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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. ST. 1883

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, MAY 22, 1918

Number 1809

Penalty the German People Must Pay

The Following Pledge is Being Taken by Loyal Americans Everywhere:

To the German People: We solemnly swear that we will hold no intercourse whatever with you; we will buy nothing of you; we will sell nothing to you; we will use every effort to prevent you from entering our respective countries; we will do our utmost to prevent any of your merchandise from entering upon any of our countries or any other countries, and to prevent any ship of yours or bearing merchandise from you or to you from going upon the seas or from entering any port or harbor whatsoever of our countries or any other countries; we will do our utmost to maintain this course of conduct against you until you voluntarily concede in writing that you are a nation of murderers, pirates and rapists; that you deliberately planned your war of conquest solely out of envy for your civilized neighbors and deliberately decided years in advance to use every weapon which fiendishness could conceive and devilishness could invent to accomplish your nefarious purpose; that you used the name of God knowing that you were in league with the devil and that every time you mentioned God in your prayers you did it in travesty and hypocrisy; that you humbly admit before the Christian nations of the world that your crimes as a people should be properly punished by the complete extermination of the German people and the annihilation of every thing of German origin or German suggestion; that in consideration of your being permitted to exist and admitted on probation to the family of nations you banish the German tongue, destroy every German book and paper, admit that you are unworthy of ever looking a decent man in the face, mortgage your future for a thousand years to make amends to the nations you have destroyed, the people you have murdered, the women you have outraged and the children you have mutilated, living in abject poverty in the meantime; that you voluntarily hang the kaiser and every officer in the German army and navy; execute every official who has represented the country at home and plotted treason at foreign courts; shoot every consul who has acted as an informer of the infamous spy system you have encouraged and sustained; that you restore the goods you have stolen from other countries in every war of conquest you have waged in the past and learn to speak and use the English language exclusively as a pledge of your abhorrence over the manner in which you have bathed the world in blood. Only when you have done these things will you be admitted to the lowest scale of humanity, a little above the beasts of the field and jungle.

Let COCOA take the Place of Meat and Wheat

Government conservation is making your customers use less meat and wheat. And everyone of them wants a real substitute for these nourishing products.



is the natural substitute, for it combines, in just the right proportion, the body building elements.

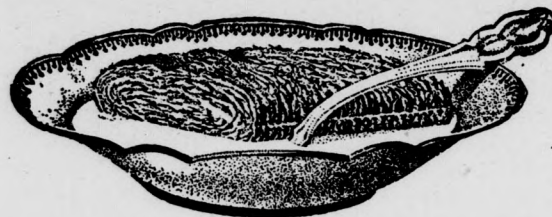
Let Bunte's be your biggest seller.
It always repeats.

BUNTE BROTHERS

Established 1876

Makers of World Famous Candies

CHICAGO



Your War Duty and Ours

The Government has taken its heavy toll of everything that will contribute to the winning of the war. It is sending wheat to the soldiers because it is the one perfect food for men who must be properly nourished—for men whose work calls for the highest test of physical endurance. We have given up 30 per cent. of our wheat. You may have difficulty in supplying all the demand for

Shredded Wheat Biscuit

No use to grumble or complain. We must all do our bit—dealers, manufacturers and customers. You can depend upon one thing, however, and that is that Shredded Wheat is 100 per cent. whole wheat—nothing added, nothing wasted—that it is pure, clean and wholesome and always the same high quality.

Made only by

The Shredded Wheat Company, Niagara Falls, N. Y.

DWINELL-WRIGHT CO.'S



THE magnificent character of these two staple products for home consumption—*real necessities*—is so well-known, by the publicity given them, that people really *expect* to get them at YOUR store. And there you are. Be **READY** for 'em.

QUALITY ALWAYS COUNTS IN THE LONG RUN; AND "WHITE HOUSE" QUALITY IS TOO PRECIOUS AN ASSET TO EVER LOSE SIGHT OF.

Distributed at Wholesale by

LEE & CADY Wholesale Distributors of

DWINELL-WRIGHT CO.'S PRODUCTS

Detroit—Kalamazoo—Saginaw—Bay City

DUTCH MASTERS SECONDS



Will stimulate your trade

Handled by all jobbers

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

Pages all here but not in order

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LINEN PRICES STRONG.

Linen prices in this country are continually advancing, although trade among importers who carry stocks remains light. Where real linens are wanted price does not seem to be a consideration, and as one merchant said last week prices might as well be advanced 100 per cent, as 50. This season of the year is normally a quiet one and the high prices and difficulty to replacement are emphasizing that characteristic at the present time.

Only such retailers as wish to keep their stocks moving are adhering to a low basis, while most other factors would rather not sell at all than continue the prices of a few months ago. If they dispose of their lines it seems likely that the departments can be continued only with various cotton substitutes.

There are a few scattered lots of all-linen and union fabrics which have come upon the wholesale market lately and these have been picked up. Many merchants, however, take the position that it is not worth while to operate too heavily while there is a slight chance of being caught at the top of the market. Some buyers have refused to buy ahead right along and such have lost the opportunity for profit which others have seized. Now that prices are so high the number of those who are operating from hand to mouth is on the increase and certain houses which have made attractive profits during the last two years are drawing in and conserving their resources rather than plunging further.

Recent mail advices to importers from their Belfast connections tell of the completeness of Government control and the virtual limitation of flax consumption to military needs. These advices add, however, that the linen trade abroad is more buoyant under these restrictions than would ever have been expected.

Belfast spinners have since the close of April been barred from spinning for civil work and any line yarns from 35s to 150s. Adjustments in prices on 40s and 50s line warp and weft, 35s line and 40s tow warp and weft were under consideration. Spinners had been advised

that the following numbers would probably be required for Government aircraft orders: 40s, 50s, 55s, 60s, 70s and 100s line weft; 40s, 50s, 60s, 70s, 80s and 85s line warp; 40s tow warp and weft; 20s line, 20s combed tow, 20s tow warp and weft; 18s tow weft and 16s tow weft.

Reports from Belfast as to the availability of cotton yarn for civilian work vary. Some state that enough is on hand and others that the supply is short with likelihood that Lancashire will be unable to ship enough to satisfy weavers. Price on 16s beams at the close of April varied from 23½d to 34½d and they had not receded as had the raw material.

Heavy planting of flaxseed has been the rule through Ireland, although cold weather has given the flax crop a slow start. It is stated that Boy Scouts will be used in some counties to weed the fields and they will be of service in the pulling season.

WHY ANOTHER DRIVE NOW?

What has become of the hundred millions of dollars subscribed a year ago?

The American Red Cross has become the world's mother and the stricken nations are sitting at her feet as if they had no other place to go to wipe their tears and soothe their wounds and save the lives of millions of soldiers, sailors and the policemen of the sky and sea.

Thirty-one million dollars already poured into martyred France. Three and one-half millions into heroic Italy. Two millions and one-half into Roumania. More than two millions into Armenia and Syria. Nearly a million into Serbia. Nearly a half million into Palestine. A million and a quarter into Russia and two hundred thousand into Poland. Three hundred and forty-three thousand into Germany to succor our brave American boys held prisoners of war. More than three millions into Great Britain and a half a million more into Canada. Twenty-five millions laid out in Red Cross work in the United States for the cantonments and hospitals and relief stations, and for making supplies to be sent into other countries.

This tells you where most of the first hundred million has gone.

The second hundred million is now asked for and its quick collection may finish the war and stop the necessities calls for the third and fourth hundred millions.

Can the Red Cross get it? Most assuredly. America has too much at stake to fail. Every family in America is now represented in some sections of the terrible overwhelming assault of the Allies in which to-day the chief figure is the United States.

Whatever else fails in philanthropic enterprises the Red Cross must be kept in equipment and service for the amelioration of suffering and the salvation of human life.

This is not a time to pay off mortgages, build clubs—not even to build churches—when the best church for the hour is the Young Men's Christian Association hut and barracks and the extension of the hospital work with accommodations for the women who are nursing and attending, as well as the men.

You had better live on one meal a day than to hamper the Red Cross in its mighty work of heavenly ministry.

Let the big stores and the little ones so organize that each individual will give to the utmost of his ability.

We all must be glad and thankful for what we have already done, even though it pinched us to do as much.

No man, woman or child can skulk or make excuses at this time of the crisis in National affairs.

SALE OF FIRE ARMS.

The war has had two opposite effects on the sale of fire arms. On one side there has been a decided decrease in shooting wild game, due also in part to the enactment and enforcement of Federal game laws protecting migratory birds. This is evident not only in the falling off in sales of shotguns, but also of loaded shells and hunting apertures. On the other hand, the Government demand for munitions of war has not only created a pronounced scarcity in many lines directly affected, such as metallic cartridges and revolvers, but also in those lines where this Government demand has shifted the use of men and machinery from articles like sporting rifles and shotguns to rifles needed for the soldiers, thus creating a great scarcity of the former articles in the domestic trade.

It is very difficult to get revolvers at all for the regular trade, and automatic pistols practically cannot be had. Loaded shells for trap shooting sell only in a very limited way, for clay pigeon shooting is a sport kept up almost entirely in times of peace by persistent propaganda. Naturally, in time of war it falls to a very low estate. The sale of blank cartridges, formerly used mostly for Fourth of July celebrations and the like, is practically extinct now, as a matter of conserving men and material to make cartridges for war purposes.

The demand for leggings for army uses far outstrips the supply, while those for hunting purposes sell in much reduced volume. All kinds of reloading tools and implements in connection with the hunter loading his own shells are practically a thing of the past, and linger on in a fast-dying fashion.

PROMPT ACTION NECESSARY.

Any merchant or shipper who has an unsettled claim against any of the express companies would do well to start suit at once, before the consolidation is effected which has been authorized by the Government. Service can be obtained on any local or general agent of the companies. After the consolidation occurs, it will be next to impossible to secure any kind of a settlement. All local agents have full authority to settle small claims under \$50, but seldom exercise that authority unless prodded by suit actually started in justice court.

Heretofore it has been customary for the express companies to insist on the signed receipt uttered by the agent being turned over to the company in case of a claim being put in for the loss of a shipment. The companies then retain this proof of shipment and delay payment until they have worn out the patience of the shipper or the statute of limitation becomes an effectual barrier to recovery. Hereafter the Tradesman suggests that the shipper retain the original receipt, furnishing the company a copy of same, duly certified by the local express agent or a notary public. This official duplicate receipt will answer the purpose of the company and will not deprive the shipper of the necessary proof of shipment which he must have in order to successfully maintain his claim by suit, in the event of its being necessary to force settlement by legal process.

Next to the professional dead-beat, no feature the merchant has to contend with is more exasperating than the attitude of the express companies in the adjustment and payment of claims for loss and damage.

Fish are so abundant along the Pacific Coast that people there have become epicures with regard to sea food, and have, until the food-economy campaign began, declined to use any save the choicest varieties—salmon and halibut, trout and bass. There is a slight market for black cod, grayfish and smelt, but fishermen usually throw the remainder of the catch back into the water. Now the Portland Ore., municipal authorities are co-operating with the Government to create a market for "scrap fish" as well as to limit the soaring prices being charged, under plea of war times, for preferred fish. Fishdealers in Oregon claim that they are obliged to realize sufficient profit on the sales of halibut and salmon to pay for the cost of the entire haul, which includes many other fish, quite as palatable, but less popular. Along the Atlantic Coast there is a steady market for scrap fish, but it is a novelty of thrift to the West.

RETAIL GROCERS' PROFITS TO BE ESTABLISHED

Food Chief Hoover Agrees With California Delegation of Retail Grocers On New Plan Proposed By Them

The California delegation of retail grocers, en route to attend the National Retail Grocers' Association Convention in Chicago, visited Washington early last week to pay its respects to Mr. Hoover and his staff, and also to endeavor to persuade Mr. Hoover that retail grocers should have a larger profit than that now named as the limit; also to ask that some simpler plan be decided whereby licensed retailers and wholesalers may make their weekly returns of sales and prices, and endeavor to have the Food Administration take a hand in compelling reduction of hours in retail stores.

The delegates had an especially cordial meeting with Messrs. Hoover, Whitmarsh, Winslow and Ackerly and were delighted to find that, in at least two of its propositions, they had been somewhat anticipated by Mr. Hoover and his retail advisers, George E. Lichty and National President of Retailers John H. Shaeffer, to the extent that plans had already been discussed to accomplish the same end. The grocers were assured that the Food Administration has about ready for announcement a list of percentages of profit on the leading staples which will accomplish the end sought. While the details of this list were not disclosed for publication, it was shown that they were almost exactly double the percentages of profit allowed jobbers, save with respect to lard and its compounds. In the wholesale profit list the maximum margins of profit allowed were as follows:

Commodities	Maximum Margins over delivered cost.
Sugar, per 100 lbs.	15c-25c
Wheat and rye flour, per barrel	50c-75c
Lard, lard substitute, bulk (pkgs. or 50 lbs. or over), per lb.	1 1/4c-2c
Standard hams, bacon, per lb.	1c-2c
	Per Cent.
All flours (except wheat and rye)	8-10
Lard and lard substitutes, in pkgs. (less than 50 lbs.)	8-10
Condensed, evaporated milk	8-10
Rice, hominy, grits, oatmeal, rolled oats, cornmeal, beans in bulk (pkgs. or 25 lbs. or over)	10-12 1/2
Rice, cornmeal, hominy, grits, oatmeal, self-rising flour and rolled oats, all in packages	12-15
Corn oil, corn syrup and cottonseed oil	12-15
Standard and extra standard licensed canned vegetables and pink, chum and red salmon and standard sardines	12-15
Standard, choice and extra choice licensed dried fruits	12-15

While at first glance it does not seem as though hours of store-keeping are a matter of Food Administration, California grocers are finding it essential that it be controlled by the Government because the shipbuilding industry is fast winning away from the grocers all their best help. When the retail grocer can offer a clerk only \$15 to \$22 weekly for work of eleven hours a day and shipyards are paying any one who applies \$5 a day of eight hours, and even as high as \$9 and \$10 for the more efficient, clerks are quitting the grocer for the shipyard. The individual grocer feels helpless to correct the situation by reducing hours unless his competitor will, and it is thought that if the State Food Administrator ordered it, there would be general compliance and an eight-hour day for grocers would help keep the men at work. Mr. Hoover promised to take it under advisement.

The Washington authorities have in preparation a new report form for retailers, which will greatly simplify the process of reporting, now said to be a real clerical burden. It will be announced by the various State administrators shortly.

New Mill-Feed Margins.

A new schedule of maximum prices which mills may charge for wheat by-products has been announced by the U. S. Food Administration. The margins show a general reduction downward compared with those previously in force.

The maximum bulk price of bran per ton bears the same relation to the price of wheat as formerly—38 per cent. of the average cost to the mill of a ton of wheat. The price of flour middlings which before was \$9.00 per ton over bran prices has been reduced to a \$2.00 differential. Red dog has also been reduced to a maximum of \$2.00 per ton over the price of bran whereas the former difference was \$15.

Mixed wheat feed prices, according

to the new schedule must not be more than \$1.25 per ton over the price of bran. The former difference was \$4.00 per ton. These new price margins are the outcome of an investigation into present methods of milling. With the larger percentage of flour now being milled from wheat, the quantity of flour middlings and red dog is considerably less and these products have been placed in the same by-product group as shorts, standard middlings, gray shorts and gray middlings. The bulk price of all these feeds must not exceed bran prices by more than \$2.00 per ton.

Although these new price margins are already in force, the Food Administration emphasizes that they are for bulk carloads at the mill. Persons buying in small quantities at retail

should consider freight, dealer's profit and cost of sacks. The last item alone is at present between \$5 and \$6 per ton. Both jobbing and retail profits have been limited however to a moderate fixed maximum and as soon as mill feeds now in dealers' hands have been moved, the new stocks milled after May 7 will reach farmers on the basis of the schedule announced.

The total amount of wheat mill feeds is admitted to be small in proportion to the demand and the most practical means of reducing feeding costs lies in a more general use of the coarse grain by-products of which there is now an abundance. Mill prices of hominy feeds have lately declined by from \$25 to \$30 per ton, rye and barley feeds in proportion. Oil meal is particularly low in price when compared with other feeds on a nutritive basis.

Far-seeing farmers may advantageously plan to secure their winter supply of feed in September and October when danger of spoilage is past and avoid the uncertainty of deliveries during the winter when the demand for feed usually exceeds the output of the mills.

Bringing in the Flour.

When the news went around that Uncle Sam needed wheat for the boys on the other side, many a farmer loaded his supply of flour on the wagon and drove off to town. Millions of pounds of flour have been turned in from communities, counties, clubs, mills, and dealers on the assurance of the Food Administration that an equivalent amount will go to Europe.

In each of the nine zones created by the Grain Corporation, an executive committee is in charge of handling this flour. They will name assembling points and indicate a flat price to be paid by designated agents who will take care of the business transaction and re-shipment.

Flour in large packages suitable for overseas shipments will be exported immediately. Flour not suitably packed for export will be disposed of locally, and its equivalent sent immediately from the mills. Every pound that is turned over to the Government will add one pound to the amount exported.

A French soldier who came proudly up to an American in a certain headquarters town the other day asked: "You spik French?" "Nope," answered the American, "not yet." The Frenchman smiled complacently. "Aye Spik Eengleesh," he said. The American grinned and the Frenchman looked about for some means to show his prowess in the foreign tongue. At that moment a French girl, very neat and trim in her peaked hat, long coat and high-laced shoes, came along. The Frenchman jerked his head toward her, looked knowingly at the American, and said triumphantly: "Cheeken." The American roared. "Shake," he said, extending his hand. "You don't speak English; you speak American."

Many a man has lost his reputation because he failed to advertise after securing it.

Salmon Men Fear Complete Closure of Fishing.

No ruling has yet been announced by the international fisheries conference recently in session at Seattle, in regard to sockeye salmon fisheries of the Northwest. The members of the conference are now in Alaska looking into the salmon fisheries there, but cannery men would not be surprised if the conference recommended that sockeye fishing be prohibited for a period of years, possibly eight or ten. In this period it is thought the species would have ample time to rehabilitate itself.

Such a ruling would be a hard blow to many Puget Sound canning companies who have depended for their profits upon the "big" sockeye pack every fourth year, operating in the lean years, in most instances, at a loss. Many companies have kept their canneries open three years out of four just to keep an organization together and to have the plants in some kind of condition for the "big year" packs. It seems almost certain that if sockeye fishing is prohibited for any length of time most of the Puget Sound canneries will be moved to Alaska.

One proposal made at the conference was not to prohibit sockeye salmon packing entirely, but to enforce an eleven-day closed season each month on Puget Sound and the Fraser River. This plan, it was contended, would enable sufficient fish to reach the spawning grounds to perpetuate the species. Such a closed season would in effect prevent much salmon of this species being packed, for the run is short at the best.

A proposal to establish a salmon cannery near the mouth of the Yukon River, in Alaska, is meeting with very strong opposition on the part of settlements on the river inside Alaska. These people maintain that a cannery at the mouth of the river would catch fish that normally go up the river and provide a food supply that is very essential to the life of the inhabitants. The fish not only largely sustain the Indians, but are largely used by whites and form the chief food supply for the dogs so largely used in that section. The local officers in Yukon Territory, a Canadian province, have filed a protest at Ottawa, and will ask that the license for this cannery at the mouth of the Yukon River be denied.

When a Retailer Is Not a Retailer.

State Food Administrator Howard Heinz of Pennsylvania has issued the following ruling: "A retail merchant in the country who buys eggs from a farmer or takes eggs in trade is not to be considered a retailer of eggs under the general rule which provides: 'In no case shall a dealer sell fresh eggs to any dealer in a class further removed from the consumer than the class in which the seller is included; for an example: A jobber shall not sell to a wholesaler or a retailer to a wholesaler.' The country merchant who buys from a farmer or takes eggs in trade occupies a position more like that of an original packer or shipper, and he may sell to anyone he pleases."

Give Until It Hurts

Here we are, eating three times a day, homes clean and complete, friends near-by. Inconvenienced now and then, but independent and assured.

We have paid out some Red Cross money a while back, too. Paid it out—and forgotten it. That's how much it hurt.

Might not be a bad idea to have a look at what that money has been doing? That money went, dollar for dollar, where it did a full day's work, wherever it was.

Three cents of it may have had the honor of disinfecting with iodine the three torn wounds of an American soldier on the French front. Or it may have had the less noble responsibility of pinning a warm flannel band around six-day-old Antoine out back of Noyon.

No use, we can't figure this Red Cross task in cent's worth.

There's the whole path of ruin from Belgium to Switzerland, just to visualize one thing at a time. Where our allied lines have advanced, the land has been swept clean by the enemy. If your Red Cross money went there it very likely provided pots and pans, food and clothes, beds and blankets, for the repatriated people.

And who are these people anyway?

Three years ago they were prosperous and contented—self-respecting, steady, saving, hard-working, everyday, small-town citizens; though living all their lives under a half-formed dread of the thing that came at last.

Now they have "the earth under them and the sky over them"—not one thing else. Their sons are fighting, destroyed, or ill-used prisoners. Their daughters are "missing."

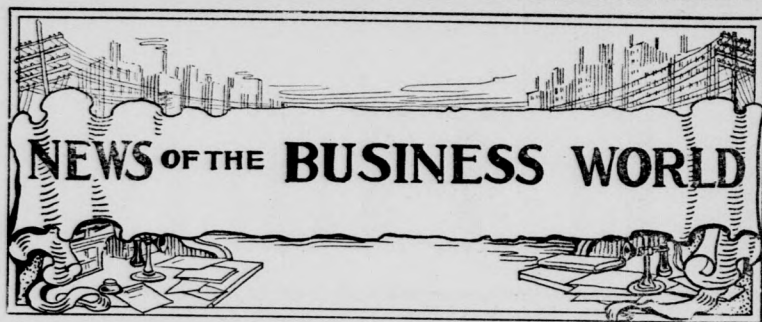
It's for you to say whether this great work of mercy shall stop—whether your Red Cross shall falter now or sweep onward, greater and more helpful than ever before.

And it's your dollars that must answer.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



Movements of Merchants.

Caro—George Aldrich succeeds F. L. Luckhard in the grocery business.

Augusta—The Custer Supply Co. has increased its capital stock from \$3,000 to \$15,000.

Kent City—Elmer Wells has closed out his stock of meats and retired from retail trade.

Grayling—The Grayling Mercantile Co. has increased its capital stock from \$16,000 to \$28,000.

Hillsdale—The Hayes & Miller Co. has changed its name to the Hayes Furniture & Crockery Co.

Alma—J. Martin Montigel, implement dealer, is remodeling and enlarging his store building.

Niles—Dr. Van Noppen, purchased at auction the Selma Barmore drug stock and will continue the business.

Bangor—H. Clare Locker has sold his vulcanizing plant to Clarence DeHaven, who will continue the business.

Jonesville—R. C. Williamson has purchased the shoe stock of the E. D. Howard estate and will continue the business.

Adrian—The Economy Drawing Table Co. has changed its name to the Economy Drawing Table & Manufacturing Co.

Bay City—Carl F. Walk is closing out his stock of dry goods, shoes and men's furnishing goods and will retire from business.

Kalamazoo—Fire destroyed the meat market of Peter Sliter, at 208 East Main street, May 19, entailing a loss of about \$500.

Battle Creek—The Stevens & Gordon Co., dealer in clothing at 10 Main street, has increased its capital stock from \$15,000 to \$55,000.

Allegan—L. W. Murphy, who has conducted a music store here, has removed his stock to Otsego, where he will continue the business.

Hillsdale—Thomas Fant, who has conducted a grocery store here for the past 30 years, is closing out his stock and will retire from business.

Otsego—The grocery stock of Verne Ludwig was sold at auction to Mathew Rogers, Jr., who will open the store for business May 25.

Allegan—Merl Hamilton has opened a department for refinishing furniture and window shades in connection with his wall paper and paint store.

Saginaw—Remer Bros., dealer in fuel and builders' supplies, has been re-incorporated with an authorized capital stock of \$80,000 preferred and \$20,000 common, all of which has been subscribed and paid in in cash and property. The company will conduct a wholesale and retail business.

Howell—The hardware stock of the late Henry T. Judd has been sold to the Vandervoort Hardware Co., of Lansing, which will remove it to that city.

Muskegon—Henry Sanford, wholesale and retail druggist, has taken over the R. C. Gillard confectionery store and restaurant and will continue the business.

Tecumseh—Miss Julia Hough, who has conducted a millinery store here for the past forty-three years, is closing out her stock and will retire from business.

Paris—Fred Hurst has traded his store building and stock of general merchandise to J. J. Henderson for his farm in Green township, giving immediate possession.

Kalamazoo—The Baumann Motor Sales Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$15,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The B. F. Everitt Co. has been organized to manufacture mechanical devices for machinery, with an authorized capital stock of \$1,500, all of which has been subscribed and \$500 paid in in cash.

Kalamazoo—An interesting account of the near famine in Holland has been received by L. Lingbook, local grocer. Sugar and tea are not to be had at any price, according to the correspondent. Each person is limited to one loaf of rye bread, costing 32 cents, every eleven days. Lard, costing \$1.60 a pound, is almost unobtainable, as is coffee, which sells for \$2.80 a pound. Other current prices are: One broom, \$2.50; eggs, 14 cents each; thread, 50 cents a spool; tobacco, \$2.50 a pound. Only one-half ounce of pork a week is allowed each person and each family is allowed but one gallon of kerosene a month.

Manufacturing Matters.

Alma—The X-Cel-All Co. will build a large addition to its plant.

Sparta—The Laughray Silo Co. has changed its name to the Sparta Silo Co.

Constantine—The Peerless Foundry Co. has increased its capital stock from \$5,500 to \$7,500.

Kalamazoo—The Kalamazoo Carton Co. has increased its capitalization from \$125,000 to \$200,000.

Detroit—The Michigan Storage Battery Co. has changed its name to the Century Storage Battery Co.

Monroe—The Cordery Brick Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$3,000 paid in in cash.

St. Clair—The St. Clair Lumber & Manufacturing Co. has increased its capital stock from \$35,000 to \$75,000.

Kalamazoo—The National Corset Co. has been re-organized and refinanced and the business will be continued with H. L. Vanderhorst as manager.

Detroit—The Central Forge Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Saginaw—The Wolverine Tractor Co. will remove its plant here from Detroit and greatly increase its output. The capitalization of the company is \$300,000.

Saginaw—The General Motors Co. has purchased a site north of the Peninsular Shell Co. plant and will erect a grey iron foundry with a daily capacity of 200 tons.

Detroit—The Oil Shale Products Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

St. Louis—The St. Louis Tile Co. has been incorporated with an authorized capital stock of \$60,000, of which amount \$30,000 has been subscribed and \$6,000 paid in in cash.

Detroit—The M. O. Y. Co. has been incorporated to deal in patents for auto accessories, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Marshall—The Lamber Machinery Co., manufacturer of coffee roasters, has purchased the plant of the Page Bros. Buggy Co., which is now liquidating and will greatly increase its capacity.

Detroit—The Sterling Coal Co. has been incorporated with an authorized capital stock of \$90,000, of which amount \$53,000 has been subscribed and paid in, \$15,808.81 in cash and \$37,191.19 in property.

Detroit—The National Economy Manufacturing Co. has been organized to manufacture and sell auto accessories, with an authorized capital stock of \$1,100, all of which has been subscribed and \$275 paid in in cash.

Detroit—Joseph A. Pietrzyk & Co. has been incorporated to conduct a general undertaking business at 1068 Junction avenue, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Health Baking Co. has been incorporated to conduct a wholesale and retail bakery, with an authorized capital stock of \$7,000, all of which has been subscribed and paid in, \$1,500 in cash and \$5,410 in property.

Detroit—The O. K. Pattern Works, 570 Franklin street, has been incorporated to manufacture metal and wood patterns, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Kalamazoo—The Worthmore Manufacturing Co. has been incorporated to manufacture washing machines and vacuum cleaners, with an authorized capital stock of \$40,000, of which amount \$21,000 has been subscribed and \$4,000 paid in in property.

Accidental Death of Edward W. Morley.

Saginaw, May 20—Edward W. Morley, for more than half a century a resident of Saginaw, head of one of the best known families in the city and for many years President of some of Saginaw's largest and most prosperous business concerns, died suddenly in New York City last Friday.

Mr. Morley left the Hotel Chatham for a walk, but had gone only about a block when he fell, striking his head on the sidewalk. He was removed immediately to a hospital, but lived only an hour. Mr. Morley had been away from home for about six weeks, having spent some time at Atlantic City and going to New York early this week. A letter received yesterday morning announced his intention of starting for Saginaw today.

In the death of Edward W. Morley there passed the last surviving member of his generation of a family prominent not only in Saginaw and Michigan, but in Ohio as well, for it was at Painesville, O., that Mr. Morley's parents, Albert and Esther Healey Morley, settled about 1820, built themselves a home in the wilderness and reared a family of five sons, all of whom played an important part in the communities in which they spent the later years of their lives. Mr. Morley was born February 9, 1839, received his education in the schools of his native town and at the age of 18 years went to Western Reserve college, then located at Hudson, O. In 1857 he went to Davenport, Ia., where he worked for four years in a store, and in 1860 cast his first vote—for Abraham Lincoln. He was next employed in the general store of his brother, John R. Morley, at Fort Scott, Kas., where he gained the experience and knowledge that later proved of great value in his own business.

