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MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JUNE 5, 1918

Number 1811

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The Soil of France

The soil of France is drenched with blood
That ran from youthful, noble veins,
A million hearts, too brave, too good,
Lie silent 'neath her hills and plains.
The forms of those we love lie there
With faces turned toward the stars,
Unburied in the still night air—
Grant them sweet sleep, O god of wars.

The soil of France in after years
Will be revered as holy ground,
The dewdrops, like an angel's tears,
Will wet the green of each rough mound.
And oh! the fairness of the blooms
That from the sacred earth will spring!
What strange rare scent! what sweet perfumes
The night and morning winds will bring!

The soil of France henceforth will be
An altar holy and divine,
To it the world will look and see
A mighty universal shrine.
Proud land of France! Your bounds inclose
The earth's most precious, priceless sod,
The dust of heroes' hearts—of those
Who fought and died for us—and God.

Profit Insurance For Summer

In planning for the buying of goods which you need for your Summer profit-getting, you naturally want to secure stability of price and dependability of supply. The price quotations in our midsummer catalogue are, as is the case in all our catalogues, net and guaranteed. We shall make good on them for a certain specified time that is plainly stated on the front cover. If you are a retailer and do not receive a copy of our midsummer catalogue at once, we suggest you write us for a copy without delay.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS

MICHIGAN TRADESMAN

Thirty-Fifth Year

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FINANCING THE FARMER.

With the high cost of implements and labor—when the latter can be obtained at all—the demand for current funds makes a heavy drain on the farmer's credit. He is likewise called on to contribute to the various war activities. It is true that in the earlier stages of the war he was not quite so clearly active as the townsman, but the record of the Liberty Loan drive in which the Western agricultural states were first to report their full quota, and where the farming sections made a most remarkable showing, indicates that he is alive to his opportunity. The Red Cross campaign is another evidence—the interior being first to return 100 per cent. subscriptions and the farmers being particularly prompt in giving.

It is popular to picture the farmer as rolling in wealth, but in fact he has the same problems to solve as any business man. It is necessary that he have liberal credit if he is to succeed. That he can obtain this most cheaply by mortgaging his farm rather than paying higher interest on short-time notes at the bank naturally leads him to the loan agent or the Federal land bank for his funds. His interest rate is but a little higher than four years ago. The land bank is making loans at 5½ per cent., and the loan agents are writing mortgage notes in established communities at 6½ per cent. The high-plains country, where crops are less certain, must naturally have less attraction for investors, but the Federal Loan Bank is even there making loans at the same rate as in the better favored field.

As the war progresses the importance of financing the farmer will be more fully realized. There will be increasing need of his products. At the same time it is likely that the prices of these products will be subject to more Government regulation and his profits accordingly cut down. Thus we shall see the farmer's business operations conducted on a narrower margin, yet with urgent need of his utmost co-operation in the war. To accomplish this he must have the assistance of the capitalist, and it must be largely through the flotation of farm mortgages. The farmer must be financed from outside sources rather than go into banking circles selling his notes. Furnishing him with ample funds for his operations becomes one of the duties of capital, and upon the

liberality with which this is done will be based the measure of food supply for our armies, our Allies, and ourselves.

NON-ESSENTIAL INDUSTRIES.

It is something of a presumption for a layman to take issue with one of such rare intellect as President Jacob Gould Schurman, of Cornell University, but when he says that non-essential industries should be closed down as a means of winning the war, thinking men must ask themselves. "What are the non-essential industries?"

If President Schurman means the occupations which render service alone, there can be no doubt as to the desirability—in fact, the absolute necessity—at this time that all labor be productive.

While it is true that much labor is used in creating things of luxury, ease and comfort, it is also true that there is a connected and reciprocal relationship in all industries; and it would therefore seem more in keeping with economic truth to encourage all productive industries to go their accustomed way, leaving the natural law of supply and demand to find its own balance, and the natural prudence of the American people to fit themselves to the new condition, rather than close down any industry.

Industry can be interfered with only to a point, and when this is reached, to go further means that production is lessened, prices are raised, the dollar buys less and men are out of work.

It is the part of wisdom in times like these to do our utmost to provide the Government with money, material and man-power; to give until it hurts and to the limit of our resources; but while doing this, let us see to it that the wealth-producing industries of peace times are not completely disorganized and perhaps destroyed.

Provost Marshal-General Crowder puts the industrial question with clearness when he says: "This is not alone a war of military manoeuvre; it is a deadly contest of industries and mechanics. Germany must not be thought of only as merely possessing an army; we must think of her as being an army, an army in which every factory and loom in the empire is a recognized part in a complete machine, running night and day at terrific speed. We must make of ourselves the same sort of effective machine."

But this cannot be done by thinking in terms of war alone; let it be our first business to win the war, but, at the same time, preserve our industrial organizations that have been years in building, so that when it is all over, industry will be able to meet the demands that will surely be made upon it.

CANNED GOODS SITUATION.

There is no speculation in canned goods possible under the present regulations of the Food Administration, and this is probably responsible for the fact that there is very little business being done in canned goods at the present time. Spot goods are so quiet as to be negligible, as the only sales that are made are occasional small offerings to fill in some particular need in the way of negotiations on a resale basis.

As to futures, canners are naming prices very slowly and carefully. They are obliged to have their contracts made with growers beforehand and this does not seem to be possible in the majority of instances. Ordinarily at this time of the year there would be considerable buying ahead. In fact, most of the jobbers would have had their season's requirements placed and there would have been considerable speculative buying going on. Under the present system the pack can be sold only once and must move in as direct a line as possible toward the consumer from the producer.

In former years it has happened that the pack has been sold several times, especially if it happened to be a short one, and many paper transactions have figured in the year's sales which had no other object than to inflate prices. Yet, any such inflation has never carried them to present levels, which is another factor inducing caution on the part of all concerned.

THE PUBLIC LANDS.

That Uncle Sam has been something of a real estate dealer in his time is attested by the records of the Land Office at Washington, which is more than a century old.

Nearly all of the land in the country outside of the thirteen original colonies has at some time been owned by the Government. A billion and a quarter acres have been sold or given away; about 3,000,000 acres, including the National forests, parks and military reservations are still retained.

Until half a century ago the only policy of the Government with regard to its lands was to sell them at the best price obtainable. The first sale was in 1787, when 2,000,000 acres in Ohio were sold at auction in New York for \$1 an acre.

The largest sales in any year were those of 1836, when 20,000,000 acres were disposed of. The great panic of 1837 was due largely to the general speculation of the year before in public lands.

In 1862 the enactment of the homestead laws put an end to the policy of selling public lands solely for the

revenue they would bring; the new laws, under certain conditions, provided homes for settlers.

About that time the Government began also to give land to railways as an inducement to build in undeveloped regions. In this manner 190,000,000 acres have been given away—an area nearly as large as that of the thirteen original colonies. But the Government has not confined its generosity to the railways; fully one-seventh of the whole public domain has been given to the soldiers of our wars.

It is said that German imitations of American safety razors have made their appearance in Scandinavia, and are now on sale in stores which carried the American-made article until it was no longer obtainable. In the years just previous to the outbreak of the war in 1914, says Vice Consul H. E. Carlson of Christiania, American safety razors and blades were extensively introduced in Northern Europe and the Scandinavian countries, and had become very popular. By 1916, however, it had become practically impossible to obtain American razors, and in 1917 several imitations appeared on the German market. These imitations have now found their way to Scandinavia.

In all intercourse no armor is so becoming and so protective as a gentlemanly demeanor; and when we think, how intimate, diversified, unavoidable, indispensable, how daily and hourly are our relations with our fellowmen, we cannot but become aware how much it concerns us, for our pleasure and our profit, and for a deeper satisfaction, to be affable and gentlemanly, and arm ourselves with a bearing that shall be the expression of self-respect, purified by respect for others.

There is said to be a liberal demand for collar and cuff sets made of pique in white and in several of the lighter pastel shades. They are used a great deal on cotton gingham dresses, particularly those made in surplice styles. The increased number of women who are making their own dresses of this sort is said to be in great part responsible for the widespread call for collar and cuff sets of this and other materials.

The way to make your advertising effective is to write it and rewrite it, and make each sentence say just exactly what you want it to say in just the best words available.

Just because you know of merchants who have made a living without doing any advertising, don't think they prove by their experience that advertising is unnecessary.

Boomlets From Bay City.

Bay City, June 3—The Herman Hiss & Co. store was robbed last Thursday night. About \$500 worth of jewelry was taken. The burglar gained entrance by breaking a plate glass window.

Believing the following extract from a letter written by Major Gansser, in France, will be of interest to many traveling salesman in Michigan, it is included in their week's news letter:

"Michigan's headquarters are in an old chateau in the heart of what was once a thriving market town, such as grace France by the thousand. Telephones and telegraph lines and even wireless center there. Runners and motor cyclists and signal men come and go, keeping all the far flung threads of an army at the front firmly within one central clearing house. Here are men from Grand Rapids and Bay City and Detroit and Kalamazoo largely marking the headquarters, survivals of the Mexican border service. Experience and health and strength are their credentials, for the weak have long since fallen by the wayside. Separated is the wheat and the chaff. All the glory and gaiety have gone. Only the grim business of licking autocracy remains and the men are bending to this task like fellows who are anxious to have it over with and trek back home, with a good job well done."

A new grocery store will be opened in Mt. Pleasant June 1 by parties from Detroit who have rented the Klunzinger building on Main street.

The old tile yard between Alma and St. Louis has been taken over by the Central Michigan Clay Products Co., recently organized and capitalized at \$60,000. This company will specialize on porous clay tile.

The Rientela Co-operative Co. has been incorporated at Bessemer and will open a general store.

Thomas Goth has opened a general store at Kinda.

The Cheyboygan Co-operative Association will engage in business soon at Cheyboygan, with a stock of general merchandise.

The Five Lakes Mercantile Co. succeeds Elmer G. Moses, general merchant, Five Lakes.

A. D. Lyons, Beaverton, has sold his stock of general merchandise to F. A. Geiger.

Louis Blanchard, general merchant, Ossineke, is erecting a large store building on the site of the one destroyed by fire last winter.

The P. M. and G. T. station at Clifford was destroyed by fire caused by lightning May 26.

Neil McLean, shoes, furniture and undertaking, Caseville, has bought the Geo. Dewar Est. furniture stock, Kinda.

Fred Le Blanc, Alpena, has purchased the Edwin A. Smith stock of general merchandise, Caseville, and will continue the business.

Frank J. Little, Bentley, has sold his stock of general merchandise to L. A. Mahar, who for several years has been in the employ of G. H. Morden, general merchant. Mr. Mahar has taken possession.

Fifty-one Bay county boys left Bay City May 31 for Camp Custer.

William Lehman, sales manager for A. Krolik & Co., Detroit, who represented that house in Eastern Michigan territory fifteen years, is greatly missed by the merchants to whom he sold dry goods, as he was very popular with his customers.

J. H. Belknap.

Erroneous Impressions Disseminated By Newspapers.

Washington, June 3—Recent press dispatches widely circulated through the country have given the wholly false impression that there is no longer need for rigorous conservation of wheat and flour. The Food Administration declares that every aspect of the wheat situation, both

present and prospective, intensifies the need for the greatest possible limitation in the American consumption of wheat and wheat products. If present restrictions should be in the slightest degree relaxed it would result in serious want for the people of Europe before the new crop can reach the market.

The Food Administration's estimate of the position June 1 indicates a total available supply until the new harvest, including the grain which will be available from the farms, in country and terminal elevators, and mill elevators, of about 56,000,000 bushels. Of this thirty million bushels must be exported before new wheat is available for export if we are to maintain the absolutely necessary shipments to our Army and the Allies. That leaves about 26,000,000 bushels for domestic consumption for the next two months.

Normal American consumption is something over 40,000,000 bushels a month, so that the most liberal consumption at home would be only one-third of normal.

In addition to the wheat on the farms and in elevators there is always an indeterminate further amount in transit and in dealers hands, and this can never be reckoned in with the flour available for use for export and at home. As a matter of fact this stock is not actually available, since these supplies must remain constantly in flow; they remain a permanent stock, the removal of which would later cause a period of acute shortage in distribution before new wheat would be available. There is further an inclination to include new crop prospects with present conditions, which has led to confusion. The harvest will not be generally available in flour until the middle of August or early September, although in the extreme South it will be somewhat earlier. At a meeting of the

Federal Food Administrators in Washington yesterday, representing all forty-eight states, it was the unanimous view that even if the harvest does prove abundant it will be the first duty of the American people to place every grain they can save into storage against possible bad years ahead. In consequence there should be no anticipation of unlimited wheat bread until the war is over.

Some of the most inconvenient restrictions can no doubt be modified with the arrival of a large harvest, but if we are honest with ourselves we will maintain restrictions requiring the use of some substitutes, both domestic and commercial; we will continue the requirement of high milling extraction and the elimination of the nonessential use of and waste of flour and bread.

It is worth remembering that the famine in Egypt 8,000 years ago was saved by a little governmental foresight, and it does not require any illuminating dream to anticipate that so long as the war lasts, with its increasing drafts for soldiers and munition workers, the world will steadily produce less food. If we are wise, a great harvest will mean the willing building up of great National reserves.

Worth the Price Several Times Over.

Grand Rapids, June 3—Enclosed please find check for \$2 in payment for the Tradesman another year. Allow me to say that I regard your paper very highly, as the market reports are given very accurately and the business notes are exceptionally good. Under the Movements of Merchants one notice was given concerning a flour mill being established in a certain location which enabled me to secure the initial order for flour sacks. This order was worth the price of several year's subscription.

K. C. Ainsley.

SPIES AND LIES

German agents are everywhere, eager to gather scraps of news about our men, our ships, our munitions. It is still possible to get such information through to Germany, where thousands of these fragments—often individually harmless—are patiently pieced together into a whole which spells death to American soldiers and danger to American homes.

But while the enemy is most industrious in trying to collect information, and his system is elaborate, he is *not* superhuman—indeed he is often very stupid, and would fail to get what he wants were it not deliberately handed to him by the carelessness of Americans.

Do not discuss in public, or with strangers, any news of troop and transport movements, or bits of gossip as to our military preparations, which come into your possession.

Do not permit your friends in service to tell you—or write you—"inside" facts about where they are, what they are doing and seeing.

Do not become a tool of the Hun by passing on malicious, disheartening rumors which he so eagerly sows. Remember he asks no better service than to have you spread his lies of disasters to our soldiers and sailors, gross scandals in the Red Cross, cruelties, neglect and wholesale executions in our camps, drunkenness and vice in the Expeditionary Force, and other tales certain to disturb American patriots and to bring anxiety and grief to American parents.

And do not wait until you catch someone putting a bomb under a factory. Report the man who spreads pessimistic stories, divulges—or seeks—confidential military information, cries for peace, or belittles our efforts to win the war.

Send the names of such persons, even if they are in uniform, to the Department of Justice, Washington. Give all the details you can, with names of witnesses if possible—show the Hun that we can beat him at his own game of collecting scattered information and putting it to work. The fact that you made the report will not become public.

You are in contact with the enemy *to-day*, just as truly as if you faced him across No Man's Land. In your hands are two powerful weapons with which to meet him—discretion and vigilance. *Use them.*

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

Do You Know

that 35% to 40% of all corn milled by our Company is not offered for HUMAN FOOD and that this residue is marketed as food for cattle. The non-degerminated white corn flours and white corn meals contain the very elements which we remove as objectionable for HUMAN FOOD.

