert Meats', 'Almonds', 'Jordan Almonds', 'FLAVORING EXTRACTS', 'Jennings D C Brand', 'Pure Vanilla', 'Terpenless', 'Pure Lemon', 'Per Doz.', '7 Dram 15 Cent', '1 1/2 Ounce 20 Cent', '2 Ounce 30 Cent', '2 1/2 Ounce 35 Cent', '2 3/4 Ounce 40 Cent', '3 Ounce 55 Cent', '4 Ounce 90 Cent', '7 Dram Assorted', '1 1/2 Ounce Assorted', 'FLOUR AND FEED', 'Grand Rapids Grain & Milling Co.', 'Winter Wheat', 'Purity Patent', 'Fancy Spring', 'Wizard Graham', 'Wizard, Gran. Meal', 'Wizard Buckw't cwt.', 'Rye', 'Kaw's Best', 'Valley City Milling Co.', 'Lily White', 'Graham', 'Granena Health', 'Gran. Meal', 'Bolted Meal', 'Watson-Higgins Milling Co.', 'New Perfection', 'Worden Grocer Co.', 'Quaker, 1/2 s cloth', 'Quaker, 1/2 s cloth', 'Quaker, 1/2 s cloth', 'Quaker, 1/2 s paper', 'Quaker, 1/2 s paper', 'Kansas Hard Wheat', 'Worden Grocer Co.', 'American Eagle, 1/2 s', 'American Eagle, 1/2 s', 'American Eagle, 1/2 s', 'Spring Wheat', 'Worden Grocer Co.', 'Wingold, 1/2 s cloth Sold Out', 'Wingold, 1/2 s cloth Sold Out', 'Wingold, 1/2 s cloth Sold Out', 'Meal', 'Bolted', 'Golden Granulated', 'Wheat', 'Red', 'White', 'Oats', 'Michigan carlots', 'Less than carlots', 'Corn', 'Carlots', 'Less than carlots', 'Hay', 'Carlots', 'Less than carlots', 'Feed', 'Street Car Feed', 'No. 1 Corn & Oat Fd', 'Cracked Corn', 'Coarse Corn Meal', 'FRUIT JARS', 'Mason, pts., per gro.', 'Mason, qts., per gro.', 'Mason, 1/2 gal. per gr.', 'Mason, can tops, gro.', 'GELATINE', 'Cox's, 1 doz. large', 'Cox's, 1 doz. small', 'Knox's Sparkling, doz.', 'Knox's Sparkling, gr.', 'Knox's Acidu'd doz.', 'Minute, 1 doz.', 'Minute, 3 doz.', 'Nelson's', 'Oxford', 'Plymouth Rock, Phos.', 'Plymouth Rock, Plain', 'Waukesha', 'GRAIN BAGS', 'Broad Gauge, 12 oz.', 'Climax, 14 oz.', 'Stark, A, 16 oz.', 'HERBS', 'Sage', 'Hops', 'Laurel Leaves', 'Senna Leaves', 'HIDES AND PELTS', 'Hides', 'Green, No. 1', 'Green No. 2', 'Cured, No. 1', 'Cured, No. 2', 'Calfskin, green, No. 1', 'Calfskin, green, No. 2', 'Calfskin, cured, No. 1', 'Calfskin, cured, No. 2', 'Horse, No. 1', 'Horse, No. 2', 'Pelts', 'Old Wool', 'Lambs', 'Shearlings', 'Tallow', 'Prime', 'No. 1', 'No. 2'

Wool, Unwashed, med. @60; Unwashed, fine @55; FURS, Coon, large 4 00; Coon, medium 2 50; Mink, large 6 00; Mink, medium 4 00; Muskrats, winter 65; Muskrats, fall 45; Muskrats, small fall 30; Muskrats, kitts 10; Skunk, No. 1 4 50; Skunk, No. 2 3 25; Skunk, No. 3 2 00; Skunk, No. 4 1 00

HONEY, A. G. Woodman's Brand, 7 oz., per doz. @40; 20 oz., per doz. @50; HORSE RADISH, Per doz. @90; JELLY, 5 lb. pails, per doz. @1 45; 15 lb. pails, per pail @1 45; 30 lb. pails, per pail @2 65; Jiffy-Jell, Straight or Assorted, Per doz. @1 15; Per case, per 4 doz. @4 60; Eight Flavors: Raspberry, Strawberry, Cherry, Lemon, Orange, Lime, Pineapple, Mint

JELLY GLASSES, 15 lb. pails, per pail @1 45; 30 lb. pails, per pail @2 65; 8 oz. capped in bbls., per doz. @34; MAPLEINE, 2 oz. bottles, per doz. @3 00; 1 oz. bottles, per doz. @1 75; 16 oz. bottles, per dz. @16 50; 32 oz. bottles, per dz. @30 00; MINCE MEAT, Per case @3 75

MOLASSES, New Orleans, Fancy Open Kettle @66; Choice @58; Good @50; Stock @40; Half barrels 5c extra; Red Hen, No. 2 @2 50; Red Hen, No. 2 1/2 @3 00; Red Hen, No. 5 @3 25; Red Hen, No. 10 @2 60; Uncle Ben, No. 2 @2 50; Uncle Ben, No. 2 1/2 @3 00; Uncle Ben, No. 5 @3 25; Uncle Ben, No. 10 @2 60; Ginger Cake, No. 2 @3 25; Ginger Cake, No. 2 1/2 @3 10; Ginger Cake, No. 5 @3 10; O. L. Open Kettle, No. 2 1/2 @5 25; MUSTARD, 1/2 lb. 6 lb. box @16