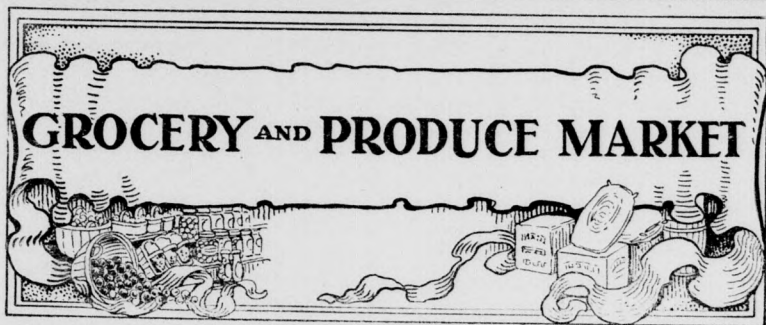
Mr. Morley came to Saginaw in June, 1863, and with his brother, the late George W. Morley, bought an interest in the hardware business of Anton Schmitz, located at Genesee avenue and Baum street, the firm name becoming Schmitz & Morley. The business prospered and two years later the brothers bought out their partner and founded the firm of Morley Brothers, now the largest hardware firm in this section of Michigan and well known throughout the State and in the Northwest. He also was interested in many other business enterprises and at the time of his death was President of Morley Brothers, of the firm of E. W. Morley & Sons, and of the Saginaw Timber Co.

Mr. Morley was married in Chicago, October 9, 1871, to Miss Helen Frances Kelley, and they immediately established their home at 1330 South Jefferson avenue, which continues as the family residence. To them were born five children: Albert J. Morley of Aberdeen, Wash., Walter K. Morley of Oconomowoc, Wis., and Ralph C. Morley, Mrs. C. H. Glaize and Paul F. H. Morley, all of this city. All of Mr. Morley's children have married and founded homes and his last years were made especially happy by the affection lavished upon him by his 19 grandchildren.

Grand Rapids wholesale dealers are carefully working out plans for the reception of their friends of the retail trade who will come to this market during Buyers' Week—the week of June 24. Many surprises are in store for the trade on that occasion.

The Grand Rapids Varnish Co. has increased its capital stock from \$50,000 to \$100,000.

The Furniture City Casket Co. has increased its capitalization from \$5,000 to \$7,500.



Review of the Grand Rapids Produce Market.

Asparagus—Home grown, 90c per doz.

Apples—Baldwins, Greenings, \$6.50 per bbl., Northern Spys, \$7 per bbl.; Western, \$3.75 per box.

Bananas—\$6.75 per 100 lbs.

Beets—New Florida, \$1 per doz. bunches.

Butter—The market is steady, with quotations about the same as last week. Receipts are somewhat heavier and there is a good consumptive demand. The average quality is showing improvement, due to better pasturing conditions. The better grades of butter have been finding a better outlet than the under grades. With the increase in receipts, lower prices will probably prevail in the near future. Local dealers hold extra fancy creamery at 41½¢ for fresh. They pay 36¢ for No. 1 dairy in jars; they also pay 27¢ for packing stock.

Cabbage—Mobile stock, \$2.50 per crate of 110 lbs.; Mississippi, \$3 per crate for medium size and \$2.50 for large.

Carrots—90c per doz. bunches.

Cucumbers—\$1.50@1.75 per doz. for hot house.

Eggs—The market is 2c lower, due to the fact that the storage warehouses now have on hand more stock than they did a year ago and have practically stopped buying. The average quality of eggs is holding up well, due to cool weather in the different producing sections. Still lower prices are looked for in the immediate future. Local dealers pay 32c to-day, cases included, delivered in Grand Rapids.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$4.50@5 per box for all sizes Floridas.

Green Onions—15c per doz. for home grown.

Green Peppers—75c per basket for Southern grown.

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

Lemons—California selling at \$8.25 for choice and \$8.50 for fancy.

Lettuce—9c per lb. for hot house leaf; \$2.25 per hamper for New York head; Iceberg, \$5 per crate.

Maple Syrup—\$2.35 per gal. for pure.

Mushrooms—75c per lb.

Nuts—Almonds, 21c per lb., filberts, 20c for Grenoble; Brazils, 18c; Mixed nuts, 16½c.

Onions—Texas Bermudas, \$1.85 per crate for yellow and \$2.25 per crate for white.

Oranges—California Valencias, \$6.25 @7 per box.

Parsnips—75c per bu.

Pieplant—75c per bu.

Pineapple—\$3 for 42s; \$3.50 for 24s 30s and 36s.

Plants—Tomato and Cabbage, \$1 per

box; Pepper, Cauliflower and Salvia, \$1.25; Geranium, \$1.50@1.75.

Potatoes—Country buyers are paying 60@65c per 100 lbs. New are now in market, commanding \$3 per 100 lbs. for Florida.

Radishes—20c per doz. for home grown hot house.

Seeds—Timothy, \$9 per 100 lbs.; Medium Clover, \$22; Dakota Alfalfa, \$23; Montana Alfalfa, \$26; Alsike, \$26.

Seed Beans—Navy, \$9; Red Kidney, \$9, Brown Swedish, \$7.

Seed Potatoes—Early Ohio, 2c per lb.

Spinach—\$1.65 per bu. for home grown.

Strawberries—\$5.50@6 per 24 qt. case Floridas.

Tomatoes—\$7 per 6 basket crate.

Wax Beans—Florida stock commands \$2.75 per hamper.

The Grocery Market.

Sugar—No change whatever from a week ago. Stocks of raws are good and refiners are comparatively comfortable, so far as their raw material is concerned. Refined sugar is also unchanged. The new certificate scheme went into effect on Wednesday last, May 15, and so far has made but little stir. From all appearances there will be a fair amount of sugar during the coming season for all purposes, and it is not unlikely there will have to be a further curtailment in the use of sugar by certain manufacturers. The consumptive demand for sugar is already fair, on account of the oncoming of small fruits.

Tea—According to a cable from United States Consul General Fuller, stationed at Padang, Sumatra, the Governor General has granted permission to resume American service, and licenses for export to the United States will be freely granted for all articles on the embargo list. Advice received in the trade indicate that this ruling applies to all of the Dutch East Indies, and as it is the purpose of the government of those islands to particularly assist those industries which have been most affected by the war it is assumed that the Java tea trade will be among the first to benefit by the resumption of export business. Lately the Java tea situation in the United States has shown a good deal of improvement partly as a result of a closer concentration of the stock in the hands of firms more closely identified with the tea trade than were many of those who were made the consignees of Java shippers, and whose operations were held to be largely the cause of the demoralization long existing in the market here for this

description of tea. The Java competition also has been mainly responsible for the depression in Indias and Ceylons, which has prevented them from responding to the constantly strengthening situation in their primary markets. Of late more interest has been shown in these teas, and on Saturday some very good business in India pekoes and orange pekoes was reported at satisfactory prices.

Coffee—The market still continues very dull. There has been no change in Rio and Santos coffee during the week, but the undertone is not particularly strong and trade is very dull. Milds show no change, but are firm throughout.

Canned Fruit—A demand exists for canned fruit of good quality at reasonable prices, but there is little or nothing to be had and the market is nominal.

Canned Vegetables—Spot tomatoes are now on a basis with futures and very little business is being done, largely because there are only light offerings. There is hardly anything else in the vegetable line being offered on the spot, while future business in corn is moving rather slowly. Peas are about sold up, according to all reports.

Canned Fish—Sardine packers are not having very good luck so far as Maine orders are concerned but from California reports are much more favorable. There is little or nothing being done in salmon. On the Pacific Coast canners are now in a little better position because in most instances the Food Administration has determined what prices fishermen shall charge, but as yet the packers are in no hurry to name prices, having in mind the necessity of providing for the Government contracts before they attend to the wants of the general trade.

Dried Fruits—According to a report from the Coast commercial packers of licensed dried fruits—including prunes, raisins, apples and peaches—voluntarily agreed not to purchase or contract for any of these commodities prior to June 1, at the request of the United States Food Administration of California. Three big growers' organizations also agreed that until that date they would not solicit or accept new members into their organizations. This action was taken at a meeting held recently between Ralph P. Merritt, Federal Food Commissioner of California, and a committee representing the packers and organized growers. Administrator Merritt announced that an agreement between the packers not to buy until the date specified was necessary in order to allow the Food Administration sufficient time to promulgate a definite policy for the marketing of this season's dried fruit output. Under the rules of the Food Administration packers are prohibited from selling the licensed dried fruits until June 1. The question of licensing dried apricots, figs, black grapes and pears was discussed without any conclusion being reached.

Rice—There is a meager supply on the spot market and very limited offerings from the South. About the

only demand at present, however, is for screenings and seconds, which grades are practically unobtainable.

Spices—Both white and black peppers have again been the subject of active buying interest and prices are higher. In other lines the movement has been of moderate volume on jobbing orders, but with light stocks and the fact that under recent action taken by the War Trade Board imports will be kept at the minimum permitted by actual needs of consumption the tone is strong.

Molasses—At a recent conference of Food Administration officials in Washington the question of granting an allowance to sellers of blackstrap who furnish tank cars was discussed, and as a result it is expected that such sellers will shortly be allowed to charge 1½¢ additional on the established price of 18c per gallon in bulk f. o. b. importing and manufacturing points. No other fresh features were presented in this market at the close of the week.

Cheese—The market is steady, with quotations about the same as last week. Old cheese is finding a good outlet at quotations ranging as heretofore quoted. New cheese is quoted about ½¢ per pound higher. The average quality shows gradual improvement. No radical change can be looked for in the cheese market in the near future.

Sugar Syrups—As a result of a conference of Food Administration officials in Washington last week, it is understood that steps may shortly be taken to fix prices on sugar syrups at 55c for fancy, 40c for medium and 30c for common grades. It is also expected that refiners will be requested to discontinue the making of sales for export until domestic requirements have been fully covered.

Corn Syrup—Whether the question of regulating prices on this commodity was considered at the recent Food Administration conference could not be learned. At present prices are held firmly by conditions of supply and demand, the latter being unusually heavy.

Tapioca—The modification of the export embargo by the Dutch East Indies government is offset by the placing of this commodity by the War Trade Board on the list of articles that can be imported only on license. Stocks are light and the market firm, but demand at present is moderate.

Provisions—The market on pure lard is fairly steady, local packers having accumulated somewhat in the last week or so. There is a very light demand and with the increase in supply the local packers are willing to make concessions of about ½¢ per pound under former quotations. The market on lard substitute is steady, with unchanged quotations. There is a fair consumptive demand and a fairly moderate supply. The market on smoked meats is steady, with quotations ranging about the same as last week, there being a fair supply and a light consumptive demand. The market on dried beef is very firm, prices having advanced about 2c per pound. There is an extremely light supply, with a heavy consumptive demand.

MERCANTILE PARADOX.

Practices Advised By One Body Condemned By Another.

Without doubting the sincerity of the Government any more than he does the honesty and patriotic co-operation of the grocer, it cannot be denied by a fair minded observer that Governmental practice, as between the Food Administration on the one side and the Federal Trade Commission on the other, leaves the grocer in a dilemma as to just what ought to be—aside from the paramount duty to help win the war—his course of conduct, to measure up to Governmental ideas of good ethics.

That the grocery trade has loyally supported the Food Administration in all its regulatory orders cannot be denied; instances are indeed rare where it has been necessary to resort to a try-out to prove the Government's power to control the situation. So loyal has been the co-operation that even grocers who feel their rights being invaded are not disposed to protest. This is somewhat due to the fact that the grocers are convinced of the good intentions of the Food Administration.

But the actions being brought by the Federal Trade Commission, on the other hand, are breeding very serious and potential resentment and a feeling that mercantile rights are being trodden upon without rhyme or reason, merely out of a disposition to split hairs on fine legal distinctions and with little if any ground on which to predicate actual necessity. One thing which confirms this view on the part of the merchant is the fact that while Uncle Sam, through the Federal Trade Commission is prosecuting manufacturers for certain acts, as inimical to the efficient, economical distribution of food, and against the public welfare, the same Uncle Sam, through the Food Administration, is resorting to exactly the same things the grocer and manufacturer are doing, because it serves the public emergency best.

Take the matter of price fixing; or profit fixing, which is virtually the same thing. It wouldn't perhaps be the same thing if Uncle Sam didn't officially determine the fair cost basis; but as it stands, his adjudication virtually determines the selling price. It is done in the interests of equality and a uniform fair chance for all alike, big and little. Yet when a manufacturer fixes the price of his product, for exactly the same reason, the Federal Trade Commission prosecutes him.

The Food Administration encourages the "get together" spirit between all the factors of trade, but when a manufacturer, to accomplish the same friendly understanding, sends his "mixers" out to cultivate trade friendship at conventions, etc., he is charged with unfair trading.

The Food Administration has defined clearly the classification of trade factors; for instance, manufacturers, brokers, wholesalers and retailers and checks material infractions from regular channels. The Federal Trade Commission prosecutes the manufac-

turer who seeks to protect the same system by his refusal to sell to irregular factors, who are only seeking self-preferment.

When a manufacturer of a specialty, for reasons of his own, refuses to sell his goods to such distributors as would tear down his system, unfairly to the majority of distributors, the Federal Trade Commission proceeds against him. When the Food Administration, in the interest of fair and equal opportunity wants to check the unfair trader, it requires that the manufacturer or jobber defend the system by refusing to sell the offender.

And so on, through numerous phases of practice. The grocer wants to obey both tribunals—and perhaps he accomplishes it—but between the divergent policies on the part of a Government which is trying to educate him as to what is ethical practice, what shall he decide is fundamental right and wrong? The Food Administration policy is presumably based on economy, efficiency, conservation and patriotism. The Federal Trade Commission makes no claim to be doing more than compel a rigid obedience to a law, which is already being much discredited by thoughtful economists. It might be a good plan for Uncle Sam to quit straddling in his ideals of mercantile morality.

Everyone knows that the legislatures and Congress have long treated the merchant as Tweedledee and the farmer as Tweedledum in many matters of united action. When the farmer gets together and decides on a line of action, it is called "co-operation." When the merchant or manufacturer does it, it is called "conspiracy" and the jail doors yawn.

And yet, New York has just placed on the statute books, by the Governor's signature, a law which exempts farmers, dairymen and gardeners' organizations from the operation of the Donnelly law, the Wicks bill and other statutes of anti-trust character. Governor Whitman was asked to veto the Hill bill on the ground that it was in violation of the Federal Constitution, but in a lengthy memorandum approving the bill the Governor says that changed conditions which exist at the present time would in his opinion cause the United States Supreme Court to hold the Hill bill constitutional. "The question of reasonableness, I assume, is based mainly upon the circumstances which caused the enactment of the statute," says the Governor. "The purpose of the passage of this act was to encourage those engaged in agriculture. Whether there is power in the Legislature to do so depends upon the question of the reasonableness of the classification.

"If this amendment were not approved by me a corporation or association of farmers engaged in interstate commerce would be free to do the very acts prohibited, while such a corporation doing entirely an intrastate business would not. Thus this bill in reality destroys a discrimination.

"The farms of the country are being operated by individuals. They are forced to sell their products to cor-

porations and to buy their feed and materials from corporations. They are at a disadvantage, therefore."

No one denies the necessity for encouraging agricultural production, but must law making be dragged to the low level of expediency, contravene essential equality and brook manifest discrimination? Is not distribution important, if not as vital, as production in the matter of food supply? In trade circles, there is a perversity of disposition to feel that the Governor's action might have been different if the political constellations had not been disposed as they are.

The placing of laws on the statute books purely to tickle certain people with notions, not always sustained by the facts, is illustrated by the annual report of Food Commissioner James Foust, of Pennsylvania, recently published. It has to do with cold storage laws, which have been a source of much controversy in Pennsylvania in recent years and are now of very annoying exaction. After quoting the statistics of food held in storage and emphasizing the importance of cold storage stocks, the report says in part:

The schedules show that only seventy-three samples of doubtful condition were taken from cold stored food products for examination by chemists of the bureau, and seventy-one prosecutions were ordered for violation of the Cold Storage Act. Nearly all of the latter cases were for failure to affix the proper marks to cold stored food, and were not, because of such deterioration of these foods or such insanitary condition that they had become unfit for human consumption. In this connection it may be noted also that out of the one hundred and three cases terminated during the year for violation of the Cold Storage Act of 1913, all but four were due to failure of the retailers properly to mark the foods as cold storage foods.

In other words, the offense was not for selling improper food or unfit food, but merely because it did not have the required "cold storage" notice. Well, of course, in that event the law was violated, but what practical value has a law which is backed by no more public necessity than that? If it was suitable food, why should it be tagged in a way which would only serve a public prejudice rather than an intelligent understanding? Would not the public be better protected and food costs be kept down by a law which would merely prevent the offering for sale of any food unfit for consumption and would be supported by a compulsory examination upon withdrawal as to fitness?

Price fixing, or rather profit fixing, has its advantages for the grocer as well as its adversities and shortcomings. In fact, it is interesting to find that, while the Government prohibits speculative profit and profiteering, it has not thus far shown any disposition to deny the functional service performed by the grocers, wholesale and retail alike, and to assure both, in the maximum profit, not only a fair amount but perhaps more than, in the maelstrom of competition, they have been allowing themselves.

By reference to an item in another column, it will be seen that retail profits are to be established at vir-

tually double those allowed jobbers on the main staples of trade, which follow very closely what the practice has been heretofore, save in the one item of lard and lard compounds. A normal, and above all a uniform guaranteed profit, of from 16 to 30 per cent.—guaranteed because, with the exception of the occasional price chopper, retailers will make the permitted profit the ruling one—is higher than the average retailer has been charging, especially in the light of his fallacious system of figuring costs. True, there are not the chances for rapid and sensational speculative rises, but neither are there chances for the reactionary declines.

Take the matter of sugar, on which it is understood the retailer is to be expected to make a cent a pound. It is notorious that for years retailers have been throwing sugar away, until their association leaders taught them better habits. With Uncle Sam's backing, the probabilities are that they will now make a profit, although some complain that on small sales of less than two pounds, a cent a pound is not enough. However, "they should worry." Likewise the canner, whose profit per dozen was recently decreed at figures such as he rarely experienced on the bulk of his pack. Heretofore he sold most of his pack at very close to cost, or less, and trusted luck to give him a surplus in a scant year on which to recoup.

Location of First Book Store in Grand Rapids.

Grand Rapids, May 21—I have just walked four blocks out of my way to read a little bronze tablet which is attached on the West side of No. 4 Engine House, corner Crescent street and Bond avenue. It was news to me and it may be to you that this tablet is in existence. It reads as follows:

The first
Book Store
in
Grand Rapids
was located
upon this site
in 1836 by
John W. Peirce.

You may remember Mr. Peirce as the brother of one of our former Mayors, Peter R. L. Peirce. John W. was a pioneer merchant of Grand Rapids and during the later years of his life he lived in the brick house across the street from Police Headquarters to the South, having built the house later occupied by his son-in-law, the late George G. Briggs.

I am sorry I did not have my attention called to the tablet earlier, so as to have mentioned it in my book binding article in the last anniversary edition of the Michigan Tradesman.
John B. Barlow.

One good feature of sedition is the fact that it cannot long be kept quiet. Secret disloyalty soon becomes public, and therefore innocuous. Out in Santa Monica, Cal., a woman who could no longer restrain herself from expressing disapproval of this country's recent behavior retired to her backyard and there addressed a traitorous discourse to her goat. The inscrutable goat listened in silence, but there must have been others beyond the fence, for the indiscreet orator has now been sentenced to thirty days.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, May 14—Matthew Williams, conducting a meat market and grocery store at 74 Division avenue, this city, has filed a voluntary petition in bankruptcy. Adjudication has been made. Mr. Corwin appointed receiver and George S. Norcross in charge as custodian. Appraisers have been appointed and the appraisal has been taken and is now on file. The first meeting of creditors has been called for May 29, at which time creditors may attend, prove their claims, elect a trustee and transact such other business as may come before the meeting. The schedules of the bankrupt show the following: Liabilities, \$2,216.64; assets, \$2,782.44, including real estate valued at \$1,200, which is claimed as exempt to the bankrupt. The stock in trade is valued at \$400 and debts due on open account amount to \$667.44. The creditors scheduled are:

Secured Creditors.

George W. Williams, Grand Rapids \$208.50
Etta Williams, Grand Rapids 300.00

Unsecured Creditors.

A. J. Barnes, Grand Rapids \$ 33.52
G. R. Butchers Supply Co., Grand Rapids 10.00
Central Michigan Paper Co., Grand Rapids 21.34
Consumers Power Co., Grand Rapids 3.90
John Doan, Grand Rapids 32.54
G. R. Grain & Milling Co., Grand Rapids 4.63
H. J. Heinz Co., Grand Rapids 14.65
Sullivan Packing Co., Detroit 46.56
Morris & Co., Grand Rapids 514.84
Independent Packing Co., Chicago 50.29
National Grocer Co., Grand Rapids 136.63
Voight Milling Co., Grand Rapids 50.99
Thomas P. Bradford, Grand Rapids 300.00
John Post, Burnips Corners 50.00
John Post, Burnips Corners 295.63
John Gezon, Grand Rapids 13.00
Casey Van Hoff, address unknown 130.00

May 17—Charles A. Zagelmeier and Clair D. Zagelmeier, formerly copartners as the Superior Laundry, Grand Rapids, filed a voluntary petition in bankruptcy, and Charles A. Zagelmeier, individually, filed a voluntary petition in bankruptcy. The adjudication has been made and the matter referred to Mr. Corwin. No meeting of creditors has as yet been called. The partnership schedules show the following: Liabilities, \$2,250.15; assets, \$200. Following are the creditors scheduled by the partnership:

Secured Creditors.

John D. and Lena Zagelmeier, Grand Rapids \$400.00

Unsecured Creditors.

Judgment in Superior Court in favor of Peter Kruizenga, Guardian of Tillie DeWitt \$1,564.00
Reid Auto Co., Grand Rapids 43.25
J. M. Hayden Co., Grand Rapids 15.00
G. R. Vulcanizing Co., Grand Rapids Amt. unknown
R. J. Cleland, Grand Rapids 227.90
The individual schedules of Charles D. Zagelmeier, show the following: Liabilities, \$2,275.15; assets, \$1,100. The assets include carriages and other vehicles, \$100, and a policy of insurance amounting to \$1,000. The schedules show the following creditors of Charles D. Zagelmeier:

Secured Creditors.

John D. and Lena Zagelmeier, Grand Rapids \$400.00

Unsecured Creditors.

Peter Kruizenga, Guardian Tillie DeWitt, Grand Rapids \$1,564.00
Reid Auto Company, Grand Rapids 43.25
J. M. Hayden Company, Grand Rapids 15.00
G. R. Vulcanizing Co., Grand Rapids Amt. unknown
R. J. Cleland, Grand Rapids 227.90
Houseman & Jones Clothing Co., Grand Rapids 25.00

In the matter of the Holland City Gas Co., of Holland, a special meeting was called for a hearing on the sale of the assets of this estate. Petition to sell at public auction, subject to incumbrance, was considered. The city of Holland filed written objections to the jurisdiction of the referee to order a sale and the question was argued at length and submitted. The meeting was adjourned without date.

In the matter of the Verecke-Siersma Hardware Co., Holland, the first meeting of creditors was held. Claims were allowed. The receiver made a verbal report, which was, by vote of creditors, approved, the receiver to be discharged upon the qualification of the trustee. Walter H. Brooks was elected trustee and his bond fixed at \$5,000. The previous appointment of appraisers was, by vote of creditors, confirmed. The meeting was then adjourned without day.

In the matter of the Plank Flexible Shaft Machine Co., a hearing was held on an order to show cause as to sale. The sale of the assets was considered, and it appearing that the offer of Leonard D. Verdier of \$3,750 was the highest offer made, all the assets of this estate, except the accounts receivable, were sold to L. D. Verdier for \$3,750. An order made confirming the same.

May 20—In the matter of Edwin F. Strong, the final meeting of creditors was held this day. The final report and account of the trustee, showing total receipts of \$121.60 and no disbursements, was approved and allowed. Order was made for distribution and payment of a first and final dividend, the amount of which has not yet been determined.

"Innocent Third Party" All a Myth.

Gwinn, May 20—Relative to the suit brought against me by the Brenard Manufacturing Co., of Iowa City, I had this case put off until the September term of court, so as to give me time to work up an adequate defense. My attorney is sanguine he can win the suit, especially in view of the valuable evidence he has just secured from the home of the Iowa sharpers, showing that the "innocent third party" dodge is all a fake and fraud. I am furnishing you this information for the benefit of the other victims of this concern, whose attorneys may not have gone into the matter so thoroughly as my attorney did. With evidence of collusion on the part of the present alleged owner of the notes, victory is assured.

The unpaid notes against me were sent to two different attorneys, who, after hearing from me regarding the deal, returned the notes and wouldn't have anything to do with them, but they finally succeeded in finding a man who was willing to take the matter up for them, although I wrote this man also a full account of my dealings with the swindlers. Of course, as soon as he finds out that he is being made a cat's paw by the swindlers—really an accomplice in the perpetration of a crime—he will throw his client in the air higher than Gilderoy's kite. No attorney can have anything to do with such a crowd without being smirched in the contact.

Richard Quale

The letter Mr. Quale refers to is as follows:

Iowa City, Iowa, May 18—Your letter under date of May 13, 1918, relative to W. I. Pratt, of Iowa City, received and contents noted fully.

In reply will say that W. I. Pratt's wife is a relative of J. L. Records, who is one of the co-partners of the Brenard Manufacturing Co. Mr. Pratt is quite well to do. As a matter of fact, he has made it his business for years to bring suits upon notes assigned to him by the Brenard Manufacturing Co. all over the country, claiming to be an innocent purchaser of the same. If you cross examine Mr. Pratt orally, we don't think you will have much trouble in securing enough admissions to show that he is not an innocent purchaser of this paper. We have represented litigants in a large number of these suits and have been uniformly successful in defeating the claim of bona fides on the part of Mr. Pratt and others living here. Other than this, Mr. Pratt has no occupation that we know of.

South Dakota had worked very hard on the third Liberty Loan, and when the Mennonites of Yankton county, who have become persons of means in the forty years or so since they settled in the West, announced that they could not finance a war to the extent of a single penny, a committee called upon them and borrowed for the Nation enough cows and sheep to meet, almost, the colony's subscription quota. It seems that Dakota pioneers "staked" the Mennonites to food and farm implements in the early days, and felt it to be only just that Uncle Sam should collect a bit of interest now. The live stock was placed on sale last week, and, the proceeds being put into Liberty bonds, the owners may have the bonds or not, just as they choose.

Two New Manufacturing Enterprises Captured.

Saginaw, May 21—Saginaw's industrial boom, which was started last year with the advent of the Shipbuilding Company, a new malleable iron plant and four other new concerns, has been stabilized by the announcement of W. C. Durant, head of the General Motors Corporation, that he will at once establish at Saginaw a grey iron foundry to employ 1,000 hands. The same day Mr. Durant was in Saginaw and made this known, W. E. Wood announced that he had definitely decided to locate the Wolverine Tractor Co. factory in this city. This Tractor company will manufacture a four-wheel drive machine with a caterpillar attachment. It already has an order for 1,000 machines for delivery in the Canadian Northwest. Mr. Durant's factory will be built immediately North of the old Marquette plant. The plans are being drawn for the building, which will occupy a space 600 x 1,400 feet. With many industries locating in Saginaw and almost every concern in this city engaged in war orders and a large amount of normal business, Saginaw has started an advertising campaign for 3,000 more men, women and girls. With the double announcement of the new plants the last few days, the Saginaw Board of Trade, an organization 55 years old, became known as the Saginaw Board of Commerce. This is the start of the second year of the organization, which took the helm in 1917 and which has had for its President George H. Hannum. Mr. Hannum has been assisted by Julius B. Kirby as Secretary. Both gentlemen have been returned unanimously. With them comes back the entire Board of Directors. This is the first time in the history of the half century of the organization that the officers have made such a record that they have come back for another year without a change.

Industrial conditions have reached such a point in Saginaw that the various interests have joined hands to consider the housing problem and the question of street car transportation has been taken up with the Emergency Fleet and the War Ordnance Departments at Washington. The steel that is to be made in Mr. Durant's factory will go into the manufacture of automobiles in his various plants.

Chester M. Howell.

Origin of Cereals and Bread Unknown.

The origin of wheat is lost in hoary antiquity. Even the original home of the cereal plants of which bread is being made is not known, all the researches and hypotheses notwithstanding. Where wheat, spelt, rye, barley, oats, buckwheat, etc., first offered man their grainy ears for food is an unsolved problem.

But that originally bread was not roasted or baked, as moderns prepare it, but eaten as dough or paste, may be inferred from its relation with the word "broth," both of these words being derived from the root "breo-wan," "bru," to brew. In all probability it was originally the boiled coarse meal with nothing added to it but salt. The leavening and baking of the bread was a later development. The origin of these processes is a matter of speculation; but so much is certain: that baking preceded the leavening of the bread that causes it to rise; also that the original form of the bread was not the loaf, but a kind of thin, flat cake like the matzoths, or unleavened bread of the Jews, or the tortillas of the Mexicans. Like

these, it was probably roasted upon intensely heated flat stones.

With the discovery of the leaven the flat cake increased in height until it assumed the form of our loaf.

Making Bread Without Flour.

In France bread has been made without flour in a machine that transforms the wheat directly into dough. This machine has a large screw turning loosely in a case on the inner surface of which is a screw thread running in an opposite direction. Between the main threads on the cylinder are smaller threads, and the depth of the groove becomes progressively smaller from one end to the other, so that it will hold the entire wheat grain as it enters the machine, at the same time accommodating only the pulverized wheat at the exit.

The wheat is prepared by a thorough washing, after which operation about a pint of tepid water to a pound of grain is added, the whole mixture being allowed to stand for some six hours. Then the grains of wheat have swollen to twice their ordinary size. The mixture is then treated with yeast and salt and is poured into the machine. It falls between the threads of the moving screw, which simultaneously crush the envelope and body of the grain, making of them a homogeneous mixture that forms a smooth paste.

Bread made by this process contains a succession of holes whose size increases as they approach the crust, which is thin. The odor given off is said to be most agreeable.