HUDNUTS

Kiln Dried

Degerminated

White Corn Flour and
Cream Meal

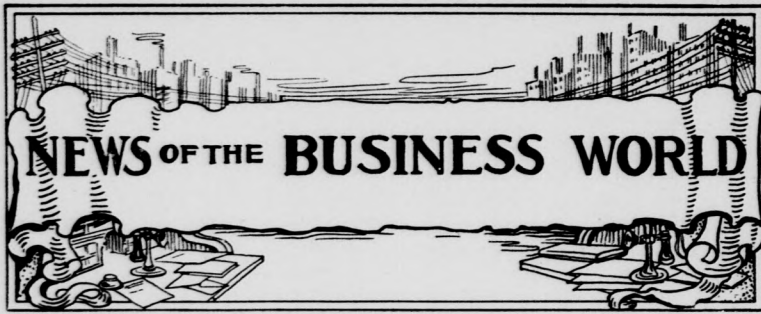
are the pioneer quality products manufactured under the degerminating system originated by ourselves and all goods sold under the HUDNUT BRAND are a guarantee of quality and in strict conformity to Government specifications and regulations effective July 1st, 1918.

Write for sample and price.

American Hominy Company

Indianapolis, Ind.

New York City



Movements of Merchants.

Ewen—Carrol Brown has engaged in general trade.

Hancock—Stern & Field have opened a shoe department in their clothing store.

Dowagiac—The Lee State Bank has increased its capital stock from \$100,000 to \$125,000.

Detroit—The Zimmer Service Co. has increased its capital stock from \$50,000 to \$75,000.

Copemish—John O. Barnes, druggist, died at his home, May 26, following a short illness.

Detroit—The Superior Wholesale Grocery Co. has increased its capital stock from \$40,000 to \$60,000.

Capac—Paul Fabiano has opened an ice cream and soft drink parlor in connection with his fruit store.

Manistee—Albert R. Baumann has closed his meat market at 437 River street and retired from business.

Fountain—Ben Brunke is erecting a grain elevator which he will open for business as soon as completed.

Battle Creek—Niergarth Bros. have purchased the grocery stock of J. Holmes Kellogg on West Main street.

Detroit—The Robinson-Cohen Co., dealer in furniture and dry goods, has increased its capital stock from \$110,000 to \$130,000.

Grand Ledge—Miles E. Stark has sold his clothing stock and store fixtures to Detroit parties who will remove it to that city.

Hastings—Hugo Wunderlich has sold his store fixtures and grocery stock to Frank Horton, who will consolidate it with his own.

Flushing—Fire destroyed the meat market of Roy McQueen, May 28, entailing a loss of about \$5,000, partially covered by insurance.

Battle Creek—Louis Gregory has taken over the C. A. Crane & Co. jewelry stock at 77 West Main street and will continue the business.

Whitehall—A. M. Leighton has sold his grocery and shoe stock to A. P. Schnellenberger, recently of Chicago, who has taken possession.

Brinton—Mrs. M. Allen, general dealer, has become the wife of J. M. Tower and the business will be continued under the husband's name hereafter.

Capac—R. E. Bolton has remodeled the store building which he recently purchased, installed new show cases and fixtures and removed his drug stock into it.

Battle Creek—The V. C. Squire Co. has been incorporated to manufacture and deal in all kinds of musical instruments, with an authorized capital stock of \$30,000, all of which has been subscribed and \$3,000 paid in cash.

Whitehall—George J. Moog & Son, undertakers, hardware and furniture dealers for the past fifty years, have sold their hardware stock to J. W. Hallett & Son, of Carson City.

Detroit—The Fauver-Cavanagh Co. has been incorporated to deal in motor accessories, with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and paid in in cash.

Battle Creek—Wilbur B. Polley has taken over the Senate, a combination cigar store, light lunch room and soft drink parlor at 30 South Jefferson avenue and will continue the business at the same location.

Detroit—The Wing Sing Lung Kee Co. has been organized to conduct a general merchandise business with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed and paid in, \$1,000 in cash and \$3,000 in property.

Ahmeek—The Ahmeek Cash Store Co. has been organized by the leading merchants of Keweenaw county, to take over and conduct the Foley & Smith men's furnishing goods business. Lines of general merchandise will be added to the stock.

Cadillac—The front of the store belonging to McCarn Bros. was painted with yellow paint here after the firm had refused to subscribe to the Red Cross. After the store had been painted McCarn hurried to headquarters and subscribed \$10. In previous drives he had refused to contribute.

Vicksburg—J. F. Follmer and L. R. Lawrence have formed a copartnership and purchased the hardware stock of Townsend & Son at Middleville, continuing the business in connection with their hardware store here, Mr. Lawrence taking charge of the Vicksburg store and Mr. Follmer dividing his time between Middleville and Vicksburg.

Flint—Hamady Bros., grocers at 432 North Saginaw street, have purchased the Hixson grocery stock at 610-612 South Saginaw street and will continue the business at the same location as a branch store. Mrs. A. W. Hixson and son, H. B. Hixson, will devote their entire attention to their grocery store at 2715 Industrial avenue, which was recently established and also the bakery which they will conduct entirely along wholesale lines in the future.

Manufacturing Matters.

Detroit—The National Chemical Co. has changed its name to the O. K. Chemical Co.

Detroit—The I. T. Becker Coal Co. has increased its capital stock from \$10,000 to \$25,000.

Detroit—The Detroit Stamping Co. has increased its capital stock from \$10,000 to \$50,000.

Detroit—The East Side Creamery Co. has changed its name to the Belle Isle Creamery Co.

Benton Harbor—The Mutual Package Co. has increased its capital stock from \$15,000 to \$25,000.

Detroit—The Murphy Engineering Co. has increased its capital stock from \$20,000 to \$50,000.

Detroit—The Factories Construction Co. has increased its capital stock from \$100,000 to \$150,000.

Detroit—The Digestive Ferments Co. has increased its capital stock from \$100,000 to \$250,000.

Muskegon—The Amazon Knitting Co. has increased its capital stock from \$400,000 to \$600,000.

Detroit—The H. L. & W. Sales & Manufacturing Co. has increased its capital stock from \$50,000 to \$100,000.

Detroit—The Neville Steering Wheel & Manufacturing Co. has increased its capital stock from \$9,000 to \$60,000.

Detroit—The Victoria Top Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and \$250 paid in in cash.

Detroit—The Bennett-Gumpper-Wright Co., manufacturer of automobile accessories for reducing amount of gasoline used, has changed its name to the Ecolone Co.

Detroit—The National Smelting & Refining Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$8,000 has been subscribed and paid in in cash.

Detroit—The Liberty Beverage Co. has been incorporated to do a wholesale and retail business in non-alcoholic beverages, cigars and tobacco, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit Steam Motors Corporation has been organized to manufacture engines and auto parts, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in, \$2,010 in cash and \$2,990 in property.

Masonville—M. M. Bonz, formerly manager of the Munising Woodware Co., has resigned his position and organized the Bonz Manufacturing Co. to manufacture woodware and variety specialties. The company is erecting a modern plant and will have it in operation early in Sept.

Fall Skirts Appearing.

In the separate skirt trade, as well as in coats and suits, offerings for next fall are making their appearance and buyers are said to be dropping in to look things over. In some instances it is reported that quite a few orders have already been placed. In such cases, however, it seems to have been chiefly in more or less staple lines that the business was done. Plain and neat looking serge skirts for business wear are expected to be among the big sellers during next fall and winter, and there is already a demand for garments of this sort.

When you can, use discretion; when you can't, use a club.

Good Blouse Season.

Blouses have enjoyed a better season than they have in a long while, and it is predicted that they will continue to sell well. The great demand for the separate skirt has created a proportionate demand for waists, and the sleeveless slip-on also will bring out more waists.

"When the middy sweater was in its prime," says the current bulletin of the National Garment Retailers' Association, "it was not essential that a new waist be worn under it, for the waist was entirely hidden. With the sleeveless slip-on, however, 'any old waist' will not do, for the sleeves and collar are exposed. The waists worn under the slip-on are mainly of voile or organdie, although crepe de chine waists are worn with them on many occasions.

"The collarless model of the peasant type, with the rounded neck embroidered in color, is seen more than any other kind, and can be made up in many varied styles. One uncommon model, developed in natural-colored pongee, has a cross-stitch pattern of red, green, and blue hand embroidered around the neck. Some Georgette crepe blouses are made with satin monk collars, a feature quite popular in dresses during the past season. One natty model is of cross-tucked Georgette in flesh color. The sleeves are butterfly cut and hemstitched into the armholes.

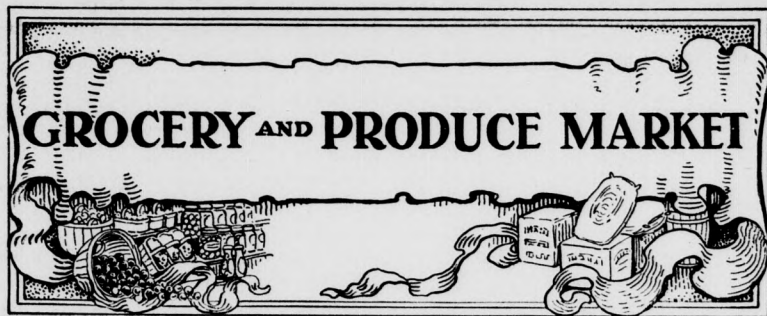
"Washable waists in lingerie, most of the hand-made, have dainty lattices of hemstitching and drawn work, and, although they are made in America, equal the French blouses. Many of them have narrow-tucked frills, either finished off with hemstitching or with very narrow Valenciennes lace. Some of them are quite severe, their only trimming being narrow tucks or drawn work down the front."

Ribbon Trade Faced By War Needs.

It seems rather ironical, from the manufacturer's point of view, that with ribbons really good for the first time in several seasons there are reports that the Government is going to need many of the looms for the making of cartridge belts, webbing, etc. One thing that has made the ribbon business good this season is the demand that has sprung up for ribbon hats, both for dress and sports wear. In some of the latter the entire hat is made of corded ribbon, while others have the ribbon interlaced in a checkerboard effect. Narrow, picot-edged ribbon also is made use of in crowns and upper brims in certain types of sport hats. The lighter shades predominate in this class of goods.

John L. Lynch drove to Walkerville Monday and contracted to close out the general stock of M. Reibstein, who proposes to locate elsewhere. The sale will start June 15 and continue until the stock is entirely disposed of. Mr. Reibstein has also arranged to sell his farm and live stock.

Baker & Co. have engaged in the grocery business at Ottawa Beach for the summer. The Judson Grocer Company furnished the stock,



Review of the Grand Rapids Produce Market.

Asparagus—Home grown, \$1 per doz.

Bananas—\$7 per 100 lbs.

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

Butter—The average quality is showing improvement, due to better pasturage conditions. There is a fair demand for all grades. Local dealers hold extra fancy creamery at 41c for fresh. They pay 35c for No. 1 dairy in jars; they also pay 28c for packing stock.

Cabbage—Mississippi, \$2.50 per crate for large size and \$1.25 for medium.

Carrots—90c per doz. bunches.

Cucumbers—\$1.25 per doz. for Illinois and Indiana grown.

Eggs—The market is steady, with quotations about the same as last week. The receipts are moderate and meeting with a good consumptive demand. The average receipts are holding up well in quality. Local dealers pay 30c 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—18c per doz. for home grown.

Green Peas—\$3 per bu. for Florida.

Green Peppers—75c per basket for Southern grown.

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

Lemons—California selling at \$9.50 for choice and \$10 for fancy. Lemons will be high the coming summer, because no fruit will be received from the other side.

Lettuce—8c per lb. for garden grown; \$2.75 per hamper for New York head; Iceberg, \$5.50 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, \$1.60 per crate for yellow and \$2.25 per crate for white.

Oranges—California Valencias, \$6.50@7.75 per box.

Pieplant—75c per bu.

Pineapple—\$3.50 for 42s; \$4 for 24s, 30c and 36s.

Plants—Tomato and Cabbage, 90c per box; Peppers, 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—15c per doz. for home grown hot house.

Seeds—Timothy, \$9 per 100 lbs.;

Medium Clover, \$32; 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—75c per bu. for home grown.

Strawberries—Home grown are now in market, commanding \$2.75@3 per 16 qt. crate.

Tomatoes—\$7.50 per 6 basket crate.

Wax Beans—Florida stock commands \$1.75 per basket.

The Grocery Market.

Sugar—The market shows no change. All prices and market conditions are as they were a week ago. There seems to be plenty of sugar for the spot demand, although some refiners are still oversold. Refiners are complaining of the difficulty of obtaining sufficient barrels and hundred-pound bags. Consumptive demand for sugar is, of course, very heavy.

Tea—Except for special descriptions, such as Japans and Formosas, there is little demand, but in the varieties named, and especially Japans, business is restricted by scarcity. No fresh news comes from primary markets but the situation in both Japan and Formosa is held to be decidedly strong, while the tonnage situation is expected to materially interfere with shipments. The general expectation in the trade is that the committee which was appointed last week by the Tea Association of the United States and which has already begun its labors will present a case to the War Board which will ensure at least normal importations into this country in the current new season, other conditions being favorable. The taking out of the market of 320,000 pounds of Ceylons, Indias and Javas, on the navy contract, the award of which was made early this week, is expected to have a further strengthening influence on the spot market for these teas.

Coffee—There is no particular change in the market. Rio and Santos are a shade lower for the week. Demand is very light and the market is undeniably soft. Milds are steady to firm.

Canned Fruit—Spot offerings are very light and the market is firm, with the possible exception of gallon apples. There is nothing announced yet in regard to futures.

Canned Vegetables—The market is in a very quiet state for both spot and futures and prices are on a nominal basis. Future tomatoes are perhaps not quite so firm, but the other

items show no indication of receding from prevailing levels.

Canned Fish—Salmon remains unchanged and is not offered very freely. Demand is light. As to new pack domestic sardines, the price is higher than was expected, by about 50 per cent., it being \$6.50 for quarter oils in a large way. The Government agreed to the advance on account of the high cost of labor and material. The next item on the list appears to be Tuna, of which there have been no official announcements as yet. There seems to be some difficulty in packers reaching an agreement with the Government.

Dried Fruits—The way of the dried fruit packer is as hard as that of any transgressor, but it is because he is not transgressing that his way is beset with so many difficulties. Possibly and probably the difficulties, would be greatly multiplied if he should transgress the rules of the Food Administration, although in the end the probability is that matters will work out on a much more equitable basis than they would otherwise have done if old conditions had been allowed to prevail. With the delicate relationship between supply and demand under present conditions, with the demand so greatly augmented by the needs of the army, the opportunity for profiteering and speculation would be beyond all precedent. Under these circumstances it is probably wisest that the trade should be held in check, even under the drastic rules now in force. Thus the postponement of future trading until July 15 will merely postpone the placing of orders and will have hardly any effect on the actual distribution, except to see that everything moves in as direct a line as possible from the producer to the consumer. With a readjustment in supply, based upon the crop outlook, especially in regard to prunes, there is every reason for proceeding with the utmost caution and by deferring the date for future trading until the crop is practically made a great deal of uncertainty will be eliminated. The rules in regard to facing are merely labor saving, and labor is a precious commodity in these times.

Corn Syrup—There continues a good demand, especially for confectioners' grades, but business is being booked only for forward delivery, as the mills are still sold well ahead and the spot market is practically bare. Sales making are subject to prices prevailing at time of delivery.

Sugar Syrups—Business is still restricted by the expectation of a cut in prices when the regulations now being prepared by a committee of the trade in co-operation with the Food Administration are promulgated. Action is expected this week.

Molasses—Conditions are as previously noted, current demands equaling arrivals and admitting of no accumulation of supplies on the spot. Quotations are repeated.

Cheese—The market is steady, with quotations about the same as last week. The receipts are moderate and there is a fair consumptive demand. The new cheese arriving is showing

some grass and much better quality than any so far received this season. We look for a continued good make and improvement in quality.