OLIVES, Bulk, 1 gal. kegs 1 20 @1 30; Bulk, 2 gal. kegs 1 15 @1 25; Bulk, 5 gal. kegs 1 05 @1 15; Stuffed, 5 oz. @1 10; Stuffed, 1/2 doz. @1 15; Stuffed, 10 oz. @2 50; Pitted (not stuffed), 14 oz. @2 50; Manzanilla, 8 oz. @1 10; Lunch, 10 oz. @1 50; Lunch, 16 oz. @2 60; Queen, Mammoth, 19 oz. @5 00; Queen, Mammoth, 28 oz. @6 25; Olive Chow, 2 doz. cs. per doz. @2 25

PEANUT BUTTER, Bel-Car-Mo Brand, 6 oz. 1 doz. in case @2 90; 12 oz. 1 doz. in case @2 50; 12 lb. pails @5 50; 5 lb. pails, 6 in. crates @7 00; 10 lb. pails @2 14; 15 lb. pails @2 1; 25 lb. pails @2 0 1/2; 50 lb. tins @2 0 1/2

PETROLEUM PRODUCTS, Iron Barrels, Perfection @11; Red Crown Gasoline @21.5; Gas Machine Gasoline @37.9; V M & P Naphtha @21; Capitol Cylinder, Iron Bbls. @37.9; Atlantic Red Engine, Iron Bbls. @23.9; Winter Black, Iron Bbls. @13.4; Polarine, Iron Bbls. @40.9

PICKLES, Medium, Barrels, 1,200 count @12 00; Half bbls., 600 count @6 50; 5 gallon kegs @2 60; Small, Barrels @14 00; Half barrels @7 50; 5 gallon kegs @2 80; Gherkins, Barrels @25 00; Half barrels @13 00; 5 gallon kegs @4 50; Sweet Small, Barrels @24 00; 5 gallon kegs @4 20; Half barrels @12 50

PIPES, Clay, No. 216, per box @80; Clay, T. D. full count @25; Cob, 3 doz. in box @1 25; PLAYING CARDS, No. 90 Steamboat @2 25; No. 808, Bicycle @3 50; Pennant @3 25

POTASH, Babbitt's, 2 doz. @1 90; PROVISIONS, Barreled Pork, Clear Back @52 00 @53 00; Short Cut Ctr @50 00 @51 00; Bean @47 00 @48 00; Brisket, Clear @55 00 @56 00; Pig @35 00; Dry Salt Meats, S P Bellies @32 00 @33 00

Lard, Pure in tierces @29 1/4 @30; Compound Lard @24 1/4; 80 lb. tubs @advance 1/4; 60 lb. tubs @advance 1/4; 50 lb. tubs @advance 1/4; 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. @28 @29; Hams, 16-18 lb. @27 @28; Hams, 18-20 lb. @26 @27; Ham, dried beef @29 @30; California Hams @23 @23 1/2; Hams Boiled @31 @32; Boiled Hams @41 @42; Minced Hams @20 @21; Bacon @37 @42

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, 1/2 bbls. @1 75; 1/4 bbls., 40 lbs. @3 40; 1/2 bbls. @9 00; 1 bbl. @16 00

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

Uncolored Oleomargarine, Solid Dairy @23 @26; Country Rolls @23 @29; Canned Meats, Corned Beef, 2 lb. @6 50; Corned Beef, 1 lb. @3 75; Roast Beef, 2 lb. @6 50; Roast Beef, 1 lb. @3 75; Potted Meat, Ham, Flavor, 1/2 @55; Potted Meat, Ham, Flavor, 1/4 @95; Deviled Meat, Ham, Flavor, 1/2 @52; Deviled Meat, Ham, Flavor, 1/4 @1 00; Potted Tongue, 1/2 @1 55; Potted Tongue, 1/4 @1 00

RICE, Fancy @8 1/4 @8 3/4; Blue Rose @7 @7 1/4; Broken @7 @7 1/4

ROLLED OATS, Monarch, bbls. @11 50; Rolled Avena, bbls. @12 00; Steel Cut, 100 lb. sks. @6 00; Monarch, 90 lb. sks. @1 75; Quaker, 18 Regular @1 75; Quaker, 20 Family @5 60

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 @3 15; Arm and Hammer @3 15; Wyandotte, 100 1/2 @3 00

SAL SODA, Granulated, bbls. @1 80; Granulated, 100 lbs. cs. @1 90; Granulated, 36 pkgs. @1 80

SALT, Diamond Crystal, 150 2 lb. sacks @5 75; 75 4 lb. sacks @5 50; 24 12 lb. sacks @4 75; 280 lb. bulk butter @3 37; 280 lb. bulk cheese @3 37; 28 lb. cotton sk. butter @40; 56 lb. linen sk. butter @85; 24 2 lbs. Shaker @1 70; D. C. Table, 24 4 lbs. @1 30; D. C. Cooking, 24 4 lbs. @1 70; D. C. Meat, 35 lb. bags @48; D. C. Meat, 70 lb. bags @90; D. C. Stock briquettes, 18s @1 30; D. C. Block Stock 50 lb. @42

Solar Rock, 56 lb. sacks @47; Common, Granulated, Fine @2 00; Medium, Fine @2 10

SALT FISH, Cod, Large, whole @12; Small, whole @11 1/2; Strips or bricks @16 @19; Pollock @11

Holland Herring, Standards, bbls. @13 50; Y. M., bbls. @13 50; Standard, kegs @13 50; Y. M. kegs @95

Herring, Full Fat Herring, 350 to 400 count @13 50; Spiced, 8 lb. pails @95

Trout, No. 1, 100 lbs. @7 50; No. 1, 40 lbs. @2 25; No. 1, 10 lbs. @90; No. 1, 8 lbs. @75