Gen. Pershing's first communiques, just published, to be followed up by similar bulletins daily, constitute a partial and, on the whole, satisfactory surrender to the public's demand for regular and complete information about the activities of our troops abroad. His messages not only tell, in detail, what our soldiers in the trenches had been doing during the preceding twenty-four hours, but also convey the agreeable news that over part of the front, which, no doubt, shortly will be known as "American," our aviators were keeping busy successfully. A change of Administration publicity policies appears to be indicated by this concession in the matter of daily bulletins, and augurs well for an about-face in other directions as well. It seems quite evident that war, from now on, will grow to be less and less anonymous and that our Government, like those of France and England, will, wherever military considerations do not demand secrecy, begin giving us the names of Pershing's generals, of division commanders taking part in battles, and, above all, of the organizations distinguishing themselves in action. Six lines of real news from the front, with names of regiments, will do more to stir up enthusiasm than reams of synthetic write-ups from a Washington Bureau.

Do you ever give your wife a chance to tell you how she thinks you might improve your store or your methods? If you don't, you are missing one good bet.

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E. A. STOWE, Editor.

May 22, 1918

SWING OF THE PENDULUM.

Believers in individualism have been dismayed at the progress made by collectivism in one form or another since the war began. The kind of efficiency which fighting begets runs in the direction of unified effort and standardizing. Quantity production of uniform quality is called for, whether it be in locomotives, firearms, blankets, airplanes, or any other article in demand. There are standard shoes and suits of clothes in various countries just as there are standard ships with standard engines inside them. For the making and the distribution of articles there have also been devised collective or co-operative agencies. At times it has looked as though individual effort or distinctiveness would have to go into the scrap heap with other outgrown and discarded appliances. But the signs are growing now that, when hostilities cease, the swing of the industrial pendulum will be toward the older ways, even though it came in the form of a protest against the drab and dull uniformity of the products of standardization. In great Britain and Germany there have been outspoken protests against collectivism in shipping and in other branches of trade. Similarly there are indications, more or less evident, of a revolt against the continuance of the repression of things to wear to standards which war conditions only excuse. This is it that gives point to the advice of the cloth manufacturer of Bradford, England, who told the members of the Textile Society there to prepare for making fancy fabrics after the war, because they would then be so much in demand. Perhaps he had in mind what happened following the restoration of Charles II, after the puritanic Cromwell regime in England. Human nature does not change much with the centuries.

THE UNDERWEAR MARKET.

With the Government taking up so much of the production of the underwear trade there is very little in the way of new developments as far as the civilian trade is concerned. Merchandise is still wanted, but with nothing available the demand is not being satisfied. Buyers have come to the conclusion that it is not worth while to try to obtain anything more, and as a result the market is quiet.

There is some enquiry coming in from time to time, but it is not enough to speak of and as a general rule it is passed up for want of goods.

Mills are working on their Government orders with a view of turning out the goods wanted as soon as possible, some hoping that then they will be able to go on civilian orders. This belief, however, is not shared in by many, who see the Government as a steady buyer for some time in advance. The Government has inspectors in the mills and they are seeing to it that all of the production goes where it belongs, so there is no chance for mills to put over anything on the Government.

This, of course, applies to the men's situation. In women's numbers the situation is not as acute and there is apparently enough to take care of the demand. Low end goods have gone out of sight some time ago and this has made it hard for the fixed-priced stores to operate, although they are paying more for their goods and are meeting the situation in that way. This, with the elimination of some numbers, has solved the situation so far, although it is apparent that this cannot continue to be done.

In better grades there is a supply enough to take care of the demands that are being made, and while the prices are showing about the same trend as the men's prices, buyers do not show much disposition to let them alone. Some of the higher priced lines of women's underwear have suffered a little, but these lines are exceptions rather than examples of the trade and cannot be taken as indicative of the market or its trend.

QUEER CONCEITS CURRENT.

All kinds of queer stories keep coming from Washington as to the kind of regulation that is to be attempted on men's and women's garments and the fabrics which enter into their construction. One of them, gravely printed in a trade periodical the other day, foretold of an effort to compel the use of cotton instead of woolen fabrics for garments even in winter. Others have indicated the employment of official pressure to force styles which would use the minimum of material, snipping so much off the length of a woman's skirt or from its width. It is evident from these stories that some one is lacking in a sense of proportion or of humor. All concede that, while the war lasts, it must be the principal business of the Nation and that everything must yield to it. But there is nothing so critical in the woolen situation as to call for measures of the kind indicated. There is enough wool here and in sight to provide for all needs for a year to come, and there is no reason why the civilian public as well as the forces in the field should not be supplied with clothing in keeping with the weather conditions. Nor is there any reason why every woman and every man should be restricted to any one fabric or style in what they wear. It will not help to win the war to put all civilians into uniform. Economy should be practiced, but mere discomforts that can serve no purpose except to exasperate should be avoided.

SCARCITY IN DRY GOODS.

Dry goods merchants are beginning to grope their way into the long future. There is much less certainty manifested than there was two months ago and doubts are heard of more frequently concerning a maintenance of the retail distribution of the country on the plane of peace times. Business is profitable in many directions, yet it is not uncommon to hear it admitted that margins are contracting rather than expanding. Perhaps the worst may be looked for in the way of complaining in the next few weeks, as in that time merchants will be called on to part with cash for the payment of revenue taxes, some of them in character widely different from anything hitherto encountered in trade experience.

The huge requirements of fabrics for Government use and the necessary displacement of products hitherto considered essential in dry goods stores are matters that are engaging the attention of primary merchants and manufacturers far more than jobbers or retailers. It may be from six to nine months before retailers begin to be really pinched in the matter of supplies of goods that are no longer being made. Some goods, perhaps knit goods more than others, may become scarce this winter at the retail counters, and economy will be forced by the inability of jobbers to get the goods they ordered some time ago. The Government has been buying up stocks of goods in jobbers' hands and wherever suitable merchandise could be found. This will become apparent to traders for civilian purposes early in the fall.

The export trade in cotton goods is declining steadily through inability to ship or because licenses cannot be obtained. Many goods used largely in export trade will not be licensed for shipment at present. Denims, cheviots, drills, some of the heavy sheetings and any underwear available for Government use, cannot go out of the country while home needs are so imperative. The War Trade Board is working in harmony with the War Industries Board in conserving the home supply. In import trade lines it is possible to bring in many goods that are luxuries or semi-luxuries, if they can be hurried across on some trans-atlantic ship that may be leaving France or England. But little attention is being given to the exploitation of foreign business at this moment, wherever it is at all questionable, or wherever it appears that home or war necessities are paramount.

The wool goods industry is more stagnant at first hands than any other primary division, so far as civilian business is concerned, because the Government is exercising a much stronger control over it than any other. The linen trade is naturally contracting all the while, for the same reasons that have been operating in the past four years of war. The burlap business is less buoyant, and it is felt that it must come under more drastic control during the coming months. The silk industry is still quite free of restrictions, considering the predictions that were made concerning it in illy-informed quarters several months ago. The leading silk merchants are inclined to give every

possible assistance to the winning of the war, and are endeavoring to find where silk will fit it to many of the growing needs for substitutes both for civilian and for war purposes.

Textile production of all kinds, and especially in cotton goods, is hampered considerably by labor shortage. But there are many redeeming features, and some will explain why goods come along as rapidly as they do. Many of the mills have reduced the number of styles they make, and by confining their machinery to a few lines they enhance the output as a whole. The contraction in production due to labor shortage is not reflected in decreasing consumption of cotton because so many mills are going on to heavier goods requiring a much larger use of cotton in proportion to the number of employees engaged.

The trade movement in the markets is naturally very spotty. In men's wear and dress goods there is an active search for any goods available in second hands. Jobbers are buying from cutters, and goods held in out of the way places for a speculative profit are constantly coming to light. In cotton goods markets values are decidedly firmer owing to the fear that civilian supplies are going to be much shorter than anticipated. It is very questionable at least whether consumption in civilian channels is not declining faster than is commonly estimated, but it must decline a very great deal unless famine conditions in goods are to be seen.

SWEATER TRADE QUIET.

It is between seasons in the sweater trade and as a result there is very little activity at this writing. Some buyers are looking around for supplies, but in most cases high prices are scaring them away before they have bought. The raw material situation is such, especially with wool yarn, that mills are unable to do much. Prices are high and it is expected that they will go higher, but this sort of expectation is not helping the demand.

The duplicate business that was around the market two or three weeks ago is not in evidence at this time and there is no indication that it will return, although it is felt that a little later on there will be some renewed interest in the lines when buyers have had a chance to become accustomed to the higher levels that are now in force. It is generally felt that buyers are not fully covered on their sweater needs.

In jobbing quarters there is some business coming through and they are not finding much trouble in disposing of whatever they are in a position to offer. Wool lines are in demand as well as silks, both the pure and the artificial. Buyers show a disposition to go slow in making purchases but they are not letting the line alone entirely. It is a general report that men's sweaters have sold very well and quarters that looked for a decline on account of conditions have been disappointed.

Did you ever read the fine print in one of your insurance policies? If not, you have some surprises waiting for you, perhaps unpleasant ones.

MEMORIAL DAY.

Another memorial day comes to us, not silent and peaceful, as others have been in the past, but shuddering with the distant clash of arms in another war which rends not only America, but all the world beside.

Well may we take heed of the past, and garland the Nation's dead with the flowers of May, for in the dim distance the fires of conflict are staged to more furious war than ever was known before. We are in the midst of a struggle for the perpetuity of those institutions for which the countless dead of all our past wars shed their blood.

As we go forth with flowers this May morning we cannot resist the fear that there will be many new graves to garland at another memorial, a year hence, also many other graves beyond the brine, where lie in the green sod of sunny France our bravest and best, whose homes are in mourning for son, husband, sweetheart and brother. Again has come a time that, as in the past, tries men's souls, tingling all heartstrings as never before.

We need these memorial days, lest we forget. In honoring the dead who fell for the Republic in past wars, we honor the living soldiers of to-day as they march forth in defense of the dearest rights of all mankind. Strew flowers, keep alive memories of the past, while at the same time we awaken anew love of country, and a determination to defend the flag of our fathers with unsparing devotion. Let the light of liberty shine throughout the land. It is not hid under a bushel, but streams forth in glorious anticipation of a complete and assured victory over the Godless Huns of a demonized empire, whose god is lust, murder and a hundred other worse crimes unfit for public print.

We know and feel a sense of pride with the knowledge that our flag is now on the battle line in France and Flanders; that the American eagle is flapping his wings in an outcry of wrath against the infant assassins of the Central Empire, and that Old Glory is waving its red, white and blue folds to the winds of old Europe, bidding defiance to the hordes of Hundom, bidding the downtrodden Belgian and stricken Serb be of good cheer, for America, republican America, has flung down the gauntlet and is marshalling her hosts for a grand drive against the enemy, that will in the end bring peace to all Europe, justice to the defilers of womanhood, mercy to a deceived people, punishment to the instigators of the most unholy war in the history of the world.

Keep in mind what is before us as we strew the graves of the old veterans with flowers this memorial day. Keep in mind the fact that we are again at war, that the echoing guns of strife are heard round the world, that this year, as never before in history, is freedom hanging in the balance. Men, munitions, money, with moral backing of a great, free people, must in the end win such a victory as shall make glad the hearts of suffering humanity.

Keep the home fires burning. Spurn all offers of peace which do not grant freedom and autonomy to those lesser nations of Europe who have suffered in person and purse for their loyalty to the common people, their detestation of autocracy as represented at Potsdam and Vienna. The United States is in this war to see it through. We are ready to sacrifice much that victory may crown the Allied arms. There can be no backward steps. The die is cast. The only outcome is complete victory for Democracy or for Autocracy!

Which shall it be? America answers readily enough and she pledges her last man, her last dollar for the cause of human freedom throughout the world.

Mere personal government is riding to its fall. There will be no more despotic powers left to misuse and betray the common people after this war is concluded. From the night of bloody disaster, which at present beclouds Europe, there is to come a burst of liberty sunshine that is destined to encircle the world, making glad the hearts of desponding people.

MEMORIAL DAY

O how we love them. They died for the free,
Some on the mountain and some on the sea;
Some where the billows are lashed into foam,
Some in the arms of their kindred at home.
Brave-hearted heroes, they died in their prime!
Honor and fame be their meed for all time!
Cover with flowers their burial sod,
Guarded to-day by the angels of God.

At terrific cost are we paying for this last most desperate effort to crown the deity of kings. The reward is worth the sacrifice. With this war rightly brought to a conclusion, there will be no spot on earth for the kingships that exist as a divine right. We are engaged in the greatest, most righteous conflict ever conceived by man. It is the final cataclysm that is to lead up to a more Christ-like attitude among the peoples of the earth.

With all these facts before us, we shall take a new vow to liberty while we garland the graves of our patriotic soldiers of the past. These dead died in the Civil War that a Republic dedicated to freedom might not perish from the earth. To-day, on a much wider field, the soldiers of France, Italy, Britain and America are contending for the rights of man as against the most hideous combination of cruelty and lust for power and pelf ever known among men.

Memorial day is the most solemn among the holidays of America, and the garlanding of graves of our soldier dead means much. The simple act takes hold on the heart-strings of the masses. There is no clianness in this act of dedication. The humblest toiler enjoys the melancholy privilege of carrying his wreath to lie upon the tomb of a soldier an-

cestor as deeply as does the millionaire who garlands the graves of his dead with flowers. It is democracy's tribute to the heroic dead of our past wars for the perpetuity of the Republic.

There should be an outpouring this year such as never before. The great war is being forced more and more upon our notice. We are a band of brothers waiting, praying, hoping ready to do our bit, even to dying, that the hopes of a free people may be more fully realized when peace once more dawns upon the world.

A LITTLE ABOVE PAR.

Irving Bacheller, in an interesting autobiographical article in the April American Magazine, tells a little story about a horse-trader which says volumes to everyone who knows how to read volumes into it.

"I remember," he said, "a man who used to deal in road horses. He made it a rule, in selling a horse, always to understate the speed of the animal. At his trial, the horse invariably showed better, often much better, than the dealer had promised. The buyer was astonished. At last

he had found a horseman whom a buyer could believe. It was an unusual quality in a horseman. The buyer never tired of telling the story, and the horseman became distinguished above all the men of his calling. He used to say that he liked to have his word 'worth a little above par.' He was a very wise man."

This is a good theory for any merchant to adopt to give a little more than you agree to do, either in weight, price, service, courtesy or kindness. Not all the time, to be sure, but often enough to convince your customers that you mean to deal not only fairly but generously with them.

The newly elected mayor of a small town was fond of show, and so he did his best to be inducted into office in weather favorable to gay processions. At his suggestion this notice was put into the local papers three days before his installation: "On the occasion of the installation of the new mayor the fire brigade will be reviewed in the afternoon if it rains in the morning, and in the morning if it rains in the afternoon."

Differing with the Kaiser on every other subject, we agree with him in his probable wish to see American aeroplanes get off the earth.

SWAT THE FLY.

Nobody has now any excuse for not knowing how dangerous a creature is the common housefly; as a carrier of disease his capacity for evil is next to unbounded. How best and surest to exterminate this filthy pest is told in detail in a pamphlet which the United States Government issues. Several suggestions for the destruction of houseflies are made.

"Formaldehyde and sodium salicylate are the two best fly poisons; both are superior to arsenic." Directions for preparing and using the solutions are given, with the useful hint:

"Any odor pleasing to man is offensive to the fly and will drive him away."

Suggested precautions are the spraying of oil of lavender and water in equal parts around the house; in the dining room, even upon the linen. "The odor is disagreeable to flies and refreshing to most people. Geranium, mignonette, heliotrope and white clover are offensive to flies; they specially dislike the odor of honeysuckle and hop blossoms. According to a French scientist, flies have an intense hatred for the color blue and will stay out of a room decorated in that color. To clear the house of flies burn pyrethrum powder; this stupefies the flies, but they must be swept up and burned."

Among other suggestions the value of borax scattered out of doors is urged. It should be scattered in a 10 per cent. solution and will neither injure manure heaps nor the farm stock. In every way and at all times everybody should do his share to exterminate the fly. Swat him by all means, but burn his carcass.

Detailed figures from the Bureau of Immigration will soon be available to show exactly how the decrease in immigration since our entry into the war compares with the general decrease since August, 1914. It will be interesting to make this comparison, and also to see how the decrease has been distributed among European countries and our own ports of entry. No doubt, many thousands of the so-called immigrants will turn out to be Mexican peons, flooding the Southwest in response to extraordinarily high wages to be earned in the United States. In all probability, also, a growing current from Russia, via Siberia and Japan, will be noted. Seattle, Portland, and, above all, San Francisco, are becoming important ports of entry for refugees from the revolution. While conditions in the Russian republic remain unsettled, as at present, this tide from the East is bound to rise higher, month by month. The coming year may actually show a growth in immigration, on this account, compensating for losses in other directions.

An Irishman, mourning his wife, remarked: "She was a good woman. She always hit me wid the soft end av the broom."

It is said to be the death penalty in Germany to impersonate an army officer, but so far the Crown Prince has escaped.



Michigan Retail Hardware Association.
 President—John C. Fischer, Ann Arbor.
 Vice-President—Geo. W. Leedle, Marshall.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Pointers Concerning the Trade in Wedding Gifts.

Written for the Tradesman.

All the year round, people are marrying and giving in marriage; and wedding gift lines are always seasonable. But June is the month of brides, par excellence; and it is in June, more than in any other month, that the hardware dealer finds his best opportunity for catering to this class of trade.

The "June bride window" represents the hardware dealer's best chance to show folks what a wide range of articles he has suitable for wedding gifts.

Hardware gift lines are almost without exception practical lines. In times such as these, practical gifts are coming more and more into vogue. Ornament is desirable, but the purely ornamental is going into the discard. The less money we spend in superfluities, the better we are able to fight. That lesson is being driven home. And that lesson will undoubtedly continue for a long time to influence the selection of wedding gifts.

A handicap with some hardware dealers is that they don't fully realize the possibilities of their stock in this direction.

Not long ago an elderly man dropped into a hardware store to look at some cut glass, for gift purposes. He regarded it dubiously. Bit by bit, the dealer got a line on him. He had been a workingman and had saved quite a bit of money. Neither he nor his wife, however, had had any experience of cut glass. It didn't come within their range of vision. He hemmed and hawed a long time over some items, totaling about twenty dollars, which he couldn't make up his mind to take.

"No, I guess I won't," he concluded. "It seems kind of foolish to put so much money into something that's just ornamental. It looks awful nice and I'd really like to do something handsome for my girl, but say, if one of those things was to get knocked over—"

The hardware dealer had caught his cue.

"Well," he said, "I'll show you something that your girl will like, and that won't break easily, and that she'll appreciate. Just come this way."

And he showed an up-to-date kitchen range.

"Well," said the customer, "I never once thought of that."

And "that" was what he bought—a big sale, where the hardware dealer, had he not been alert to opportunity, would merely have missed a comparatively small sale.

There are a host of eminently practical lines suitable for single gifts. The gift of a kitchen range—gas, coal or electric—is an immense practical help to a young couple with comparatively limited resources. Another good item is a selection of aluminum ware. Not a few small articles, but a good practical selection, ranging around \$25 or even more. One hardware dealer has a variety of selections, ranging from \$10 to \$50. He gives some price concession on the outfit. That is justifiable. People usually get married just once. Then, outfitting a new couple with aluminum at the very start renders them likely to add other aluminum articles from time to time. Every merchant who sells an outfit should jot down the name of the new bride on his "aluminum prospect list," to be followed up later for additional purchases.

Then there are numerous smaller articles, suitable for small individual gifts—electric devices, such as toasters, coffee percolators, irons, etc.; individual articles of aluminum; items of silverware and cut glass; vacuum cleaners; carpet sweepers; and so on.

Finally, there are the common kitchen utensils—granite ware, tinware, etc. and the little five, ten, fifteen and twenty-five cent articles that are so handy to have in every kitchen. These are usually purchased and given through the medium of "kitchen showers" by the more distant friends of bride and groom.

Personal knowledge of your community is a great help in catering to this class of business. The hardware dealer in the small place has a decided advantage over the big city merchant in this respect. Where everybody knows everybody else and everybody else's business, it is an easy matter to get a line on prospective brides.

To do this, the merchant should enlist the cordial support of his wife and daughters, his book-keeper, and all his salespeople. If any member of this circle hears of a prospective wedding the fact should be at once reported. Find out what intimate friends are likely to give "showers." Get one of the staff to suggest a kitchen shower to some friend of the bride. Give this friend a copy of a printed or mimeographed list of suggested articles, which you have in stock. Give her a dozen copies, for that matter;

ten to one, she'll hand them out to the people she invites, with some suggestion as to what to bring.

So, too, you can try, tactfully of course, to get in touch with those friends of the contracting parties who are likely to purchase more expensive gifts.

Personal effort along this line assuredly requires tact, but it is the most effective form of salesmanship.

Then, of course, you will use the window—not once, but twice, or maybe three times. The first display should be staged toward the end of May. The second can come later in June. Finally, it might be well to stage a supplementary display late in June or early in July, with suggestions for the June bride as to outfitting her new home. The number and nature of your displays will depend, of course, to some extent on the frequency with which you change them, the amount of space you have for display purposes, and the other lines it is absolutely necessary or really desirable for you to feature.

It will probably pay, however, to emphasize the fact that the hardware store—your hardware store—contains so many lines suitable for wedding gifts; and practical gifts at that.

Drive home the same message in your newspaper advertising; and if you use mailing list advertising, touch on the subject in a circular letter. Have a list of gift suggestions printed and mimeographed, naming the articles and the range of prices; enclose this with your circulars, and wrap it up with parcels, and keep it

Automobile Insurance is an absolute necessity. If you insure with an "old line" company you pay 33 1/3% more than we charge. Consult us for rates.
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Lawn King Ball Bearing	1050 Ball Bearing
3050 Imperial Ball Bearing	
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We call your attention to the large stock of seasonable goods that we are carrying at the present time to enable us to meet the demands of our customers.

Michigan Hardware Company
 Exclusively Wholesale Grand Rapids, Michigan

Foster, Stevens & Co. Wholesale Hardware

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

posted in your store, where not merely your customers, but your sales-people, can read it. Train your staff to know the goods and to make suggestions, so that they can be helpful to intending purchasers of wedding gifts who are undecided what to purchase.

An energetic selling campaign like this takes some time and attention and involves some effort; but it will serve to lay the foundation for a lot of future business, and will get your store in close touch with new households in the community.

Victor Lauriston.

Michigan's Copper Mines.

Although Michigan's lumber mills one by one are cutting out, it is gratifying to all the State, as well as to the copper country, to have assurance that the copper mines will not dig out in our day, nor in our children's day. The old Quincy mine that was opened long before the Civil War and led the world in the production of copper during that struggle, is still yielding metal that runs over seventeen pounds per ton. It is interesting to learn that the Quincy is now going down to a depth of 10,000 feet, whereas not long since a mining depth of a mile was looked upon as the limit. While it is true that the deeper you go the lower becomes the percentage of copper, there is another thing to take into account, namely, that the ingenuity of the operators keeps the mine going. Striking improvements in methods of operation are evolving with the years so that the lower grade rocks can have the copper extracted with profit, and it is predicted that soon a ten-pound rock, or one half of 1 per cent., will be worked with satisfactory returns. And think of the millions of tons of that rock to be found in the copper country. Any mine that opens on a good outcrop may be worked indefinitely.

The Baltic and Champion mines at last reports were keeping up their records of thirty-five pounds to the ton. The great Calumet & Hecla is going right along, indeed, seems to be just getting under way, while some of the pessimists who foresaw its end years ago have been dead for a long time. Wages of men in the mines were never so high before and the entire mining district of Michigan shines like a polished pan.

Almond Griffen.

Boosting the Rural Motor Express.

After thorough investigation, the Highways Transport Committee of the Council of National Defense has urged upon the State Councils of Defense the promotion of rural motor express lines to connect the farms with the cities, towns and villages, thus expediting the production of food-stuffs. The plan is to use the "return-loads" system, by which farmers can ship into town all varieties of farm products such as milk, dairy products, calves, hay, grains and particularly perishable products, and receive in return from the stores farm implement parts, seed, fertilizers and other supplies.

The supplies which the farmer needs from town can be ordered by the

farmer in the morning over the 'phone and delivered at his gate the same afternoon. These rural expresses have already been started in many localities and, according to the Council, have proved their value by promoting an increase in food production. In many farm communities where the express is in operation the farmers state that any interruption of the service would immediately result in reduced production.

The development of the rural motor express, the Highways Transport Committee hopes, marks the beginning of a system of universal farm transportation over all the main highways, making the farmer's gate a shipping platform alike for his outgoing products and his incoming supplies.

May Make Paper From Grass.

In view of the shortage of paper making material in England, due to lack of overseas tonnage, it is suggested that the spartina grass which grows in enormous quantities on the mud flats of Southampton Water, might be utilized for the purpose, and thus replace some of the 200,000 tons of esparto grass imported into the United Kingdom annually before the war.

The difficulty in the fact that this grass is submerged except at very low tides will require a great deal of getting over.

As a permanent measure for the future, in the opinion of the British Empire Producers' Organization, Britain should develop industrially at once the large amount of paper producing raw material throughout the British Empire, particularly in India and East Africa, so that at the end of the war the nation may not have to depend so largely on foreign countries.

In East Africa the chemicals necessary for a pulp factory can be obtained within easy distance of vast supplies of certain local grasses from which excellent paper has, experimentally, been made. In India there is a great variety of paper making material, notably bamboo, which is already used in Indian pulp factories to supply Indian paper needs. This source of supply is also open to development on a large industrial scale.

Counterfeits Worth Far More Than Gold.

Recent shipments of platinum from Venezuela have contained a few of the strangest counterfeit coins ever made—strange in that they are worth about five times their face value.

Many years ago some person in Venezuela or Colombia discovered that the native platinum, which was plentiful, made a fine imitation of the old Spanish gold pieces that are still current in South America. He gold plated them, and a few of them are still in circulation down there.

Now that platinum is worth far more than gold, these counterfeits are veritable treasures to him into whose hands they may chance to come.

Advertising is the one thing that assures the success of to-day being surpassed to-morrow.

Sand Lime Brick

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

Brick is Everlasting

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

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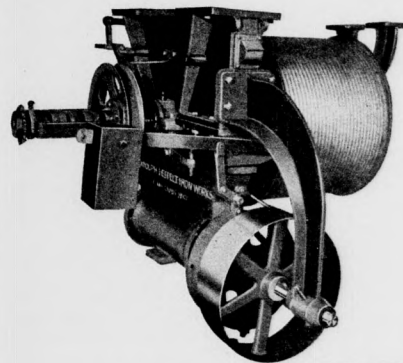
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TANGLEFOOT

The Non-Poisonous Fly Destroyer



Safe, Sanitary, Sure.
Catches 50,000,000,000
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For Store, Factory
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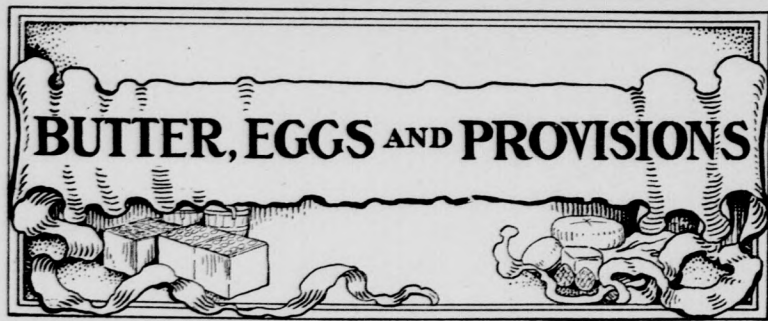
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Taking an insurance rate of 50c per \$1,000 per year. What is your rate?
Particulars mailed. Safe experts.

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GRAND RAPIDS, MICHIGAN

Use Tradesman Coupons



Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.
Vice-President—Patrick Hurley, Detroit.

Secretary and Treasurer—D. A. Bentley, Saginaw.

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

No Warrant For Wanton Destruction of Barberry.

Lafayette, Ind., May 13—The rust situation is one that has been quite well understood for a long time, so far as its relation to the barberry bush is concerned. Within the last two or three years, however, much careful work has been done in studying this problem and what before had been assumed to be correct has been fully established by careful experiment and observation.

In brief, this is the situation as I understand it: The *Aecidium* on the barberry, which comes from the wintered-over stem rust of wheat and various grasses, starts the rust in its vicinity on wheat, or more likely upon wild grasses close by, and gives it an earlier and more vigorous start than it could otherwise have. Although there may be very few of these infections, which would often be most difficult to detect, yet the multiplication of the rust is so rapid when once established that even these few centers of distribution may make great differences in the amount of injury to the wheat crop of the season. It has been well proven that the rust travels over long distances and under favorable conditions of weather a center of early infection may influence the production of rust hundreds of miles distant.

Our great wheat producing areas are in the Northwest, especially in the Dakotas, and it is there that rust is often so abundant as to cause the total destruction of the crop. Already in that region the removal of all barberries has been made mandatory by law and the farmers themselves are back of the movement. Owing to the distance to which spores are blown, in order to make the crops of the Northwest as safe as possible, it becomes necessary to extend this method of fighting the rust to all parts of the country. It seems to me that there is good and sufficient ground for requiring the removal of all barberry plants. The only matter that could be debated would be whether in all cases this should be required immediately or whether, outside of the wheat growing areas, a little time might not be allowed in order to give opportunity for replacing barberry hedges and special ornamental clumps without greatly disfiguring the appearance of the grounds.

I believe the movement to exterminate barberry bushes is in the right direction and that eventually it will be fully accomplished. If it could be done at once, it would save just so much more of the wheat, which at present is so much in demand. The matter does not, in my opinion, stand upon the same ground as the attempt to eradicate gooseberries and currants. This is not a question of exterminating the wheat rust. The wheat rust will thrive after all barberries are removed. It is, however,

an attempt to reduce the amount and the harmfulness of the rust and that will undoubtedly be accomplished. It is not the only thing that can be done to reduce the injuriousness of the rust, but it is one thing which is serviceable beyond any question and at no time in the history of the country have the conditions been so favorable to put the process into operation and at no time has it been so much demanded. I personally regret very much that, in order to carry out this movement, some individuals will be put to much inconvenience and expense, but I feel that good will certainly result in the end. We have so many other beautiful shrubs, both native and foreign, which can replace the barberries to advantage, that there can be no question but that aesthetically the shrub can be very well dispensed with.