Provisions—The market on hog lard is weak, due to a fair production, with somewhat of an accumulation by the local packers. There is only a fair demand. The market on lard substitutes is steady, with quotations the same as last week. There is a fair demand and a moderate supply. The market on smoked meats is steady, with unchanged quotations. The killing is light and it is meeting with a good demand. The market on air-dried tenders is very firm, due to a very light supply. Quotations are about 1@2c per pound higher than last week. There is a very good consumptive demand. The market on barreled pork is steady, with quotations about the same as last week. There is a fair supply and a moderate consumptive demand. The market on canned meats is slightly firmer, due to an increased consumptive demand and a moderate supply.

Salt Fish—The supply of shore mackerel has as yet not been heavy, as the fishing fleet have not had much success. Prices are unchanged for the week on a very high basis.

Men's Ties Are Selling.

Men's ties, like men's shirts, are reported to be selling in much larger quantities than any in the trade had expected they would. Bow ties are said to be increasing their popularity everywhere, particularly in the Middle West. Four-in-hands are not neglected, however, and are taken in a number of bright color combinations as well as in solid colors. Foulards are being used a great deal, both in these and in bow ties. Dark backgrounds and white or light colored polka dots seem to be among the most favored designs. Many very beautiful silks also appear in the latest offerings.

Joseph P. Lynch has contracted to conduct a sale for the W. F. Stanton Co., at Elkhart, Ind., running from June 6 to 15. The stock is women's ready-to-wear clothing and millinery and inventories \$32,000. From June 13 to 22 he will conduct a sale for the Hub Clothing & Shoe Co., at Bloomington, Ind. The stock inventories about \$20,000.

Every merchant in Western Michigan should so arrange his store duties as to enable him to visit Grand Rapids at least one day during Buyers' Week, June 24-29. Whether his wants are large or small, he will be richly rewarded for the time and expense involved in such a trip.

The one-day trade extension excursion of the Grand Rapids wholesalers to Allegan and intermediate points Monday was well attended and greatly enjoyed by all who participated.

Perhaps your wife can't keep you from telling your troubles at home, but the customer public will not stand for it. Don't complain to people who come to buy.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, June 3—Letters received by friends from the boys at the front, who were in some manner or another thrown into contact with traveling men before their call into the service, indicate a lagging spirit that needs a bit of jostling by the latter. Few, if any, traveling men are there who cannot find time to drop some of their former acquaintances a few cheery lines. "In spite," writes a former traveling man, "of the many active hours in the service, there are many, many lonesome hours that would be enlivened by a letter from some of the old guard." Carelessness is probably the cause of neglect on the part of the traveling men, who are in such a splendid position to write letters—on stationery furnished by the hotels and postage by their firms.

Revising, so to speak, your old friend and enemy, Detonations.

Hot weather has brought about a lull in Detroit U. C. T. activities and, with the exception of a stir now and then over preparations for the trip to Jackson on June 7, one might be inclined to the belief that both councils had been overcome by the sudden humidity.

J. F. Crouch, city representative to the National Cash Register Co., leaves this month for the South as a member of Detroit's latest quota of selects.

D. Rosen has opened a bakery at 2145 Joseph Campau avenue under the name of the Warsaw Bakery.

As soon as completed, the building being remodeled at the corner of Gratiot and Mt. Elliott avenues will be occupied by the Central Cigar Co., owner of a chain of stores in this city. H. Lieberman, at the head of the concern, will be remembered by many travelers as a former city ticket agent in the Pere Marquette depot.

P. C. Jezewski, proprietor of a drug store at 2028 Joseph Campau avenue, will open another store at Belmont and Joseph Campau avenues as soon as the building under construction at that location is completed.

The old-time hysteria that attacked the editor of the Tradesman at the mention of traveling men's "poetry" has not forsaken that estimable gentleman, as was evidenced last week when, on a visit, a "real" poem was handed him. After much persuasion and many explanations he was finally convinced that the verse in question was conceived in a professional cranium and had been printed in a leading magazine.

Wisner & Frankel will open a shoe store at 2143 Joseph Campau avenue the latter part of this week.

One ticket office will handle the business of the various roads as a result of United States railroad administration orders. The Michigan Central city ticket office in the Free Press building will be the office maintained. Standing in line in this office awaiting service, however, is no new experience to many.

James Long, whose death last Thursday was announced in the papers of this city, will be remembered by traveling men of two generations as a hotel clerk in various Detroit hotels. For several years previous to severing his hotel connections on account of poor health he was clerk in the Wayne hotel. "Jim," as he was familiarly known to those who stopped at that famous hostelry, made hosts of friends by his pleasant personality and affable manners. He was 62 years old.

Monroe, close to the Ohio-Michigan State line, has been waxing fat on fines gathered from Detroiters who were nabbed on their return from Toledo, where they went to enjoy the sensation of lining up to the mahogany, calling for and receiving "real" drinks. Rum games that proved losing propositions, as it were.

Earl Trese, former Detroit, has returned and accepted a position as city representative for the Franklin Press. Mr. Trese has been making his headquarters in Jackson.

M. Bornstein, dry goods merchant, Buchanan avenue, is the proud father of an eight pound baby boy.

L. Brouer has opened a general dry goods store at 35 Michigan avenue.

Joe Grant and Harry Howe, specialty salesmen for Burnham, Stoepel & Co., left for Camp a few days ago, having been called in the last draft of selects.

M. Edelman, 888 Oakland avenue, is building a new store near the present location and will open with an enlarged department store stock as soon as completed.

Ralph Barnes, former White Cloud business man, has been appointed city representative for Farrand, Williams & Clark. Previous to taking up the city work Mr. Barnes covered Western Michigan territory for the firm.

Preparation to making arrangements for the fall and winter parties and entertainments, the Ladies' Auxiliary of Detroit Council is being revived by Senior Counselor James Jonas. At the last meeting of the Council one candidate was initiated, several new applications received and \$25 was donated to the Patriotic Fund.

Jack Loewenberg, of Loewenberg Bros., department store, 1591 Mt. Elliott avenue, has returned from the Battle Creek Sanitarium, where he spent a few weeks tak-

ing treatments. He is greatly improved in health.

James Carleton, dry goods merchant of Lakeview, was a business visitor in Detroit last week. Mindful of his experience last summer when his automobile was stolen after a tour to this city, Mr. Carleton made the trip via Pere Marquette. E. Saxton, another Lakeview business man made the trip with him.

The National Sampe Men's Association holds its 13th annual convention in Detroit, June 13-14. The Association is composed of wholesale dry goods, furnishing goods and notion jobbers in all parts of the United States and its object is the reduction of excess baggage and standardization of samples. Representatives of all jobbing houses, whether members of the organization or not, are invited to attend the meeting. Further information can be obtained by writing Herbert Todd (Edson, Moore & Co.) or A. L. Davenport (Burnham, Stoepel & Co.), Detroit.

Thieves stole an automobile belonging to Ray Guerin, city salesman for Edson, Moore & Co., last week.

Miss Schakett, for several years assistant manager for Felix J. Feldman, dry goods dealer, 441 Baker street, is confined to her home by a serious illness.

Sam Barken, Detroit boy, who has been representing a local wholesale jewelry firm in New York for the past year, returned last month to close his business affairs preliminary to enlisting in the navy. He left a week ago for the Great Lakes Naval Training Station, Great Lakes, Ill. His mother, Mrs. R. Barken, resides at 321 Medbury avenue.

L. Moss has opened a men's furnishing goods store at Hubbard and Dix avenues.

Returning a similar courtesy of the Gratiot Avenue Business Men's Association, the Detroit wholesalers entertained members of the organization at the Hotel Statler last week. The Gratiot Avenue Association, since its inception over a year ago, has accomplished good results in the elimination of trading stamps and the unification of closing hours. It was also influential in securing the enactment of laws at Lansing which are vital to the welfare of Michigan business interests.

I. Melnick has moved into a new store at 472 Dix avenue. Mr. Melnick carries a general dry goods line.

George H. Benedict, pioneer dry goods merchant at 1489 14th avenue, has moved into new and larger quarters two doors from his former location.

A. Krolik & Co., located at 138-140 Jefferson avenue since 1898 have moved Jefferson avenue and Randolph street. The building, from an efficient and architectural standpoint is one of the finest of its kind in the country. Wednesday night, May 29, the firm gave a dancing and card party to its employees, over 300 taking advantage of their hospitality. Coincident with the removal, William Lehman and Roy Mott assumed their new duties as country and city sales managers, respectively. Both are well known to the trade, Mr. Lehman having covered a State territory for the firm for fifteen years and Mr. Mott having called on the city trade more than ten years. The promotions came as rewards for ability and untiring efforts in behalf of their employers.

Fred J. Montier, Past Grand Counselor for Michigan of the United Commercial Travelers, is confined to his home at 105 Leicester with a serious illness. Mr. Montier is a charter member of Detroit Council and is associated with the Osborn Boynton Co., 71 Jefferson avenue.

The Grand Council meeting to be held at Jackson this week marks an epoch in the life of John A. Murray, broker's agent with offices at 50 Shelby street, to which he looks forward with great pride. With this convention, unless something unforeseen occurs, he will have concluded his twenty-fifth consecutive year of attendance—a record of which few members of the organization can boast. Nothing short of a catastrophe will keep Mr. Murray from attending even the meeting of No. 9 Council, of which he is a charter member and mainstay. No more earnest advocate and worker is connected with the order, whose ardent refuses to diminish with the advancing years.

Louis Oppenheim, proprietor of a men's furnishing goods store in Detroit and a general store in Elkton, has opened a department store at 2419-21 East Jefferson avenue.

The new twelve story Hotel Norton, at Griswold and Jefferson, has been opened. Mr. Norton, as well as the old Norton Hotel, is well known to Grand Rapids commercial men, many who have made the latter their mecca for years.

Donald MacVichie, former proprietor of an automobile agency and garage in Ludington, is now in the Government employ in Detroit. His duties are connected with airplane construction at the Packard plant. He is anxiously awaiting a call that will bring him into actual flying service, having already passed the rigid examination for this branch.

Joe Clark, city salesman for A. Krolik & Co. for the past two years, left last week for one of the Southern camps for military duty.

How unfortunate Grand Rapids really is will be brought to mind at the suggestion the Government has not established a ship building plant on Reeds Lake.

Jeff B. Webb, well-known as former

Grand Rapids resident and member of the U. C. T. council in that city, has acquired fame and added greatly to his popularity since his residence in Detroit. Last week his picture appeared in several Detroit papers, accompanied by a story announcing his appointment as director of the Detroit Automobile Club and other activities with which he is connected in important capacities. Jeff still retains his former talent as an after dinner speaker and entertainer of no mean ability. He is manager of the Morgan Sash & Door Co., Russell and Colby streets.

Charles S. Pike has been appointed sales manager of the new truck division of the Paige-Detroit Motor Car Co. Before becoming affiliated with the Paige company Mr. Pike was connected with the advertising department of the Burroughs Adding Machine Co.

Ham is \$300 a pound in Russia, which gives traveling men the impression that some hotel supplies are purchased from that chaotic country.

Sixteen members of Cadillac Council are now serving in the various military and naval branches for their country. No real cause for surprise, as this Council has long since established a precedent for "doing things."

The Detroit Times generously contributes valuable space each week to chronicling the activities of the local U. C. T. councils and traveling men in general. A. B. Lucas, local traveling man, member of No. 9 Council and former newspaper man, edits these interesting columns, which are captioned United Commercial Travelers.

W. I. Lyman, for a number of years local representative for the Sicklesteel Lumber Co., has forsaken the builders' supply business and is now representing Maurice B. Fox & Co., local ford agents, calling on the trade in the city. Mr. Lyman is a member of the Veteran Travelers' Association.

On the other hand, our traveling men soldiers will find sleeping quarters in the trenches no more difficult than to find repose in some of the up-state hotel beds.

Robert Loewenberg has disposed of his interests in a local jobbing concern and has purchased the retail men's furnishing goods business of S. Netzorg & Son, East Jefferson and Melrum avenues. The business has been in charge of Percy Netzorg since the death of his father, more than a year ago. He expects to be called into service at an early date and wishes to dispose of his business interests before that time. To fit himself for the eventuality of promotion in the army he is attending school, receiving instruction in special military branches. Mr. Loewenberg will enlarge the business, adding women's ready-to-wear and furnishing goods departments. Before becoming affiliated with local wholesale firms he had many years experience in the retail business.

United Commercial Travelers owning automobiles are invited to join in the East Michigan Pike Association good roads trip starting from Detroit July 7. The itinerary includes Flint, Saginaw, Bay City, Pinconing, Oscoda, Alpena, Onaway, Cheboygan, St. Ignace, thence to the Soo. Returning, the trip will include Gaylord, Grayling, Roscommon, Gladwin, Bay City and home, the entire tour consuming ten days. Cliff Starkweather is President of the Association, which has accomplished splendid results in arousing interest in the good roads movement in Eastern Michigan.

One of the noteworthy incidents promised at the Grand Council meeting in Jackson this week will be the instituting of a Bagmen of Bagdad Guild, a charter having been granted for the event by the parent body. The only Guild in Michigan has for a number of years been located in Grand Rapids and the uniform squad has always caused considerable stir when it made its appearance at the various State meetings of the U. C. T. Considerable interest is taken in the coming senatorial race by local traveling men, many of whom have openly espoused the cause of Truman H. Newberry. No one can question Mr. Newberry's loyalty and patriotism. He organized the Michigan Naval Brigade, later becoming local commander. As assistant and later Secretary of the Navy under President Roosevelt, he made a most enviable reputation. He has two sons, one son-in-law and a brother in the service. He is Lieutenant Commander of the Port of New York and his wife is a member of the Council of National Defense. His family activities, however, do not embrace larger scope because the family is no larger. The fine old homestead on Jefferson avenue has long since been in use by the local Red Cross chapter, a donation by the Newberry family. Aside from his patriotic activities, Mr. Newberry has a keen personality and ability and energy of the Rooseveltian type. Traveling men in general are keenly interested in the forthcoming election, owing to the necessity of placing high caliber representatives in office at this critical period in the country's affairs.

Little stir is caused in local U. C. T. politics over the coming convention in Jackson this week, neither council having candidates to offer for office except the usual procedure of elevating those already holding chairs and the re-election of Grand Treasurer Lou Burch. Cliff Starkweather, Grand Conductor, will be elected to the chair of Grand Junior Counselor unless all precedents are brok-

en, and the fact that he is one of the most capable Grand officers in the organization precludes any such possibility.

Finn's cleaning and dyeing establishment has been opened at 1197 Hamilton boulevard.

If a person is fortunate enough, in Detroit, after calling for and finally getting in communication over the telephone with his party he sometimes has time to attend to other business.

A store building at 438 Hastings street is being remodeled and when completed will be occupied by the French Pastry Baking Co., 471 Hastings street. The main floor of the building will be used for a retail bakery and a first-class restaurant will be opened on the second floor.

Wallace Brown, phonograph dealer, 31 E. Grand River avenue, has opened a branch store at 1112 Chene street.

S. Levin has moved his hardware stock from 1229 Hastings street to 1232 Hastings street.

To play up the happenings of the commercial men it is necessary to be apprised of said happenings. North 2359W will reach the writer or his copy reader. If the telephone is busy it will in all probability not be local U. C. T. executives calling up with news items.

J. Thompson, proprietor of a department store in Cheboygan, was a Detroit business visitor last week.

Senior Counselor C. E. Jennings, of Cadillac Council, announces the practical completion of plans for a huge membership drive to begin next October. The campaign will include personal contact with resident salesmen, entertainments and salesmanship lectures, the latter by some of the most prominent speakers and business men in the country. Cadillac Council is the largest council in the State and aspires ultimately to become the largest in the United States.

W. J. Cusick, President of the Retail Grocers and General Merchants' Association of Michigan and also President of the Detroit Retail Grocers' Association, was prevented from attending the National convention by a broken rib which confined him to his home for several days. He has so far recovered from the injury as to resume his duties at the store.

The Hotel Charlevoix is the headquarters of from 200 to 300 soldiers who are now stationed in Detroit for the purpose of inspecting the Government work now in process under the auspices of the War Department. James M. Goldstein.