Mackerel, Mess, 100 lbs. @22 00; Mess, 50 lbs. @11 65; Mess, 10 lbs. @2 60; Mess, 3 lbs. @2 05; No. 1, 100 lbs. @21 00; No. 1, 50 lbs. @11 10; No. 1, 10 lbs. @2 50

Lake Herring, 8 lbs. @54

SEEDS, Anise @35; Canary, Smyrna @12 1/2; Caraway @75; Cardomon, Malabar @1 20; Celery @45; Hemp, Russian @7 1/2; Mixed Bird @9; Mustard, white @22; Poppy @80; Rape @15

SHOE BLACKING, Handy Box, large 3 dz. @5 50; Handy Box, small @1 25; Bixby's Royal Polish @90; Miller's Crown Polish @90

SNUFF, Swedish Rapee, 5c, 10 for 40 @10; Swedish Rapee, 1 lb. gls @60; Norrkoping, 5c, 10 for @40; Norrkoping, 1 lb. glass @60; Copenhagen, 5c, 10 for @40; Copenhagen, 1 lb. glass @60

SODA, Bi Carb, Kegs @3 1/4

SPICES, Whole Spices, Allspice, Jamaica @9 @10; Allspice, lg. Garden @11; Cloves, Zanzibar @65; Cassia, Canton @20; Cassia, 5c pkg. doz. @35; Ginger, African @15; Ginger, Cochin @20; Mace, Penang @90; Mixed, No. 1 @17; Mixed, No. 2 @16; Mixed, 5c pkgs. dz. @45; Nutmegs, 70-80 @35; Nutmegs, 105-110 @30; Pepper, Black @32; Pepper, White @32; Pepper, Cayenne @22; Paprika, Hungarian @45

Pure Ground In Bulk, Allspice, Jamaica @16; Cloves, Zanzibar @68; Cassia, Canton @32; Ginger, African @24; Mace, Penang @1 00; Nutmegs @36; Pepper, Black @30; Pepper, White @40; Pepper, Cayenne @30; Paprika, Hungarian @45

STARCH, Corn, Kingsford, 40 lbs. @9 1/2; Muzzy, 48 lb. pkgs. @9 1/2

Glass, Argo, 48 5c pkgs. @2 40; Silver Gloss, 16 3/8 @9 1/2; Silver Gloss, 12 6/8 @9 1/2; Muzzy, 48 1/2 lb. packages @9 1/2; 16 3/8 lb. packages @9 1/2; 12 6/8 lb. packages @9 1/2; 50 lb. boxes @6 1/2

SYRUPS, Corn, Barrels @72; Half barrels @75; Blue Karo, No. 1 1/2 @2 60; Blue Karo, No. 2, 2 dz. @3 35; Blue Karo, No. 2 1/2 @4 10; Blue Karo, No. 5, 1 dz. @3 95; Blue Karo, No. 10, 1/2 doz. @3 70; Red Karo, No. 1 1/2 @2 80; Red Karo, No. 2, 2 dz. @3 55; Red Karo, No. 2 1/2 @4 40; Red Karo, No. 5, 1 dz. @4 25; Red Karo, No. 10 1/2 doz. @4 00

Pure Cane, Fair @45; Good @40; Choice @35

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

TEA, Uncolored Japan, Medium @20 @25; Choice @28 @33; Fancy @36 @45; Basket-fired Med'm @28 @30; Basket-fired Choice @35 @37; Basket-fired Fancy @38 @45; No. 1 Nibs @23; Siftings, bulk @14; Siftings, 1 lb. pkgs. @17

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

Young Hyson, Choice @28 @30; Fancy @45 @55

Oolong, Formosa, Medium @25 @26; Formosa, Choice @32 @35; Formosa, Fancy @50 @60

English Breakfast, Congou, Medium @25 @30; Congou, Choice @30 @35; Congou, Fancy @40 @50; Congou, Ex. Fancy @60 @80

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

CIGARS, Peter Dornbos Brands, Dornbos Single @37 00; Blender @37 00; Dornbos, Perfectos @37 00; Dornbos, Bismarck @73 00; Allan D. Grant @65 00; Allan D. @85 00

Johnson Cigar Co.'s Brand, Dutch Masters Club @75 00; Dutch Masters, Ban @75 00; Dutch Masters, Inv. @75 00; Dutch Masters, Pan. @75 00; Dutch Master Grande @72 00; El Portana, small lots @42 50; El Portana, 1,000 lots @41 50; El Portana, 2,500 lots @40 00; Dutch Masters, 5c @40 00; S. C. W. @40 00; Gee Jay @40 00

Wardens Grocer Co. Brands, Boston Straight @37 00; Trans Michigan @37 50; C. P. L. @37 50; Court Royal @43 00; Hornemmer's Champlion @42 50; Iroquois @42 50; La Azora Agreement @38 50; La Azora Bismarck @70 00; Whaleback @37 00; Worden's Hand Made @36 00; B. L. @40 00

TWINE, Cotton, 3 ply @57; Cotton, 4 ply @57; Hemp, 6 ply @84; Wool, 100 lb. bales @18

VINEGAR, White Wine, 40 grain @17; White Wine, 80 grain @22; White Wine, 100 grain @25; Oakland Vinegar & Pickle Co.'s Brands, Highland apple cider @45; Oakland apple cider @45; State Seal sugar @45; Blue Ribbon Corn @45; Oakland white picklg @45; Packages free.