J. C. Arthur.

Grand Rapids, May 15—Thank you very kindly for your interesting and valued letter which I shall take the liberty to publish in the Tradesman next week, following my own sense which I hastily dictated yesterday, in order to keep the problem before the public.

Professor Taft, our Nursery Inspector, for the State, came over to see me yesterday and rather deplores the situation here in Michigan, because our bright farmers, in spite of the statistics concerning loss by rust in our State, stiffly maintain that our winter grains have not been injured sufficiently to warrant the drastic order of the Government concerning the barberry.

We all want to be loyal and say the thing that seems to be right and proper, with a full regard for the position taken by scientific men who have given a great deal of attention to this matter, but in the light of everything that you and others have said, we still feel that your case is not made strong enough to meet the conditions here in Michigan and warrant the sweeping order for the destruction of the barberry.

We hardly think sufficient attention has been given to the matter of the destruction of the cluster cup on the barberry by some artificial means and we still wish to know on what other plants the cluster cup grows in sufficient quantity to cause a rust upon the grains, without the intervention of the barberry. We want to know what helped the rust to be so virulent in the late fifties and early sixties here in Michigan when there was not a barberry in evidence.

Charles W. Garfield.

Potato Drive Brings Results.

The potato drive launched early in the spring gathered full force in April and still continues. The main objectives are to prevent surplus of this crop from spoiling in the grower's hands and also to substitute potatoes for wheat in the diet of the American people on the largest scale possible. The campaign is being directed by Federal Food Administrators in the various states where supplies are known to be ample to meet the greatly increased demands.

Late in March prospects indicated that in the absence of a special effort to secure large consumption of potatoes, farmers would have more than 10,000,000 bushels which they could not sell. This condition resulted from the small movement of potatoes from farm to market last fall, car shortage, and the unusually severe winter which further interfered with shipments.

As soon as weather conditions moderated so that it was possible to ship potatoes in box cars without danger of deterioration, a well-planned educational campaign was driven with great pressure. The press, libraries, retail and wholesale stores and other agencies—including the "movies" all urged the free use of old potatoes as a patriotic measure.

Results now being reported to the Food Administration show that during April the farmer's price for potatoes increased materially and at the same time retail prices have been kept down very well. The "spread" between the amounts received by farmers and paid by consumers for potatoes was less early in May than at any time last winter. The Food Administration continues to urge the wide use of potatoes every day and every meal, as a vegetable, as an ingredient in bread, and camouflaged in various ways to tempt the appetite.

If you are in business to stay, begin now to please the people who are going to be your customers ten years from now—the children of the community.

DISTILLED WATER

We cater especially to the drug and garage trade. Correspondence solicited.

Ponce de Leon Water Co.

507 South Division Ave.

Grand Rapids, Michigan

SERVICE PIOWATY QUALITY

Largest Produce and Fruit Dealers in Michigan

Distributors for the Famous

"Edelweiss" Cereal Beverage

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MAIN OFFICE, GRAND RAPIDS, MICH.

Branches: Saginaw, Bay City, Muskegon, Lansing, Jackson, Battle Creek, Kalamazoo, 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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Send us your orders

ALL KINDS FIELD SEEDS

will have quick attention.

Both Telephones 1217

Moseley Brothers, GRAND RAPIDS, MICH.
Pleasant St. and Railroads

E. P. MILLER, President

F. H. HALLOCK, Vice Pres.

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Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

The Roast Beef of Old England.

The old tradition that for so long has linked England with roast beef is in danger of perishing at the hands of a war of attrition. Meatless days have intruded in England, and Shaw's gospel of vegetarianism seems fulfilled. But the "roast beef of Old England," as a matter of fact, has been much more tangible in the pages of literature than on the dinner-table. To all but the country squire it is a memory of the England of trenchers and straw-littered floors. The decay of the old order and the growth of the industry wrought changes in the dietary of the nation, changes that were the result of the quest of food to nourish wage earners in the mills and mines. The commoner's bill of fare in modern England must refute the notion that he is unacquainted with the by-products of the meat-shop. True, he does not possess the taste for the oils and salads of the continent, but he enjoys a wide variety of eatables. "Lights, livers, and tongues," to say nothing of tripe, are

for its sirloins. Refrigeration and the packing-house have kept John Bull a beef-eater, and the meat-canning industry has given him access to new delicacies from distant continents. We may claim the palm for variety with our canned asparagus from California, but can we match the London navy with his tinned rabbit from New Zealand?

H. McB. Hart.

Egg Storage Benefits Shared By Public.

A clear understanding of cold storage as a factor in enabling American people to have eggs at all times of the year, at prices justified by original cost plus any necessary handling expenses, is shown in figures announced by the U. S. Food Administration. In April 478 cold storage houses were reported as used for storage of eggs. These warehouses are distributed throughout the United States.

According to the U. S. Department of Agriculture, the smallest number of cold storage warehouses in any of the eight geographical groups of states

reach the public next fall on a fair price basis. Cold storage is necessary for the most efficient utilization of the Nation's perishable products and under the present form of control, both producer and consumer should fully share in its benefits.

Why He Lost a Customer.

I happened to see it in the window. I needed it. I had the money in my pocket to buy it. I walked into the store. I saw a man leaning against a counter. I sized him up as being the proprietor. He had a grouchy look on his face. He didn't think it worth while to say "good morning." He asked me what I wanted. I told him. He waited on me like it hurt him. I got all out of patience. At last he found the thing I wanted. He wrapped it up and handed it to me. I paid him for it. He took my money. He didn't even say "I thank you." He didn't invite me to call again. I walked out feeling hurt. I haven't been back since.

George M. Rittelmeyer.

THE PASSING OF THE HEN.

Tell me not in mournful numbers that the hen is going by,
That she doesn't earn her "fodder" as the grain bills soar on high.
Every time the greedy magnate gives the price of grain a boost
Means the closing of the hencoop and the downfall of the roast.
In the world's broad field of battle, in the stricken haunts of men,
They are crowding out the cattle and the meek and humble hen.
And we've marked the disappearance of our one-time friend, the horse,
As the puffing, panting auto spins its all uncertain course.
Our grave and learned scientists are busy as can be

Making substitutes for products erstwhile "Made in Germany;"
Can it be the time is coming when 'twill be their happy boast
They can give the world a substitute for breakfast egg on toast?
How we'd miss the cheery cackle of the plump Rhode Island Red,
The crowing of the chanticleer that calls us from our bed;
Oh, the echoes round the homestead will be void and empty when
The march of progress has decreed the passing of the hen.

Katherine L. Daniher.

familiar tidbits throughout the islands, familiar by necessity, perhaps. North of the Tweed one may still sup Sheepshead Kale, which rivals the Frenchman's "Postage au Feu" for frugality. And our British cousins are epicures of sea-food. It is said, and not without reason, that they depend on the sea. Grimsby, Yarmouth, and Colchester, and the numberless other fishing ports, provide sustenance for millions. One appreciates the vital part that those fearless trawlers are playing in the mine-strewn seas. Fish does not have far to travel to get to the English table, hence it is eaten much and often. 'Arry and Bert and Tom and their families have a penchant for everything, it seems, from eels to bloaters. Mysterious things called "skates," that look like sting-rays, find a ready market among the poor housewives, and in the towns and villages along the coasts every kind of bivalve that can be opened—Garvies, Buckies, Whelks, Cockles, and Mussels, and what not, is deemed edible.

Industrial Britain in normal times eats heavily of red meat, it is true, but the "Old English roast beef" is, for the workingman at least, only a phrase commemorating the past. British labor, as one writer has observed, relies on Chicago and the River Platte

in thirty-seven and the largest number is ninety-seven. The average is about sixty. Thus the distribution is fairly uniform geographically. More than 400 of the storage houses are owned and controlled independently of the large packing interests.

Public storage houses frequently have as many as 500 accounts and each person or company storing eggs ordinarily disposes of them to several hundred customers. As eggs are generally sold on contracts specifying future delivery during the season of little or no production, the number of persons now owning the eggs stored reaches into tens of thousands; no owner has sufficient holdings to dominate the market. Furthermore the trade which distributes these eggs is now under the general supervision of the U. S. Food Administration. New regulations prohibit all unnecessary trading and are expected to stop the wasteful practice of re-sales within the trade.

In the past it was a frequent practice for dealers to buy from each other on a rising market, each time taking a profit. This practice obviously added to the ultimate price paid by consumers. Only one reasonable wholesale profit is now permitted and the eggs in storage—amounting on May 1 to nearly 3,000,000 cases—will

Blue Vitrol, Nitrate of Soda,
Acid Phosphate, Paris Green,
Arsenate of Lead
Reed & Cheney Company
Grand Rapids, Michigan

Rea & Witzig

Produce
Commission Merchants

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

Established 1873

United States Food Administration
License Number G-17014

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.



Store and Window Awnings

made to order of white or khaki duck,
plain and fancy stripes. Write for prices.

Chas. A. Coye, Inc.
Grand Rapids, Michigan

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co.
Burlington, Vt.

Knox Sparkling Gelatine

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

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

E We Buy EGGS E We Store EGGS E We Sell EGGS

We are always in the market to buy FRESH EGGS and fresh made DAIRY BUTTER and PACKING STOCK. Shippers will find it to their interests to communicate with us when seeking an outlet. We also offer you our new modern facilities for the storing of such products for your own account. Write us for rate schedules covering storage charges, etc. WE SELL Egg Cases and Egg Case material of all kinds. Get our quotations.

Kent Storage Company, Grand Rapids, Michigan

**DRY GOODS,
FANCY GOODS AND NOTIONS**



Jobbers Moving Sweaters.

Developments during the past week in the sweater trade have not been of much moment. The trade is running along at about the pace that it has been moving for some time and some duplicate business is coming through from week to week. As a rule, however, the activity is limited and when in evidence is not of a large nature. Most quarters seem to have enough stocks on hand until they begin to move some of their former purchases, and the buying that is now being done is more of a filling-in and replenishing nature than anything else.

Fiber silk lines for women are said to be attracting some continued attention, together with wool novelties, but the demand is not brisk in selling agents' quarters. In jobbing quarters there is some steady buying by retailers, and prices, which are high, do not seem to be holding them back if they need the goods. A jobber, in discussing the situation, said yesterday that they were not having much trouble in disposing of the merchandise; their chief difficulty was to get the supplies. In that way he claimed the market was an easy one.

Mills and selling agents are still looking to the Government to buy sweater coats, and, while nothing has developed, there are many who are firm in the belief that such a thing is bound to occur sooner or later. Selling agents who were sure such a move would be made some time ago, however, are now of the opinion that it will be a little while before it may be done, and not until nearer the colder weather is any action expected.

Underwear Business Is Refused By Mills.

In underwear mill and selling agent quarters there is no action for anyone except the Government. Mills are working on Government war orders and are refusing to accept additional civilian business. A case was mentioned yesterday by a selling agent where a customer wanted to place a little order which was taken and sent to the mill. The order came back with a letter saying that a Government inspector was at the mill all the time and was not allowing any civilian business to be taken. This is felt to be general throughout the trade.

And not only is civilian business being refused but at the same time delivery on civilian business already taken is being delayed. Mills are on a war footing and are turning out as much as possible for the Government. And despite this there is still need of ribbed goods, balbriggans and fleeces,

so it is felt that there will be very little doing on any of these for the civilian trade for some time to come.

Some idea can be obtained of the vital need for goods by the fact that the Government is taking seconds as well as firsts. Nothing is rejected, and in the case of seconds it is reported that an allowance of 15 per cent. is made by the Government from the contract price for perfect goods. The general allowance for seconds is 10 per cent. but mills realize they must do more than their bit and as a result they are allowing 15 per cent. And in addition it costs less to handle Government goods since they are simply baled and are not boxed as is the case with civilian orders.

Mill agents are offering some fall and winter weight goods as they are able to obtain them, and while prices are high buyers seem to want them. A case was mentioned yesterday by a selling agent who had some seconds in fall weight ribbed goods which were 25 cents a dozen more yesterday than they were on Monday, and even at that advance the supply was not enough.

Spring 1919 action is still a matter of the future. Just how far in the future no one is able to say and no one will venture a guess. The Government comes first and with no end in sight to their needs it is impossible to figure on civilian business at this time. Manufacturing conditions are so uncertain that mills do not feel that it is wise or safe to go ahead until they have taken care of the war business for the Government and cleaned up back orders so that they can start with a clean slate.

Silk Hosiery in Demand.

The demand for silk hosiery for both men and women continues and in some quarters it is reported that the demand is greater than the supply. There is some export demand for silk numbers, but on account of shipping difficulties not much is going out to export trade. Domestic demands, scattered from coast to coast, keep up, and in women's lines the half-silk boot is meeting with as much call as the full silk boot.

In cottons there are some stocks still available but the high price is holding buyers back until they are more in need of supplies than they are at this time. Some business is passing from week to week, but it is not extensive. A little later on it is felt that there will be some more noticeable demand for supplies.

Even relative originality deserves encouragement, in a world so crowded with copyists.

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

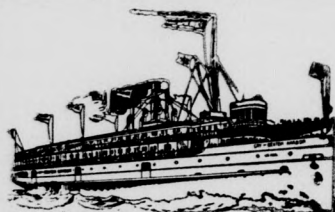
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Special Sale Experts

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GRAND RAPIDS AND

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FARE—\$3.00 one way
\$5.75 round trip
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MICHIGAN RAILWAY CO.
(Steel Cars—Double Track)

Graham & Morton Line
(Steel Steamers)

Boat Train CONNECTING
FOR THE BOAT
Leaves Grand Rapids Interurban Station
Rear Pantlind Hotel

EVERY NIGHT AT 7:00 P.M.

The Book That Takes the Risk Out of Buying

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

Think what you
can afford to give
—then double it.



A Life may depend on it.
Do you DARE do less?

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

REMEMBER

CITIZENS LONG DISTANCE CIRCUITS
ARE COPPER METALLIC



Direct Connections with
250,000 Telephones in Michigan;
117,000 Telephones in Detroit.

CITIZENS SERVICE SATISFIES

CITIZENS TELEPHONE COMPANY

Are Violating the Law.

Whether he knows it or not, more than one manufacturer of children's clothing—both boys' and girls'—is violating Federal regulations prohibiting the use of insignia of the United States army and navy on garments worn by persons other than men actually in service. Quite a few varieties of children's garments are seen here with marks of this kind, including naval insignia on girls' middie blouses and similar ones on sailor suits for little boys. The same thing is true of "army" uniforms for the latter. Yesterday suits of this kind were seen here that even carried on the shoulders the gold oak leaves signifying the rank of Major.

Women Knit Two Socks at Once.

The art of knitting two socks at once—one inside the other—has recently been introduced into this country from Europe and is exciting much interest among Red Cross workers, says the Popular Mechanics Magazine. Two, instead of one, balls of yarn are required, but the regular number of needles is used, stitches being taken with each thread alternately. The outer sock is made wrong side out, while the inner one is knit in the regular way.

He Sells to Children.

School holidays are turned to advantage by a merchant in a Western sea-coast town who deals largely in boys' and girls' wear and toys.

He keeps in as close touch with these events as do the children them-

selves, and on the eve of every school holiday his advertisement, addressed to the boys and girls, stares out of the paper with a boldness that compels the youthful eye to pause in its search for the "funnies."

In this way a double audience is assured, for not only do the children read the advertisement, but the parents read it as well. The enthusiasm of the children is almost sure to be enlisted and trade consequently increased. Charles A. Singler.

For the Occasional Customer.

A clothing store in a South-Western state filled its window with garments of extreme color and fanciful design, after a search through its stock for gaudy neckwear and shirts, fancy vests and loud-patterned suits. The accompanying card read: "There is nothing new under the sun, in clothing as in other things, but clothing that is made in a different way is different. In this window we are showing the latest designs and styles in color, weave, and make. They are different." Each price tag bore the words: "It is different."

The window not only attracted general attention, but resulted in many direct sales to people who were looking for extremes in clothing.

Carl Crow.

Triple Capes Popular.

The vogue for capes this spring has resulted in a great variety of treatments of the original idea, and one of the most popular of these is said to be the triple cape. As its name implies,

it is three capes in one. They are of graduate lengths, the shortest on the outside, and usually the longest only reaches to the waist. Lately capes of this type have been used extensively with sleeveless coats of the same material. They seem to be attracting a great deal of attention and may be worn with a dress of almost any sort.

New Twist to an Old Display Idea.

"Our pillows are light as feathers," read the sign in a furniture store window. Floating about in a string "cage" were three or four pillows—apparently real. "How is it done?" onlookers asked. Inside the pillows was a rubber lining filled with illuminating gas; they were kept bobbing up and down by the breeze from a cleverly concealed electric fan. It was a new angle to the old balloon idea—and it held the crowds.

A Continuous Performance.

An elderly gentleman, who had never seen a football game, was persuaded by a young enthusiast to attend a gridiron contest.

"Now," said the young man, as they started for the game, "you will see more excitement for a dollar and a half than you ever saw before."

"I have my doubts about that," replied the elderly gentleman. "That's all my marriage license cost me."

"And why do you want to sell your nightshirt, Pat?" "Well, what good is it to me now, when I've got the new job of nightwatchman an' sleep in the daytime?"

Criticise Clothing Advertising.

The Conservation Division of the War Industries Board, formerly the Commercial Economy Board of the Council of National Defense, has noticed with increasing disapproval the number of clothing advertisements appearing in the daily press which tend to stimulate the sale of clothing by such phrases as these: "Good clothes will cost more before they cost less." "Buy now before they go higher." "If you do not buy a suit now it will cost you 50 per cent. more in a short time." "When these suitings are sold out you'll have to pay 50 per cent. more for the same qualities—if you get them at all."

This is as distinctly a case of encouraging hoarding as it would be to advocate the purchase of another barrel of flour, because the demands of our Allies and our military forces would soon exceed the supply of wheat.

Such advertising is in direct opposition to the Government's plans for conserving wool just as the above example of wheat would be in direct opposition to the Food Administration's plans.

Such publicity is most undesirable, and all branches of the clothing industry should carefully review all advertising plans and eliminate this highly objectionable feature wherever it appears.

A little space in the papers may make much space necessary to accommodate your business.

SERVICE**QUALITY**

What Does War Time Mean to You?

Are you complaining because "war time" means coal shortage; less sugar in your coffee; bad business; less money than you think you ought to be making?

What about the boys who are fighting for you in France?

For you—a little economy and deprivation.

For them—the trenches; the pitiless storms of rain and sleet; the ceaseless deafening bombardment of the guns; hunger, cold and fever; wounds and death.

That you may dwell in peace, plenty and security, they sacrifice everything, give everything, brave everything and face a nameless grave with a smile and song.

What are you doing or giving or sacrificing for them?

The Red Cross Campaign is your opportunity to prove the patriotism that is in your heart and on your lips.

This is your opportunity to show yourself worthy of the heroism, the devotion, the self-renunciation of your soldiers and sailors.

This is your opportunity to share, in some small degree, the sufferings of those who stand ready to make the supreme sacrifice for you.

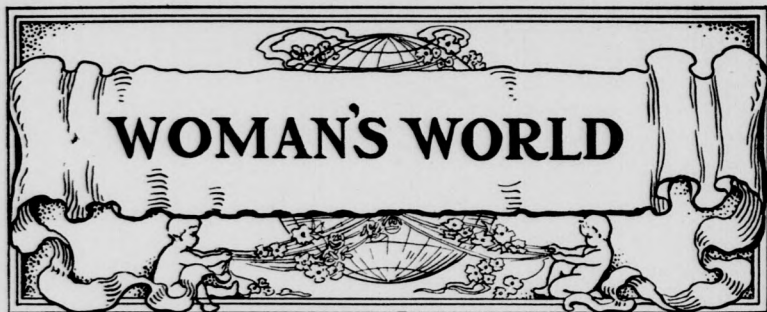
All you can do is little enough. Do it promptly and be glad that you can do so much and sorry you can do no more.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

QUALITY**SERVICE**



Some Modern Joans of Arc in Our History.

Every one from P. Vergilius Maro in through the years to the only Mr. Shaw will pardon the paraphrase of "Arms and the Man," made in so good a cause as praise of the eternal feminine. Not for the first time, as in Russia's magnificent "Legion of Death," have women, with gun, pistol and sword, been fighting side by side with man in the titanic world struggle; she has done no less since the first early hour when great issues were at stake. At this very moment damsels are buckling on cutlass and revolver, ostensibly to become "Yeowomen" in the United States navy, and who will predict they will go no further when face to face with war?

In December last a thrilling scene occurred beside a humble cot in the field hospital at Salonika. Lying there, her countenance lit by a pleasant smile, was a middle-aged Scotch woman, Flora Sandes. She was convalescing from wounds that had torn her entire right side, from shoulder to knee. Bending over the little lady, a royal aide-de-camp to the Prince Regent of Serbia pinned on her breast the gold and silver cross of Karageorge—a rare decoration given only for conspicuous bravery on the field of battle. Around the sick bed were grouped officers and men of the occupant's regiment, in whose regard she stood high, rejoicing with her upon the investiture of so signal a mark of honor. For Miss Sandes, although originally a hospital nurse in the Balkan kingdom, had been given permission to join its army. Not long afterward she found herself a sergeant, and it was while leading her men in an assault the previous September, during the campaign on the Macedonian front, that an exploding grenade made such terrible havoc of her body.

Of the same noble army as this daughter of Scotland is the young Rumanian girl who turned probable massacre into victory for one of her country's regiments in October of last year. Learning of a Hungarian ambuscade, she hastened to the leader of the approaching troops and informed him of their danger. The valiant maid did more. Placing herself at the head of the column she led it safely, by a circuitous route, to the rear of the enemy. As might be expected, the result was a complete surprise and easy conquest.

Stories such as these have been told and retold in steadily increasing number during the last three years. They have been here recalled once more, less for the intrinsic interest in their red-blooded details than to point

the truth already stated: such splendidly inspiring deeds of womanhood are so far from unusual that they are positively to be counted upon whenever patriotism wakens and the pressing need for heroism comes. Nor does any land, the world around, know this better than the United States.

Making allowances for differences in expanse and magnitude of the conflict, women of our Civil War occupied exactly the same degree of importance as do those identified with the present struggle. Nearly all of them did something. While the men were at the front, mothers and daughters, wives and sisters, took their places in the fields, behind the teams, or at the mills and factories, not to speak of the many thousands in the hospitals. But the more interesting and romantic part of it all rests in the number that saw actual service in the Union army—no fewer than 400. Many of these enlisted posing as men, but a large proportion drifted from nursing to fighting. They marched and fought in blue blouses and skirts. Each wore a belt from which hung a canteen, and each was accoutered with the necessary weapons. Often the "soldier" was the standard-bearer of "his" regiment, and in battle used the flag to urge her comrades on to victory.

Among the strikingly notable examples of feminine courage during that critical period was Madame Turchin attached to the Nineteenth Illinois, commanded by her husband. Daughter of a Russian officer, she was born and reared in foreign camps, and it came naturally to her to follow the colonel in the field. In the spring of 1862 Turchin was taken seriously ill, making the ministrations of his wife eminently necessary, but her usefulness was by no means confined to the sick bed. From her early training she was no whit behind her spouse in bravery and military skill. Then, too, she was a celebrated markswoman with rifle or pistol. So when the regiment was called into action, while its colonel yet languished under the doctor's care, Madame Turchin placed herself at its head, waving the commander's sword. Into the hottest fire plunged woman and men, subordinate officers and privates according implicit and cheerful obedience to their impromptu chief. After the victory (for victory it was) she at once busied herself again with alleviating the sufferings of wounded and dying.

Romantic, indeed, is the story of Pauline Cushman, a Northern girl of great beauty. At the breaking out of hostilities, scarcely out of her teens, she was enjoying to the utmost the



2 Summer Sessions, May 20; July 1. 16 Departments, Special Courses in Accounting, Shorthand, Typewriting, Telegraphy, Civil Service to Meet Demands of America's War Activities. 35,000 men and women have learned how to realize their best possibilities. You pay for what you get and get what you pay for.

Woodbridge N. Ferris,
President.

Most Families Are Now
Finding That
Crescent
Mapleine



The Delicious
"Golden Flavour"

is a splendid savor for soups as well as a dainty flavor for desserts and confections. * * * Crescent Mfg. Co., Seattle, Wash. Order of your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago. (M-167)

Pop Corn Wanted

We are in the market for pop corn, either cob or shelled.

If you have any to offer, send us sample for inspection and price.

John G. Doan Co.
106-108 Fulton St., West
Grand Rapids



Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

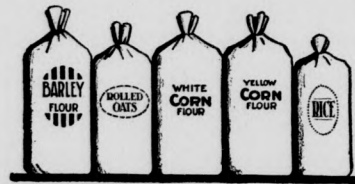


139-141 Monroe St.
Both Phones
GRAND RAPIDS, MICH.

Fleischmann's Yeast

and War Flours
make excellent

Conservation Bread



PLACE YOUR ORDER NOW FOR
Soda Fountain Fruits and Syrups

We Are Distributors of

J. Hungerford Smith Co.'s Fruits and Syrups
Royal Purple Grape Juice
Welsh Grape Juice
Hire's Syrup Coco Cola

We Also Carry a Full Line of Soda Fountain Accessories
WRITE FOR PRICE LISTS

Putnam Factory Grand Rapids, Michigan

mild excitement of balls and parties, but the hour of Fort Sumpter's surrender found the social butterfly changed into a patriotic woman. Against the advice and prayers of her family and friends, she insisted upon going into the Union service. Strangely enough, her tastes did not lie with the ambulance corps. Athletic and spirited, her desire was for employment of some sort in the army itself, although eventually she entered the Secret Service, attaining the rank of major before the war's close. And Miss Major Pauline Cushman received dangerous wounds on two occasions and several times barely escaped capture by the Confederates. Once she was sent down into the very heart of the enemy's country, New Orleans, to obtain much-sought-for information. For days she moved fearlessly around the city, mingling in society and visiting the commercial section, always with a set purpose before her. At last she got what she wanted, but none too soon. Suspicion had arisen from an unlooked-for quarter, and the plucky woman was obliged to flee in the dead of night.

Another interesting feature was Bridget Devens, known to her comrades as "Michigan Bridget." Among the troopers of the First Michigan Cavalry was Bridget's husband, and by some unknown device she followed him there, both serving throughout the war. Sometimes when a cavalryman fell in battle, she took his place on horseback fighting with masculine energy and courage. When not doing this or rallying retreating squadrons, this feminine Bayard brought off the wounded from the field, ever fearless, ever daring.

Feminine resourcefulness in '61, however, apparently was not confined to bearing arms and nursing the wounded, but extended to the difficult field of engineering as well. If some historians are correct in their estimates, a woman conceived the plan whereby Kentucky and Tennessee were transferred from Southern into Northern hands, and the Tennessee and Cumberland rivers opened to National vessels for hundreds of miles. To be sure, General Grant made the design physically effective by the capture of Forts Donelson and Henry, but, none the less, Mistress Anna Ella Carroll, of Maryland, descendant of the famous Carroll of Carrollton, signer of the Declaration, is pointed to as having thought it all out. Moreover, the claim is made that she did this under direction of the war department. Be this as it may, she certainly was a woman of brilliant intellect who, comprehending state and military questions with inspiring clearness, wrote and spoke profitably on the side of the Government at Washington. President Lincoln admired her highly, as did the great War Secretary Stanton, and it is significant that the records of the Court of Claims show an award to her in 1889 "for valued services performed during the Civil War."

When you offer a bargain, don't tie so many strings to it that nobody will want to bother to get it.

The Wrangling Woman.

The argumentative woman is a social blight and an enemy to her own charm, be she otherwise ever so attractive.

Argument in itself is a dignified mental process—one absolute necessity for the world's intellectual development, but it ceases to be a thing desirable when it enters every day verbal intercourse. Plain common sense should tell us the reason why.

In ordinary life friction is something to be avoided. Argument that deserves the name is too difficult a thing for daily practice, calling as it does for such painstaking care in the expression exactly of one's ideas to avoid their being misunderstood, for such patience to listen, to wait one's turn, to keep one's temper.

Dependent upon all these things for its very existence, argument simply cannot be entered upon carelessly without degenerating into mere wrangling.

If you have the fatal habit of turning conversation into argument you are nothing more or less than a wrangler.

Wrangling among men is bad enough, but in women it is even worse.

Social charm and home happiness and peace lie in the hands of the women. Turn the searchlight for a moment upon some women wranglers.

In a certain home the atmosphere is actually disintegrating from even the pretence of happiness, simply and solely because the wife and mother has become such a rabid wrangler on the subject of the war.

Always to some degree argumentative, her defect was not so noticeable before the great world crisis.

Instead of using her woman's wit and kindness to shield her guests or the members of her family from overheated war talk, she herself ruthlessly plunges both into it. She is forever attacking the subject in a bitter, wrangling spirit. There are grown sons and daughters in her family. All, of course, are loyally patriotic.

Discussion arises over policies, ways and means.

Quite naturally every one of them does not agree with her views exactly, and the one who ventures to oppose her brings down wrath upon his head.

What might have been an interesting discussion degenerates into a heated wrangle.

Instead of trying to calm the feelings of those about her she pours fuel on the flames with sarcastic and personal remarks.

Things have gone so far now that the family is bitterly divided against itself.

The woman is actually breaking up a happy home by her cantankerous arguing.

When it comes to a question of what store treats its patrons well, the children know almost more than the grown-ups and they do not hesitate to express their opinions publicly.