Notice of Bankruptcy Sale.

In the District Court of the United States for the Western District of Michigan, Southern Division.

In the matter of Vereeke-Siersma Hardware Co., bankrupt, notice is hereby given that, under order of the Court, the stock of merchandise, store furniture and fixtures and delivery equipment of said bankrupt estate will be sold at Public Auction on Thursday, the 13th day of June, 1918, at 2 o'clock p. m. at the store building of said bankrupts in the city of Holland, Michigan.

Said assets are appraised as follows: Merchandise (stock in trade) \$8,008.71; furniture and fixtures \$502.30; delivery equipment \$525.00, total \$9,036.01. The appraisal is at least 25 per cent. below present cost.

An itemized inventory may be seen at the office of the referee, Houseman building, Grand Rapids, Michigan, and will be on hand at the sale.

The sale will be for cash, and if an adequate bid is obtained, it will be immediately confirmed.

Best location in the City of Holland.

Walter H. Brooks, Trustee.
Benn M. Corwin, Referee in Bkpcy.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, June 5—Creamery butter extras, 42@43c; first, 41; common, 38@40c; dairy, common to choice, 32@38c; dairy poor to common, all kinds, 28@30c.

Cheese—No. 1 new, fancy, 22½@23c; choice, 22c; held fancy 25@26c.

Eggs—Choice, new laid, 36@37c; fancy henney, 37@38c.

Poultry (live)—Cockerels, 27@29c; old cox, 23@25c; ducks, 30@31c; fowls, 28@30c.

Beans—Medium, \$12.50@13.00 per hundred lbs.; Peas, \$12.50@13.00 per hundred lbs.; Red Kidney, \$13.00@14.00 per hundred lbs.; White Kidney, \$14.50@15.00 per hundred lbs.; Marrow, \$13.50@14.00 per hundred lbs.

Potatoes—\$1.60@1.65; New \$4.50@5.50 per bbl. Rea & Witzig.

Petition of the Grand Rapids Railway Company for Increased Fares

The following communication was presented to the City Commission at its meeting Monday, June 3rd, and is published for the information of our patrons and the general public:

Grand Rapids, Michigan.
June 3rd, 1918.

TO THE HONORABLE MAYOR AND CITY COMMISSION OF GRAND RAPIDS, MICHIGAN:

Your Petitioner, the Grand Rapids Railway Company, respectfully shows:

1—That it is engaged in the operation of the Street Railway in the City of Grand Rapids under the terms of an ordinance expiring April, 1921.

2—That it is now and has since 1891 been furnishing street railway service to the City of Grand and environs in accordance with the fare fixed by the ordinance, being a five (5) cent fare and free transfers.

3—That the five (5) cent fare was based on the normal and prevailing costs of labor and material used by it in the operation of its street railway existing at the time and for several years subsequent to the time such fare was established and it is hereinafter referred to as the "Normal Fare."

4—That during the past three years and more particularly during the twelve (12) months immediately last past, your Petitioner has been compelled to bear an unprecedented and extraordinary increase in the cost of labor, material and all other items necessary in the operation of its railway; and that the conditions now existing were not and could not have been anticipated when the present "Normal Fare" was established; and that nothing now justifies any expectation of a decrease in such costs, but that a further increase is certain for the ensuing twelve (12) months and longer.

5—That your Petitioner, while suffering these increases in costs, has been unable to raise its fare to meet the rising expenses of operation, as have all other industries, and as a result has suffered very great financial losses. These conditions have reached the point where an emergency exists, and unless relief is obtained, your Petitioner cannot operate on the existing "Normal Fare" without a serious curtailment in service.

6—Your Petitioner does not ask that the whole of the extra burden be shifted to its patrons. The Railway Company has made large sacrifices already and is willing to continue to make sacrifices, but its burden has become too great for it to carry and it must ask that its patrons bear some share of the increased costs of operation in order that the City be adequately served and normal transportation conditions in Grand Rapids maintained.

7—Secretary McAdoo has declared that street railways are "an essential part of our preparation for and successful prosecution of the war" and "must not be permitted to become weakened." President Wilson has added, "It is essential that these utilities be maintained at their maximum efficiency and that everything reasonably possible be done with that end in view." He further states, "I hope that state and local authorities, where they have not already done so, will, when the facts are properly laid before them, respond promptly to the necessities of the situation."

8—The cost of money, like other commodities, has advanced markedly. All construction and improvement work is abnormally expensive and puts an excessive permanent capital charge against all expenditures. The Grand Rapids Railway Company's credit, however, must be maintained in order that it may secure the money needed to continue to adequately meet the immediate and constantly growing demands of the community. At this time when there are extraordinary demands for capital, and when the entire financial resources of the country must be at the disposal of our Government, it is absolutely essential for the development of the City, and the Railway Company's ability to serve the community efficiently, that these conditions be fully recognized.

9—The only product your Petitioner has to sell is transportation. When the cost of the product increases beyond ability to continue to furnish adequate service and earn reasonable return on the capital invested, it follows that one of two things must be done; either the service must be very seriously impaired by curtailment, or the price increased.

10—The following statement of comparative costs of materials used by your Petitioner shows plainly what has taken place since the war began:

	Per Cent. Increase
Ties	25%
Steel Rails	79%
Cast Wheels	45%
Steel Wheels	53%
Gears	45%
Trolley Wheels	52%
Brooms	47%
Switch Brooms	75%
Trolley Wire	172%
Raw Linseed Oil	152%
Denatured Alcohol	208%
Turpentine	20%
Copper (bar and sheet)	147%
Axles	272%
Brass	300%
Car Forgings	216%
Castings (malleable)	198%
Lead (pig and sheet)	127%
Nails	110%
Steel (tools)	400%
Tie-plates	270%
Labor (average)	40%

The above mentioned are some of the items used in the daily oper-

ation and maintenance of the street railway. The new cars purchased last year cost 47% more than a few years ago.

11—Your Petitioner employs many classes of labor in its shops, in its offices, on its tracks and on its cars. The pay-roll for 1917 was \$518,915. Increases in wages to the various classes of employes have ranged from 30% to 98%, and the increase in the cost of labor alone has been \$150,000 over normal conditions at the outbreak of the war.

12—While expenses have increased tremendously, earnings have remained practically stationary for several years. In 1917 only 27,910 more passenger were carried than in 1913, which was an increase of but one per cent.

While earnings failed to increase from 1913 to 1917,
OPERATING EXPENSES INCREASED\$ 82,156 or 11.2%
TAXES INCREASED\$31,468 or 46.8%
And NET INCOME, after paying operating expenses
and taxes, DECREASED\$104,410 or 21.0%

During the same years expenditures were made in additions to the property in the way of cars, track, buildings, etc., \$623,742. In other words, the year 1917 found net earnings \$104,410 less than in 1913, while in the meantime the investment had actually increased by \$623,712, upon which added investment the Railway Company did not earn any interest return, during these years.

Further, the Railway Company is now faced with a large amount of improvement work necessary during the present year, for which money must be provided. Your Honorable Commission has already ordered the improvement of Grandville Avenue this year, which will cost the Railway Company approximately \$40,000, and the condition of Division Avenue, Ottawa Avenue, Franklin Street, West Leonard Street, and other highways, now demand large expenditures.

13—The situation is growing worse instead of improving, as earnings show decreases and labor and material costs are steadily increasing. During the first four (4) months of 1918, 564,134 fewer passengers were carried than during the first four (4) months of 1917. At the same time, during this period:

GROSS EARNINGS DECREASED\$14,203.37
OPERATING EXPENSES INCREASED\$15,995.36
TAXES INCREASED\$ 4,102.59
And NET INCOME (left after paying operating expenses
and taxes) DECREASED\$34,301.32

At this rate your Petitioner's net income for 1918, after paying operating expenses and taxes, will be \$102,903 less than for the year 1917, which latter year showed a decrease from 1913 of \$104,410. That the situation will be worse for the remaining eight months of 1918 is clear from the fact that a material increase in wages has just gone into effect.

The Railway Company cannot long continue to operate successfully with its total earnings falling off and its net earnings decreasing at the rate of \$100,000 per year, and labor and material costs constantly advancing.

14—Secretary McAdoo's report to President Wilson upon the situation as regards utilities generally is significant at this point. Mr. McAdoo stated, "It is obvious that every part of our industrial and economic life should be maintained at its maximum strength in order that each may contribute in the fullest measure to the vigorous prosecution of the war." It is equally obvious that an industry earning less than a fair and reasonable return upon its investment, one unable to attract investors to supply it with the money needed to carry on its business on a broad and efficient scale, one whose net income is diminishing rapidly from month to month, cannot play its part in the great and pressing work of the day. Only an industry in full vigor "maintained at its maximum strength," can do its part continuously and efficiently.

15—No extended comment on the vital importance of the street railway to Grand Rapids, and its ability to do its part in winning the war, is necessary. Your Petitioner has made and will continue to make sacrifices in order that the City and its industries may be served during this period of stress:—Your Petitioner is not asking to be reimbursed for past losses nor to profit in the future; at the same time, however, it would be remiss in its duty to the Country, to the City and to itself, if it failed to come before your Honorable Commission for relief from a situation which menaces the Railway Company and the service upon which the public so greatly depends.

16—In view of the facts set forth, it is obvious that an emergency exists and your Petitioner asks that it be authorized to increase its fare to six (6) cents per passenger, until conditions again prevail when it may with safety to the public service and invested capital, make reductions therefrom as warranted. Such relief has already been granted to eleven hundred (1100) street railways and similar utilities by State Commissions and municipalities, and relief is being granted in other cases every day. Large systems, such as in Boston, Pittsburgh, St. Louis and Portland, Oregon, have been forced to the six (6) cent fare in order to maintain adequate service.

Your Petitioner respectfully urges your Honorable Commission to give the situation early consideration, and is prepared and willing to produce all such additional data as your Honorable Commission may wish so that you may acquaint yourselves fully with the conditions in order to reach a fair conclusion.

Respectfully submitted,
GRAND RAPIDS RAILWAY COMPANY,
By BENJ. S. HANCHETT,
President and General Manager.

MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS
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Entered at the Grand Rapids Postoffice
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E. A. STOWE, Editor.

June 5, 1918.

CONDITIONS AFTER THE WAR.

It is a rare business convention nowadays, even of the least significant of the industries or of traders on the smallest scale, which is not told by some self-satisfied speaker exactly what is going to happen after the war is over and what steps the Government must take at once to meet the new conditions. The usual postulate is the helplessness of this country to contend against the post-war competition, not only from Germany but from the allied countries, especially Great Britain and Japan. Every time a report is printed about an enquiry in those countries on foreign trade opportunities or of some new company being formed to aid in such trade, it is at once assumed that this closes the door to American enterprise and skill. No account whatever is taken of the remarkably thorough work which financial and producing interests in this country are doing to promote overseas trade, nor of the more effective propaganda resulting from foreign peoples getting accustomed to the excellence of American wares during the four-year period in which they were obliged to take them because they could get no other. By the branch bank system, the combinations for export, the use of foreign trade acceptances, and the ensuring of credits it will be much easier in the future than it has been in the past to continue and extend foreign trade, and the large new mercantile marine building will be an aid in the same direction.

Perhaps the one phase of the problem of after-the-war trade which seems to worry some people most is that of Government control. They appear to think this is invincible as against private enterprise either individual or co-operative, and that it must be met by drastic measures such as control of raw materials and restrictive tariffs. Views of this kind do not appear to have much favor with those who have given most thought to the subject. In Great Britain, for example, there was appointed, while Mr. Asquith was Premier, a Committee on Industrial and Commercial Policy After the War. This body made a very exhaustive investigation extending over nearly two years. Its report was recently made

public. There were nineteen members of the committee, and there was no unanimity in the conclusions reached. It is, however, interesting to note, in view of the statements sedulously spread about the British desire for a protective tariff, that only five members favored resorting to a tariff. These five, moreover, only urged 10 per cent. duties on articles wholly or partly manufactured "to give economic advantages to the Allies, preference to the colonies, and also having regard to the views of the majority of manufacturers." On one point there was a close approach to unanimous sentiment. This was against continuing Government control. "We are strongly of opinion," says the report, "that State control of, and restrictions upon, industry arising out of war conditions will be found to be detrimental under normal conditions, and should be removed as soon as possible after the conclusion of peace, due regard being had to the circumstances of each particular case."

It will be wise for the Administration to make public its plans concerning Gen. Leonard Wood, and the reasons for them. Gen. Wood has undeniably been a difficult man for the War Department to deal with. He is an officer who enjoyed the confidence of McKinley and possesses the friendship of Roosevelt and Taft. But the facts are facts. He is senior major-general. He was for some time Chief of Staff. He has a great and devoted public following. He has been certified by a medical board to be physically fit for command in France. It was understood that he was about to sail with his division; when suddenly countermanding orders were issued. Speaking from the strictly military standpoint, no public explanation is required. It is for the superior to order; it is for the soldier to obey. Yet the circumstances in the case of Gen. Wood are so exceptional that an exception might well be made in this instance. This fact seems to have been recognized both by Secretary Baker and by President Wilson, since they accorded Gen. Wood long interviews. What their final decision will be is not yet known. But it ought soon to be made public, with the grounds for it. If Gen. Pershing did not wish Gen. Wood in France, that fact should be stated on authority, not merely, as now, on possibly inspired report. If the Administration is reserving Gen. Wood for some other important detail, the public ought to have the knowledge without too great delay.

President Wilson officially announces that politics is taboo from now on to the end of the war. Assuming that the President is sincere in this statement, it is construed to mean that cheap politicians of the Baker stripe are to be immediately replaced with men of brains and energy and that the political chicanery which has kept Leonard Wood away from France will be rebuked by sending General Wood to Flanders without any further punishment because he happens to be a friend of America's greatest American, the First Citizen of the Republic!

SAUERKRAUT NOT GERMAN.

Mr. Hoover has once more rendered a great public service. He has come to the rescue of sauerkraut. He has learned with pain that sauerkraut "seems to be losing its popularity as an American dish." Throughout the country, he hears, "men and women, in their patriotic zeal, have been spreading a strong propaganda" to discourage its use. This Mr. Hoover denies for several reasons. First of all, sauerkraut is a "valuable food-stuff." It "adds to the variety" of ways in which cabbage may be prepared; and while cabbage is a perishable article and cannot, in its natural state, very well be sent abroad, its "wider use" would help the effort which the Food Administration is making to save staple foods for shipment overseas. In the second place, sauerkraut "is of Dutch rather than of German origin," and its use "should not be curtailed as a result of over-zealous and ill-advised patriotism." That settles it. So long as sauerkraut smelled of Kaiserism, no American who was 100 per cent. loyal could think of going anywhere near it, even though it bore the seductive label of liberty cabbage. But now that we know that it is not pro-German, but neutral, everybody may eat it with a glad heart, in full knowledge that in so doing he is saving wheat and hastening on the day of peace and victory.

From time to time stories come from the rumor factories of Berne, Copenhagen or Athens to the effect that Germany's junior partners, Bulgaria and Turkey, are on the point of breaking away and setting up in business for themselves. Last week that old fox, Czar Ferdinand, felt intensely dissatisfied because he had only been allowed to lick the neck of the Servian bottle, which Austria was to drain, and had received only a little scrap of Rumania, which latter rejoiced in the whole of Bessarabia as the reward of defeat. Later we learn that Turkey, famine and plague-stricken, her army deserting, her populace murmuring, threatens to leave her powerful ally in the lurch. Undoubtedly, both Bulgarian and Turkish discontent exists, and will continue to exist until the end of the war. But no split in the Central Powers' alliance need be expected on that account. Germany has exhausted all the resources of Turkey and Bulgaria, and does not expect any substantial help from them during the balance of the war. They, on the other hand, have become absolutely dependent upon German good will and victory for survival.