WICKING, No. 0, per gross @55; No. 1, per gross @55; No. 2, per gross @70; No. 3, per gross @1 00

WOODENWARE, Baskets, Bushels @1 50; Bushels, wide band @1 60; Market, drop handle @70; Market, single handle @75; Splint, large @5 75; Splint, medium @5 25; Splint, small @4 75; Willow, Clothes, large @4 75; Willow, Clothes, small @4 75; Willow, Clothes, me'm @4 75

Butter Plates, Ovals, 1/2 lb., 250 in crate @45; 1/2 lb., 250 in crate @45; 1 lb., 250 in crate @50; 2 lb., 250 in crate @55; 3 lb., 250 in crate @70; 5 lb., 250 in crate @90

Wire End, 1 lb., 250 in crate @45; 2 lb., 250 in crate @50; 3 lb., 250 in crate @67; 5 lb., 20 in crate @70

Churns, Barrel, 5 gal., each @2 40; Barrel, 10 gal., each @2 55

Clothes Pins, Round Head, 4 1/2 inch, 5 gross @70; Cartons, No. 24, 24s, bxs. 75

Egg Crates and Fillers, Humpty Dumpty, 12 dz. @20; No. 1 complete @42; No. 2 complete @35; Case, medium, 12 sets @30

Faucets, Cork lined, 3 in. @70; Cork lined, 9 in. @80; Cork lined, 10 in. @90

Mop Sticks, Trojan spring @1 35; Eclipse patent spring @1 35; No. 1 common @1 35; No. 2, pat. brush hold @1 35; Ideal, No. 7 @1 35; 12oz. cotton mop heads @2 75

Pails, 10 qt. Galvanized @3 25; 12 qt. Galvanized @3 75; 14 qt. Galvanized @4 25; Fibre @5 50

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 50; No. 3 Fibre @13 50; Large Galvanized @12 00; Medium Galvanized @10 25; Small Galvanized @9 25

Washboards, Banner, Globe @3 75; Brass, Single @6 75; Glass, Single @4 00; Double Peerless @6 25; Single Peerless @6 50; Northern Queen @4 75; Good Enough @4 65; Universal @5 00

Wood Bowls, 13 in. Butter @1 90; 15 in. Butter @7 00; 17 in. Butter @8 00; 19 in. Butter @11 00

WRAPPING PAPER, Fibre, Manila, white @5; Fibre, Manila, colored @6 1/2; Kraft @6; Butchers' Manila @6; Kraft @8 1/2; Wax Butter, short cnts @20; Parchment Butter, rolls @22

YEAST CAKE, Magic, 3 doz. @1 15; Sunlight, 3 doz. @1 00; Sunlight, 1 1/2 doz. @1 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

SOAP, Lautz Bros. & Co., Acme, 100 cakes @5 00; Big Master, 100 blocks @5 75; Climax @4 60; Queen White @5 00; Oak Leaf @5 00; Queen Anne @5 00; Proctor & Gamble Co., Lenox @4 75; Ivory, 6 oz. @5 90; Ivory, 10 oz. @9 80; Star @4 80; Swift & Company, Swift's Pride @4 75; White Laundry @5 10; Wool, 6 oz. bars @5 15; Wool, 10 oz. bars @7 00

Tradesman Company, Black Hawk, one box @3 75; Black Hawk, five bxs @3 70; Black Hawk, ten bxs @3 65

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.

Scouring Powders, Sapolio, gross lots @9 50; Sapolio, half gr. lots @4 85; Sapolio, single boxes @2 40; Sapolio, hand @2 40; Queen Anne, 30 cans @1 80; Queen Anne, 60 cans @3 60; Snow Maid, 30 cans @1 80; Snow Maid, 60 cans @3 60

Soap Powders, Johnson's Fine, 48 2 @3 25; Johnson's XXX 100 5c @4 40; Rub-No-More @4 50; Nine O'Clock @3 85; Lautz Naphtha, 60s @4 25; Oak Leaf Soap Powder, 24 pkgs. @4 25; Oak Leaf Soap Powder, 100 pkgs. @5 50; Queen Anne Soap Powder, 60 pkgs. @3 00; Old Dutch Cleanser, 100s @3 60

Washing Powders, Snow Boy, 100 pkgs. @5 50; Snow Boy, 60 pkgs. @3 30; Snow Boy, 48 pkgs. @4 30; Snow Boy, 24 pkgs. @4 25; Snow Boy, 20 pkgs. @4 75

SPECIAL Price Current

ARCTIC EVAPORATED MILK, Tall @6 00; Baby @4 25; Manufactured by Grand Ledge Milk Co.

Sold by all jobbers and National Grocer Co., Grand Rapids.

BAKING POWDER, Royal, 10c size @1 00; 1/4 lb. cans @1 46; 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 @28 70



Ryzon, The Perfect Baking Powder, 10c size, 1/4 lbs. 4 doz. @90; 18c size, 1/2 lbs. 2 doz. @1 62; 35c size, 1 lb., 1 doz. @3 15; \$1.50 size, 5 lbs. 1/2 dz. @13 50

AXLE GREASE, 1 lb. boxes, per gross @11 40; 3 lb. boxes, per gross @29 10



CHARCOAL

Car lots or local shipments, bulk or sacked in paper or jute. Poultry and stock charcoal. DEWEY - SMITH CO., Jackson, Mich. Successor to M. O. DEWEY CO.