It now costs you more to wrap sugar

Labor is scarce, wages are high; so are paper bags and twine. All the more reason why you should sell

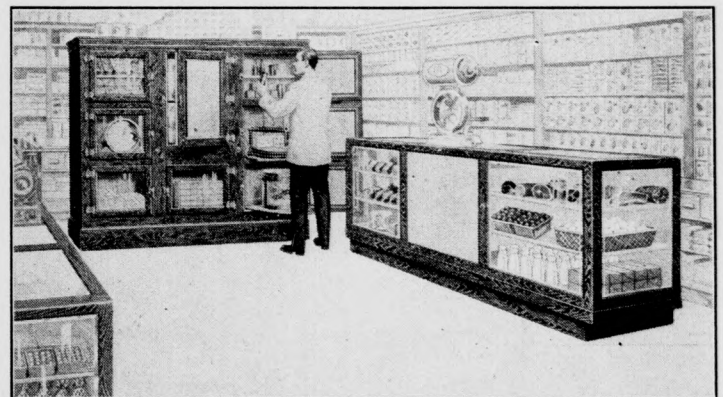
Domino Package Sugars

These sturdy cartons and cotton bags, weighed, packed and sealed in the refinery, are ready to put into your customers' hands. They save time, spilled sugar, overweight, paper bags and twine.

American Sugar Refining Company

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown



Grocers Lose Over \$500,000 a Day!

If only \$1 worth of perishable food spoils, taints, sours or decays each day—the loss to the 500,000 Grocers of the United States would be \$500,000 a day. Each Grocer would lose \$365 every year.

The total loss to the 500,000 Grocers of the United States would be over \$150,000,000 a year.

These are startling figures—but experience has shown that the average daily loss to each Grocer is over \$1 a day.

Only \$1 a day would more than pay for a

McCRA Y SANITARY Refrigerator

which prevents all loss of perishable foods. The first year's saving would more than pay for it—therefore it is not an expense, but an economy. The McCRAY will give efficient service for many years—and save money for you every day in the year.

A saving of \$1 a day equals an income on \$7,000 at 5%.

A saving of \$2 a day equals an income on \$14,000 at 5%.

LET US TELL YOU HOW TO STOP THESE LEAKS AND PREVENT THIS WASTE OF PERISHABLE FOOD

Write NOW—for our Grocers' Catalog and full information about our Easy Payment Plan which makes it easy for any Grocer to buy a McCRAY and pay for it while he is using it. Ask for Catalog:

No. 62 for Meat Markets and General Storage.

No. 71 for Grocers and Delicatessens.

No. 51 for Hotels and Restaurants.

No. 93 for Residences.

McCRAY REFRIGERATOR CO., 844 Lake St., Kendallville, Ind.

Detroit Salesroom 14 E. Elizabeth St.

BACK TO THE WOODS.

Many Edible Products Found Growing In Forests.

In the search for food supply—and some people are searching with a vigor that suggests fear of famine—it is now suggested by the United States Department of Agriculture that the farm is not our only hope; that even the forests have something to offer, and in a recent bulletin it points out some of the possibilities of our woods in the way of foods.

While few people want to try that sort of thing nowadays, persons who know the food value of the fruits of our native trees and shrubs are, according to foresters, able to use them to good advantage in supplementing other foods.

Aside from the numerous edible mushrooms, roots, fruits of shrubs and smaller plants, the trees of our forests afford a large variety of edibles which are highly prized by woods' connoisseurs, says the report. First in importance, of course, are our native nuts—beech nuts, butternuts, walnuts, chestnuts and chinquapins, hazel nuts and several kinds of hickory nuts, including pecans. The kernels of all of these are not only toothsome but highly nutritious and are used by vegetarians to replace meat.

The oil of the beech nut is said to be little inferior to olive oil, while that of butternuts and walnuts was used by some of the Indians for various purposes. The Indians, it is said, also formerly mixed chestnuts with cornmeal and made a bread which was baked in corn husks, like tamales. In parts of Europe bread is made from chestnuts alone.

Several Western pines have seeds which play an important part in the diet of the local Indians. Perhaps the best known of these is the fruit of the nut pine or pinon, which forms the basis for a local industry of some size. Not only is it extensively eaten by local settlers and Indians, but large quantities are shipped to the cities in regions where they grow and the roasted seed is sold on the street. The similar seed of the Parry pine and the large Digger pine seeds are eagerly sought by the Indians. The latter tree is said to have gained its name from its use as a food by the Digger Indians. The seeds of the longleaf pine are edible and are improved by roasting. Indeed, it may be said that most nuts are more palatable when roasted than if eaten raw.

Acorns are commonly thought to be fit only for feeding hogs, but many kinds of them are either sweet enough to eat or can be made edible from an Indian standpoint and have been used as food, particularly when other foods were scarce. The Indian custom was to pound or grind the acorns up and, by treating the pulp with water, leach out the tannin, which makes most sorts unfit for eating as they grow. The resulting flour, which contained considerable starch, was made either into a porridge or baked in small cakes. Indian acorn bread is dark in color and to most of us would not seem palatable. As a rule the acorns

of the various white oaks having less tannin are the ones best suited for food, but Indians also used those of the black oaks, even though they contain much tannin. The acorns of the basket or cow oak, the chinquapin oak, shin or Rocky Mountain oak, live oak, and of several other species, are sweet enough to be eaten like nuts.

Another nut which is not suited for eating as it grows, but from which a food is said to have been prepared by the Indians, is the buckeye. The kernels of these nuts were dried, powdered, and water was filtered through them to leach out the poison which they contain. The resulting paste was either eaten cold or baked. Attempts have been made in Europe to utilize the horsechestnut as food, but they have not come into use.

One of the best known fruits, the foresters say, is the persimmon, which is edible only after it is thoroughly ripe. As this is usually not until late in the fall, it is commonly thought that the fruit must be frost-bitten. If the persimmon is eaten before it is well ripened, the tannic acid which the fruit contains has a strongly astringent effect, which justifies the story of the soldier in the Civil War who said he had eaten green persimmons so as to shrink his stomach up to fit his rations.

The pawpaw, a fruit akin to the custard apple, is also best when thoroughly ripe. Studies of this fruit and its uses have been made by food experts of the United States Department of Agriculture. The fruit of some species of haws is eaten or preserved in different parts of the country, while those of several different kinds of wild cherries and wild currants have a food value and are used for various purposes. Wild plums are abundant in certain sections and occur in particularly plentiful quantities along the streams in the Eastern and Middle Western states. Beach plums are also used for food purposes.

Several varieties of wild crab apples make delicious jellies. Some of the largest, which attain the size of small apples, are more or less abundant throughout Eastern North Carolina. Elderberries are frequently used for pies and for sauce. Those found in the West are sweeter and have a better flavor than the Eastern varieties.

The berries of the hackberry, or sugar berry, as it is called in the South, are dry but have an agreeable taste. Those of the mulberry are sweet and juicy when ripe. The mulberry is valued in some sections for feeding hogs and poultry and some species are occasionally cultivated.

Many people like the fruit of the shad bush, "sarvice" berry, or June berry, as it is variously called. In parts of the country this fruit is used to make jelly.

The French Canadians are said to use the acid flowers of the redbud, or Judas tree, in salads, while the buds and tender pods are pickled in vinegar. Honey locust pods, often locally called "honey shucks," contain a sweetish, thick, cheeselike pulp, which is often eaten. The blossoms

of the common white locust also are sometimes used for making fritters in parts of the United States. Those of the mesquite furnish the Mexicans and Indians with a nutritious food. The Creoles of Louisiana, famous for their cookery, use the young buds of the sassafras as a substitute for okra in thickening soups.

Spreading the English Tongue.

Now that the use of the English tongue is being accepted in so much additional territory, due in part, to the incursions of English speaking soldiers and other war conditions, it has been suggested that it would be well to see that the English is kept as nearly undefiled as possible, in form and substance and pronunciation. The suggestion is excellent, but it has its difficulties.

English is spoken by more people than any other language on earth. Its use is becoming more and more imperative in many lands. The war has greatly added to its prestige. A distinguished French editor now visiting in this country in an official capacity says that the people of France have learned more English in the past four years than in centuries before. Travelers through the war sections of France, Belgium, Italy, Russia and the Balkans report a remarkable increase of English speaking natives. Wherever the English and American military forces or commissions have penetrated, the English tongue has rapidly gained friends and users.

As for standardizing its pronunciation and its grammar, that's another matter. There is no verbal roller to

flatten out the inequalities. The patois of the Tommies from London is as different in pronunciation from the burr of the Highlanders as the drawl of the New Yorker differs from the clipped speech of the Kansan. An Eastern writer, in illustrating the oddities of speech of the New Yorker, said he requested pupils in fifty different rooms to pronounce "After Mr. Street's argument," and in each room teacher and pupils alike rendered it, "Aftuh Mistuh Street's argumunt." The critic wants this sort of thing corrected before the language goes any farther. But there is no time for any such clearing house. There is a war in progress that demands undivided attention. Inequalities of dialect will have to be taken up later. The English tongue, with all its frailties and freakishness, must be accepted just as it is handed over, and that's the way it is being taken.—Cleveland "Plain dealer."

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GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPBELL 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

Bankruptcy Matters in Southwestern District of Michigan.

St. Joseph, May 13—Thomas M. Hogan, of Kalamazoo, filed a voluntary petition and was adjudicated bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt show no assets over and above the statutory exemptions and the following creditors:

John R. Jeim & Co., Philadelphia	\$225.00
John L. Bebe & Co., Chicago	50.00
Stanton Wollen Co., Chicago	72.00
Lewis Wollen Co., Chicago	100.00
Nazareth Academy, Kalamazoo	160.00
Kalamazoo Laundry Co., Kalamazoo	20.00
Crown Paper Co., Jackson	5.50
J. B. Kelsey estate, Three Rivers	18.00
Constantine Hydraulic Co., Three Rivers	20.00
John Griffith estate, Three Rivers	4.00
Arthur Howard, Three Rivers	5.50
A. H. Adleman, Three Rivers	25.00
Corlette & Stone Lumber Co., Three Rivers	3.00
R. M. Hazen, Three Rivers	4.00
Schoonmaker & Worthington, Three Rivers	3.00
Clyde Lane, Three Rivers	11.00
Press, Three Rivers	5.00
Wm. McAllister, Three Rivers	8.00
S. O. Black estate, Three Rivers	16.00
Lizzie Day estate, Three Rivers	40.00
Fred Roher, Three Rivers	10.00

May 14—In the matter of Ralph H. Reed, bankrupt, of Three Rivers, the final meeting of creditors was held at the referee's office and the trustee's final report and account, showing total receipts of \$193, considered and approved and allowed. Certain expenses of administration were allowed and ordered paid. A first and final dividend of 14 per cent. was declared and ordered paid. Creditors having been directed to show cause why a certificate should not be made recommending the bankrupt's discharge and no cause having been shown it was determined that such favorable certificate be made. The trustee was authorized not to interpose objections to the bankrupt's discharge. The final order of distribution was entered and the meeting adjourned without day.

May 15—In the matter of Lee Dornan, and Jerome J. Hanlin and Dornan & Hanlin, a copartnership, bankrupt, of Glenn, a special meeting of creditors was held at the referee's office and the trustee's second report and account, showing cash on hand of \$2,184.20, was considered, approved and allowed. Certain expenses of administration were ordered paid and a first dividend of 15 per cent. was declared and ordered paid upon the copartnership claims. A first dividend of 5 per cent. was declared and ordered paid upon the individual claims of Lee Dornan. The first order of distribution was entered and the meeting adjourned for ninety days.

May 16—In the matter of Marion J. Otis, bankrupt, of Benton Harbor, the trustee filed his final report and account, showing total receipts of \$480.95 and no disbursements. An order was entered by the referee calling the final meeting of creditors at his office on May 31 for the purpose of passing upon the trustee's final report and account, the payment of administration expenses and the declaration and payment of a first and final dividend. Creditors were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge and why the trustee should not be authorized to interpose objections to the discharge of the bankrupt.

May 17—In the matter of James LaVerne Ludwig, of Otsego, the trustee filed a report showing the sale of the stock of groceries to Wm. Rogers, of Otsego, for \$1,725. Unless cause to the contrary is shown, the sale will be confirmed by the referee within five days. The trustee filed his report of exempted property, recommending that the bankrupt be allowed the sum of \$167 in lieu of his specific property exemptions.

May 18—In the matter of Charles A. Snider, of Sturgis, bankrupt, the inventory and report of appraisers was filed showing assets of the appraised value of \$700, including the exemptions of the bankrupt. An order was entered directing the trustee to sell the assets upon ten days notice to creditors.

Boomiets From Bay City.

Bay City, May 21—R. S. Richards, of this city, one of the best known salesmen covering Michigan territory, was operated on at Mercy Hospital last Saturday. His many friends will be pleased to learn that the surgeon reports that conditions are favorable for a rapid recovery.

The oldest inhabitant is ready to testify that the Red Cross parade in this city last Saturday was the largest and most successfully conducted parade ever held in the Saginaw valley. The marching of the children of the various schools indicated that they had been carefully trained.

Wilson's Service Grocery has been opened at 1014 Johnson street.

Carl Walk, corner of Third and Johnson streets, shoes and furnishings, is closing out his stock.

Symons Bros. & Co., wholesale groceries and dry goods, Saginaw, have opened a branch store at Alma. Dan McCusig, who has been their traveling representative in M. C. and D. & M. territory north of Bay City during the past three years, has the management of the business at Alma.

Frank O. Rockwell, this city, who for the past ten years has covered Northern Michigan territory for Hammond, Standish & Co., wholesale meats, has resigned and accepted a position with Symons Bros. & Co. and will represent them in the territory formerly covered by Dan McCusig. It is reported that George Furgeson will also represent Symons Bros. & Co. in Northern Michigan territory.

Frank Coates will succeed John Baker in the D. & M. territory for the National Grocer Co., Saginaw, and Mr. Baker will represent this company at Flint.

George Burke, who conducts a ford garage at Frederic, is erecting a two-story cement block building with brick front at Grayling, where he will make his headquarters. The building is 175 x 75 feet and will be used as salesroom and garage.

Edward W. Morley, President of Morley Bros., Saginaw, died in New York last Friday. Mr. Morley was one of the leading hardware merchants of the United States.

The General Motors Co. will immediately begin the construction of an immense grey iron plant at Saginaw. The location was determined by W. C. Durant, President. Eight hundred men will be employed.

F. L. Luckhard, grocer, Caro, has sold his stock to George Aldrich.

The Miller Top Co., auto tops and bodies, Caro, has re-opened its factory.

Nicholas Hamilton, a former shoe merchant at Caro, died recently at Detroit.

Wesley Dudley, a pioneer dry goods merchant of Armada, has closed out his stock and retired. M. J. Dudley will continue business in the same store building with an up-to-date stock of shoes and groceries.

The hotel at Metamora closed last Monday. Dan Barber, liveryman, is feeding the hungry travelers.

Buildings of the Memphis Elevator Co., Memphis, were destroyed by fire last Thursday.

The hotel at Memphis is closed.

J. P. Harrigan has re-opened the Junction House, Lapeer.

J. H. Be'knep.

If there is any business in which intelligent salesmanship is requisite, it is the business of selling books. For some years the problem has been one of the greatest coming before the convention of the American Booksellers' Association. This year was no exception. The booksellers in session at the Astor this week listened to representatives who told of what had been accomplished by schools for booksellers, either separate from bookstores or in connection with them; who bemoaned the low salaries paid to employees, and lamented the ignorance of candidates for these places. There is something piquant in the meeting of a customer who does not know what book he wants and a salesman who does not know what books he has to sell. A little knowledge on the part of the latter would put him at so great an advantage that the wonder is that providing him with it has not long ago been reduced to a science. One difficulty is the vastness of the flood of

new books. But the larger obstacle, one cannot help thinking, lies in the bareness of the mental equipment of the would-be seller of books, and this in turn is due to his downright lack of interest in matters intellectual. To spend time upon books that could be devoted to turning the pages of magazines seems to too many persons of all ages and conditions supremely wasteful. The old-time bookseller may have gone to the opposite extreme, but we have yet to hear it mentioned as a fault that a merchant knew his stock too well.

Bloody Bill's constant allusion to his partnership with God recalls the

story of Antoinette Sterling, who, after one performance, was asked by a foreign musician: "With whom did you study this song?" "I sing it," said Mme. Sterling, "as God taught it me." "I do not know the gentleman's name," was the reply, "but, whoever he is, he is no musician."

Get on friendly terms with the man who sets up the type for your newspaper advertisements and see if you can't get his co-operation in making them look better.

The Sanitary Knitting Co. has increased its capital stock from \$15,000 to \$40,000.

SOME YARN

A lovely young girl once did her bit
For a soldier boy, by the sox she knit,
She knitted up yarn more than seven miles,
But paid no attention to sizes or styles.
The first pair she knit of her soldier's hose
She dropped nine stitches in the first six rows,
Where they should have been small they were large instead,
And in turning the heel she knit straight ahead.
She added a thumb half way to the knee
And rounded the toe where the heel ought to be.
One of these stockings would cover a ham,
While the other was fit for a club-footed man.
She wrapped them up well and, lest they might stray,
Put her name on the bundle and sent it away.

Back from the war zone came a letter which said
The following words, which were eagerly read:
"Thanks for the sox—they're an excellent fit—
I wear one for a helmet and one for a mit,
Your kind generosity so freely given,
Will surely be rewarded when you get to heaven;
You have lightened my pathway by doing your bit
But where in h— did you learn to knit?"

THE SOLDIER of today must be modern both as to his equipments and methods. Protection for his financial affairs or for those dependent upon him is best accomplished through the Trust Department of this company. Rents, Notes and Mortgages collected, and Funds re-invested, acts as Executor under Wills; in fact conducts the private affairs of any soldier, while he is away, in an intelligent and competent manner—for a very small fee. Consultations are confidential.

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.

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



Administration Bad Blow to Michigan Agriculture.

Of great importance to Western Michigan was the annual meeting of the West Michigan Development Bureau. The fact was developed that the order of Director General McAdoo forbidding further railroad advertising and contribution to any commercial, land or development organization on the part of the railroads was a heavy blow to the West Michigan Development Bureau, which had admittedly done a great deal toward the prosperity of the State, not only in bringing in from 1,000 to 1,750 families a year, but also in the agricultural development of Western Michigan, increase in acreage, improvement of roads and conservation of food. It was pointed out that the money contributed by the railroads had, through the effort of the bureau brought returns in increased traffic, both freight and passenger, and that the Western portion of the State had benefited and is benefiting through the increased agricultural production directly and indirectly as the results of the labors of the Bureau. It is believed that the order did not emanate directly from Mr. McAdoo, but from one of his assistants and that when the Director General of Railroads becomes acquainted with the facts he will modify or reverse the ruling mentioned. Secretary John I. Gibson in his report showed that, owing to the activity of the Bureau, the attention of large sheep raisers in the West and Southwest—Texas and New Mexico—has been attracted to Michigan as an ideal State for the sheep industry and that wealthy sheep raisers from New Mexico are now in Michigan with a view of buying land and sending from the parched soil bordering on the desert many thousands of sheep to feed upon the rich grasses of Michigan.

One of these gentlemen, who has now ten carloads of sheep en route here, which he had to detain at Stockdale, Ill., because lambs were being born on the train, was present at the meeting. He told the writer they have had practically no rain in his portion of New Mexico for ten years and that to remain there would be to lose the better part of his herd of 35,000 sheep.

This brings out sharply two or three points it is well to dwell upon. One is that there should be some arrangement made by which the states should lease at reasonable rental, the wild and cut-over lands in its possession; that business men should be sufficiently interested in the prosperity of the

State to use their influence with the present State administration to secure a leasing arrangement, and if that is not possible under existing laws, to secure, if possible, the enactment of legislation authorizing the Public Domain Commission to make such leases. Another is that the business interests of Western Michigan should see to it that their Representatives and Senators at Washington be apprised of the ill effects from the order already mentioned, issued from McAdoo's office, curtailing business producing and beneficial contributions of the railroads to organizations which are developing and populating our State.

While deploring the situation, the spirit displayed by the members of the West Michigan Development Bureau was the proper spirit of the State; the spirit that, surmounting all obstacles, has brought the State to its present condition of prosperity. It was and is the spirit of never give up. Tentative plans were at once formed for securing funds to make up the approximate yearly amount of \$4,000. It was unanimously declared that the Bureau was too valuable to allow it to go by the board. Its work has entitled it to the gratitude of the people of the State. It has demonstrated that it is 100 per cent. American and that it is doing valuable work in co-operation with the Government in the food division of our civilian army in the agricultural movement to help win the war.

There is another great question of importance concerning the future development of the Western portion of the State which should receive the attention of the next Legislature. Mention is here made of it in order that the business interests of this portion of the State may become acquainted with its importance and aid in correcting the evil. Under the blanket act of 1909 the State is compelled, when deeding lands to purchasers, to reserve all mineral, gas and oil rights. There are thousands of acres upon which the burden of that reservation rests where there is no trace of either mineral, oils or gas and where that reservation acts as a cloud upon the title. Many opportunities to sell this land for colonization purposes, or to men who desire to buy good sized tracts for farms, have come to naught because of the reservation. This is holding back the development of the State, as no one cares to have staring him in the face the possibility of having his farm torn up. There should be a law passed authorizing the Public Domain Commission where it becomes

FOR MANY YEARS

some of the largest business transactions in this section have centered about this bank.

But the smallest of our accounts receives the same careful consideration, the same courtesy, as the largest ones on our books.

Any account, large or small, always will find room at

THE OLD NATIONAL BANK

GRAND RAPIDS,

MICHIGAN



Fire Insurance that Really Insures

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.

MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

THE

GRAND RAPIDS TRUST COMPANY

Renders its greatest public service as Executor under Will. Do not neglect to insure the future of those dependent upon you. Instruct your attorney to draw your will at once, and in it have this strong Trust Company named as Executor and Trustee.

ASK FOR BOOKLET ON "DESCENT AND DISTRIBUTION OF PROPERTY" AND BLANK FORM OF WILL.

Safe Deposit Boxes at Three Dollars Per Year and Upward

evident that none of the products mentioned exist to, in the name of the State, give a conveyance to the purchaser of such lands cancelling such reservation. This should also apply to such lands already purchased from the State since 1909.

This may seem somewhat beside the mark in a financial article, but the situation bears so strongly upon the business that a careful consideration of it is pertinent as opening the door for an increased population, plus increased demands for all commodities and plus increased production which will add to the prosperity of the State.

Even when matters looked dark, the Michigan Tradesman steadily maintained basic business conditions were sound, while acknowledging that in many instances industries had been temporarily injured, due to shortage of raw materials and difficulties in the transportation of manufactured goods. It is now both refreshing and encouraging to note the optimism reflected by the stiffening of securities on Wall street, that sensitive barometer of business conditions, thus verifying the attitude maintained by the Michigan Tradesman. It is the absence of any manifestation of fear, the most subtle enemy man ever encountered, that makes possible the continuance of prosperity. It takes more than one swallow to make a summer. So does it take more than a few isolated cases of misfortune to create general disaster, and in reviewing the financial, industrial and commercial situation it is the aggregate that must be taken into consideration.

As an Eastern financial authority says, it is many a long day since the stock market has displayed such sustained strength as it has during the past and present weeks. The market has broadened and the volume of transactions has approached, if not reached, that of pre-war times. Following so closely the close of the third Liberty Loan campaign, it is an exhibition of confidence that is heartening, a recognition of the ready response of the people to the demands of the Government. It is the expression of gratification at the patriotism of the people as a whole, cementing the United States into a courageous Nation living up to its high ideals.

The minimum of \$3,000,000,000 set by the Secretary of the Treasury was exceeded by a vast amount. The influence of this exhibition of unity of purpose will be felt all over the world. It gladdens the heart of the men now facing the guns of the Huns; it declares to all peoples the unalterable purpose of the United States to win this war for humanity; it demonstrates to the banker, the manufacturer and the merchant that the future will be even more stable than the past because the people are aroused to the real greatness of the Nation and their duty toward maintaining it. In addition to the effects of the success of the Liberty Loan campaign, there were other factors which aided in instilling into the business mind the confidence reflected in Wall Street. The monthly report of the

Department of Agriculture at Washington on the condition of the growing winter-wheat crop was, as expected, exceptionally good, promising a yield of unprecedented proportions.

Again the continued solvency situation in the United States is an encouraging and steady factor in the situation. Of course, war orders account for much of this, but back of them has been a well sustained home trade in spite of the high prices for almost all articles of general consumption, increases in wages and bonuses in some degree offsetting the greater cost. It appears that in April the mercantile failures were smaller than in the corresponding period in any year in over a decade, while the total of last month's indebtedness is, with the exception of the corresponding month of 1917, the smallest for April since 1907. Among the manufacturers, the default was the smallest in many months; in fact, since June, 1911.

The Nation's first "War-Time" currency will be placed in general circulation about July 4, the designs having been approved by the Treasury Department. The currency will be in \$1 and \$2 Federal Reserve notes. The war period is reflected on the reverse side of the \$2 note, on which is depicted one of our newest battle-ships. The face of the note bears a portrait of Thomas Jefferson. The face of the \$1 note will carry a portrait of George Washington and the reverse side a design of the spread-eagle clutching in war-like attitude the American flag. The bills are intended to replace silver certificates, about \$30,000,000 of which have been withdrawn from circulation in the last two weeks.

Preparations for the Fourth Liberty loan to be floated next fall are already under way. Artists and designers have been asked to submit designs for posters; window cards and buttons by June 1. These are to be donated to the Government. The Italian government has been asked to furnish an exhibit of the spiked club used by the Austrians to kill wounded Italian soldiers to show in the fourth loan campaign and other American, British and French war exhibits will be used extensively. Bond buyers' buttons for the fourth loan will be smaller than those used in the third Liberty loan and will be made of tin to preserve the celluloid for more important war purposes.

Paul Leake.

Activities in Michigan Cities.

Written for the Tradesman.

Muskegon has engaged a Chicago man as consulting engineer. He will have charge of paving operations there this year.

Supt. Rogers, of the Lansing city market, is urging the erection of a building, to be used as an office and rest rooms for patrons.

Battle Creek has voted a 10 per cent. increase in wages of practically all city employees.

An eight-hour day for all city employes, except policemen, janitors and firemen, will go into effect soon at Sault Ste. Marie.

Lansing will be the meeting place of the Michigan Historical and Pioneer Society May 27-29.

Bay City has repealed the ordinance regulating the sale of near-beer, which fixed the license fee at \$1,000. It is understood that no further attempt will be made to put a tax on soft drinks.

Flint will entertain the League of Michigan Municipalities at its annual convention June 19-21.

The Cooper Underwear Co., with headquarters at Kenosha, Wis., will locate a branch factory at Dowagiac, employing seventy-five to 125 persons, mostly women.

Two manufacturing concerns of Dundee, the Nu-Way Stretch Suspender Co. and the Mott Manufacturing Co., will locate at Adrian about July 1.

Business men of Petoskey, Harbor Springs Charlevoix and Mackinac Island are pleased with the announcement that the steamship Kansas has been purchased by the Merchants Transit Co. and will be put on the Chicago run for both freight and passenger service this season.

Menominee claims to have gone flying over the top in the matter of displaying the American flag, with the starry emblem rippling from every home. The flags will not come down until the war is won. The American

Club of Menominee is back of this patriotic movement.

The Saginaw-Bay City Railway Co. is asking for 6 cent car fares and Saginaw has ordered a probe as to the merits of the petition.

"Go to work, go to war or go to jail"—that is the way Battle Creek is getting after all the idle young men found in the city. Railway yards, pool rooms and every soft nest for the constitutionally tired are being combed by the police.

Almond Griffen.

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

Fourth National Bank

United States Depository



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

Savings Deposits

Commercial Deposits

3

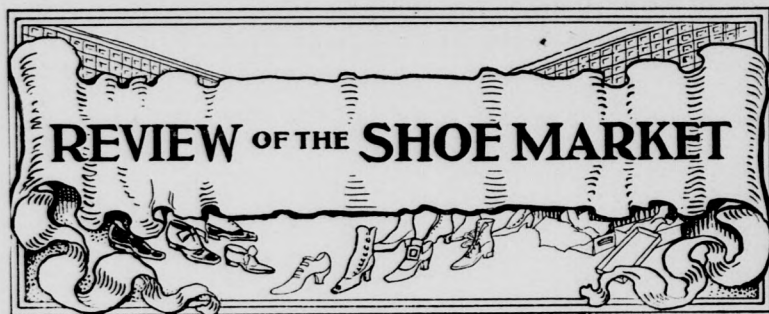
Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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



Building Up a Profitable Repair Trade.

Written for the Tradesman.

For several months I have been interested in observing the fortunes of a small two-man repair shop which happens to be located not far from where I live in a suburb of the city. And as I have occasion to pass this little shop several times a day, I have had excellent opportunities for taking notes.

The owner of the shop divided his time between work at the bench and work on the outside—chiefly calling for and delivering work. He rode a wheel in making his calls. He kept a man at the bench all the time; and for a while it looked as if he were going to build up a profitable business. But within the month he sold his shop to the last man who had been employed at the bench; and now I understand the erstwhile owner of the shop has a job in a concern manufacturing war essentials. And it is, perhaps, just as well, for his policy was wrong; and moreover it is doubtful if he is the type of a man who ever could make a success in running any sort of a business. There are men better fitted to take than to give, orders.

The failure of this man—the news of which was by no means a surprise to the writer—has suggested to me the idea of some reflections at this time upon the methods and principles underlying the development of a profitable repair trade, using the local repair person who has ceased to repair as an example of how not to do things.

The Personal Equation.

In every business large or small the final factor—and after all the most vital one—is the personal equation.

Evolution involves involution. If a business grows, expands and develops from small and unpretentious beginnings until it assumes colossal proportions, it must have existed previously (in germ-idea) in some mind.

A comprehensive study of any business institution brings one sooner or later to the fruitful personality which is responsible for the underlying idea. And you don't know the institution until you know the man.