Before the woolen and worsted manufacturers the other day the announcement was made that a Textile Administrator is to be appointed to look after and control woollens, cottons, and silks. The understanding is that the appointment is imminent, but it seems to be a little indefinite as yet as to what powers the new officer is to be invested with. It is certain that something will have to be done to stop the profiteering in

the textile fabrics mentioned, although the circumstances differ as to each of them. In wool alone has the price of the raw material been officially fixed. This has helped the Government somewhat in getting its needs filled at lower prices than the manufacturers would have otherwise been able to secure. In cotton goods, the prices for certain constructions have been arbitrarily set by the official purchasing agencies, but the price of the raw material has been left to speculation. As to silk, the price of the raw material has been pegged up by speculators in Japan aided and abetted by the Government there. Only a sharp curtailment of imports of raw silk from Japan could produce any effect in regard to it. But as to all the textiles in their finished forms, there has been no protection to the general public from those who are exploiting them. If the Textile Administrator is given power to intervene in behalf of the consumers there is bound to be a recession from some of the prevailing high prices.

Not all of the world's ingenuity is going into the war. The total eclipse of the sun on Saturday of the present week, visible as such over a belt about 120 miles wide extending diagonally across the country from Astoria, Ore., to Orlando, Fla., is to be recorded in moving pictures, if all goes well. Success in the attempt will provide a formidable rival to the war films, which are now at the top of the list in popularity. At all events, the photographs of the phenomenon will be more numerous than ever before, and it is hoped may supply new evidence regarding the corona, the red flames known as "prominences," and the "shadow bands," or peculiar dancing waves of light and shade moving over the landscape just before and after a total eclipse. Then there is the question of the existence of Vulcan, which may or may not be revolving around the sun within the orbit of Mercury. If it is not caught upon the plates carefully prepared for it, skepticism of its actuality will be strengthened. The eclipse will itself be almost eclipsed by the earth-shaking occurrences in France, but as we are vouchsafed only three events of the kind this year against last year's seven—the greatest number possible—and as it is the only total eclipse observable in this country during the twelve-month, it will attract the keen interest of astronomers, both professional and amateur.

In these uncertain times of business, buy cautiously. The merchandise which you purchased at lower prices can now be handled at good profit, but if you pack your shelves and store room with everything in sight at present high prices, and the war ends or a sudden invention or discovery changes the face of the whole situation, it may be up to you to take a big loss. Make haste slowly.

The store that keeps something doing all the time does not have to worry about what the other stores are doing.

Yes—Wilsnaps always will snap

Always Wilsnaps—Always advertised

The July Advertisement
Appearing in Vogue and Harper's Bazar

—and each dependable Wilsnap spring holds fast until your customer says, "Let go."

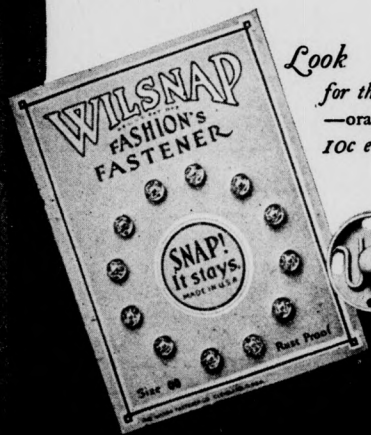


Yes!
Wilsnaps always will snap

WILSNAPS click into place with a precise little "snap!" The "snap" tells you your gown is fastened to stay — until you want it to *unsnap*. Then how quickly, how easily Wilsnaps yield to your fingers' lightest pressure. What a feeling of comfortable security these rust-proof Wilsnaps add to your daintiest blouse or evening gown, or heaviest frock or suit!

For snap fastener security always look for that *dependable* word Wilsnap. Always Wilsnap — wherever snap fasteners are used.

THE WILSON FASTENER CO., *Makers*
117 E. St.-Clair Avenue Cleveland, O.



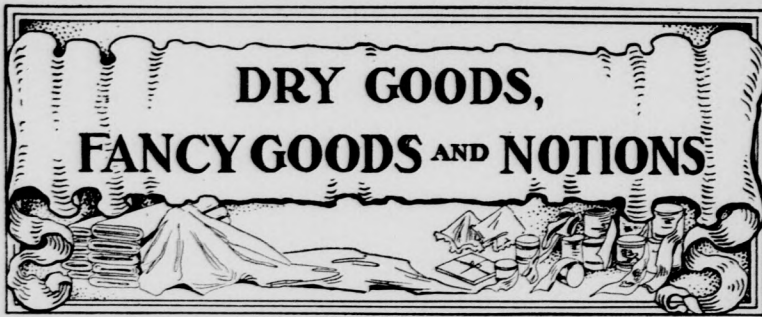
Look
for this card
—orange colored—
10c everywhere

©
1918
W F Co

WILSNAP

REG. U.S. PAT. OFF.

Fashion's Fastener



Enforce Rules That Are Made.

By enforcing rules that have been made, the Retail Merchants' Board of Toledo saves its members about \$100,000 a year.

A recent investigation revealed that by a strict and constant enforcement of the merchants' agreement regarding advertising, charities and contributions, more than 300 applicants for cards of endorsement had been rejected in the secretary's office in twelve months, effecting a saving to all members of over \$20,000 annually.

Four stores were allowing dress-makers' discounts of 10 per cent. to 1,400 persons. The issuing of discount cards only to established dress-makers employing two helpers—another rule made by the board—has reduced that number to 125 since September 1, 1916. The yearly saving is estimated by the store at \$15,000.

The enforcement of the rule fixing a six-day limit on the return of merchandise with many articles not returnable at all has reduced the return of goods more than 50 per cent. and stopped it entirely on many articles, especially remnants. The annual saving, estimated by the stores interested, amounts to \$45,000.

The rule calling for the elimination of all discounts to ministers, teachers, tailors, milliners, employes of other stores, and of public institutions and peddlers, saves the seventy stores that are enforcing it over \$20,000 annually.

R. Sikes.

Braid in Millinery.

Soutache braiding is now being used on fabric hats here to a considerable extent, according to the bulletin of the Retail Millinery Association of America.

"On hats of various materials," the bulletin says, "such as Georgette, taffeta, or organdie, soutache braid is being used around the edge of the brim or crown, in scroll effects on the entire crown or brim, and often in button effects. Both silk and cotton soutache are used. As many gowns are braided with soutache, the popularity of this trimming may be almost assured. On hats this braid is seen most often in sand, navy, white, and in various shades of light blue."

The bulletin also says that a diversity of shapes and materials is now in vogue here. Gold tissue, brocades, crepe de chine, and Georgette are combined with straws that blend or contrast with the materials. Sponge cloths—like duvetyns, etc.—linen, tulle, and novelty straws also are used. Popular among the last-named is the new varnished "canvas hemp," which is shown in bright colors. Rough straws, fancy Swiss straws,

etc., continue to be active sellers. Many of the milliners have used successfully a combination of highly lusted straw with dull straw in green with jade or copper, blue with gold, and flame with green. Gray, sand, lilac, navy, powder blue, some new tones of brown, and jade are the colors most generally favored at present.

Bringing Out a Good Point.

Having on hand a line of men's summer suits that are particularly desirable for warm weather wear because they are so light, a Texas merchant advertised them as his "nothing suits. Each garment can easily be rolled up into a package that could be carried in one hand.

So the merchant advertised them in his window by placing in it a life-size photograph of a hand holding a pair of the trousers rolled up. Beneath the hand a card read:

"This photograph shows exactly what it is possible to do with one of these 'nothing' suits. Roll up the coat, the trousers, too, and you'll hardly have two handfuls. Now, it is not at all necessary to do this, except to show how little you're really wearing when you slip into one of these comfortable suits."

S. T. Joseph.

Silk and Fibre Sweaters.

For the last week or two the demand at retail for wool sweaters of all but the sleeveless variety is said to have fallen off somewhat. Silk sweaters and those of fibre silk, however, seem to be getting a great deal of the business which wool sweaters have been passing up. Manufacturers report that they are consequently getting quite a few re-orders for silk garments for filling in purposes. Fibre silk sweaters for sports wear, in a heavy jersey weave that makes the garment look more like a coat than a sweater, are reported to be particularly popular.

Women Making Their Own Dresses.

It is said that the number of women who are making their own dresses is growing constantly larger. There is reported to be a great demand for patterns of various house and morning dresses, and for the materials of which they are to be made. Gingham are taken a great deal for this purpose. Checks and plaids in light pastel shades on white backgrounds are popular. In many of them green is used in varying degrees of prominence. Natural linen and several pure white cotton fabrics are also in demand.

Novel Powder Puff.

A concern dealing in novelties has

put on the market an attractive powder puff in the form of a Kewpie attired in a ballet dress of maline. The kewpie figure is attached to the puff, and the dress is made in blue, pink, and yellow. In each case it matches the color of the graceful glass powder container. It is an article that is both useful and ornamental, and can be retailed at popular prices.

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

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

The United Agency System of Improved Credit Service

UNITED AGENCY

ACCURATE - RELIABLE
UP-TO-DATE

CREDIT INFORMATION

GENERAL RATING BOOKS

now ready containing 1,750,000 names—fully rated—no blanks—EIGHT POINTS of vital credit information on each name.

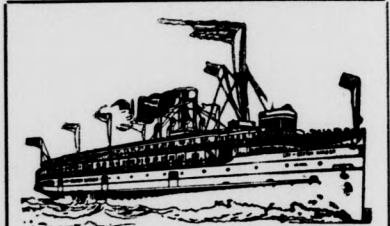
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Expert Advertising—Expert Merchandising
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THE SHORT LINE BETWEEN
GRAND RAPIDS AND

CHICAGO

FARE—\$3.00 one way
\$5.75 round trip
via

MICHIGAN RAILWAY CO.
(Steel Cars—Double Track)

Graham & Morton Line
(Steel Steamers)

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

EVERY NIGHT AT 7:00 P. M.

THIN WASH GOODS Just a Reminder

That Wash Goods will be in greater demand this summer than for quite some time.

Right now, with hot weather approaching, it will pay you to inspect our complete stock.

Our Line:—PRICED FOR QUICK SELLING.

Don't Forget—Buyers' Week—June 24-28, 1918

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



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

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

Catalog—to merchants

Wilmarth Show Case Company
1542 Jefferson Avenue
Grand Rapids, Mich.

Made In Grand Rapids

One Instance Where Brenard Manufacturing Co. Disgorged.

The Tradesman is in receipt of the following letter from the leading merchant in a town of considerable importance less than fifty miles from Grand Rapids:

June 3—As per your invitation in the Tradesman I will tell you of my experience with the Brenard Manufacturing Co., of Iowa City, Ia., which was very unsatisfactory.

First permit me to say that I am no "kicker." I got stung and deserve what I got, but if I can keep some other merchant from a like experience I would be glad to do so.

I first heard of the Brenard Manufacturing Co. by the printed articles that appeared in the Merchants' Trade Journal, of Des Moines, Iowa, and was influenced thereby.

The Brenard representatives called on me at different times and tried to sell me their plan, but for different reasons I did not buy. They invariably talked a guarantee to increase my sales, usually about 20 per cent., as near as I can remember, and showed me pages from the Merchants' Trade Journal and other trade journals recommending this concern and their manner of increasing trade. These were not common advertisements, but ordinary reading matter editorially endorsing the company and its methods.

They showed me testimonials from merchants, bankers, mercantile trade journals and other people by the score, including a conservative letter on Michigan Tradesman stationery, purporting to be signed by yourself.

All these influenced me in thinking the concern reliable and their plan a good one.

On Feb. 16, 1915, their representative called on me and offered to increase my sales for twelve months at least 20 per cent. and agreed to de-

posit a bond with our local bank as security that they would do so for \$490 and I bit, settling by notes.

Their contract seems to have clever catches in it. One is that I agree to carry out their trade extension plan, or, in other words, follow the directions laid down by them; the other catch is in the guarantee which is no guarantee at all, as the refund is so small if they fail to increase your sales that it amounts to little. I will copy that paragraph.

"My last twelve months' sale were \$_____ and upon this figure my next twelve months' sales to be \$_____ and that if .01 5/49 per cent. of my gross sales does not amount to \$490 for the next twelve months you will pay me the deficiency in cash, and immediately upon approval of this order send your bond for \$490 to cover this agreement with me."

The goods came and with them a small booklet of directions, that were weird in the extreme. I started out with all the enthusiasm possible, but soon ran against a snag.

Their directions seemed contradictory and hard for me to understand, and I wrote them asking questions, many of which they ignored. They did not reply to my letters.

In their contract they agreed to send their organizer within the first six weeks of the campaign, but did not do so until several weeks later leaving me in the dark as to the best way to conduct it.

Among the many things in their campaign was a card to punch when purchases were made, the customer to select some article listed when the card was all punched out and receive 5,000 Special Service Votes. Upon my sending for some of the goods to redeem these cards (check enclosed), they did not send the goods until several weeks later, neither would they give me any reason for the delay when I wrote them, so I had

to buy the goods elsewhere to redeem the cards.

These are only a part of the annoyances they subjected me to, as though they were trying to get me to fail to follow directions. That is the way it looked to me, but I stuck to it through all the wonderful maize of intricate and exasperating rules, that cost me time, money and—worst of all—friends, all the time in hopes that I would make it pay at the last of the campaign or get my money back.

At the end of the year's campaign my sales were no more than they had been the twelve months previous and I promptly claimed my refund and they wrote me a nice letter enclosing check for \$147. Then I studied my contract and discovered the "joker." I cashed my check and charged the loss up to experience. The \$147 was correct and according to contract, although I supposed I was to receive back all it originally cost me, as they did not increase my sales.

You can publish this if you want to, but I don't want you to publish my name or the name of my town, but will be glad to visit you in Grand Rapids and give further explanations and tell more of their contemptible way in treating me.

The above letter emphasizes the objectionable features the Tradesman has always made prominent in the propaganda, as follows:

1. The contract is so full of technical statements and catch phrases that it is impossible for the merchant to fully recover thereunder.
2. Neglect of the company to live up to its agreements as to sending an organizer to direct the work.
3. Refusal of the company to reply to letters and properly co-operate with the merchant.
4. Utter inability of the company

to make good on its agreements as to increased volume of sales.

5. Guaranty no guaranty at all because it is not executed by a responsible citizen of Michigan.

6. Indifference of the company in the matter of filling orders.

The letter the correspondent refers to as having been written by the editor of the Tradesman is probably a forgery. If not, it bears a date so far in the past as to render any statement made therein subject to review in the light of more recent events.

The Tradesman again warns its readers against entering into contract relations with a concern which uses the questionable methods the Brenard Manufacturing Co. employs to secure business, to say nothing of its failure to make good.

Pile Fabric Coats Wanted.

Buyers now in the Eastern markets looking for fall coats for women are said to be very favorably inclined toward pile fabric garments. Some very substantial orders for such coats have already been placed, and there is said to be every indication that pile fabrics are to be among the leading fall coat materials. The models which have resulted in the most business so far are made up on long loose lines, with many individual and original treatments of details. Buyers are said to be very optimistic over the fall outlook for coat business, and many of them are reported as saying that they will be back soon to look over cloth coats.

BUYERS WEEK

MARK THESE DATES IN RED ON YOUR CALENDAR

June 24, 25, 26, 27, 28

For they are

Buyers' Week in Grand Rapids

EVERY live merchant in the Grand Rapids territory needs to be in Grand Rapids during Buyers' Week. **ASIDE FROM THE SPECIAL BUYS THAT WILL BE READY** for those who come there will be much more which no merchant who wants to go ahead during war times can afford to miss.