THE ONLY 5c CLEANSER

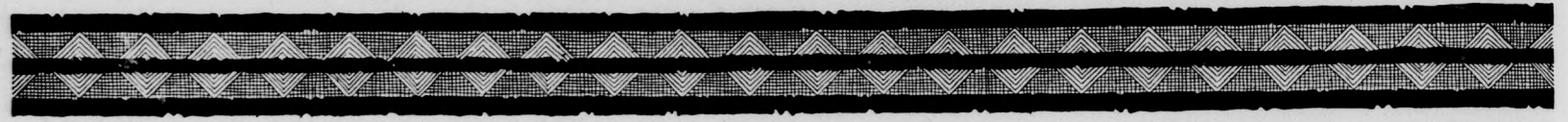


Guaranteed to equal the best 10c kinds. 80 can cases \$3.20 per case.

SALT



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



Mayer

HONORBILT WORK SHOES

THE Work Shoe trade will soon start and this season more than ever before you want to be sure that the shoes you sell will satisfy.

If quality is lacking in your Work Shoes there is a mighty swift rebound, because of prevailing high prices.

This is where you are sure with Honorbilt Work Shoes in stock. They are solid leather throughout, have double vamps and solid oak tanned heels, counters and insoles double stitched and provided with Texas oak tanned outsoles. They are made to look well, fit perfectly, give solid comfort and long wearing service, consequently are safe and sure trade builders.

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Good live general store. Stock in first-class condition. Will invoice about \$7,000. Doing a business of about \$25,000 per year. This is practically the only general store for miles around in a good farming section. Address No. 1600, care Michigan Tradesman.

For Sale Or Exchange—Stock of hardware and implements in small town; first class stock in first class farming community. Invoice about \$4,000. Will take good small farm or good city property if free and clear or nearly so. This is a rare opportunity for some one. O. M. McLaughlin, 216-217 Widdicomb Bldg., Citz. 9354. Main 4680. 595

Wanted Capital—\$100 secured by diamond ring and half interest in patent of merit now under way. For full particulars, address Clyde C. Sack, 100 Woodward Ave., Birmingham, Mich. 596

For Sale Cheap—One second-hand grocers' butter refrigerator, nearly new. McCray make. A. R. Hensler, Battle Creek, Michigan. 597

For Sale At a Bargain—One latest model U. S. Slicing Machine, rust proof. One National Cash Register, model 442, bronze. One 30-pound capacity, double shift, gold enamel Toledo fan scale, porcelain platform. All used only a short time, as good as new. Commercial Savings Bank, Marshall, Mich. 598

For Sale—Established grocery business in fast growing district near big steel plant at Duluth. Best future in the State. Can also run meat market. Will pay you to investigate. Write P. O. Box 99, Duluth, Minnesota. 599

For Sale—Sixteen tons best grade Prison Binder Twine, a bargain. Parma Exchange Bank, Parma, Michigan. 600

For Sale Or Exchange for general merchandise, nice level farm of 104½ acres, three miles from Otsego, Allegan county. Good buildings. Seventy acres improved. Plenty of timber. A. D. Hancock, Lake Ann, Mich. 570

For Sale—Stock of general merchandise. Invoices \$4,000 to \$5,000. In a live Upper Peninsula town, mostly farming trade. An ideal opportunity, for a young man to start in business. Address No. 535, care Michigan Tradesman. 535

For Sale—Having decided to quit business I will sell at a liberal discount all or any part of my drug stock consisting of drugs, sundries, patent medicines, Nyal line, stationery, wall paper, window shades, furniture and fixtures, consisting of McCourt label cabinet, safe, counter balances, prescription balances, post card rack, shelf bottles, National cash register, desk and floor cases, etc. Theo. G. DePeel, Onondaga, Mich. 475

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

For Sale—Clean grocery stock, inventorying about \$3,500. Doing a good cash business in town of 1,400 population. Owners subject to military service. 530

Collections. We collect anywhere. Send for our "No Collection, No Charge" offer. Arrow Mercantile Service, Murray Building, Grand Rapids, Michigan. 390

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

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

Cash Registers—We offer exceptional bargains in rebuilt National or American Cash Registers. Will exchange your old machine. Supplies for all makes always on hand. Repair department in connection. Write for information. The J. C. Vogt Sales Co., 215 So. Washington Ave., Saginaw, Michigan. 335

Wanted—To trade farm mortgage \$3,000 also 80-acre farm for stock of goods or hotel—what have you? Address No. 580, care Tradesman. 580

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

For Sale Or Trade—Fruit and stock farm, 128 acres fine location, fine view on the Dixie Highway, elegant farm home. Thousand fruit trees bearing. Full particulars on request. Address Box 77, Flat Rock, Michigan. 574

For Sale or Exchange—Ten-room house in the best part of Battle Creek, Michigan. As it is now vacant, easy terms. Isaac Netzorg, 28 Wendell St., Battle Creek, Michigan. 582

Wanted—A good second-hand grocery wagon. M. Van Haun, Vernon, Mich. 585

Wanted—A good second-hand auto truck. M. Van Haun, Vernon, Mich. 593

For Sale—Hardware stock about \$14,000 furniture and undertaking about \$4,000. Located in McCook county, South Dakota, southeastern part of State. In a town of 600 population, best location in city. Building worth \$20,000, will sell with stock or lease the building to buyer. Business established for 25 years. Reason for selling to close an estate. Write A. W. Odell, administrator, Montrose, So. Dakota. 586

Collection Letters my specialty. Series of five giant pullers, ready to use. \$5.00. Nuff said. Ad-Man Smith, Box 600, Kansas City, Missouri. 587

For Sale—Good clean general stock. Cash business. Fine location in a good West Michigan town. Good reason for selling. A snap for someone. Address, No. 588, c-o Michigan Tradesman. 588

For Sale or Rent—Store at Woodland. Located in best farming country in Barry county. Extra good opening for groceries, dry goods, boots and shoes or furniture. Address F. F. Hilbert, Woodland, Michigan. 591

SEE NEXT PAGE. Advertisements received too late to run on this page appear on the following page.