In a little business such as a repair shop, the personality of the manager counts for much. He may preside at the cashier's desk in the office, he may work all or part time at the bench, or he may be like this man who has quit the business, he may divide his time between inside and outside work. In either event, because the business is small, and customers invariably deal with him in a face to

face manner, he is in the limelight. His manner, his appearance—his personality—tells. The tone of his voice, the expression of his eyes—even that inner spirit of irritability that does not express itself in overt gesture or spoken word—all have their weight.

Now the personality of this man who has found it more profitable to get out of rather than remain in the repair game, did not have an attractive personality.

He was egotistical and cock-sure in an offensive sense. Some people condemn egotism. But it is hard to draw the line between the essential confidence and mere opinionism. If one knows a thing, and knows that he knows it, he can get away with it if he goes at it properly. But there is an improper way of asserting one's self and voicing one's belief or knowledge. In other words one can be offensively aggressive. The thing itself can be better sensed than described or defined. But you know what I'm driving at. There is a wide difference between a calm, sane, confident man, who is absolutely persuaded in his own mind about a thing, and a conceited ass who is full of blustering words.

The repairer should be a tactful man. He must use good judgment. He can tell the truth without giving offense if he has mastered the art.

Talked Himself Out of Business.

This young man—for he's only a little past 30—talked himself out of the repair game. He was full of gab. He'd stop work any time to talk. He'd pause in the midst of tying up a bundle to argue. He liked to astonish customers by bizarre ideas and opinions—evidently under the impression that he was brilliant.

He was one of the most persistent little old rag-chewers I ever knew. He was interested in knowing his customers' political opinions in order that he might correct (?) them. He'd argue upon social questions, religious tenets, civic problems, and state and National politics. To his own satisfaction at least he had solved all these matters, and he enjoyed pronouncing his convictions in an emphatic manner.

These are busy days in our city, and our men haven't time for gab. Neither have they any inclination for it. Those of us who have businesses of our own have to be on the job to keep things going, and those who are employed in stores, shops, and factories making war supplies and other things so vital these stirring times, haven't time to squander in informal talk-fests. Consequently I observed that our local repairer became less

Foot Ease Plus Conservative Elegance



Two good numbers in stock you are always having calls for.

No. 8721

Glazed Colt Welt,
Last 104, Sizes 6
to 11, Widths B
to E, Blucher Cut.

Price \$4.00

No. 8722

Glazed Colt Welt,
Last 104, Sizes 6
to 11, Widths B
to E, Bal Cut.

Price \$4.00

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

SUMMER WEATHER WILL STIMULATE THE DEMAND FOR SEASONABLE GOODS

**Keds, Pumps, Sandals, Oxfords,
White Canvas and Tan
Numbers,
All will have their call.**

**We have on the floor and on the way from our factories
a good supply of the above lines.**

**We strongly urge you to figure your probable needs to
find if your supply is going to see you through the season.**

**See our catalogue or salesmen, or write us stating
your requirements now. Your orders will have our prompt
attention.**

Be prepared for the big demand which is sure to come.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

and less popular. People got to look upon him as a bore. I have not the slightest idea that others shunned him, as I did, simply because I was fed up on his gab. If I required a new pair of rubber heels I would drop in at some other shop in the community rather than patronize the repairer of rag-chewing proclivities. Where they charge 50 cents for a pair of heels and take up 50 cents worth of your time, the total cost to you of the heels is \$1.00, and that's too much.

Turned Out Careless Work

For another thing, I observed that this ex-repairer fell into the habit of turning out careless and slovenly work.

Now that's a serious charge against any repair shop. And the repair concern that's guilty is going to lose trade. Customers will not stand for it.

He had an exceptionally good field. There is ample business in the community to support all the shops we have and supply a lot of work for the repair department of the local shoe stores. Since the war has been on, all of the people who take in repair work in our section of the city report an increase of from 40 to 100 per cent. in their repair business.

I know this man was busy, for he often disappointed people in not having shoes repaired on time. He pleaded over-work. He sometimes explained as if he was peeved.

Whether it was due to the fact that so much work was coming in, or whether he thought he could turn out just any kind of an old job and get away with it, anyhow he became careless. Some of the work that I inspected was patently sloppy and unsatisfactory.

No repairer can turn out that sort of work and continue in the game indefinitely. A profitable repair business can be built up only on the basis of good will—in other words satisfied patrons; and it's a cinch they won't be satisfied if the work isn't satisfactorily done. And it must be ready on time. And if delivery is promised, the work should be delivered at the time promised.

Conditions were surely never more promising than now for the building up of a successful repair business. Never in the history of the industry were so many people having old shoes repaired. Never were there such solid and convincing arguments in favor of repairs. But the business must be intelligently directed. It must be developed on the basis of a sound business policy. It doesn't just happen. Cid McKay.

Activities in Michigan Cities.

Written for the Tradesman.

Prof. Rich, State Sanitary Engineer, warns Lansing that its present supply of water from wells is playing out and that Grand River must be resorted to for the future supply. This means, of course, that sewage must be kept out of the river. He raps the street cleaning system at Lansing very hard, saying: "We have a few old men with an antiquated cart slowly moving up one street and down another, each man taking ten to fifteen minutes to clean up a spot

of hardened dirt about a foot square. It takes too long. The cleaning should be done by machinery."

Battle Creek reports going weeks at a time without a single arrest for drunkenness since May 1. Police officers are astonished and have little to do except to nab a speeding autoist now and then.

Muskegon is debating the plan of purchasing Marsh field for use as a park and public playground.

Pontiac has let the contract for a public comfort station, to be built under the walk on West Huron street adjoining the court house property, the cost to be kept within \$6,000.

The City Commission of Pontiac has granted the request of jitney bus owners for an amended ordinance permitting higher fares, and the rate within the mile circle now will be 10 cents or 15 cents to corporation limits.

Cadillac's new milk ordinance takes effect June 5. The tuberculin test and pasteurization are not required. The annual license fee is \$2 per wagon.

The Brown Charitable Union has come into possession at last of the \$40,000 estate left by the late Chas. P. Brown, at Marshall, and that city is assured a modern hospital.

G. C. Gamble is the new supervisor of gardens at Sault Ste. Marie. He comes from Alpha, Iron county. The city has about 15 acres devoted to gardens this year.

Hartford is putting up new street signs, preparatory to establishing free mail delivery on June 1.

Every Wexford man who enters Uncle Sam's military or naval service may have his teeth fixed up free of charge by the patriotic dentists of Cadillac.

Alma has let contracts for a new fireproof school building, to cost \$46,755.

The General Motors Co. will start construction at once of an iron plant at Saginaw, to employ 800 men.

Portland business men are in favor of one telephone system, as shown as a recent meeting of the Improvement club.

Public markets will be conducted again in Saginaw by the Women's committee of the Council of National Defense and letters have been sent to the farmers and gardeners asking for their co-operation.

Almond Griffen.

Michigan Shoe Dealers Mutual Fire Insurance Company Fremont, Mich.

Our Responsibility Over
\$1,500,000

We write insurance on all kinds of mercantile stocks and buildings at a discount of 25% from the Board Rate with an additional 5% discount if paid within twenty days from the date of policy.

The World's Greatest Tennis Line Michigan's Largest Distributors "Hood" Means Better Than Just "Good"



"Wurkshu"
Great for Wear

Men's Blucher	\$1.95
Boys' Bal. (Day Shu)	1.80
Youths' Bal. (Day Shu)	1.60



"Lenox"
Fine Quality
Pneumatic Heel

Men's	Bals. \$1.40	Oxids. \$1.30
Boys' and Women's		1.25



"Bayside"
Leads Them All

	Bals.	Oxids
Men's	\$0.83	\$0.73
Boys' .....	.78	.68
Youths' .....	.73	.63
Women's .....	.78	.68
Misses' .....	.68	.58
Child's .....	.62	.52

ON THE FLOOR



"Casco"
Compare With Any

	Bals.	Oxids.
Men's	\$1.15	\$1.05
Boys'	1.05	.95
Women's	1.05	.95

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

Patent Oxford, Stock No. 3527

Single Sole, Louis Heel, Plate in Heel, Plain
Toe, McKay sewed, 4-8 A, B & C, 3½-7 D \$3.60

Dark Grey Kid Oxford, Stock No. 3542

Single Sole, McKay Plain Toe, Louis Heel,
Plate in Heel, 4-8 A, B & C, 3½-7 D \$4.00

Plenty of both above numbers now in
stock. Two very new and attractive num-
bers, as well as many others.

Hirth-Krause Company

Shoe Manufacturers

Grand Rapids, Michigan



Positive Cure For Worn-Out Salesmen.

The average salesman usually looks forward to a line that he can present without having to carry a lot of samples with him. He likes to think of going into the office of his prospect, placing an expensive portfolio on the table, pulling off his gloves, and getting to work on the prospect with clean hands. I admit that I like to sell goods this way; and so do many others.

But let me tell you that this is not the best way in which to get the most out of your territory. Salesmanship is principally a combination of hard work and common sense; the greater of these is plain, hard work. It is, I admit, a lot easier and nicer to make your territory with a portfolio that contains only your catalogue and some photographs, but it is not the way to get the most business out of your territory.

As a sales manager myself, getting my men to demonstrate their line every time they call, no matter who the prospect is or when he has been called upon before, is one of the hardest problems I have. Other sales managers have told me that if they could get their salesmen to demonstrate consistently, their work would certainly be a great deal more successful. No matter how much I may have to say about the necessity of carrying samples and demonstrating them to every prospect, I every once in a while find where some of my men have left their samples at the hotel, or perhaps even at home; or a number of them that have discontinued all but the lightest and smallest of the samples, trying in every way to make the weight small and the work light.

These are times when it is for me a splendid solace to realize that essentially we are all human. Human nature, they say, has not changed greatly in the past hundred years. What I like and what I don't like are probably about the same as with the other fellow. Like some of the rest of us, I like to put off doing things that I do not care to do for as long a time as possible. Take the matter of life insurance. Most of us put the matter off as long as we could without it bothering us much until some solicitor got after us so strong that we finally signed up. It was something that we should do, that we knew we should do, and that we should have done a long time before. Just the same, we never did it until it was actually forced upon us. After we done it we were mighty glad.

It has been my experience that

salesmen do not vary so greatly in what they know of their lines. They vary principally in whether or not they need supervision. The man who needs least supervision gets the most money. He is the fellow who does what he knows he should do. We all know of men who have held jobs down for a number of years, getting to their work at 8 o'clock in the morning and staying until the office quits at night. Then when they start selling for themselves, they have no one to make them begin work at a certain time, and so they do not start until 9 o'clock and quit at 4. In other words, they are not making themselves do what they should do when the pressure of the boss or the time-clock is removed.

Realizing, then, that the human nature is just about the same wherever we find it, it is easier for me to get along with the salesmen. The history of our average salesman is something like this. We take a man who is new to the game or one who perhaps has not had much experience calling on the wholesale trade. (Let me say here that we have the best results in men who have not had wholesale traveling experience, for they have not had the opportunity of getting habits of their own so firmly fixed, but are willing to learn and take what we say at its face value.) This sort of man, after taking his "course of sprouts" with us, starts out enthusiastic and willing to go the limit to make sales. He knows that he must make good. He wants to make good. He wants to show the boss just what he can do. Consequently, although he does not have so great a knowledge of the line as the man who is experienced in it, he gladly makes use of everything that he does know. He brings to his aid every possible help that he can and every bit of knowledge that he possesses.

He starts out and works hard. He travels nights. He makes fifteen towns where the former man on the same territory had not made more than ten or twelve. He calls on every prospect in town. He does not know what prospect does not want our goods, and, not knowing that, he simply goes ahead and sells those whom the older man had been passing by for years. His sales may not be particularly large to any one prospect, but he covers so many prospects, he covers his territory so thoroughly, and he makes so many towns by hustling, that his work at the end of the week or the month is usually quite satisfactory and compares favorably with that of the older men.

After he has been with us for a

number of months, he commences to think that perhaps after all, there is not the need for hustling that he used to think existed. He finds that, if he does not make a town this week, that town is still there the following week. He commences to let up quite a bit. Further, the sample case has become quite heavy. He cannot remember any time when, immediately after demonstrating to a prospect, the prospect had insisted upon having the goods. The demonstrating of his proposition or merchandise has become an old habit. He can't see what interest it holds for anyone. Why should he go to the trouble of carrying the samples and of demonstrating to all his prospects, when he is not absolutely sure that it has ever got him an order? In fact, he is quite a long way on the road to becoming a "T. T."—one who leaves Tuesday and comes back Thursday.

This is the hardest time for any new man to keep himself on the right track. When he has been with us for years, he knows the value of demonstrating and carries with him all the samples that he possibly can. The oldest man on our whole force, both in point of years and in point of service with us, and also the best man on the sales force in the results achieved, are each of them cranks on demonstrating. They carry twice the samples of the ordinary man. In fact, when a man has been with us a good length of time and knows his proposition and knows the value of demonstrating, he will not get along without it. He would scarcely be able to sell any goods at all without it. These are not the men that we have trouble with. Neither are the beginners. It is the fellow who has been with us only a year or so, who thinks he knows as much about the line as anyone else, and who does not make use of all the points that he should bring to his assistance.

Sight Most Important Sense—Hence Need of Demonstration.

We have five sense—sight, hearing, touch, taste and smell. These senses are the only avenues by which ideas can come to us. The most important of the is sight. We treat that with the greatest consideration of any of our senses, and most of us would rather lose all the rest together than to lose our sense of sight. Hearing comes a close second; but it is not nearly so important or so dependable as the sense of sight. We are more inclined to depend upon our sense of sight than upon any other, and we use sight to check up on our other senses wherever possible.

The man who tries to do without demonstrating his merchandise is endeavoring to make use of the sense of hearing alone. He is depending solely upon that. As soon as he begins to use demonstrating, he brings to his help the much more valuable aid of sight. Demonstrating also enables one to make use of the sense of touch. It is our purpose, wherever possible, to get a prospect to handle our merchandise, to feel it for himself. We have not yet found ways of using the senses of taste and smell; but it is not beyond the realms of possibil-

Beach's Restaurant

41 North Ionia Ave.
Near Monroe

GRAND RAPIDS, MICHIGAN

Good Food
Prompt Service
Reasonable Prices
What More Can You Ask?
LADIES SPECIALLY INVITED

HOTEL HERKIMER

GRAND RAPIDS, MICHIGAN
European Plan, 75c Up

Attractive Rates to Permanent Guests
Popular Priced Lunch Room
COURTESY SERVICE VALUE

CODY HOTEL

GRAND RAPIDS

RATES \$1 without bath
\$1.50 up with bath

CAFETERIA IN CONNECTION

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.00 and up

EDWARD R. SWETT, Mgr.

Muskegon :: Michigan

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

TAKE THE BOAT TO CHICAGO

Goodrich Steamship Lines
and
Muskegon Interurban Ry.

Sunday—Wednesday—Friday
7:05 P. M.

\$3.00 \$5.75
ONE WAY ROUND TRIP

Tickets Sold to All Points

INTERURBAN STATION

162 N. Ottawa Ave

Goodrich City Office

127 Pearl St., N. W.

Ocean Steamship Agency



ity. This, then, is the reason why demonstrating greatly improves your chances of getting an order out of the prospect. You are enabled thereby to get to him by many different avenues of approach, rather than simply through the sense of hearing.

As consumers, we have all been greatly impressed time and again by the salesmanship used upon us, or perhaps I should say, more impressed by the lack of it. We have all gone into stores time and again to look at articles that, had they been properly demonstrated to us, we should have purchased. Sometimes they have been properly demonstrated, and we have purchased them and gone out well satisfied with them; but, oftener than not, the goods have not been properly demonstrated and we have passed them up; or, if we have bought, we have gone away thinking that we had paid all or more than the article was worth.

Some of the demonstration stunts used by some standard lines are well worth mentioning. A manufacturer of a certain line of rugs has the dealer put an expensive rug on the sidewalk in front of the store. They leave it there for a week or more. Sometimes as many as a hundred thousand people walk over it during the week. Then they take it up, have it cleaned, and sell it at auction. The fact that they get almost the whole value out of the rug at the auction after it has had the equivalent of a life time of use, proves the value of that line of rugs as nothing else possibly could.

Vacuum cleaners would have taken years to get the place on the market they now hold if the manufacturers had not gone right into the house and shown the lady of the house the amount of dust that she could get out of her well-cleaned and spotless rugs. It convinced her as nothing else could the value the cleaner would be to her in keeping her home spotless. These are only two of the many splendid demonstrations that are of the greatest assistance in selling fortunate lines.

For a good many years, I have been a buyer of engravings. During that time I have never had an engraving salesman demonstrate his merchandise. He could show me examples of the work arrested at different points. He could show where the average engraving manufacturer stopped and why his line was worth so much more because of the extra time and labor put upon it.

If I were a salesman of carbon paper, I would put a piece of my paper under the typewriter key and count the impressions that I could get from it. Then I would do the same thing with a competing line. Typewriter ribbon could be handled the same way. If I were selling oleomargarine, I would carry not only a sample of my merchandise, but a sample of the best butter I could find. In fact, a grocery specialty salesman or a drug specialty salesman has the advantage over the rest of us because he can, in many cases, bring to his use the senses of taste and smell, and many of us cannot.

The lines that cannot be helped by

demonstrating are very few. Each organization must work that out for itself.

By virtue of demonstrating, not only are you able to reach the man through other senses than that of hearing, but you are able to make impressions which are much more lasting. We all of us forget the most of what we hear; but we are likely to carry with us much longer the recollection of what we have seen. You can increase the force of your appeal 300 or 400 per cent. at the very least by bringing sight or some of the other senses to your aid beyond that of hearing.

Now I hear someone say that demonstrating may be all right for the consumer but that when it comes to selling a dealer, demonstrating can hardly have a place.

The best answer to that is that we believe 25 per cent. of our success depends upon our demonstrating. We have found time and again that we have interested prospects whom we could not have interested otherwise. No matter if a dealer has been demonstrated to on a previous trip, he has forgotten a great deal about it, for, at any rate, we always find him interested. The chances are that he is not only interested as an observer, but because he can perhaps see himself doing the same thing for the consumer as our salesman is doing for him. It gives him ideas on selling your merchandise after he has bought it; and that, after all, is the limit beyond which we cannot go for long, for our sales are regulated by what the dealer can in turn sell to his customers.

Jobbing salesmen are notoriously unwilling to give demonstrations, but they have, if they knew it, an unequalled opportunity. Any sales manager of a jobbing house can find twenty-five items, enough for his salesman to carry with him on the twenty-five trips he makes during the year, one at a time. The sales on the item carried on any one trip might not be larger than usual. If the policy were consistently followed out during the year, the resulting knowledge of those items on the part of the jobbing salesmen, the resulting knowledge of the lines on the part of the dealers, the resulting knowledge of how to sell the merchandise, and the interest taken by the dealers and their clerks, would undoubtedly increase the total sales a good per cent. without any increase in the selling expense whatever. How, therefore, jobbing salesmen can go for years over their territories with simply their catalogues, is unexplainable to me except upon the basis of human nature wanting to do always the easiest thing and to do it in the easiest way.

When sales managers of every proposition know and have so much to say on how the success of their line depends upon the demonstration; when they tell the salesman how important it is; and when a salesman can see to his entire satisfaction how important a demonstration is with him as a buyer, I cannot see how he can refuse to do the demonstrating of his own line in all of the calls made. It is simply a case of making

yourself do what you know you should do. We shall all be better salesmen and get far better results when we get along with less supervision. Instead of not doing things we know should be done until we are forced to do them by someone else, let us go ahead and do them ourselves of our own volition. Then we shall be more closely working to our capacity. —L. L. Newton in Printers' Ink.

Scope and Meaning of Buyers' Week.

Grand Rapids, May 21—The committee of the Wholesaler's division of the Association of Commerce to which was left the details regarding Buyers' Week has recommended June 24-28 as the best dates, and their report was accepted at the meeting on Monday, May 13.

While these dates will not be ideal for all the wholesalers, they probably average the best for all concerned. June 24-28 will be known to the Grand Rapids wholesalers and their customers as "Buyers' Week;" but it really will mean more than that, for the object of the June session is twofold: first, to provide a special trading period for customers in the Grand Rapids wholesalers' territory, and to bring them to Grand Rapids for conference for the mutual good of themselves and their Grand Rapids wholesalers. There is another strong feature which has appealed to many of our members and that is to keep together as a working organization the wholesalers themselves and to keep them in action in concerted efforts to meet the trade of their territory in spite of the fact that the fall trips had to be abandoned.

The cost to the wholesalers of Buyers' Week will be very low and whether or not the dates chosen for the week exactly fit one's business, the general results of the week will be well worth more than it cost.

Won't you begin to plan now as to how you can make the most of Buyers' Week for yourself, your customers and for the Wholesale Department of the Association of Commerce?

Please make the success of our first Buyers' Week a special point of business, for at a minimum of expenditure we are working out a big idea which, if properly developed, will be a real asset not only to the Wholesalers of Grand Rapids but to all the territory which they serve.

Lee H. Bierce, Sec'y.

Bottom Facts From Booming Boyne City.

Boyne City, May 20—Boyne City will have three more blocks of pavement this year and a new bridge across the river. The new pavement will be put in on Park and Main streets, and the old East street bridge will be renewed. The county concrete road will have over half a mile added to that already built.

The shoe business of Leo Weiss has changed hands. Mr. Weiss is called for service in the war and has sold his stock to C. E. Chase. Boyne City has lost a large contingent of the young business men and more are going.

The Boyne City Bee has suspended publication. Whether it is temporary or permanent cannot be learned. It is rumored that the proprietor has gone to work for Uncle Sam.

The material for the new motor plant is on the ground and building will be begun soon. It is not easy to push the work in the present industrial and transportation conditions and the only thing that makes it possible is the great demand for farm tractor motors.

The Red Cross drive is the thing of dominant interest just now. The County War Board had the campaign lined up for a quick advance and the advance was made in record time.

Maxy.

Late News From Michigan's Metropolis.

Detroit, May 21—Beginning Monday, May 13, the wholesale merchants bureau of the Detroit Board of Commerce instituted a campaign to prevent unnecessary delay of delivery trucks by retailers. The dealer has been asked to check in his goods as soon as received, accept side-walk delivery whenever possible, go carefully through his stock when ordering to save an extra trip, and to do everything in his power to speed up deliveries. In this way, the bureau hopes to conserve man power and trucking facilities, and at the same time help relieve the traffic congestion. The shoe retailers who have been interviewed on the proposition expressed their willingness to co-operate in every way with this new movement.

The employees of the R. H. Fyfe shoe store recently gave an entertainment at Fort Wayne Station, the proceeds being turned over to the National League for Woman's Service. The Fyfe store has a well-trained dramatic club, which will, during the coming season, give a number of entertainments.

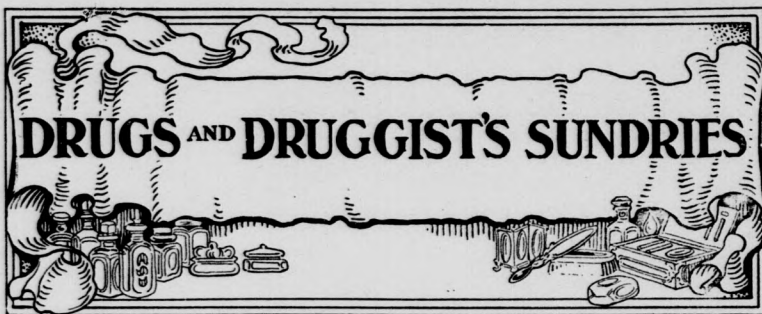
The F. C. Pingree Sons Co. is now located in its new quarters in one of Detroit's modern factory buildings at corner of Woodward avenue and Harper street, where it will have facilities for taking care of a rapidly increasing business. The company manufactures men's high-grade shoes.

It is now a certainty that R. E. Olds, the millionaire automobile manufacturer, will erect a new building on the Campus Martius where the Opera House Block now stands. It is announced that the building will be exclusively for Heynz Bazaar, who handle women's complete lines, shoes for children and women, etc. The new structure is to be nine stories high above the street level, with a basement and sub-basement below the street grade. It will be absolutely fireproof, with automatic sprinkler system throughout. There will be seven passenger elevators and two for freight. The front will be of marble and terra cotta, while the side and rear walls will be of pressed brick. It will have every modern convenience, both for the public and employees. The building will be 100 feet wide and 140 feet deep. The shoe department will occupy an entire floor. Mr. Olds comes into possession of the property on Sept. 1 of this year, and the architects believe it will be September, 1919, before the building will be completed and occupied.

The funeral of the late P. M. Vandrezzer was held at the family residence at Grand Haven last Saturday afternoon. Eight representatives of the Judson Grocer Company attended—William Judson, Edward Frick, H. T. Stanton, Peter Lankester, William Wilson, Neil Carey, W.S. Canfield and John Canfield. Delegations were present from Saranac, the former home of the deceased, and Belding. The services were conducted by the Master of the Masonic lodge of Saranac, of which deceased had long been a member.

Perry Barker, trustee for the Herman Hacker grocery stock, at Ionia, has sold same to Edward E. Wakefield, who will continue the business at the same location. The stock and fixtures inventoried \$1,575. Claims of the creditors aggregated \$4,100. Mr. Hacker is ill with tuberculosis and is awaiting admission to the State sanitarium at Howell.

Never admit you are discouraged—even to yourself.



Michigan Board of Pharmacy.
 President—Leonard A. Seltzer, Detroit.
 Secretary—Edwin T. Boden, Bay City.
 Treasurer—George F. Snyder, Detroit.
 Other Members—Herbert H. Hoffman, Sandusky; Charles S. Koon, Muskegon.

Michigan State Pharmaceutical Association.
 President—P. A. Snowman, Lapeer.
 Secretary—F. J. Wheaton, Jackson.
 Treasurer—E. E. Faulkner, Delton.
 Next Annual Meeting—Detroit, June 25, 26 and 27, 1918.

Michigan Pharmaceutical Travelers' Association.
 President—W. F. Griffith, Howell.
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

Official Programme For the Detroit Convention.

Secretary Wheaton furnishes the Tradesman with the following programme for the annual convention of the Michigan State Pharmaceutical Association, to be held at Detroit June 25, 26 and 27:

Tuesday Morning, 10 a. m.
 Headquarters Statler Hotel, Detroit.
 Opening registration headquarters.
 Reception of officers and delegates.
 Tuesday Afternoon, 1 p. m.
 Opening of convention.
 Invocation by Rev. H. Lester Smith.
 Appointment of Committees.
 Reading of communications.
 Announcements.
 President's address.
 Report of Secretary, F. J. Wheaton.
 Report of Treasurer, E. E. Faulkner.
 Reports of committees—
 Executive—J. H. Webster, chairman.
 Legislative—C. H. Jongejan, chairman.
 Membership—F. W. Neuendorf, chairman.

Report of Secretary State Board of Pharmacy—E. T. Boden.
 Report of Trades Interest Committee—Geo. H. Grommet, followed by discussion.

Tuesday Evening, 8 p. m.
 Grand Ball (strictly informal)
 Reception, 8 to 9, dancing, 9 to 12.
 Music by Shooks orchestra.

Wednesday Morning, 9 a. m.
 Second business session.
 Report of delegate to N. A. R. D. convention—P. A. Snowman.

Paper: Is your store your partner? Henry Morris, of Lansing, followed by discussion.

Report of Publicity Committee—O. F. Bouis, chairman.

Paper: Some of my experiences with mail order competition—E. E. Faulkner, Delton, followed by discussion.

Paper: The vital question of profits—Harry Mason, of Detroit, followed by discussion.

Report of delegate to A. Ph. A.—L. A. Seltzer.

Wednesday Afternoon 1 p. m.
 Third Business Session.

Address: Either Mr. Woodworth or Mr. Pryor, of the Food and Drug Department at Lansing, will be present and give us a short talk relative to the application and working of the liquor law; also will endeavor to answer any questions any one may wish to ask pertaining to the operation of the law.

Paper: War emergency formulas—Mr. Hall, of Detroit, followed by discussion.

Paper: What pharmaceuticals will it pay the average druggist to manufacture?—Geo. H. Grommet, of Detroit, followed by discussion.

Lecture: The future outlook for pharmacy—Professor Henry Kraemer, of the University of Michigan. This lecture will deal with both the technical and commercial side of pharmacy. Professor Kraemer has given this particular subject a great deal of study. He illustrates his subject with slides, which makes it intensely interesting. Every druggist in the State should arrange to be present and hear this talk. You are going to miss a great big opportunity if you do not come.

Wednesday Evening, 6:30 p. m.
 Dinner party for the ladies at the Statler Hotel, followed by a theater party at the Temple theater. Buffet luncheon and smoker for the men registered at the convention. Leo Caro, of Grand Rapids, master of ceremonies. This will be held at the Wayne County Medical Society building, 33 East High street, just off Woodward avenue, only a short distance from the Statler.

Thursday Morning, 9 a. m.
 Closing session.
 Report of Committee on Prescott Memorial Fund—C. F. Mann, chairman.

Report of Committee on Resolutions.
 Report of Committee on Nominations—Grant W. Stevens chairman.

Election of officers.
 Installation of officers.
 Final adjournment.

Thursday Afternoon, 1:30 p. m.
 Automobile ride for everybody. Automobiles will leave the Statler Hotel at 2 o'clock sharp, arriving at the wholesale house of the Michigan Drug Co. at 4 p. m. After inspection, everybody will return to Statler Hotel, where the annual banquet will take place at 6:30 p. m.

Lee M. Hutchins, of Grand Rapids, will act as toastmaster. Good speakers have been provided for this occasion.

Toughening Ordinary Filter Paper.