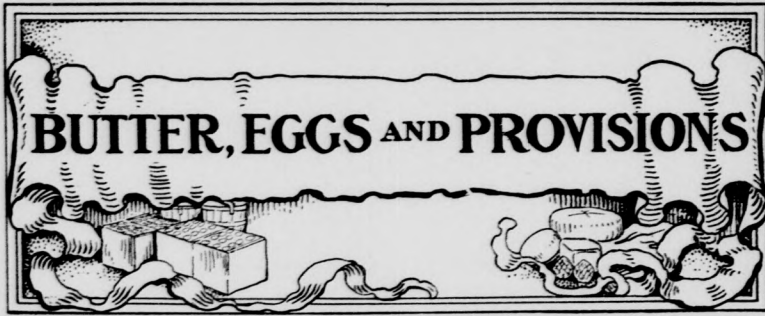
Ask the salesmen about Buyers' Week and watch the Michigan Tradesman **AND MAKE UP YOUR MIND TO COME TO BUYERS' WEEK.**

(This space used by courtesy of the Grand Rapids Dry Goods Company)

BUYERS WEEK

BUYERS
WEEK

BUYERS
WEEK



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.

Improved Methods of Marketing Farm Products.

The Nation's prosperity rests upon the tripod—labor, finance and agriculture; and when each is strong and firmly in place they can support a tremendous weight. No matter how strong two of the supports may be, if the other is weak or out of place it buckles, and down comes the entire load. This load is the Nation's prosperity, and like the chain that is no stronger than its weakest link, so is this tripod no stronger than its weakest leg.

We have thousands of schemes for fighting the trusts; but the best way to deal with the trusts is not to fight them at all. Just simply take the goods that the trusts deal in, place them out of the trusts' reach and then you have its finish. The present high cost of living has been attributed largely to the unscientific and expensive methods of marketing the products of our farms, and eminent statisticians have determined that in the United States the difference between the value of the products at the farm and the cost to the ultimate consumer approximates six billion dollars, which is greater than the actual value of the farm products themselves.

Every European town has its street markets, its co-operative associations for distribution, has its standardized packages, its standardized packing, the regulated synchronization of its products, so that they may be carried and delivered economically; its parcel posts and use of local exchanges, all done by the people themselves under semi-official governmental regulation, thus bringing the producer and consumer into immediate contact with each other, eliminating the middle-man; and while the producer receives more for his products the consumer pays less, and the cost of living is thereby reduced.

At present, we have the granges, the farmers' unions, farmers' co-operative associations, fruit and vegetable growers' associations, etc., all excellent organizations in many particulars, but, being non-official and widely scattered and disconnected, they are inefficient in one important feature, namely, the marketing of farm products. While they may serve many useful purposes, they are not only inadequate, but even conflicting when

handling the problem of economical distribution.

If the six billion dollars which disappears between the producer and the consumer of farm products in the United States, under existing conditions, could be conserved by improved methods of marketing, an enormous waste would be prevented which now brings nothing, while hungry consumers would gladly pay prices totaling many millions of dollars if there was a way of marketing so that a product which has no value where it is raised might be placed where it would command a high value to the benefit of all concerned.

A National organization, having sub-divisions covering the movement of products in town, county and State, as well as interstate, would revolutionize the present wasteful practices and bring greater prosperity to the farmer, as well as to the Nation as a whole.

Such an organization has been discussed by Congress, and it is hoped that sufficient interest will be taken by the people to courage the enactment of a law which will do more for the agriculturalist, and indirectly benefit the whole people, than any other act in recent years.

There are more people engaged in agriculture in the United States than in all other industrial pursuits combined, and whatever tends to increase the purchasing power of the farmer ultimately benefits every other industry and worker in the United States.

Dried Eggs Coming Into Use in England.

The high cost of eggs in England has led to the birth of quite a new big business in dried eggs and eggs in solution. One large firm selling dried eggs has undertaken an extensive advertising campaign to push these eggs upon the attention of retailers, who in their turn are being enabled by other advertising matter to attract their customers to the goods.

The dried eggs which they advertise are entirely soluble and take up the water like a lump of sugar and thus give the perfect creamy liquid of a beaten shell egg ready for instant use on mixing. Dried eggs are no longer to be regarded as war food; they have come to stay. This firm predicts that in the near future the properly dried eggs will have become one of the very largest used and most important of our foods.

Putting real pep into business is not done with a basshorn. It's the soundless baton that speeds up the band.

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.

Blue Vitrol, Nitrate of Soda,
 Acid Phosphate, Paris Green,
 Arsenate of Lead

Reed & Cheney Company
 Grand Rapids, Michigan

COLEMAN (Brand)

Terpeneless
LEMON

and Pure High Grade
VANILLA EXTRACTS

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FOOTE & JENKS
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∴

MICHIGAN

FLAG DAY.

A thousand banners kiss the winds, but only one we own,
 It drops not to a foreign foe, it flies above no throne;
 No servile serfs beneath it bow; no slaves beneath it bleed,
 But man is man where'er it waves, no matter what his creed!
 Forever may it greet the air from surging sea to sea,
 Forever may our banner be the type of Liberty!
 And we, a sisterhood of states that never can be riven,
 Will bless the men who set our flag for evermore in heaven!

For one hundred and forty-two years the American Republic has endured, guided in all its undertakings by the flag fashioned by Betsy Ross in those early days and approved by Washington.

Although at one time denominated a "flaunting lie" by members of an American political party, it has lived to wipe out the stain of slavery and flies to-day as the emblem of all that is good and true in the universe, the sign set in the sky that here is a land of freedom for the oppressed, many of whom have found asylum hear under its starry folds from the tyranny of other lands.

Its bright stripes and blue stars have in them a welcome to the downtrodden of other lands, and those sons and daughters of the kingdoms and empires across the sea who have made this their asylum from bitter oppression may well bless their stars that the Star Spangled Banner still waves o'er the land of the free and the home of the brave.

Flag day has come to be one of the best observed of all our holidays. It is well enough to give one day each year to the commemoration of deeds done in honor of the flag cut out and sewed together by the hand of Betsy Ross, approved by our Revolutionary fathers, borne through the smoke and flame of eight years of war to establish its right to wave as the emblem of the new republic coined from the thirteen colonies of Great Britain.

Those thirteen colonies have in the last century and a half grown to forty eight states, each in itself a miniature republic, yet all bound to one central control over which the flag floats as an emblem of the United States of America!

Four years of civil war failed to tear one star from that flag. All sorts of disturbances aimed by socialism, anarchism and foreign propagandism have failed to dim one star in that glorious constellation. Now, at the beginning of the twentieth century, we are come face to face with the most trying conditions confronting us since the first days of the outbreak against Britain in 1776.

The flag that was insulted by Mexican bandits, spurned and spat upon by the haughty Prussian, is at last finding its way across wide seas, seeking to aid the crushed and blighted Belgian, the downtrodden Serbian, the frightened and trembling little neutral states of Holland and Denmark. That flag, dedicated to the cause of human liberty on every field of blood in our Revolution, moves at the head of the American forces in France, seeking to make good its title to being the flag of the free.

The flag stands for all that is worth while in the lives of our people, and

it must be maintained on land and sea at whatever cost. By the time this war ends more people will have seen the Stars and Stripes of the American Republic than ever before. With the German despotism wiped out of existence, the American flag at the fore front of conquering nations, that flag will have a wider significance than in all its history from Revolutionary days down to the present hour.

A thousand banners kiss the winds, but only one we own, that banner with the broad stripes and bright stars that floated over Yorktown when Cornwallis surrendered to the allied forces under Washington and Lafayette. Again at Appomattox when Grant accepted the sword of Lee, and the South learned the lesson that this is a Nation strong as Gibraltar, and not a union of separate states, impotent to save themselves from disunion and Mexicanization.

That South stands now behind the old flag as solidly as it stood in battle array behind the "Peculiar Institution" which embittered its soul and caused it to rebel against the Union it now serves with patriotic ardor. Slavery abolished, the North and South are now one under the folds of Old Glory, and sons of Georgia and South Carolina are as anxious as those of Michigan and Massachusetts to defend the flag against a foreign foe.

My flag, your flag, our flag holds a significance that no other banner in the world aspires to—the banner of free men throughout the domain over which it waves. It is hands across the sea to-day, in good earnest, friendly hands to Britain, to France, to Italy, Serbia and all others combined together for the purpose of downing the German monster as represented at Potsdam by the freebooter of nations.

And in the ensign of the American Republic those foreign victims to Prussian frightfulness recognize the hand of the deliverer, coming from the far land across the sea to the rescue. Glad eyes are strained throughout Serbia, Alsace-Lorraine, Belgium, Rumania looking to see the armies of America marching under the stripes and stars with hopes running high, hopes that, with the help of God are bound to be realized.

Flag Day!

It is a day that should be held in the highest esteem by every citizen of this republic. In itself a flag means nothing but a colored piece of cloth; in what it represents it stands for more than life itself to those who march and fight under its folds. The Stars and Stripes billow to the air of ocean and foreign skies to-day, now more than ever a beacon light inviting the confidence of all those peoples

groaning under the heel of despotism, standing for liberty and equality of all men before the law, a sign in the heavens that the world is about to see brighter days, when the American soldier, as he crushes beneath his heel the deadly doctrine of the divine right of kings, proclaims liberty and equality throughout the world.

Old Timer.

What He Found Out.

"Bobby did you take that message to Mrs. Turner, as I told you?"
 "Yes'm."
 "And what did you find out?"
 "Mrs. Turner."

**Signs of the Times
 Are
 Electric Signs**

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

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

Perkins Perfect Salted Peanuts

are sold to those who demand high grade goods.
 Order from your jobber today.

Perkins Brothers, Inc. Bay City, Michigan



**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
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"A Franklin Cane Sugar for every use"
 Granulated, Dainty Lumps, Powdered,
 Confectioners, Brown





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.

Some Pointers Regarding Wedding Gift Displays.

Written for the Tradesman.

It is through his show windows that the hardware retailer makes one of his strongest appeals to the June bride and her host of friends.

Displays of wedding gifts, or displays designed to appeal to the June bride herself, cannot be just tossed together any old way. They require considerable care in the actual arrangement, and some preliminary work in designing the display. The preliminary work will be found very helpful in reducing the labor of actually staging the display.

It will pay the window dresser to sketch on paper the effect he designs to produce, or the arrangement he has in mind. No matter what his preliminary plan may be, he is bound to alter it in some details in the actual working out; but the preliminary plan gives him something to work from. It is at least a suggestion of what he desires to accomplish.

There are two points which it is desirable to have your gift window strongly emphasize. The first is that you have a wide range of giveable articles to select from. The second is, that these gifts are of practical value.

In trimming windows for the wedding present trade, several essential points must be borne in mind. In the first place, the windows must be dressed with particular attention to finish and detail. The trim must be artistic and attractive. It should appeal to the aesthetic in the would-be purchaser.

To secure the required effect, it is desirable in practically all displays to have a soft-appearing background. The floor and background should be covered with some such material as heavy cloth, crepe paper or cheese cloth. If soft tones are used, the goods displayed will stand out conspicuously. Wreaths and other floral decorative effects can be used to good advantage.

Another essential is that a large assortment of goods be shown. The average purchaser of a wedding present starts out without any definite idea of what to buy. The intention in most cases is to make a selection after "looking around." To buyers of this stamp, a window containing a large assortment of articles has an immediate appeal. They study it carefully, and, if they see anything that seems to fill the bill from every

standpoint, including price, they buy.

There are many schemes for increasing the display space in a window without giving it a crowded aspect. The floor space can be increased by putting in steps, thus providing room for the showing of flat articles against the back of each step. The placing of shelves and brackets against the background adds very materially to the amount of stock which can be placed in a window.

As a rule, in catering to the wedding present trade, the best results will be secured by quoting prices in the windows. It may be that, where a display is made up of every high-priced article, the using of price tickets may be inadvisable. People who can buy goods of this class are certain to put quality ahead of price. The fact remains, however, that showing a wide range of prices enhances the appeal of a window display.

To appeal at all, indeed, the majority of such displays will necessarily be of goods within the reach of most people, although a wide range of values is desirable. While the average person on the hunt for wedding gifts has no settled idea of what article to buy, he or she has in most instances an extremely definite idea of the amount it is desirable to spend. If that amount is around \$5, then \$6 is the limit and \$3 or \$4 will appeal. A window which presents a good range of marked prices serves as an excellent study in values and commands careful attention. But if no prices are marked, the customer is apt to say: "That toaster would be nice, but it may be more than I can afford, and it's awkward going in and asking the price when perhaps you positively can't buy." Some people will go in and ask, regardless; some on the other hand will perhaps be scared away by high prices. But a wide range of prices in a window of this sort interests everybody; since there is, logically, a price to suit every customer. So it is a pretty safe rule to use price cards.

There is undoubtedly a marked tendency toward the giving of practical wedding presents. The window trimmer must cater to this tendency. Hence, a display should, if possible, be given to useful articles—such as carpet sweepers, vacuum cleaners, electric irons, not forgetting the kitchen range. Often a display of this sort, say, of a vacuum cleaner can be enhanced by the use of a dummy figure ostensibly operating the article displayed. The more realism the window trimmer gets into his display, the stronger its appeal will be.

Incidentally, one display ought to

be given in reference to the possibilities of "kitchen showers," those pre-nuptial events which afford an outlet for so large a proportion of the small-wares' stock.

Here, again, the realistic element will help. If you have a dummy figure available, deck it out as a bride. Over her head suspend a large parasol. Then shower all sorts of kitchen ware at the bride. This effect can be produced by suspending articles from the ceiling at varying heights by means of fine wire. The floor of the window can be strewn with fallen utensils, and the sprinkling of a little rice or confetti will make the scene more realistic. Decorate the window with flowers—real ones, if you can.

"Why not a kitchen shower?" is the slogan to use on a big showcard, or a banner. Put it in big type that can be read clear across the street.

To make your windows talk is one of the secrets of successful modern merchandising. The time has gone by when the store window was merely the repository of surplus goods, or when a perfunctory display was regarded as sufficient. Nowadays, the wide-awake hardware retailer realizes to the full that a display has a definite purpose. It must accomplish three things.

It must attract the individual's attention.

It must grip and retain his interest.

It must get him to come inside the store.

Those three things accomplished,

the display has fulfilled its mission; and the rest is up to the salesman behind the counter. In designing a window trim, it is a pretty safe criterion to ask yourself the question: "Does this display accomplish those three things?" If it does, it will pay for itself, never fear.

Victor Lauriston.

Your work tells the tale. If you don't care how you do it, don't try to deceive the public, they know it.

"ONE GILLETTE SAFETY TIRES SELLS A SET"



AND TUBES

Made by the Chilled Rubber Process

The GILLETTE Non-Skid is a combination of the ribbed and vacuum tread, which prevents skidding and insures uniform speed by clinging to solid bottom on muddy, wet thoroughfares.

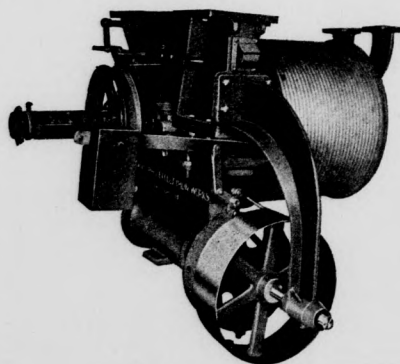
They will stand up under most severe usage and are virtually proof against deterioration.

Red and Gray Inner Tubes

built to give uninterrupted service for years and to be absolute proof against slow leaks, deterioration and decay.

Factory Distributors:

BROWN & SEHLER CO.
 GRAND RAPIDS, MICHIGAN



Leitelt Elevators

For Store, Factory
 Warehouse or Garage

Built for Service

Send for proposal on your requirements

Adolph Leitelt Iron Works
 213 Erie Street Grand Rapids, Michigan

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.



ARE YOU TAKING ADVANTAGE OF THIS READY-MADE BUSINESS?

The Food Administration is urging the public to use more fruits and vegetables in place of wheat, meat, sugar and fats.

Through our persistent national advertising we are making known to your customers the superior quality, economy and convenience of DEL MONTE Canned Fruits and Vegetables.