A Quality Cigar Dornbos Single Binder One Way to Havana

Sold by All Jobbers

Peter Dornbos

Cigar Manufacturer
16 and 18 Fulton St., W.
Grand Rapids :: Michigan



Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

The Citizens' Mutual Automobile Insurance Company

OF

Howell, Michigan

The Largest and Most Successful Mutual Automobile Insurance Company in the World

Organized on the 30th of August, 1915

The following shows the number of members and the cash on hand December 31, the past three years:

	Members.	Cash on Hand.
Dec. 31, 1915	1,738	\$ 4,083.34
Dec. 31, 1916	15,337	7,740.87
Dec. 31, 1917	27,431	27,175.45

Summary of Claims paid for 1917:

75 Claims for Fire	\$12,601.70
142 Claims for Theft	22,822.99
257 Claims for Liability	23,514.22
Total	\$58,938.91

This Company Has Never Borrowed One Dollar and Every Claim has Been Promptly Paid as Soon as Established

If some person is injured by your auto, causing serious injury or death, and suit is started against you, you will want the protection of an established company with experienced officers to handle your matter.

Protects you against Fire, Theft and Liability.

Cost only \$1.00 for Policy and 25c per H. P.

W. E. ROBB, Secretary,

Howell, Michigan.

Citizens Long Distance Service



Reaches more people in cities tributary to Grand Rapids than can be reached through any other telephone medium.

USE CITIZENS SERVICE

CITIZENS TELEPHONE CO.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

J. R. Plank of the Plank Flexible Shaft Co., Grand Rapids, has filed schedules showing the assets and liabilities of that company, in accordance with an order issued out of this court Feb. 20. The schedules show assets amounting to \$27,865.03, which includes stock in trade valued at \$10,918.86, office furniture valued at \$558.50, machinery and tools scheduled at \$6,082.91, patents, copyrights and trademarks scheduled at \$9,355 and debts due on open accounts amounting to \$949.76. The liabilities amount to \$39,256.84, of which \$37,878.31 are unsecured claims. Following is a list of the creditors of said bankrupt:

Preferred Creditors.

City, school and highway taxes for 1916 \$222.37
State and county taxes for 1917 .. 87.92
H. L. Keyes, Grand Rapids 18.24

Secured Creditors.

Farmers & Merchants' Bank, Grand Rapids \$1,050.00

Unsecured Creditors.

Buick Motor Co., Flint \$ 138.91
Faeth Iron Co., Kansas City 22.00
Hamilton Mfg. Co., Two Rivers 200.00
W. C. Johnson & Sons, St. Louis 55.80
Republic Motor Truck Co., Alma 137.25
Stover Mfg. & Engine Co., Freeport, Ill. 26.23
Sheffield Car Co., Three Rivers 39.54
Sterling Grinding Wheel Co., Chicago 10.00
Strong, Carlisle & Hammond, Cleveland 23.80
Sligs Iron Store Co., St. Louis 22.01
Am. Machinist, New York City 13.97
The Aerofram Co., Boston 3.35
Acheson Oildog Co., Port Huron 5.00
Acheson Graphite Co., Niagara Falls 17.60
Air Reduction Sales Co., Detroit 32.00
Barclay, Ayers & Bertsch Co., Grand Rapids 1.50
Butterworth & Lowe, Grand Rapids 25.70
Bearings Co. of America, Boston 105.50
Brown & Sehler Co., Grand Rapids 2.10
Central Electric Co., Chicago 84.19
J. S. Crosby Co., Grand Rapids 111.34
Carborundum Co., Niagara Falls 8.84
Crucible Steel Co., Detroit 26.21
Chicago Tanning Co., Chicago 74.94
Chicago Mailing Tube Co., Chicago 9.00
Detroit Twist Drill Co., Detroit 24.23
Detroit Seamless Steel Tube Co., Detroit 16.03
Etheridge Printing Co., Grand Rapids 50.00
Foster, Stevens & Co., Grand Rapids 137.63
Fuller Station Lumber Co., Grand Rapids 31.52
The Forbes Stamp Co., Grand Rapids 50
Friedrich Music House, Grand Rapids 75
G. R. Electric Co., Grand Rapids 145.37
Golden & Boter Trans. Co., Grand Rapids 32.01
Groskopf Bros., Grand Rapids 5.00
G. R. Electric Blue Print Co., Grand Rapids 71
Grant Gear Works, Boston 50.00
Gregory Electric Co., Chicago 182.75
Hazeltine & Perkins Drug Co., Grand Rapids 6.00
Hubbard Spencer, Bartlett Co., Chicago 12.60
International Time Recording Co., Endicott 2.36
Jewell Belting Co., Chicago 15.40
Kelley Reamer Co., Cleveland 22.75
A. Leitelt Iron Works, Grand Rapids 15.81
Milwaukee Heat Treating Co., Milwaukee 78.51
L. V. Moulton, Grand Rapids 25.00
Modern Tool Co., Erie 54.63
Michigan Lithographing Co., Grand Rapids 11.50
Michigan Tire Co., Grand Rapids 9.50
Osborne Mfg. Co., Cleveland 2.40
Perkins & Co., Grand Rapids 1.31
J. R. Plank, Grand Rapids 7.07
Racine Tool & Machine, Racine 5.16
R. B. Ridgley Co., Detroit 50.00
Steel Sales Corp., Chicago 222.97
Scientific American, New York 4.00
Tradesman Company, Grand Rapids 2.75
Toledo Plate & Window Glass Co., Grand Rapids 2.00
Underwood Typewriter Co., Grand Rapids 2.50
Jos. Vrana, Grand Rapids 43.05
Western Automatic M. Screw Co., Elyria, Ohio 41.20
Gray & Prior Machine Co. 26.91
Acme Welding Company 9.52
C. W. Schuchardt 13.20
Etheridge Printing Co. 26.64
C. J. Litscher Electric Co. 5.09
A. Leitelt Iron Works 45.00

Promissory Notes.