There has been some difficulty in obtaining hardened filter paper. Wm. R. Rankin, after experimenting with various treatments, finds that the following will give good results:

Good filter paper is dipped in nitric acid sp. gr. 1.42, drained quickly and then placed in running water to remove most of the acid; then dipped in .5 per cent. ammonia water to completely neutralize all acid. The paper is next washed in running water and partially dried between blotting paper, and finally in a water oven at 100 degrees C.; when dry, the paper is again subjected to the same process. In the treatment of the paper precaution must be exercised, as the cellulose of the paper has been nitrated, and if the temperature in drying the paper is too high, it is apt to char suddenly. The shrinkage of the paper amounts to about 10 per cent.

The paper so treated, has a hard, smooth surface and will permit a liquid to pass through very quickly when used for filtration.

A Rat Poster.

A large handbill headed "Kill the Rat," with an illustration showing a string of little rats running away from a feast of wheat, each marked with a dollar sign, has been issued by the Department of Agriculture, and may be obtained for use in rat-killing publicity. Practical methods of destroying rats and making granaries, elevators, and other food storages rat-proof, may be obtained from the Bureau of Biological Survey, Department of Agriculture, Washington, D. C.

A poster of the kind mentioned, together with a display of rat destroyers, might not merely prove profitable, but it would aid in the cause.

Cash in on this idea by co-operating with the Government.

Profits of United Drug Company.

The last annual statement of the United Drug Company makes interesting reading. It appears that there are now 175 drug stores in the Liggett group, and during 1917 they did a business of \$22,000,000—an average of \$125,714.28 per store. The total business of the United Drug Company during 1917 was \$40,716,289. On this volume gross profits were realized of \$13,884,097. A net profit was reported of \$3,915,658. From this amount, however, should be deducted depreciation and taxes, which leaves \$3,107,905. Here we have, then, a gross profit based on sales of about 34 per cent., an expense of 27 per cent., and a net profit of 7 per cent.

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
 VANILLA EXTRACTS

Made only by

FOOTE & JENKS
 Jackson, Mich.

Many Have Delayed The Season Has Been Backward

Prohibition became effective May 1st.

Demand for soft drinks increases, naturally,
 necessarily and automatically.

We are in a position to serve you now, viz:

Soda Fountains
 Tables Chairs Stools
 Mixers Holders Dishes
 Spoons

Also

Syrups, Fruit Juices,
 Chocolate Flavors, Etc.

Write our Mr. Arthur W. Olds for a date.

Hazeltine & Perkins Drug Co.
 Grand Rapids, Michigan

Acids		Cubebs	9 25@9 50	Capsicum	Q2 15
Boric (Powd.)	13Q 25	Eigerson	2 75@3 00	Cardamon	Q2 10
Boric (Xtal)	13Q 25	Eucalyptus	1 25@1 35	Cardamon, Comp.	Q1 60
Carbolic	78@ 81	Hemlock, pure	1 75@2 00	Catechu	Q1 60
Citric	1 10@1 15	Juniper Berries 17 50@17 75		Cinchona	Q2 35
Muriatic	3 1/2@ 15	Juniper Wood	2 75@3 00	Colchicum	Q2 40
Nitric	10 1/2@ 15	Lard, extra	2 10@2 20	Cubebs	Q2 35
Oxalic	60@ 70	Lard, No. 1	1 85@1 95	Digitalis	Q1 90
Sulphuric	3 1/2@ 15	Lavender Flow. 7 00@7 25		Gentian	Q1 60
Tartaric	1 05@1 10	Lavender, Gar'n 1 25@1 40		Ginger	Q2 50
Ammonia		Lemon	2 00@2 25	Guaiac	Q1 90
Water, 26 deg.	12@ 20	Linseed, boiled bbl.	Q1 61	Guaiac, Ammon.	Q1 80
Water, 18 deg.	10 1/2@ 18	Linseed, bbl, less 1 71@1 76		Iodine, Colorless	Q1 75
Water, 14 deg.	9 1/2@ 17	Linseed, raw, bbl.	Q1 60	Iron, clo.	Q1 60
Carbonate	16 @ 20	Linseed, rw, less 1 70@1 75		Kino	Q1 65
Chloride	63 @ 70	Mustard, true, oz.	Q2 25	Myrrh	Q2 50
Balsams		Mustard, artifi. oz.	Q2 00	Nux Vomica	Q1 75
Copaiba	1 40@1 65	Neatsfoot	1 80@1 95	Opium	Q9 00
Pir (Canada)	1 25@1 50	Olive, pure	6 00@8 00	Opium, Camph.	Q1 50
Pir (Oregon)	40@ 50	Olive, Malaga, yellow	4 65@4 75	Opium, Deodor'd	Q9 50
Peru	5 25@5 50	Olive, Malaga, green	4 65@4 75	Rhubarb	Q1 65
Tolu	1 75@2 00	Orange, Sweet	3 25@3 50	Paints	
Barks		Organum, pure	Q2 50	Lead, red dry	12 1/2@12 3/4
Cassia (ordinary)	35@ 40	Organum, com'l	Q2 75	Lead, white dry	12 1/2@12 3/4
Cassia (Saigon)	90@1 00	Pennyroyal	2 25@2 50	Lead, white oil	12 1/2@12 3/4
Elm (powd. 35c)	30@ 35	Peppermint	4 25@4 50	Ochre, yellow bbl.	Q1 1/2
Sassafras (pow. 40c) ..	Q1 35	Rose, pure	30 00@32 00	Ochre, yellow less 2 ..	Q1 5
Soap Cut (powd.)	27@ 30	Rosemary Flows 1 50@1 75		Putty	3 1/2@ 6
35c	27@ 30	Sandalwood, E.		Red Venet'n bbl. 1 1/2@ 5	
Berries		Sassafras, true	17 50@17 75	Red Venet'n less	Q2 5
Cubeb	1 60@1 70	Sassafras, artifi'l	65@ 85	Vermillion, Amer. 25@ 30	
Fish	30@ 35	Spearmint	4 75@5 00	Whiting, bbl.	Q1 3
Juniper	9@ 15	Sperm	2 70@2 80	Whiting	3 1/2@ 8
Prickly Ash	Q1 30	Tansy	4 25@4 50	L. H. P. Prep'd. 2 65@3 00	
Extracts		Tar, USP	45@ 60	Miscellaneous	
Licorice	60@ 65	Turpentine, bbls.	Q1 57	Acetanalid	1 10@1 20
Licorice powd.	1 05@1 10	Turpentine, less	62@ 67	Alum	12@ 15
Flowers		Wintergreen, tr. 5 50@5 75		Alum, powdered and ground	14@ 17
Arnica	1 50@1 75	Wintergreen, sweet birch	4 00@4 25	Bismuth, Subnitrate ..	4 00@4 10
Chamomile (Ger.)	75@1 00	Wintergreen art 1 25@1 50			
Chamomile Rom.	75@2 00	Wormseed	12 00@12 25		
Gums		Wormwood	6 00@6 25		
Acacia, 1st	75@ 80	Potassium		Borax xtal or powdered	
Acacia, 2nd	65@ 75	Bicarbonate	1 90@2 00	Cantharides po	2 00@6 50
Acacia, Sorts	40@ 50	Bichromate	60@ 70	Calomel	2 56@2 60
Acacia, powdered	60@ 70	Bromide	1 80@2 10	Capsicum	35@ 40
Aloes (Barb. Pow)	30@ 35	Carbonate	1 85@2 00	Carmine	6 50@7 00
Aloes (Cape Pow.)	30@ 35	Chlorate, gran'r	95@1 00	Cassia Buds	Q1 40
Aloes (Soc. Pow. 90) ..	Q1 85	Chlorate, xtal or powd.	70@ 75	Cloves	77@ 85
Asafoetida,	Q2 25	Cyanide	70@ 90	Chalk Prepared	12@ 15
Asafoetida, Powd.	Q2 50	Iodide	4 59@4 66	Chalk Precipitated	12@ 15
Camphor	1 35@1 40	Permanganate	5 50@5 60	Chloroform	90@ 97
Guaiac	Q1 40	Prussiate, yellow	Q1 75	Chloral Hydrate 2 17@2 27	
Guaiac, powdered	Q1 10	Prussiate, red .3 75@4 00		Cocaine	13 05@13 60
Kino	70@ 75	Sulphate	Q1 90	Cocoa Butter	50@ 60
Kino, powdered	75@ 80	Roots		Corks, list, less 55% ..	Q1 3
Myrrh	Q1 70	Alkanet	3 25@3 50	Copperas, bbls.	Q1 60
Myrrh, powdered	Q1 75	Blood, powdered	30@ 35	Copperas, less	3 1/2@ 8
Opium	33 00@33 50	Calamus	50@53 50	Copperas, powd.	Q1 40
Opium, powd. 36 00@36 50		Elecampane, powd.	15@ 20	Corrosive Sublim. 2 30@2 40	
Opium, gran. 36 00@36 50		Gentian, powd.	25@ 30	Cream Tartar	78@ 85
Shellac	85@ 90	Ginger, African, powdered	25@ 30	Cuttlebone	75@ 80
Shellac, Bleached	90@ 95	Ginger, Jamaica .30@ 35		Dextrine	10@ 15
Tragacanth	2 50@3 00	Ginger, Jamaica, powdered	22@ 30	Dover's Powder 5 75@6 00	
Tragacanth powder	2 50	Ginger, Jamaica, powdered	22@ 30	Emery, All Nos.	10@ 15
Turpentine	15@ 20	Goldenrod pow. 8 00@8 25		Emery, Powdered	8@ 10
Insecticides		Ipecac, powd.	4 00@4 25	Epsom Salts, bbls.	Q1 4 1/2
Arsenic	20@ 30	Licorice	48@ 50	Epsom Salts, less 50 %	Q1 3
Blue Vitriol, bbl.	Q1 11 1/4	Licorice, powd.	45@ 50	Ergot	1 25@1 50
Blue Vitriol, less	12@ 20	ORIS, powdered	40@ 45	Ergot, powdered 2 75@3 00	
Bordeaux Mix Dry	20@ 25	Poke, powdered	20@ 25	Flake White	15@ 20
Hellebore, White powdered	38@ 45	Rhubarb	75@1 25	Formaldehyde, lb. 23@ 30	
Insect Powder	40@ 60	Rhubarb, powd. 1 00@1 50		Gelatin	1 75@1 90
Lead, Arsenate Po	34@ 44	Rosinweed, powd. 25@ 30		Glassware, full cs. 58%	
Lime and Sulphur Solution, gal.	20@ 35	Sarsaparilla, Hond. ground	75@ 80	Glassware, less 50%	
Paris Green	48 1/2@54 1/2	Sarsaparilla Mexican, ground	1 00@1 10	Glauber Salts, bbl.	Q1 2 1/2
Ice Cream		Squills	35@ 40	Glauber Salts, less 3 1/2@ 7	
Piper Ice Cream Co., Kalamazoo		Squills, powdered	45@ 65	Glue, Brown	25@ 35
Bulk Vanilla	95	Turmeric, powd.	20@ 25	Glue, Brown Grd. 25@ 35	
Bulk Special Flavored ..	1 00	Valerian, powd.	Q1 90	Glue, White	30@ 35
Brick, Plain	1 20	Seeds		Glue, White Grd. 30@ 35	
Brick, Fancy	1 60	Anise	42@ 45	Glycerine	78@ 95
Leaves		Anise, powdered	47@ 50	Hops	60@ 75
Buchu	1 85@2 00	Bird, ls	33@ 19	Iodine	5 60@5 65
Buchu, powd'r'd 2 00@2 10		Canary	20@ 25	Iodoform	6 59@6 74
Sage, bulk	67@ 70	Caraway	85@ 90	Lead, Acetate	25@ 30
Sage, 1/4 loose	72@ 78	Cardamon	1 90@2 00	Lycopodium	2 25@2 50
Sage, powdered	55@ 60	Coriander (Powd. 65)	55@ 60	Mace	85@ 90
Senna, Aloe	1 40@1 50	Coriery	35@ 40	Mace, powdered	95@1 00
Senna, Tinn.	40@ 45	Dill	30@ 35	Menthol	4 50@4 75
Senna, Tinn. pow.	50@ 55	Fennel	30@ 35	Morphine	15 60@16 00
Uva Ursi	30@ 35	Flax	10@ 14	Nux Vomica	22 1/2@ 30
Oils		Flax, ground	10@ 14	Nux Vomica, pow.	Q1 20
Almonds, Bitter, true	18 50@18 75	Foenugreek pow.	22@ 30	Pepper, black pow. 35@ 40	
Almonds, Bitter, artificial	7 00@7 20	Hemp	40@ 50	Pepper, white	Q1 45
Almonds, Sweet, true	1 75@2 00	Lobelia	40@ 50	Pitch, Burgundy	12@ 15
Almonds, Sweet, imitation	65@ 75	Mustard, yellow	35@ 40	Quinine	1 15@1 60
Amber, crude	2 00@2 25	Mustard, black	25@ 30	Rochelle Salts .|. 54@ 60	
Amber, rectified	2 50@2 75	Mustard, powd.	35@ 40	Saccharine, oz.	Q1 75
Anise	2 00@2 25	Poppy	Q1 00	Salt Peter	36@ 45
Bergamont	8 00@8 25	Quince	1 40@1 50	Seidlitz Mixture	45@ 50
Cajeput	2 00@2 25	Rape	15@ 20	Soap, green	20@ 30
Cassia	3 50@3 75	Sabadilla	35@ 45	Soap mott castile 2 1/2@ 35	
Castor	3 40@3 65	Sabadilla, powd.	35@ 45	Soap, white castile case	Q1 27 00
Cedar Leaf	1 75@2 00	Sunflower	8 1/2@ 12	Soap, white castile less, per bar	Q1 25
Citronella	1 00@1 25	Worm American	Q1 25	Soda Ash	4 1/2@ 10
Cloves	4 50@4 75	Worm Levant	1 00@1 10	Soda Bicarbonate 3 1/2@ 7	
Cocoonut	40@ 50	Tinctures		Soda, Sal	2@ 5
Cod Liver	5 60@5 75	Aconite	Q1 65	Spirits Camphor	Q1 25
Cotton Seed	2 00@2 10	Aloes	Q1 35	Sulphur, roll	Q1 4 1/2
Croton	2 00@2 25	Arnica	Q1 35	Sulphur, Subl.	5@ 10
Almonds, Bitter, true		Asafoetida	Q1 40	Tamarinds	15@ 30
Almonds, Sweet, imitation		Belladonna	Q2 85	Tartar Emetic	Q1 90
Amber, crude		Benzoil	Q2 50	Turpentine, Ven. 50@4 75	
Amber, rectified		Benzoil Compo'd	Q2 30	Vanilla Ex. pure 1 50@2 00	
Anise		Buchu	Q2 40	Witch Hazel	1 35@1 75
Bergamont		Cantharadies	Q2 90	Zinc Sulphate	10@ 15

GROCERY PRICE CURRENT

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

ADVANCED

Candles

Anise Seed

Hemp Seed

Codfish

Condensed Milk

Cheese

AMMONIA

Arctic Brand

12 oz. 16c, 2 doz. box

16 oz. 25c, 1 doz. box

32 oz., 49c, 1 doz. box

AXLE GREASE

Diamond, 1 lb., 4 dz., dz.

Mica, 1 lb., 4 dz., dz.

Mica, 3 lb., 2 dz., dz.

Mica, 25 lb. pail

BAKED BEANS

No. 1, per doz.

No. 2, per doz.

No. 3, per doz.

BATH BRICK

English

BLUING

Jennings'

Condensed Pearl Bluing

Small, 3 doz. box

Large, 2 doz. box

BREAKFAST FOODS

Bear Food, Pettijohns

Cracked Wheat, 24-2

Cream of Wheat

Quaker Puffed Rice

Quaker Puffed Wheat

Quaker Bkfst Biscuit

Quaker Corn Flakes

Washington Crisps

Wheatena

Grape Nuts

Sugar Corn Flakes

Holland Rusk

Krinkle Corn Flakes

Maple-Flake, Whole

Wheat

Minn. Wheat Food

Ralston Wheat Food

Large, 18s

Ralston Wht Food 18s

Ross's Whole Wheat Biscuit

Saxon Wheat Food

Shred Wheat Biscuit

Triscuit, 18

Pillsbury's Best Cerl

Post Toasties, T-2

Post Toasties, T-3

Post Tavern Porridge

BROOMS

Fancy Parlor, 25 lb.

Parlor, 5 String, 25 lb.

Standard Parlor, 23 lb.

Common, 23 lb.

Special, 23 lb.

Warehouse, 23 lb.

BRUSHES

Scrub

Solid Back, 8 in.

Solid Back, 11 in.

Pointed Ends

Stove

No. 3

No. 2

No. 1

Shoe

No. 1

No. 2

No. 3

No. 4

BUTTER COLOR

Dandelion, 25c size

CANDLES

Paraffine, 6s

Paraffine, 12s

Wicking

CANNED GOODS

Apples

3 lb. Standards

No. 10

Blackberries

2 lb.

Standard No. 10

Beans

Baked

Red Kidney

String

Wax

Blueberries

Standard

No. 10

Clams

Little Neck, 1 lb.

Clam Bouillon

Burnham's 1/2 pt.

Burnham's pts.

Burnham's qts.

Corn

Fair

Good

Fancy

French Peas

Monbadon (Natural)

per doz.

Gooseberries

No. 2, Fair

No. 2, Fancy

Hominy

Standard

Lobster

1/2 lb.

1/2 lb.

Picnic Flat

Mackerel

Mustard, 1 lb.

Mustard, 2 lb.

Soused, 1 1/2 lb.

Soused, 2 lb.

Tomato, 1 lb.

Tomato, 2 lb.

Mushrooms

Buttons, 1/2s

Buttons, 1s

Hotels, 1s

Oysters

Cove, 1 lb.

Cove, 2 lb.

Plums

Plums

Pears in Syrup

No. 3 can, per dz.

Peas

Marrowfat

Early June

Early June sifted

Peaches

Pie

No. 10 size can pie

Grated

Sliced

Pineapple

Pumpkin

Fair

Good

Fancy

No. 10

Raspberries

No. 2, Black Syrup

No. 10, Black

No. 2, Red Preserved

No. 10, Red, Water

Salmon

Warrens, 1 lb. Tall

Warren's, 1 lb. Flat

Red Alaska

Med. Red Alaska

Pink Alaska

Sardines

Domestic, 1/4s

Domestic, 1/2 Mustard

Domestic, 3/4 Mustard

Norwegian, 1/4s

Portuguese, 1/2s

Sauer Kraut

No. 3, cans

No. 10, cans

Shrimps

Dunbar, 1s doz.

Dunbar, 1 1/2 doz.

Succotash

Fair

Good

Fancy

Strawberries

Standard

Fancy

Tomatoes

No. 1 1/2

No. 2

No. 10

Tuna

1/4s, 4 doz. in case

1/4s, 4 doz. in case

1s, 4 doz. in case

CATSUP

Van Camp's, 1/2 pints

Van Camp's pints

CHEESE

Acme

Peerless

Brick

Leiden

Limburger

Pineapple

Edam

Sap Sago

Swiss, Domestic

CHOCOLATE

Walter Baker & Co.

German's Sweet

Premium

Caracas

Walter M. Lowney Co.

Premium, 1/2s

Premium, 1/2s

CLOTHES LINE

Per doz.

No. 40 Twisted Cotton

No. 50 Twisted Cotton

No. 60 Twisted Cotton

No. 80 Twisted Cotton

No. 50 Braided Cotton

No. 60 Braided Cotton

No. 80 Braided Cotton

No. 50 Sash Cord

No. 60 Sash Cord

No. 60 Jute

No. 72 Jute

No. 60 Sisal

Galvanized Wire

No. 20, each 100ft. long

No. 19, each 100ft. long

No. 20, each 100ft. long

No. 19, each 100ft. long

COCOA

Baker's

Bunte, 10c size

Bunte, 1/2 lb.

Bunte, 1 lb.

Cleveland

Colonial, 1/4s

Colonial, 1/2s

Epps

Hershey's 1/4s

Hershey's 1/2s

Huyler

Lowney, 1/4s

Lowney, 1/2s

Lowney, 1/2s

Lowney, 5 lb. cans

Van Houten, 1/4s

Van Houten, 1/2s

Van Houten, 1s

Van-Lta

Webb

Wilbur, 1/2s

Wilbur, 1/4s

COCOANUT

Dunham's

1/4s, 5 lb. case

1/4s, 15 lb. case

1/2s, 15 lb. case

1s, 15 lb. case

1/4s & 1/2s, 15 lb. case

5 and 10c pails

Bulk, pails

Bulk, barrels

Baker's Brazil Shredded

70 7c pkgs., per case

36 14c pkgs., per case

16 14c and 33 7c pkgs., per case

Bakers Canned, doz.

COFFEES ROASTED

Rio

Common

Fair

Choice

Fancy

Peaberry

Santos

Common

Fair

Choice

Fancy

Peaberry

Maracalbo

Fair

Choice

Mexican

Choice

Fancy

Guatemala

Fair

Fancy

Wool
Unwashed, med. ... @60
Unwashed, med. ... @65

HONEY
A. G. Woodman's Brand.
7 oz., per doz. 4 50
20 oz., per doz. 4 50

HORSE RADISH
Per doz. 90

JELLY
15lb. pails, per pail 1 45
30lb. pails, per pail 2 65

Jiffy-Jell
Straight or Assorted
Per doz. 1 35
Per case, per 4 doz. 5 40
Eight Flavors: Raspberry,
Strawberry, Cherry, Lemon,
Orange, Lime, Pine-
apple, Mint.

JELLY GLASSES
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 88

MOLASSES
New Orleans
Fancy Open Kettle 60
Choice 58
Good 50
Stock
Half barrels 5c extra
Red Hen, No. 2 2 70
Red Hen, No. 2 1/2 3 20
Red Hen, No. 5 3 35
Red Hen, No. 10 3 25
Uncle Ben, No. 2 2 70
Uncle Ben, No. 2 1/2 3 20
Uncle Ben, No. 5 3 35
Uncle Ben, No. 10 3 25
Ginger Cake, No. 2 3 25
Ginger Cake, No. 2 1/2 4 20
Ginger Cake, No. 5 4 15
O. & L. Open Kettle,
No. 2 1/2 5 25

MUSTARD
1/2 lb. 6 lb. box 30

OLIVES
Bulk, 1 gal. kegs 1 50@1 60
Bulk, 2 gal. kegs @1 40
Bulk, 5 gal. kegs 1 25@1 30
Stuffed, 5 oz. 1 25
Stuffed, 10 oz. 1 35
Stuffed, 14 oz. 2 75
Pitted (not stuffed)
14 oz. 2 75
Manzanilla, 8 oz. 1 25
Lunch, 10 oz. 1 75
Lunch, 16 oz. 2 75
Queen Mammoth, 19
oz. 5 50
Queen Mammoth, 28
oz. 6 75
Olive Chow, 2 doz. es
per doz. 2 50

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 75
5 lb. pails, 6 in crate 7 00
10 lb. pails 21 1/2
15 lb. pails 21
25 lb. pails 20 1/2
50 lb. tins 20 1/2

PETROLEUM PRODUCTS
Iron Barrels
Perfection 12 2
Red Crown Gasoline 23 2
Gas Machine Gasoline 39 7
V. M. & P. Naphtha 23 2
Capitol Cylinder, Iron
Bbls. 39 4
Atlantic Red Engine.
Bbls. 26 4
Winter Black, Iron
Bbls. 13 9
Polarine, Iron Bbls. 44 4

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 28 00
5 gallon kegs 5 00
Half barrels 14 50

PIPES
Clay, No. 216, per box
Clay, T. D. full count 80
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. 2 65

PROVISIONS
Barreled Pork
Clear Back 52 00@58 00
Short Cut Cir 50 00@51 00
Bean 47 00@48 00
Brisket, Clear 55 00@56 00
Pig
Clear Family 35 00

Dry Salt Meats
S P Bellies 31 00@32 00

Lard
Pure in tiers. 27 1/2@28
Compound Lard 23 1/2@24
80 lb. tubs advance 1/4
60 lb. tubs advance 1/4
50 lb. tubs advance 1/4
20 lb. pails advance 3/4
10 lb. pails advance 3/4
5 lb. pails advance 1
3 lb. pails advance 1

Smoked Meats
Hams, 14-16 lb. 30 @31
Hams, 16-18 lb. 28 @30
Hams, 18-20 lb. 28 @29
Ham, dried beef
sets 29 @30
California Hams 21 @21 1/2
Picnic Boiled
Hams 31 @32
Boiled Hams 39 1/2@40
Minced Hams 20 @21
Bacon 37 @45

Sausages
Bologna 16
Liver 12
Frankfort 13
Pork 14@15
Veal 11
Tongue 11
Headcheese 14

Beef
Boneless 25 00@27 00
Rump, new 30 00@31 00
Pig's Feet
1/4 bbls. 1 75
3/4 bbls., 40 lbs. 3 40
1/4 bbls. 9 00
1 bbl. 16 00

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

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

Uncolored Oleomargarine
Solid Dairy 23@26
Country Rolls 28 @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, 1/4s 55
Potted Meat, Ham
Flavor, 1/4s 95
Deviled Meat, Ham
Flavor, 1/4s 52
Deviled Meat, Ham
Flavor, 1/4s 1 00
Potted Tongue, 1/4s 55
Potted Tongue, 1/4s 1 00

RICE
Fancy 9 1/4@9 3/4
Blue Rose 7 1/4@7 1/2
Broken 7 1/4@7 1/2

ROLLED OATS
Monarch, bbls. 12 00
Rolled Avena, bbls. 12 75
Steel Cut, 100 lb. sks.
Monarch, 90 lb. sks. 6 00
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. 5 25
Durkee's med, 2 doz. 5 75
Durkee's Picnic, 2 doz. 2 75
Snider's large, 1 doz. 2 40
Snider's small, 2 doz. 1 45

SALERATUS
Packed 60 lbs. in box.
Arm and Hammer 3 15
Wyandotte, 100 3/4s 3 00

SAL SODA
Granulated, bbls. 1 80
Granulated, 100 lbs. cs. 1 90
Granulated, 36 pkgs. 2 00

SALT
Solar Rock
56 lb. sacks 50

Common
Granulated, Fine 2 00
Medium, Fine 2 10

SALT FISH
Cod
Large, whole @14
Small, whole @13
Strips or bricks 16@19
Pollock @12 1/2

Holland Herring
Standards, bbls.
Y. M. bbls.
Standard, kegs
Y. M. kegs

Herring
Full Fat Herring, 350
to 400 count
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, 3 lbs. 75

Mackerel
Mess, 100 lbs. 22 00
Mess, 50 lbs. 11 65
Mess, 10 lbs. 2 60
Mess, 8 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 38
Canary, Smyrna 15
Caraway 75
Cardamon, Malabar 1 20
Celery 45
Hemp, Russian 8
Mixed Bird 9
Mustard, white 25
Poppy 80
Rape 15

SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25
Bixby's Royal Polish 1 20
Miller's Crown Polish 90

SNUFF
Swedish Rane, 5c, 10 for 40
Swedish Rane, 1 lb. gls 60
Norkoping, 10c, 8 for .64
Norkoping, 1 lb. glass .60
Copenhagen, 10c, 8 for 64
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 @55
Cassia, Canton @20
Cassia, 5c pkg. doz. @35
Ginger, African @15
Ginger, Cochlin @20
Mace, Penang @30
Mixed, No. 1 @17
Mixed, No. 2 @16
Nutmegs, 70-80 @45
Nutmegs, 105-110 @40
Pepper, Black @32
Pepper, White @32
Pepper, Cayenne @22
Paprika, Hungarian

Pure Ground in Bulk
Allspice, Jamaica @16
Cloves, Zanzibar @68
Cassia, Canton @32
Ginger, African @25
Mace, Penang @1 00
Nutmegs @36
Pepper, Black @35
Pepper, White @42
Pepper, Cayenne @30
Paprika, Hungarian @45

STARCH
Corn
Kingsford, 40 lbs. 9 1/4
Muzzy, 48 lb. pkgs. 9 1/2
Kingsford
Silver Gloss, 40 lb. 9 1/4
Gloss
Argo, 48 5c pkgs. 2 40
Silver Gloss, 16 3lbs. 9 1/4
Silver Gloss, 12 6lbs. 9 1/4

Muzzy
48 lb. packages 9 1/4
16 3lb. packages 9 1/4
12 6lb. packages 9 1/4
50 lb. boxes 6 1/2

SYRUPS
Corn
Barrels 72
Half barrels 75
Blue Karo, No. 1 1/2,
2 doz. 2 65
Blue Karo, No. 2, 2 dz. 3 30
Blue Karo, No. 2 1/2, 2
doz. 4 10
Blue Karo, No. 5, 1 dz. 3 95
Blue Karo, No. 10, 1 1/2
doz. 3 70
Red Karo, No. 1 1/2, 2
doz. 2 80
Red Karo, No. 2, 2 dz. 3 55
Red Karo, No. 2 1/2, 2dz. 4 40
Red Karo, No. 5, 1 dz. 4 25
Red Karo, No. 10 1/2
doz. 4 00

Pure Cane
Fair
Good
Choice

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

TEA
Uncolored Japan
Medium 20@25
Choice 22@33
Fancy 26@45
Basket-fired Med'm 28@30
Basket-fired Choice 35@37
Basket-fired Fancy 38@45
No. 1 Nibbs @32
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@50

Young Hyson
Choice 28@30
Fancy 45@56

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@60
Congou, Ex. Fancy 60@80

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

CIGARS
Peter Dornbos Brands
5c Dornbos Sin. Bdr. 37 50
5c Dornbos Perfecto 37 50
5c Van Dam 40 00
7c La Demura 49 00

Johnson Cigar Co. Brands
Dutch Masters Club 75 00
Dutch Masters Banq 75 00
Dutch Masters Inv. 75 00
Dutch Masters Pan 72 00
Dutch Master Grande 72 00
Dutch Masters Lond. 72 00
El Portana 42 50
Gee Jay 42 50
Dutch Masters Six .. 42 50
Dutch Masters Hand
Made 42 50
Dutch Masters Baby
Grand 42 50
Little Dutch Masters 42 50
S. C. W. 42 50
Dutch Masters
Seconds 37 50

Worden Grocer Co. Brands
Boston Straight 37 50
Trans Michigan 37 50
C. P. L. 43 00
Court Royal 43 00
Hemmett's Cham-
pion 42 50
Iroquois 42 50
La Azora Agreement 42 00
La Azora Bismarck 37 50
Whaleback 37 50
Worden's Hand Made 36 00
B. L. 40 00

TWINE
Cotton, 3 ply 65
Cotton, 4 ply 65
Hemp, 4 ply 34
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
Oakland apple cider ..
State Seal sugar
Blue Ribbon Corn
Oakland white picklg
Packages free.