Of course you know how these two influences combine to make more business and easier, quicker sales for you, but—

The question is, are you prepared to meet this demand for DEL MONTE Products? We are doing our best to supply every one, but never before has the call for DEL MONTE Products been as heavy as it is right now. *Order through your jobber.*

CALIFORNIA PACKING CORPORATION
San Francisco, California





Why Housekeeping Should Not Be Considered Humdrum.

"Making bandages is certainly monotonous work," said my neighbor at the muslin-table in the Red Cross workroom. "Just the same thing, over and over again, day after day. Of course, we ought not complain, our boys in the trenches. I'm glad to do it; we all are; but—"

"Monotonous!" interposed another woman. "This work is variety itself compared with the things the boys have to do, month in and month out. I should think they'd go mad with the sameness of it. We ought to be glad of the chance to share a little of the monotony."

"For my part," said another, "I don't feel the monotony you are talking about. I am mighty thankful something like this Red Cross work came along to take us women out of our humdrum lives. The war is awful, to be sure, but I just love to come down here and work. I do get so tired of my home. Housekeeping is a humdrum thing, isn't it?" Without waiting for my reply she went on: "There, I've finished a dozen of those tedious, long-tailed bandages. I do pity the poor men who will have to wear them—abdominal wounds must be so awful! What is the name they call those bandages—'skultetus'? I wonder what it means. I suppose the name doesn't matter, as long as they are made right."

"Have you worked long on these bandages?" I asked.

"Oh, yes; all winter. I would like to try my hand at the gauze bandages, but I feel at home at this table, so I will keep on here, I guess."

The conversation set me to wondering. How could any one regard homemaking as "humdrum?" And how could any one work all winter on these queer bandages with the queer name, and not try to find out what the name meant? All over the room they were calling the "skultetus." Some of the women gave up the name altogether and called the bandages "many-tails." And yet, a glance into the dictionary would have given them the interesting fact that this wonderful appliance for abdominal dressing was called "Scultetus," after the famous surgeon who invented it.

How prone we all are to go about our work with half-seeing eyes, deaf ears, and shut minds. Every aspect of life full of the most vital interest—history of men and things, and never a finger lifted or a glance into the ready sources of information, right at hand if one had only the desire to know!

And when a shut or half-sleepy mind governs the life and action of a home-maker, wife of a live man and mother of live children, the result naturally is a "humdrum" home, with the chances favoring a "humdrum" husband and "humdrum" children; or, what is worse, husband and children going elsewhere to find life and interests. The result is, if possible, worse in the case of a home in which there are no children. From a "humdrum" home a really live man will fly as a matter of course. Only a "humdrum" man can stand much an environment.

"No," I thought, "never in my whole married life have I found my home 'humdrum.' It has been too interesting, too stimulating; there has been always so much more than I could do well. Every minute has been interesting, calling upon me for all there was of me, not only physically, but mentally as well." And I went on talking to myself as my fingers worked over the "Scultetus" bandages.

Let me go back to the simplest form of home-making—that of a single couple, keeping house in a modest way without a servant. If that little wife does her own cooking and housework, she will of course study the best ways of doing everything. She will regard herself as engaged in a profession of the highest importance, every detail of which is subject to improvement. She will, for example, collect systematically and intelligently the best recipes, write them neatly on cards, and keep them in a suitable box. She can get both cards and box, made for that special purpose, from any up-to-date stationer. She will constantly be substituting new and better ones and discarding the old. She will buy occasionally a good cook-book will devote herself to the study of food values and kitchen chemistry and hygiene. She will know why and how yeast and baking powder do their indispensable work; understand the relation between soda and acids, the philosophy and composition of soap, the best way to clean windows, the care of furniture, silver, glass, hardwood floors, rugs, curtains, textiles, laundry work, plumbing, household sanitation, conservation of clothing. She will work out a system of household accounting, systematize her purchasing, and make the family dollar really tell for a hundred cents' worth. All that takes interest, initiative, conscience, brains.

It is to be hoped that she will be looking forward to motherhood, learning all she can about the function as it concerns herself, about babies' welfare, feeding and clothing mental training. If she has the op-

portunity and is wise, she will get acquainted with some competent kindergarten, and will ask her to suggest and, if possible, to read with her some of Froebel's "Mother Plays" and other books in that field—preparing herself to be the best possible mother, the greatest profession on earth.

And if she have children of her own, she will be pursuing even more keenly the study of the mother's profession, learning what the wise educators say about all the intensely interesting problems of child life, keeping in closest touch with the children themselves, eagerly welcoming and co-operating in every manifestation of new interest, looking up in books and otherwise the answers to their myriad questions, guiding their physical and mental development, vigilant to understand them and their problems as they arise. And all the time she will be trying to keep up with the larger interests of her husband's life, for his sake and for her own.

A big job? Of course it is! "There unto were ye called!" But the wise mother will not allow her housework to get on top of her and crush her; she will remain superior to it. She will have and enjoy outside interests and activities, including the Red Cross. She will never allow her mind to get shut or stagnant. An open mind perpetuates youth. How in the world can a woman confess such a failure at her chief business as to say that her home life is "humdrum?" If it is, whose fault is it?

Prudence Bradish.

Be careful about the use of the superlative in describing your goods. Everything cannot be the best, the greatest value, the most satisfactory, the grandest and the finest. People don't care so much about the best as long as it is good enough.



Genuine War Economy

Many of the new war desserts are so delightful when flavored with Mapleine, that they have become permanent articles of American diet.

Crescent Mapleine

Order of your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago. (M-211)

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



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

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

Sales Simplicity

The selling of

Fleischmann's Yeast

is so easy and simple. Nothing to cut, weigh, measure, or wrap up.

And the yeast, always fresh and strong, gives unfailing satisfaction to your customers.

THE FLEISCHMANN CO.



Anchor Your Trade to A Good Line of Shoes

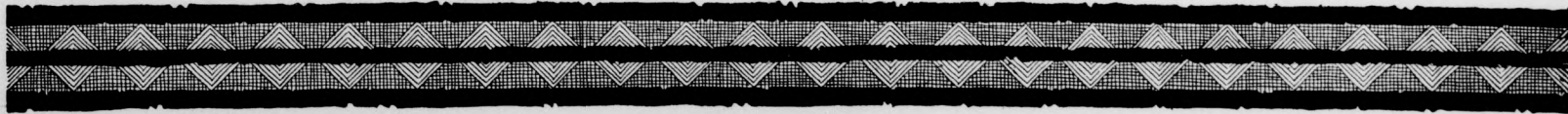
DON'T let your customers be blown this way and that by every passing "bargain" wind. Don't let them drift away from you in search of lower prices.

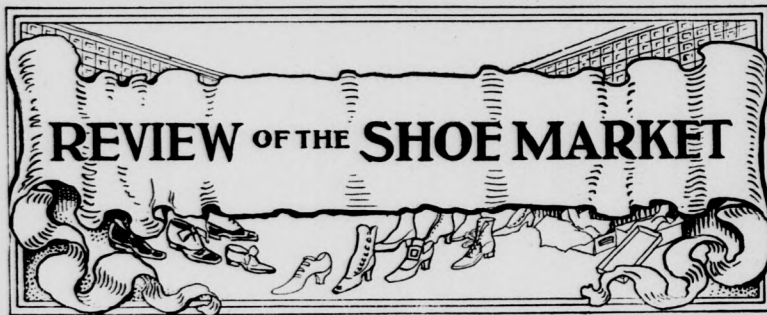
The surest way to hold your trade—to build new trade—is to stick to a line of thoroughly good, dependable shoes—a line with a name and a reputation behind it.

It's much easier to sell shoes on quality than it is on price. If you handle MAYER HONORBILT SHOES you can talk quality, because you know and your customers know the quality is there. MAYER quality has been proved by the test of time.

Send for catalog.

F. Mayer Boot & Shoe Co.
Milwaukee Wisconsin





Footwear For Brides and June Graduates.

Written for the Tradesman.

The month of June is an ideal time of the year in many ways, and it ought to be a period of rather more than ordinary prosperity for the retail shoe dealer.

It is said, I believe, that more marriages are solemnized during this month than any other during the entire year; and the acceleration of the schedule of troop movements will doubtless have a tendency to aid and abet the work of Dan Cupid.

As a matter of fact the report comes that the boys in many of the training camps are standing in line to get marriage licenses, so that the usual quota of June brides in civilian life will be vastly augmented by war brides.

But the bride, whether civilian or war, is entitled to a pretty wedding. And a pretty wedding means pretty clothes. And this includes pretty shoes.

There should be a heavy demand for pumps and oxfords in white fabrics, soft gunmetal and tans or grays. In spite of the tremendous emphasis now being placed on war goods of all kinds, the resourcefulness of American shoe manufacturers are able to meet the demands for pretty and attractive footwear for women.

The average dealer has doubtless in stock many shoes suitable for June brides.

It is up to him to make a noise about them commensurate with their attractiveness.

Pretty window trims help.

Ditto advertising in the newspapers.

To this end also will be found effective nifty and original window cards.

I know of one dealer in women's footwear who tries to create the impression—and evidently not without profit to himself—that his store is the shopping center for young women contemplating matrimony.

Graduation Footwear.

During the month of June schools and colleges throughout the land observe their annual graduation exercises.

It is a proud and happy time for the young people of both sexes who have completed their period of special training.

They have arrived at the flood tide of their life when all the future is bright with promise and anticipation.

And now, in the presence of their family and friends and neighbors, they are going to receive their certifi-

cate or diploma showing that the work they have undertaken has been successfully completed.

There will be speech-making, music, flowers, congratulations, and all and sundry of the features and sentiments associated with graduation since the time when the memory of man runneth not to the contrary.

And the people—especially the graduates themselves—will dress faultlessly for the occasion.

The boys will wear their new suits bought expressly for the occasion. And the girls will wear their pretty new dresses.

And both boys and girls will require new footwear to go with their finery.

The boys will wear patent leather shoes or oxfords. Of the latter, dark leather in such as gunmetal or patent is preferable on strictly dress considerations; but many of more practical bent will no doubt wear Russian tan or cordovan colored low-cuts. They will be of more service for subsequent wear.

The girl graduate will doubtless prefer white pumps or oxfords.

The materials available include buck, nubuck and fabrics of various kinds.

HARNESS OUR OWN MAKE Hand or Machine Made

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

SHERWOOD HALL CO., LTD.
Ionia Ave. and Louis St. Grand Rapids, Michigan

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.

INTER-INSURANCE EXCHANGE
of the
MICHIGAN AUTOMOBILE OWNERS
221 Houseman Bldg., Grand Rapids, Mich.

TAKING INVENTORY

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

Summer Cottage For Sale

Two-story frame summer home at Traverse Point, adjoining Nehtawanta. Fully furnished. Running water in sink and toilet. Only a mile from Marion Island, recently purchased by Henry Ford. Will exchange for Grand Rapids City or suburban property.

E. A. STOWE, Grand Rapids.

Attention!



Buyers' Week in Grand Rapids June 24 to 29, 1918

Merchandise, Information and Recreation will be combined to make this week a profitable one to you.

The R. K. L. Co. will specialize on seasonable shoes at *Special Prices*.

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.

It is a good time also to stimulate a demand for pretty buckles.

Along with the shoes you should sell also some reliable cleaning preparations.

Graduation footwear doesn't look the part unless it is kept scrupulously clean; and one can't keep it clean without the frequent use of cleaning preparations.

Especially is this true of white footwear.

The clerk who can't sell white cleaning materials to a customer who has just bought a pair of white pumps or oxfords couldn't sell hot cakes at a country fair.

As a rule all you have to do is just slyly or ingratiatingly suggest the propriety of such purchase, and the trick is turned.

If your store carries among its subsidiary stocks silk hosiery, you have this month another big opportunity which should not be overlooked.

White Season Under Way.

Speaking about June brides and June graduates, reminds the writer that many shoe dealers in widely separated sections of the country are just now quite optimistic about the white shoe situation.

They report an active demand for this class of footwear. In some sections it is due apparently to the steady hot weather that began the latter part of May, in other places it seems to be spontaneous.

White nile cloth in pumps and oxfords, and white canvas oxford ties are going strong.

For years the writer has been an enthusiastic advocate of white footwear for hot weather.

It is cool and comfortable both for men and women, goes with almost anything one wishes to wear—especially for afternoon and evening wear—and is thoroughly practical.

This year there is an additional argument in favor of white footwear. Its use generally will help to conserve other materials—especially heavier upper stock for work shoes and army footwear.

White shoes are made chiefly of fabrics, although some light, soft leather is also used. But the latter is too open for the more exacting requirements such as must be met in the workingman's or the soldier's shoe. Its use therefore makes very little difference.

The man or woman, or boy or girl, who this summer wears a pair of white shoes will help just that much in conserving the leather supply. And so, on strictly conservative or patriotic grounds, the sale of white low-cuts should be pushed to the limit.

Many dealers throughout the country are so doing; and, as intimated above, are meeting with flattering results.

Cid McKay.

Good Sales Argument.

When the customer has examined the merchandise and is apparently satisfied with the style and quality, but believes that something at a lower price will answer his purpose, there is usually a way to convince him that your goods will be the cheapest in the end.

Here is a forceful argument for quality hardware, even though the price is higher than the customer intended to pay: "When they are new and bright, tools made of soft or poor steel look very much like tools of the best hardened steel, and it is only when you begin to use them that you discover the difference.

"We could buy tools for about half what we pay for these, and if you wanted to use them only for a day or two, they might answer your purpose. But we care more for your good will than we do for your dollars, and unless we can sell you something which we know will prove satisfactory, we would rather not make a sale.

"When you buy a pocket knife you want one with blades that will 'take an edge' and will stay sharp. You know that the handsomest handle is often fitted with a poorly-tempered, worthless blade. It is the same way with other hardware. These tools which I am showing you will give you real service, and will keep on giving you service long after cheaper tools would be thrown away."

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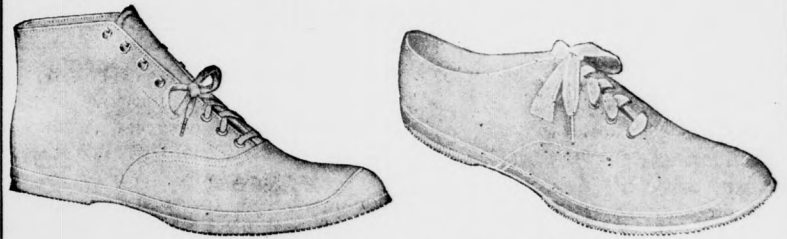
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Women's White Canvas Oxfords and pumps, Turns and McKays, A to D, at \$1.40 to \$2.00.

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- 3546—5 eyelet Ox low covered heel turn \$1.90.
- 3547—Sq. throat pump low covered heel turn \$1.75.
- 3526—Pump Enamel edge and heel McKay \$1.40.

Hirth-Krause Company

Shoe Manufacturers

Grand Rapids, Michigan



Necessity For Prompt Action on New Taxation.

Written for the Tradesman.

President Wilson has thrown the spotlight of publicity on the supposed fly in the ointment of the general business situation—the taxation question—and it is found to not be as terrible an insect as was supposed. His address to Congress indicates that new taxation will be laid early and fairly and clearly. Debate on the question as to whether there will be summer Congressional action is concluded. Prompt action urged by the President is welcomed, so the country can know what it has to face and can adjust its business affairs so as to meet the burden with as little disturbance as possible. We all know we must win this war. To do this we must foot the bills; foot them willingly and cheerfully when the burden is equitably distributed. The President spoke truly when he said that "stark naked" duty comes before any dog day discomfort and that the Nation will not resent heavy taxes if they be just. One can imagine the sigh of relief given by the general business interests of the country when he stated his wish that the heaviest of the burden shall rest upon excessive war profits; that there is much profiteering that cannot be reached through conscience and must be reached materially through taxation. The Commander and Chief has spoken, Congress obeys, not the "personal" orders of the executive but the logical and common sense of the head of the Nation who says, "Politics is adjourned."