Estate of John A. Finch \$31,750.00
American Shop Equip. Co., Chicago 228.05
J. A. McFayden, Grand Rapids 300.00
Farmers & Merchants' Bank, Grand Rapids 1,156.32
C. A. Roberts & Co., Chicago 30.00
Wm. D. Gibson Co. 175.00
Rempis & Gallmeyer Co., Grand Rapids 658.99
General Electric Co., Chicago 32.90
J. S. Crosby & Co., Grand Rapids 175.00
White Printing Co., Grand Rapids 150.00
Barclay, Ayers & Bertsch Co., Grand Rapids 40.65
Wolverine Pattern & Model Works, Grand Rapids 160.00
Etheridge Printing Co., Grand

Rapids 100.00
B. G. Haskins, Chicago 65.00
Alden & Judson, Grand Rapids 35.50
Tradesman Co., Grand Rapids 151.62
Wykes, Dilley & Averill
Simon Olthof, operating as the Olthof Candy Co., 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 is to be held on March 20. Following is a list of the creditors of said bankrupt:

Preferred Creditors.

Personal tax (holding tax) \$ 7.23
Creditors Holding Securities.
Kent State Bank \$100.00

Unsecured Creditors.

Milwaukee Paper Box Co., Milwaukee \$ 6.00
Am. Cone & Wafer Co., Dayton 19.00
Am. Chocolate Almond Co., Jersey City 42.00
Borden's Condensed Milk Sales Co., New York 15.00
George Ziegler Co., Milwaukee 211.00
White Stokes Co., Chicago 28.73
Sethness Co., Chicago 51.56
Shotwell Mfg. Co., Chicago 50.99
Schuler Chocolate Company, Winoona, Minn. 53.00
Pennsylvania Chocolate Co., Pittsburg 45.18
Noel Candy Co., Canton 20.25
Novelty Company, Jersey City 148.20
Nat'l Grocer Company, Grand Rapids 35.01
Mass. Chocolate Co., Boston60
Mueller-Keller Candy Co., St. Joseph 35.70
Kellogg Toasted Corn Flake Co., Battle Creek 41.35
H. Kohnstamm & Co., Chicago 11.35
Kalamazoo Vegetable Parchment Co., Kalamazoo 4.94
Kellogg Mfg. Co., Keokuk 22.69
Knickerbocker Chocolate Co., N. Y. 23.90
Laur Suter Co., Baltimore 21.00
Harter Candy Co., Toledo 38.88
Imperial Candy Co., Milwaukee 159.03
Hershey Chocolate Co., Hershey 82.00
G. R. Paper Box Co., Grand Rapids 54.75
A. M. Fitch Co., Indianapolis 17.66
Cincinnati Extract Works, Cincinnati 22.50
Business Men's Paper Press Co., Wayland 13.00
A. F. Brooks & Co., Grand Rapids 35.99
Brandle & Smith Co., Philadelphia 7.50
Badger Candy Co., Milwaukee 58.32
Sietse Harkema, Grand Rapids 100.00
Citizens Telephone Co., Grand Rapids 9.75

Total liabilities \$1,594.87

The assets scheduled by the bankrupt consist of stock in trade valued at \$237.73; household goods, \$50; machinery, etc., \$328.54; and debts due on open account, \$547.85; cash on hand, \$8.93; total amount of assets, \$1,173.07; out of which is claimed exemptions amounting to \$300.

Otto L. Ream, of the village of Yuma, county of Wexford, 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 March 28, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may come before the meeting. The schedules show liabilities amounting to \$1,071.63 and assets amounting to \$1,061.47, which sum represents cash on hand, \$5; stock in trade, \$363.50; machinery, tools, etc., \$329.75; debts due on open accounts, \$113.22; and out of which sum \$250 is claimed as exempt to the bankrupt.

Secured Creditors.

Sherrer-Gillett Co., Chicago \$ 30.00
S. F. Bowser & Co., Inc., Fort Wayne 102.00

Unsecured Creditors.

John Baumgarth Co., Chicago \$ 36.60
Wilson Hurd Company 8.02
Aikman Bakery, Grand Rapids 27.01
Cornwell Company, Saginaw 24.10
Farmers Elevator, McBain 18.00
Eikenhout & Sons, Traverse City 10.01
Judson Grocer Co., Grand Rapids 25.00
Rindge, Kalmbach, Logie Co., Grand Rapids 199.00
Moore Company, Temperance 36.60
C. W. Mills Paper Co., Grand Rapids 32.11
Nat'l Biscuit Co., Grand Rapids 3.78
Puritan Candy Co., Milwaukee 23.62
L. Perrigo Co., Allegan 25.72
Standard Oil Co., Grand Rapids 47.99
Saginaw Supply Co., Saginaw 17.97
Schust Bakery, Grand Rapids 39.82
Valley City Milling Co., Grand Rapids 41.50
Voigt Milling Co., Grand Rapids 117.95
Commercial Milling Co., Detroit 36.70
Woolson Spice Co., Detroit 24.75
Sorinville Grange, Yuma 42.00
Farmers' Line, Harrietta 10.00
B. F. Martin, Flint 89.88
Chester M. Loomis, of the township of Eureka, county of Montcalm, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of the creditors of said bankrupt will be held March 28. The schedules show assets consisting of two lots at North Muskegon valued at \$100 and liabilities amounting to \$4,178.50.