WICKING
No. 0, per gross 50
No. 1, per gross 65
No. 2, per gross 90
No. 3, per gross 1 45

WOODENWARE
Baskets
Bushels, wide band .. 1 50
Market, drop handle .. 1 60
Market, single handle 75
Sofint, large 5 75
Sofint, medium 5 25
Sofint, small 4 75

Willow, Clothes, large
Willow, Clothes, small
Willow, Clothes, me'm

Butter Plates
Ovals
1/4 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

Chorus
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. 24
No. 1 complete 50
No. 2 complete 40
Case, medium, 12 sets 1 80

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 85
12oz. cotton mop heads 2 75

Pails
10 qt. Galvanized 4 50
12 qt. Galvanized 5 00
14 qt. Galvanized 5 50
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 00
No. 3 Fibre 13 50
Large Galvanized 15 00
Medium Galvanized 13 00
Small Galvanized .. 11 50

Washboards
Banner, Globe 4 75
Glass, Single 7 00
Glass, Single 5 00
Double Peerless 7 25
Single Peerless 6 25
Northern Queen 5 25
Good Enough 5 25
Universal 5 50

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

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
No. 1 Manila 6 1/2
Butchers' Manila 6
Kraft 9 1/2
Wax Butter, short c't 20
Parch'm't Butter, rolls 22

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

YEAST-COMPRESSED
Fleischman, per doz. .. 20

SOAP
Lautz Bros. & Co.
Acme, 100 cakes 5 25
Big Master 100 blocks 6 00
Climax 4 75
Queen White 5 00
Oak Leaf 5 25
Queen Anne 5 25

Proctor & Gamble Co.
Lenox 5 00
Ivory, 6 oz. 5 90
Ivory, 10 oz. 9 60
Star 4 90

Swift & Company
Swift's Pride 4 90
White Laundry 5 35
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, with-
out injury to the skin.

Scouring Powders
Sapolio, gross lots .. 9 50
Sapolio, half gro. 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 2 575
Rub-No-More 5 50
Nine O'Clock 4 00
Lautz Naphtha, 60s ..
24 pkgs. 4 25
Oak Leaf Soap Powder,
100 pkgs. 5 50
Queen Anne Soap Pow-
der, 60 pkgs. 3 60
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

SALT
Diamond Crystal

24 2 lbs. shaker 1 70
36 2 lbs. table 1 30
150 2 lbs. table 5 75
75 4 lbs. table 5 50
24 12 lb. flake 4 75
280 lb. bulk butter 3 38
280 lb. bulk cheese 3 38
280 lb. bulk shaker 3 88
28 lb. cotton sk. butter 40
56 lb. cotton sk butter 85
35 lb. D. C. coarse 48
70 lb. D. C. coarse 90
D. C. stock briquettes 1 30
D. C. block stock, 50 lbs. 40

Morton's Salt
NEVER CAKES OR HARDENS
FREE RUNNING
SALT
IT POURS
MORTON SALT COMPANY

Per case, 24 2 lbs. 1 80
Five case lots 1 70

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

THE ONLY
5c CLEANSER

KITCHEN KLENZER
MADE IN MICHIGAN
ANTISEPTIC
CLEANS-SCOURS
SCRUBS-POLISHES
FITZPATRICK BROS. CO.

Guaranteed to equal the best 10c
kinds. 80 can cases \$3.40 per case.

AXLE GREASE

MICA
AXLE GREASE
STANDARD OIL COMPANY
INCORPORATED

1 lb. boxes, per gross 11 40
3 lb. boxes, per gross 29 10

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, May 20—"The New Empire" will be the name of the new cigar, tobacco and candy establishment which will be opened Tuesday by Ed. Moore and Dave Lee, two of Cloverland's best known young men, who have the utmost faith in the Soo. The new place of business has been entirely remodeled and refurbished, making it one of the best equipped and handsomest establishments of the kind in the city. Much credit is due to the enterprise of its proprietors who, undoubtedly, will reap a large share of the trade during the summer months.

According to a report of Superintendent L. C. Sabin, of the Sault Ste. Marie falls canal, the new fourth lock will be ready for operation within the next year. The work of dredging is nearly completed and the piers will be constructed before fall.

The old land mark known as the Wayne Hotel has been closed and no announcement has been made as to what it will be utilized for in the future.

The City Commission here authorized the city manager to contract for a two and one-half ton motor truck to be used by the engineering department for hauling street and road material. It is expected that the saving of time over using horses and wagons will more than pay for the truck within two years.

Passengers for the Soo taking the Great Lakes Transit Company route will have to land in the dark, providing the boats are on time. The fleet will land at Kemp's dock at 10:30 p. m., and leave at 11. On the down-bound trip they will arrive at 6 a. m. and leave at 6:30. The fleet consists of the Octorara, Juniata and Tuonesta.

Dr. A. McAndless, one of our well-known physicians, is winding up his business affairs in this city and expects to locate at Pontiac. He will be greatly missed by a large circle of friends and patients.

E. L. Smith, whose place was destroyed by fire at Trout Lake a short time ago, left for Saginaw last week to accept a position with the Cornwell Company.

Max Schoeneman, one of the Soo's dealers in men's furnishings, made an assignment last week to the Central Savings Bank for the benefit of his creditors. Mr. Clark, Cashier of the Bank, will settle the affairs for Mr. Schoeneman after which he expects to move to Akron, Ohio, where he is figuring on locating.

The boosting of Cloverland cost the development bureau of the Upper Peninsula \$17,270.96 during the fiscal year which ended January 31. It was money well expended and will be vouched for by the large increase in sheep raising and many other enterprises which have been put over.

"Time waits for no man—unless he has been convicted of a crime."

W. H. Murner, lumberman and merchant of Raber, was a business visitor here last week.

Dan Wilson, for many years representative for the Cudahy Packing Co. here, but for the past few years being located at Green Bay, paid the Soo a visit this week, relieving the regular traveler, who is taking a vacation. This is Dan's first visit to the Soo in three years and his many friends were more than pleased to greet him.

William Walker, of Wilwalk, proprietor of the general store, also postmaster, made the Soo a visit last week, replenishing his stock of merchandise.

W. H. Ackett, representative for Swift & Company's soap department, is making Cloverland this week and reports a very successful trip.

James Cochrane, former proprietor of the hotel at Detour, has opened a refreshment parlor at Detour in connection with his auto livery. Jim is

one of the busy Detourites and is spending most of his time carrying off mileage between the Soo and Detour, but still holds the record as a chauffeur.

Mr. and Mrs. C. H. Hopkins paid the Les Cheneaux a visit last week, returning from Florida and Washington, where they spent the winter. Mr. Hopkins was employed in the aviation department of the National capitol. He detailed at length the work of the Government in war preparations, as viewed in the East, which was most interesting. The call of the Snobs was too great to resist after the beginning of warm weather and both were glad to set foot again in the upper country.

William G. Tapert.

Gabby Gleanings From Grand Rapids

Grand Rapids, May 20—Grand Rapids Council, at their meeting May 4, voted to accept the invitation extended by the citizens committee through Capt. Charles E. Belknap to turn out in the parade on Memorial Day. This traveling men's organization has never appeared in any parade before excepting at their Grand Council meetings. No. 131 extends a hearty invitation to all traveling men in Grand Rapids, regardless of whether you are a member or not, also to the members of the T. P. A. All Grand Rapids firms employing traveling men are requested to try and arrange the work of the men so they can get home for this particular day.

Hub Baker has been out on his territory for the past two weeks. Every one has been giving him the glad hand.

The traveler reads much in the paper to eat more potatoes and conserve wheat flour, yet when you order same at the hotels the portion served is small and the price remains still very large, regardless of the fact that potatoes are selling on the retail market at from 60 to 75 cents per bushel.

If you see Homer R. Bradfield walking very rapidly around the corner, leaning about 35 degrees to starboard and working his hands in a rotary motion, don't think anything is wrong with Homer's bean. It is just a habit he has acquired since learning to drive his Saxon Six.

H. W. Harwood left Friday night, May 17, for Washington, D. C., for a special consultation with President Wilson. If he can get by the outside sentinel, we hope to hear something good from Harry.

Every traveling man who has ever sold the Petoskey House Furnishing Co., Petoskey, knows and likes "Herb" Brotherton. Herb went to Camp Custer some time ago in the draft and entered one of the officers' training classes and we are very pleased to be able to salute him as Lieut. H. M. Brotherton. Here's to your success in helping to make this world a safe place to live in!

Frank A. Montelius, for many years on the road for the Macey Co. but for the past year Eastern representative for the Stickley Bros. Co., with headquarters in New York City, has engaged to cover the trade in the large cities for the A. J. Brown Seed Co.

Ned Carpenter has taken a cottage at Gunn Lake for the summer and makes frequent trips back and forth via automobile. On account of the speed he has to travel, to cover so long a distance within reasonable limits, the people residing along the road insist that he must have wings on his automobile, because of the air currents which are easily discernible when he passes by. Under the expert direction of Mrs. Carpenter, Ned is rapidly becoming an experienced gardener. The condition of his garden is such as to excite the admiration of his friends and the envy of his neighbors, who are utterly unable to understand how a city man ever acquired the knack to make things grow so quickly and successfully.

Edward Hart, son of the tea department manager for the Worden Gro-

cer Company, was called to Detroit Monday to join the Royal Flying Corps of the Canadian government. Mr. Hart has been connected with the payroll department of the American Paper Box Co. for the past two years.

Mrs. John D. Martin was taken to Blodgett memorial hospital last Thursday, where she later submitted to a minor operation.

August G. Kaser left last evening for Georgia, where he was ordered to report to the medical department of Camp Greenleaf at Fort Oglethorpe. Mr. Kaser was formerly Western Michigan representative for the Schmid Chemical Co., of Jackson, but for some months has been traveling in Western New York, with headquarters in Buffalo. He goes to war by enlistment. His brother, Ernest Kaser, has been in France several months as a member of Company K, 126th Infantry.

John W. Newton, Western Michigan representative for Foote & Jenks, of Jackson, had his wife come up to Grand Rapids to spend Sunday with him. They attended church, visited the parks and inspected the boulevards.

A well-known traveling man writes the Tradesman as follows: "For downright profiteering I think a certain restaurant at Cadillac has all the eating places backed off the boards. I dropped in there one day last week and asked for a glass of milk and a piece of pie. I got both—a very small glass of milk and a very small cut of pie, for which I was charged 10 and 15 cents, respectively. I mildly protested that the prices were a little high, being at the rate of 45 cents per quart for milk which cost 10 cents and 75 cents for a bakery pie which cost 18 cents, but was somewhat peremptorily informed that if I didn't like the prices maintained at that restaurant, I could eat elsewhere hereafter, which I shall undertake to do."

A. D. Superman, who has for several years handled a block of Northern Michigan territory for the Empire Cream Separator Co., has been promoted to the position of general manager of the sales force for the entire State of Michigan. Mr. Supernaw is well known to the dairy interests of Michigan, who unite in wishing him success. General offices will be located in Grand Rapids.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 22—Creamery butter extras, 45c; first, 43@44c; common, 38@42c; dairy, common to choice, 32@40c; dairy poor to common, all kinds, 28@32c.

Cheese—No. 1 new, fancy, 22@22½c; choice, 21@21½c; held 23@26c. Eggs—Choice, new laid, 36@36½c; fancy henner, 37@38c.

Poultry (live)—Cockerels, 29@30c; old cox, 23@25c; ducks, 32@34c; fowls, 29@31c.

Beans—Medium, \$13.00 per hundred lbs.; Peas, \$13.00 per hundred lbs.; Red Kidney, \$14.00 per hundred lbs.; White Kidney, \$15.00 per hundred lbs.; Marrow, \$14.00@14.50 per hundred lbs.

Potatoes—\$1.25@1.35 per 100 lbs. Rea & Witzig.

Rabbit Skins Useful.

Millions of rabbits are killed annually in the British Isles and in Australia for their skins, or, rather, for their fur, which is used in making felt hats.

Great quantities of the English rabbit skins are sent to hat manufacturers in the United States, but first they go to the continent of Europe to have the long, useless hairs laboriously pulled out by cheap hand labor. Satisfactory machines to do this work are, it appears, lacking.

After the skins reach America the close hair, or fur, is shaved off to be made into felt.

A Wheat Pledge Telegram.

Delegates to the Biennial Convention of the General Federation of Women's Clubs, meeting in Hot Springs, Ark., not only requested delegates on their return home to use every effort to have their local organizations, with a combined membership of about 20,000, take the wheatless pledge, but telegraphed to the Food Administration in their own behalf:

"Be it resolved that we, the delegates to the Biennial Convention of the General Federation of Women's Clubs, assembled to consider in what ways we can best serve our country and our Allies, do voluntarily pledge ourselves to consume no wheat or wheat products until the next harvest or about September 1.

Price of Substitutes Should Decline.

According to a warning sent millers and dealers through the Federal Food Administrators in all states, cornmeal and oatmeal should be at least 20 per cent. cheaper than wheat flour, and corn flour and barley flour should be 10 per cent. cheaper.

The Administrators have also been advised that the attempt of certain bakers to advance the price of bread is not justified by the price of substitutes. Car shortage and storm weather caused high prices last winter, but now that there are liberal supplies of flour substitutes, high prices must be explained and justified to the State and local administrators. Every buyer is called on to assist the local Food Administrator by reporting any attempt to overcharge for substitutes.

Made \$490 by Reading a Sample Copy

Thornville (Metamora), Aug.

7.—I received a copy of your paper dated July 12, packed with some goods I received from a jobbing house in Detroit and I read it all and it interested me. Most of all I was interested in the exposure of an Iowa concern, entitled "Fraudulent on Its Face," because the representative of the company referred to therein, John Bernard, has been working in this part of the State during the last few days, and your paper had me posted; so I thought if a chance copy could save me \$490 in cash, I would send you \$2 for a yearly subscription.

F. H. RICH.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale Or Trade—Summer hotel. Three story, 22 room frame building. Porch all around building. Pine Lake, La Porte county. Price \$7,500. Give particulars in first letter. Rheinhardt C. Fedder, Michigan City, Indiana. 720

For Sale—A rare opportunity for the right party to step into an old established and good paying business. Harner's Book Store, Petoskey, Mich. 721

For Sale—Hotel and restaurant fixtures. Open night and day. American or European. Business \$1,800 and up a month. These can be obtained by right parties. Big money maker. Brown's Hotel, 107 S. Mitchell, Cadillac, Michigan. 722

For Sale—General merchandise store; good trade; large territory. Write A. L. Harrison, Temple, Michigan. 723

For Rent—A dry goods or men's furnishing store 25 x 50. Oak show cases and counters at Orion, Michigan. Enquire of Bennie Gale, Orion, Mich. 724

For Sale—Stock of general merchandise and fixtures in small town with good school and churches in center of splendid farming community. No opposition in dry goods. Good reasons for selling. Stock will inventory about \$5,600. Will reduce. Address No. 725, care Michigan Tradesman. 725

For Sale—Grocery stock and meat market. Good business—reason for selling, sickness. Best location in town. Stock and fixtures invoice about \$2,500. Can be reduced. Only \$8 per month rent. Only cash deal desired. Wellman & Barber, Mulliken, Michigan, Lock Box 47. 726

For Sale—Large 3/4 H. P. Electric-cut combination coffee grinder and meat chopper new and in first class condition. Roy Eicher, Lansing, Michigan. 727

For Sale—An up-to-date grocery and meat market, high-class trade. Stock and fixtures will invoice around \$4,000. Address Box 195, Independence, Kansas. 729

Hardware For Sale—Only hardware in town of 1,500. Excellent location. Will consider a farm in exchange. No. 730, care Michigan Tradesman. 730

160 acres land to trade for stock general merchandise. Clay loam soil, new house worth \$2,000, good barn and out-buildings, 400 rods good woven wire fence. Improvements alone worth \$4,000. Three miles from good main line railroad town, \$62.50 per acre, mortgage \$1,500. This is a valuable farm and will deal with owner only. W. J. Cooper, Mt. Pleasant, Michigan. 716

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

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

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 608

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, Mich. 390

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

For Sale—A complete band sawmill and planing mill, consisting of two boilers, Clark engine, Clark 8 ft. band mill, Mer-shon resaw, edger, slasher, automatic trimmer, dynamo and engine, steam log turner, loader, etc., complete filling room equipment, lath mill and bolter, fire pump, shafting, conveyors, transfers and belting. Woods double surfacer, L. Power matcher, American resaw. All machinery has been kept in first-class condition in our own shops. Mill completed sawing in November, 1917. Will sell complete only. United States Spruce Lumber Company, Marion, Virginia. 718

Two second hands on bread and one second hand on cakes wanted. Permanent employment. Peerless Baking Co., Waterloo, Iowa. 710

For Sale—Three ten-barrel gasoline or kerosene tanks with long distance Bowser pumps complete, in fine condition, price \$150 each. Address Ed. A. Mitchell, Emporia, Kansas. 711

Wanted—Salesmen to handle our Al-steel Paper Baler and other specialties. Write for proposition. Alsteel Manufacturing Co., Battle Creek, Mich. 712

Wanted—Small business, men's furnishings, groceries, or what have you? State particulars. Address E. G. J., 2400 East Gd. Blvd., Detroit, Michigan. 673

For Sale—Hotel and lunch room, Walton Inn, at Walton Junction, Michigan. Very desirable property and good location. Only small investment required. Write the owner, F. F. Kinney. 702

A Real Opportunity.
For Sale—One of the best paying furniture and undertaking stores in a town of 2,000 to be found anywhere in the State of Michigan. Must sell as the doctors have ordered me to leave this climate if I wish to live. Would not sell on a bet if not just as stated, for I am, and have been making big money. Address No. 636, care Tradesman. 636

For Sale, Rent or Trade—A good store building. Living rooms above. Fine barn in rear. Well located on paved street in good country town in Kent county. Excellent opportunity for general store, hardware, furniture, bakery, harness shop. Write or telephone. E. N. Keister, Sparta, Bell 87. 706

For exchange for stock of dry goods, general merchandise or hardware and implements, fine 500-acre farm, Southern Michigan, Kalamazoo County. Well improved. Write fully, stating what you have to offer. Address No. 685, care Michigan Tradesman. 685

For Sale—Blacksmith shop, 24 x 38. Also tools. Will take Ford machine as part payment. O. P. Alman, Ross, Mich. 695

For Sale—Planing mill and lumber yard, on railroad. Complete machinery. Doing \$225,000 annually. Good responsible customers. Owner must retire on account of ill health. P. O. Box 596, Buffalo, N. Y. 690

Cash for men's and boys' clothing, furnishings, shoes. Parts or entire stock. M. Kahn, 504 Washington Ave., Bay City, Mich. 701

If you want to buy, sell or trade your business, see Hallock, 135 1/2 East Fulton street, Grand Rapids, Michigan. 654

Have You a Good Business To Sell?—Chicago has the money. Send full particulars. Herbert, 906 M. T. Webster Bldg., Chicago. 647

For Sale Or Rent Below Value—Building, living rooms and complete fixtures for grocery and market. Clean stock, about \$900. Good business. A snap for someone. No. 657, Michigan Tradesman. 657

POSITION WANTED.

Wanted—By one experienced in the shoe business a position as traveling salesman or salesman in a retail store. References furnished on request. G. E. Clutterbuck, Corunna, Michigan. 728

SEE NEXT PAGE.

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

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

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



Economic Coupon Books

They save time and expense

They prevent disputes

They put credit transactions on cash basis

Free samples on application



Tradesman Company
Grand Rapids, Mich.

The Iron Safe Clause

in Fire Insurance Policies, which is frequently used as a club by unscrupulous insurance adjusters to coerce merchants who have suffered loss by fire to accept less than the face of their policies, has no terrors to the merchant who owns a York fire proof safe.

This safe is carried in stock and sold at factory prices by the Western Michigan representative of the York Safe & Lock Co.

GRAND RAPIDS SAFE CO.
GRAND RAPIDS, MICHIGAN

REASONS FOR REGULATION.

By a series of measures the Government is gradually producing a restriction of industries without attempting to draw the impossible hard and fast line between essentials and nonessentials. At the start, everything done seemed so abrupt because interference with the ordinary ways of business was new, and certain steps had to be taken hastily, like the one shutting up factories and stores to save fuel. Subsequent orders, affecting the priority of furnishing and transporting supplies and putting a ban on certain imports and exports, caused much less unsettlement. The latest of the regulations which went into effect on Wednesday last draws the lines a little tighter. Previously, things except those absolutely prohibited could be shipped if licenses to do so were granted. Hereafter, so far as the allied nations are concerned, another requisite is called for. This is the approval in writing of the representatives in this country of those nations. Nothing can otherwise be sent to Great Britain, France, Italy or Belgium, and the agents of those countries are to see to it that nothing is approved of for shipment unless it is necessary for "the essential requirements" of the respective nations.

Back of this kind of regulation are divers considerations, each of which is important in the work of winning the war. The main thing, of course, is the saving of tonnage both on land and sea. The railway and water transportation systems of the country are bound to be overtaxed in the carriage of raw materials and food as well as finished products. Every added burden will mean delay in the making and carriage of things absolutely needed by the forces overseas and by the Allies, and may even result in privations to the people at home. Aside, too, from the needless diversion of materials for essential purposes which might result, there would also be the diversion of labor, which is none too plentiful, and which promises to be further curtailed as more men are called to the colors. There will be no incentive to increased production for export of unnecessary articles if there be no chance of shipping them out of the country. And there will, in consequence, be more concentration on the work of getting out guns and other munitions, ships to convey men and materials abroad, and the food and fuel needed by this country and by the Allies. All who do get licenses to export under the new regulations will be obliged to pledge themselves not to acquire for further shipments, or to take any steps toward producing, manufacturing, or fitting for export any articles until after obtaining the approval of the Food Administration or the War Industries Board. This is to check production at its source. A new regulation on imports which goes into effect later in the month will work in the same direction.

Mr. Burlingame to Remove to Indianapolis.

C. H. Burlingame, Sales Manager of the Morton Salt Co., Chicago, has resigned his position with that house to take the management of the sales department of the Geiger-Fishback Co., Indianapolis.

Mr. Burlingame has been associated with Joy Morton in the Great Western Cereal Company and Morton Salt Company since 1907. At the time of the sale of the Great Western Cereal Company to the Quaker Oats Company in 1911 he was Assistant Sales Manager, and then Advertising Manager and Sales Manager for Morton Salt Co., having handled the Morton brand of package salt particularly since its entrance on the market.

The Geiger-Fishback Company, now owned by Frank S. Fishback, of Indianapolis, was established in 1870. The company also has a large plant at Kansas City. The leading line is Virginia Sweet pancake flour, although in Indianapolis and throughout quite a territory around there 3 F coffee enjoys a large business. A very large electric



C. H. Burlingame.

sign at one of the main downtown corners of Indianapolis advertises 3 F coffee. Other products are the Harvest Home baking powder, Mikado tea, spices, extracts, etc.

Mr. Burlingame has long been a close student of the connections between selling and advertising, so as to work these great business building factors together for successful merchandising. He is generally conceded to be one of the best posted men on trade journals and trade journal advertising in this country. His knowledge of merchandising methods enables him to achieve remarkable success in exploiting both cereal and salt and it goes without saying that he will repeat the success he has previously scored in both fields of endeavor in his new connection.

Mr. Burlingame is a man of remarkable well-balanced judgment. Although he is conservative, he is receptive to new ideas and prompt in decision when confronted with new situations. He possesses the unusual powers of concentration and resolution which make a strong unswerving personality. He is a constructive business man and he possesses the most scrupulous sense of business honor and good faith and the highest sense of public responsibility in the conduct of his business. He is modest, simple and reserved in manner, preferring to avoid public attention and comment, but he is a warm, devoted and faithful friend and an earnest, public-spirited, patriotic American citizen. His nature is grave, earnest and sincere, with great depth of sentiment for the persons and objects near his heart, of which his new connection is a conspicuous example. No labors will

be too exacting that would contribute to its growth and prestige. It is more than a business to him; it is a living institution, with possibilities of growth and usefulness which awaken his enthusiasm and inspire in him almost filial regard.

The trade is obliged to confess that there is not very much headway being made in the canned goods situation. It is true that only a small minority of the canners in the country have as yet named prices or accepted business on any kind of a basis. Most of the large canners are holding off because of the numerous new problems injected into the situation this year. The general feeling is that they will have no difficulty in disposing of their output, so that there is no particular reason for haste from a competitive standpoint. This view is probably the correct one for most canners, but it may not work out with some of the others. There is little doubt, for instance, that all canned fish will find a ready market unless there should be an abnormal run in an off year of Alaska salmon, for instance. Most canned vegetables are likely to be disposed of and there is little doubt also that fruit will be an easy seller. The one uncertain item on the list is tomatoes, particularly those raised in the Eastern part of the country. In California and in the Middle West prices are considered to be as legitimate as any can be in war times. In the Eastern territory, however, the high prices are causing distrust and a tendency to go slow.

Correct the First Time Trying.

"Mrs. Alden has five children; if there were seven more, how many children would Mrs. Alden have?

Several hands were raised.

"Anna may tell us," said teacher. "How many children would she have, Anna?"

"Enough."

Mrs. A. L. Smith has engaged in the grocery business at 417 Division avenue, the Worden Grocer Co. furnishing the stock.

BUSINESS CHANCES.

For Sale—Established, paying Missouri drug store, eighteen miles from Kansas City. Small investment, no competition, full prices, low expenses. Good place for doctor. W. J. King, Owner, Martin City, Missouri. 731

For Sale—\$10,000 general stock. Good established \$40,000 annual business. Low expenses. Small competition. Town of 1,000 in Indiana. Wonderful opportunity. Good reason for selling. Cash deal only. No trade. Write or wire McKinney Bros. Company, Dunkirk, Indiana. 732

For Sale—\$5,000 stock of men's, women's and children's shoes in good location in city of 6,000 inhabitants. Best farming country in the State. Reason for selling, am 72 years old and cannot attend to business longer. Jacob Summers, 141 South Main St., Charlotte, Michigan. 733

52,000 ACRES CHOICE WESTERN PINE Timber tall, thrifty, clean-bodied, soft and light. Logging conditions excellent. Land well watered and valuable.

TWENTY THOUSAND ACRES DOUGLAS FIR

Tall, thrifty timber suitable for ship stock. Fine logging chance. Well located; immediately accessible to railroad transportation.

M. C. Griswold (Managing owner) 505 Fenton Bldg., Portland, Oregon. 734

A Snap For Grocers—Fifty-two double column electrotypes for grocery advertisements, also copy for the same. First check for \$35 gets the outfit, express prepaid. Original cost, \$52. George Purvis, Publisher, Davison, Mich. 735



REMEMBER

THOSE GOOD SHOWS AT

RAMONA

LAST SEASON?

WELL, Starting with Matinee Next Sunday, May 26

Another Season

OF HIGH GRADE REFINED

Amusement

BEGINS AT THIS

Beautiful Theatre

All Bookings From the Big United Booking Office as Before

All concessions will be in full blast Saturday of this week. Every feature is more complete.

RAMONA IS MORE BEAUTIFUL THAN EVER

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Company
The Pure Foods House
Distributors
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.

Three Sure Winners



Are you as Distributors emphasizing the value and desirability of PURE NEW ORLEANS MOLASSES as a substitute for SUGAR?

We are the only packers who continue to pack these standard size tins. Our cases contain from a half gallon to three-quarters gallon more Molasses than those of Competitors.

Push our Brands in preference, because we give the Consumer more Molasses and better Molasses for his money.

Oelerich & Berry Co.
Packers of "Red Hen,"
NEW ORLEANS CHICAGO

United States Food Administration License No. F.0248

Loose Sugar Loss Is Sheer Waste

Many paper bags of sugar break while being wrapped or delivered. Many pounds of loose sugar are thus wasted.

Franklin Package Sugars
save this loss. No broken paper bags. No spilled sugar. No scooping and wrapping. The sturdy cartons and cotton bags are weighed, wrapped and sealed by machine in the refinery. They are ready to put in your customers' hands.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"
Granulated, Dainty Lumps, Powdered,
Confectioners, Brown



GRAND RAPIDS
PUBLIC LIBRARY



Mayer

MARTHA WASHINGTON

No Shoe Stock is Complete Without This Famous Line



No. 58—Glazed
Dongola Mar-
tha Washington,
Button, Plain Medium
Narrow Recede Toe,
Square Edge, 1 1/2 inch
Half Military Heel, Turn
Sole, B-E, 2 1/2-8. \$3.75

MARTHA WASHINGTON Shoes are profitable shoes for you to feature. In the first place they possess the style and quality that give complete satisfaction and build lasting good will. In the next place our National advertising has created a big demand and has established a ready market that you can turn to your immediate advantage.

The Martha Washington Line this season has had many new handsome styles added and now meets all the requirements for either fashionable dress or home comfort. Our complete 1918 Catalog is ready for you and will be sent at your request.



No. 53—Glazed
Dongola Mar-
tha Washington, Pol-
ish, Plain Medium
Narrow Recede Toe,
Square Edge, 1 1/2 inch
Half Military Heel, Turn
Sole, B-E, 2 1/2-8. \$3.75

F. Mayer Boot & Shoe Company
Milwaukee, Wisconsin, U. S. A.