Preferred Creditors.

Taxes due city of Muskegon \$17.00

Unsecured Creditors.

Belding Savings Bank \$ 185.00
John Telfer, Henderson 50.00
Clare Bennett, Detroit 125.00
Ed VanWormer, Greenville 60.00
Leon Miner, Owosso 60.00
John Huff, Clayton 2,200.00
Robert Clark, Ypsilanti 325.00
Charles Lasher, Redford 110.00
Fred Long, Redford 60.00
Charles Coy, Oakley 67.00
R. D. D. Hunter, Oakley 49.00
Ezra Kern, Henderson 20.00
John Carmody, Henderson 55.00
Greenville Lumber Company, Greenville 175.00
J. H. Temmink & Co., Greenville 50.00
Covert & Campbell, Detroit 55.00
Tower Milling Company, Greenville 53.00
Greenville Hardware Company, Greenville 120.00
E. E. Chappell, Belding 50.00
Frank Honeker, Henderson 165.00
Chandler & Wilson, Owosso 79.00
Chittick & Beck, Greenville 40.00
William Hansen, Greenville 3.50
Wilbur Stock Food Company, Milwaukee 15.00

In the matter of William C. Walsh, of Boyne City, bankrupt, the final meeting of creditors has been held. The trustee's final report and account showed a balance of cash on hand amounting to \$1,145.05, which amount was disbursed in a final dividend of 4.5 per cent.

Activities in Michigan Cities.

Written for the Tradesman.

Bay City aldermen are in favor of turning the city clocks ahead one hour at midnight March 31, Eastern time, to continue in effect until midnight, Sept. 30.

Six cent car fares or bankruptcy is the way the manager of the Saginaw-Bay City Railway Co. talks in his appeal for relief. It is claimed the company went in the hole more than \$24,000 during the first two months of this year.

During the past six years St. Joseph has lost \$649.50 because the City Treasurers have erroneously turned over to the school library fund the fines coming from violations of the city ordinances. The money belongs to the city and not to the school board.

Hillsdale has let its garbage contract again to B. F. Smith at \$12,000 per year.

Gas consumers at Sault Ste. Marie will pay an advanced rate, beginning March 23, the new sliding scale meaning an average of \$1.35 to \$1.40 as against \$1.10 per thousand in the past. The City Commission authorizes the temporary raise in prices on the ground of extraordinary costs of labor and material entering into the manufacture of gas.

Lansing households are cutting corners and the garbage collections have fallen off at least 25 per cent. so that the pigs at the city piggery are feeling the pinch of war times. Again much garbage is burned, which the city health officer says is almost wicked and unpatriotic. He says, "We should keep at least 500 hogs all the time. There is a nice profit in it for the city and the city piggery also helps in food production."

The Muskegon Chamber of Commerce favors the "more daylight" plan, especially during the war, which will give working men more time in their gardens, also in needed recreation evenings.

The Hastings city council has granted the Thornapple Gas Co. an increase of 11 per cent. in rates, to continue during the war and six months after peace is declared, when the original ordinance will again take effect.

The dehydrator at Casnovia is being put in shape for running on potatoes to fill Government orders.

There is talk that other machinery will be added for preserving fruit and vegetables by another method.

Bay City's school equipment in the way of buildings has been allowed to run down and the tax payers are now asked to authorize buildings to cost \$775,000.

A questionnaire has been submitted to high school students of Adrian by the local chamber of commerce regarding vocations they have in mind, and also their ideas as on how to make Adrian a bigger and better town. Adrian would like to hold its young men and seeks to know how to go about it.

Marquette will carry out a big musical programme April 6, celebrating America's first anniversary of entrance into the war.

The Vassar Business Men's Association has elected these officers for 1918: President, Henry Price; Vice-President, A. W. Atkins; Secretary-Treasurer, R. Morrison.

Business men of Reading are providing a public hitching place and feed sheds for the benefit of farmers driving into town.

Paw Paw held a special election and voted overwhelmingly in favor of a new public library and rest rooms. Almond Griffen.

Effect of Commandeering Platinum.

While reports from the jewelry trade continue to tell of normally good business on the popular and medium priced lines of gold and other goods, they indicate that the demand for platinum jewelry has taken a considerable spurt since importers, refiners and dealers in this metal have been ordered by the War Industries Board to hold stocks of unmanufactured platinum at the disposal of the Government until further notice. In other words, the retailers have been stocking up on platinum goods quite freely since the issuance of the order in anticipation of a scarcity of this kind of jewelry in case the order remains in effect very long.

While some uncertainty seems to exist in the minds of consumers regarding the purchasing of platinum jewelry, in view of the Government's need of this metal for war purposes, it is stated by no less an authority than the Council of National Defense that the commandeering order for the crude or raw metal "does not apply or interfere with the purchase by the consumer of any manufactured articles containing platinum." This explanation is made, the council says, so that the public may clearly understand the purpose of this action by the Government.

Don't hate your competitor—annihilate him by doing more and better advertising.

BUSINESS CHANCES.

Wanted—Experienced buyer and manager for a general store in Corunna, Michigan. Good proposition for the right party. For particulars write to J. Solomon, Glennie, Michigan. 601

Fixtures For Sale—One 4 x 6 Mosher safe, one McCaskey account system, one rug rack, capacity eighteen rugs. Chester R. Culver, St. Johns, Michigan. 602

Shoes For Sale—A clean stock of men's, women's and children's low shoes. Chester R. Culver, St. Johns, Mich. 603