The duty of Congress, irrespective of climatic or political thermometers, is to begin at once the most accurate possible budget of war needs, and to unite with it a clarification in the process of revision that will largely eliminate the inequalities and confusion which formed so large a part of the administration of the present law. Here is a splendid opportunity for members of Congress to take a dictionary, use common sense and frame a bill that, when it becomes law, can be understood by the man in the street. As a financial authority says: Congress must, with the Treasury collaboration, cut the cloth as intelligently and liberally as possible. As the President said, "Additional revenues must manifestly be provided for, for it would be a most unsound policy to raise too large a proportion of them by loans." Wisely he stated that Congress cannot in fairness wait until the end of the fiscal year is at hand to apprise the people of the taxes they must pay on their earnings of the present year. He crystallized the situation with plain language. There is little if any doubt

that Congress will see to it that the program he outlined is carried out.

If the country were to run into a fourth Liberty Loan next fall and at the same time have tax increase uncertainties to face, the situation might be fraught with disaster, but if the people of this country know beforehand exactly what is in prospect, the way will be clear and business will quickly adjust itself to new conditions. And undisturbed state of business is an asset we cannot afford to destroy and, as the President said, politics must be adjourned to preserve it.

That war taxes, purchases of Liberty bonds and Red Cross contributions have not yet more than scratched the surface of the Nation's capital wealth is evident from the great demand for the new farm war bonds bearing 5 per cent. interest. These bonds have been placed upon the market at 101 to yield the investor $4\frac{3}{4}$ per cent., and when placed upon the market brought in a heavy demand from capitalists with large incomes which are subject to the super-tax because the bonds are free from taxes in all states and exempt from Federal taxation. The bonds are being issued under the direction of the Farm Loan Board and are obligations of the twelve regional Farm Loan Banks, all of which are ultimately liable for the ultimate payment of the bonds issued by each and every Farm Loan Bank. The bonds mature in 1938 and are subject to redemption in 1923. They are secured by deposit of an equal amount of Federal Farm Loan bonds, or first mortgages on farm lands cultivated by the owners, and no single farm loan can be made in excess of \$10,000.

It is interesting to note that in the freight rate increases decreed by Director General of Railroads McAdoo are included in the 25 per cent. increase except commodities of which there is a heavy movements. On these, advance will be made by adding certain amounts to all rates or by fixing specifically the new rates which shall apply. Following are the heavy commodities affected and advances thereon: Coal from 15 to 50 cents per ton; coke from 15 to 75 cents per ton; iron ore, 30 cents per ton; stone for building purposes, 2 cents per 100 pounds; stone for road work and gravel, 1 cent per ton; brick, cement and plaster, 2 cents per 100 pounds; lime, $\frac{1}{2}$ cent per 100 lbs; lumber 25 per cent. but not more than 5 cents per 100 pounds; grain, flour and other mill products, an average of 25 per cent., but not more than 6 cents per 100 pounds; cotton, 15 cents per 100 pounds; live stock, 25 per cent. but not more than 4 cents per 100 pounds; sugar 25 per cent., except to points in the Middle States—rates from different sugar pro-

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MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

ducing sections will be maintained on present relationship. Copper bullion and smelter products will be advanced approximately \$6.50 per ton from the Rocky Mountain and Pacific Coast states to the Atlantic seaboard. Provision is made for an appeal to the Interstate Commerce Commission where rates are considered unreasonable. During the Federal control of the railroads Congress has provided that the President may initiate rates whenever the public interest demands it. This power, in accordance with the law, by proclamation was transferred to Director General McAdoo, and it is under this authority Mr. McAdoo has made the advances in rates.

It is stated that Henry Ford at his farm tractor plant is turning out 125 tractors per day and that in a short time the daily output will reach 300. He is said to have spent \$2,000,000 in perfecting his new tractor. It is understood an assembling plant will be established somewhere in the British Isles to take care of the Allies' demand. So far as the demand in the United States is concerned, Mr. Ford has decreed that tractors shall be apportioned to the states according to their needs for farming purposes, and at a price equal only to the cost of production. He will not place this tractor among his earning products until the war is over and has so notified his dealers.

Paul Leake.

The Poor Little Rich Bill.

"Who are you?" our editor said yesterday, when a sick looking stranger appeared before him. "You look a bit familiar, although I'm sure I haven't seen you for some time."

"I'm A. Dollar Bill," the stranger weakly answered.

"Oh—pleased to recognize you, Dollar Bill," cordially beamed our editor, holding out his hand. "You look a bit weak, old friend. What's the matter."

"I'm not the same Bill I used to be," mournfully said the visitor. "I can only do about half the work I used to do before the war."

"Pretty tough," our editor reflected. "Have you been to see the Doctor?"

"I went to see Dr. McAdoo," answered Bill, "and he told me that I'll never get my strength back until after the war. He said I ought to gain at least 25c or 30c in weight then. In the meantime, he said, I ought to have a rest, and my owner ought to lay me aside against the day when I will be worth more."

"That isn't a bad idea," observed our editor.

"I know," continued Bill, "that some of us Bills must go for food and clothing, no matter how weak we get. But there are lots of us that are going for luxuries and things that our owners don't really need. The fast times are killing us. I thought if I called it to your attention, you might say a word for us. Doctor McAdoo said a dose of publicity would help me. Now, of course, I don't want people to put me in a sock or behind the clock case until the Huns are defeated. My value will increase by investing me in absolute safety."

"How for instance?" asked our editor, sympathetically.

"If you take four of us and add 16c to us this month, making \$4.16 in all, you can buy a War Savings Stamp from Uncle Sam that will make me worth exactly \$5.00 cash to you on January 1, 1923, and worth even more when you consider how much more \$5.00 will buy then than now. There is nothing imaginary or theoretical about it, either. We Dollar Bills are valuable only because we can buy things people want. I am more valuable when I can buy more of those things than when I can buy less of them. And Uncle Sam will gain while you gain. He will have the use of your money when he sorely needs it, and believe me, he needs it. And I, Mr. Dollar Bill, will have the patriotic feeling that we have worked together for victory."

"Bill, you know what you are talking about!" exclaimed our editor. "Everybody ought to follow your advice."

Gladys Schuster.

Check Is Not Always a Receipt.

Many merchants when paying a bill by check are under the impression that the cancelled check will act as a receipt and be accepted in court as proof that the indebtedness has been paid. This is erroneous, as was determined by a court decision where the drawer of the check had to pay the account again. It developed that nothing appeared either on the check or the stub to show for what purpose the check was given.

The easiest way for a retailer to protect himself when paying by check is to indicate on the face of the check the amount and date of the invoices in payment of which it is given, or if given as payment on account it is merely necessary to write the words "on account."

With such additions there is little likelihood that retailers will be made to pay invoices twice or be harassed by a law suit.

A Practical Test of Porklessness.

On a porkless day recently local Federal Food Administration officials in Los Angeles visited fifty-five retail stores in that city and endeavored to purchase pork products. The test was made under conditions which would probably have induced sales from any merchant willing to violate the regulations, but in not a single instance was it possible to obtain pork in any form. A second test, made with more than one hundred stores, gave the same results. In some cases merchants gave names of dealers who were reported to be violating the rule, but no case was found even here, and such reports were attributed to consumers who, unwilling to abide by the regulations, had falsified conditions in the hope of getting dealers to sell pork.

Malapropos.

"You ask my hand in marriage. Aren't you rather ambitious?"

"Yes, but I always did strive for big things."

From that moment his case was hopeless.

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 LOOSE LEAF SPECIALISTS
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the importance of which is not always fully appreciated, is rendered by practically all the Public Utility Companies. Without the light, heat, power or transportation furnished by Public Utilities, the present activities of the United States would be seriously curtailed.

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The Bank as an Upbuilder of the Community.

Some twenty years ago, at the instance of the Comptroller of the Currency, I addressed a communication to the county officials of every county in Virginia, for the purpose of securing the history of the banking business in each county. Up to that time, many of the counties in the State had never had banking institutions in them, and from one of the clerks of the court I received a reply, substantially as follows:

"We thank the Lord that we have never been cursed with an institution of this character, and we pray that we never will have a bank located in this section."

It was hardly conceivable, even at that time, that there were living, people who had such small appreciation of the real usefulness of banks. The laxity of the State banking laws, and the bad financial system of our Government, on account of which we had a severe money stringency every year, which culminated every few years in a panic with its attendant bank failures and heavy losses to depositors, had prejudiced the public, particularly in rural sections, against banks. Happily, this condition has been largely overcome by the improvement of our National banking and currency laws, and by the passage of laws by the various states, which have greatly improved the State banking systems. Larger capital requirements of state banks; double liability of shareholders; regular examinations; distribution of loans; restrictions as to directors' and officers' liabilities; reserve requirements; limitations as to dividends, and the requirement to charge off bad debts, are some of the features which have strengthened the State banking system.

These features were contained in the National Banking Act, but the capital requirements were such that only in the past few years could small National banks be organized, and the troubles of the small state banks were reflected by the general distrust of the banking business, particularly in small communities. With improvement in the laws, the public has been more willing to invest money in the shares of banks, and to entrust funds with the banks.

The bank acting as a central reservoir for the accumulation of the money of the community must be the distributor of those funds, and as the amount accumulates in the reservoir, so must the distributing system be looked after, and the greatest possible results must be obtained from the use of these funds. In other words, the goods must be sold and the stock turned over at frequent intervals, if the business prospers. If the stock of money on hand increases beyond the normal requirements, opportunities must be sought for its employment, and the bankers must encourage the upbuilding of the community, or seek outside investments for his funds; and if the demand of the community is such as to require more funds than the community furnishes, it is the banker's duty to adopt ways and means to provide funds suf-

ficient to keep the business activities of the community at maximum efficiency.

The general attitude of the people in reference to the development of business enterprises, and the commercial progress of a community is almost invariably just what the bank or banks of that community make it.

A moment's reflection upon the part of the reader may recall the instances of communities that had remained dormant commercially for years, and almost immediately awakened to new life upon the organization of a new banking institution, or the change in management of an old one.

The officers and directors of banks are the prominent commercial men in the community, and the attitude they take in reference to all public matters is generally that of leadership. It is not the business of commercial banking institutions to furnish capital for the development or promotion of enterprises. There are ways and means, however, by which banks can, with perfect safety and conservative management, encourage and assist in the upbuilding of such enterprise. It is the duty and obligation of every bank to use the funds of the people entrusted to it, in a manner which will render the greatest good to the people of that section from which the bank derives its support.

In the case of small communities, where competition does not protect the customer, the bank should be satisfied with reasonable profits, so that the burdens placed upon business will not be so heavy as to prevent its development, and the laws of the several states should be so amended as to prevent excessive burdens in the matter of interest rates, exchange, commissions, etc. Many bankers look upon their obligations to their community as a sacred trust, and themselves largely as public servants. This attitude with reasonable consideration for the interest of the shareholders, is one which never fails to bring large returns to the people in the upbuilding of the community, and such a policy invariably redounds to the benefit of the banks in that community. Oliver J. Sands.

Nearly \$150,000,000 given to the Red Cross, which asked for \$100,000,000, constitutes a magnificent achievement of warm-hearted American philanthropy. To raise so great a sum—especially just at this time—might have seemed impossible. But the Red Cross managers took counsel, not of their fears, but of their hopes, and of their faith in their fellow citizens. The result is their vindication, as it is also a testimony to the courage and ingenuity and incessant labor of those who conceived and carried out the campaign. Newspapers which did all they could to urge large and repeated giving to the Red Cross would be ungracious if they did not utter at least a word of acknowledgment for the splendid response.

No Chance.

"Dear, do you love me still?"
"How can I tell, my love, until I've seen you that way?"

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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.

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FEDERAL FARM LOAN BONDS

SUPPLY FUNDS TO FINANCE FARMERS

The Federal Farm Loan Act has these big, vital, national purposes:

- To provide capital for agricultural development.
- To create standard forms of investment based upon farm mortgage.
- To equalize rates of interest upon farm loans.
- To furnish a market for United States bonds.
- To create depositories and financial agents for the Government.

IN CARRYING out these purposes Federal Farm Loan Bonds offer safe and sound long term investments for the thrifty, based on the assembled farm mortgages of America; increase farm production, and make it easier for farm tenants to buy and own farms.

Federal Farm Loan Bonds are issued by twelve regional Federal Land Banks. These banks and the entire system are examined, supervised and operated by the Federal Farm Loan Board, a bureau of the Treasury Department at Washington. Every Federal Loan Bond is the obligation of the Federal Land Bank which issues it, and also of all the other eleven Federal Land Banks. Every Federal Farm Loan Bond is based upon massed and aggregated farm mortgages pledged as security. No mortgage is made for more than fifty per cent. of the value of the farm as fixed by a Federal Land Bank Appraiser appointed by the Federal Farm Loan Board in Washington. The Treasury motto on farm loans is "safety first."

All loans are made through co-operative organizations of farm borrowers, termed National Farm Loan Associations, very similar in character to city building and loan associations. Each mortgage is guaranteed by the Association. In addition to the security of the farms themselves, each mortgage is backed by the resources of all the twelve Federal Land Banks, including a cash subscription by each association to the stock of the Land Bank equal to five per cent. of all loans, and in addition thereto there is a five per cent. double liability on the part of the borrowers. No farm loan security has ever been offered so strengthened and buttressed by Government inspection and control, and such adequate resources back of the obligations.

Federal Farm Loan Bonds bear five per cent. interest, payable semi-annually, May and November, and, in the language of the Federal Farm Loan Act, "shall be deemed and held to be instrumentalities of the Government of the United States, and as such they and the income derived therefrom shall be exempt from Federal, State, Municipal and local taxation." It will be noted that this exemption is complete. Interest on these bonds need not be included in income tax returns. These bonds are issued in denominations of \$25, \$50, \$100, \$500 and \$1,000 and in either coupon or registered form. They are due in twenty years and redeemable after five years.

The buying of Federal Farm Loan Bonds is not a profitable transaction but is a patriotic act. This system enables the small farmer to borrow money on terms as favorable as the large farmer. For the first time in the history of American agriculture the farmer, through the issue of Federal Farm Loan Bonds, is enabled to secure the capital which he has so badly needed.

All mortgages issued under this Act are paid off in installments, so that with every interest payment there is paid an installment of the principal, and when the last interest payment is made the mortgage is extinguished. Each mortgage grows smaller year by year and the security is to that extent rendered greater. The standard form of mortgage now prevailing runs for thirty-five years, and the first effect of the taking out of a mortgage in the Federal Farm Loan System is to put the

Springfield, Mass. Louisville, Ky.
Baltimore, Md. New Orleans, La.
Columbia, S. C. St. Louis, Mo.

This space contributed by
Truman H. Newberry
of Detroit

farmer in easier circumstances so as to enable him to extend his operations, become a greater producer, buy more machinery, intensify his farming, supply himself with livestock, and otherwise take a stronger financial position. He becomes a better customer of the bank, of the store, and of the manufacturer.

Money is loaned under this system only for certain specific purposes, all connected with the development of agriculture. Land owners who rent their farms out can not borrow under the Act. The financial pressure of the system is exerted always in the direction of strengthening the position of the actual farmer as against the landlord. Loans may be made for the following purposes and for no other:

- To provide for the purchase of land for agricultural uses.
- To provide for the purchase of equipment, fertilizers and live-stock.
- To provide buildings and for the improvement of farm lands.
- To liquidate certain outstanding indebtedness of the farmer.

Such operations as the provision of necessary buildings, machinery, seeds, clearing, tiling, draining, fencing, etc., are carried on by farmers borrowing under this system on a large scale, and always with increased farm efficiency in view. The farmer who has financed himself through a Federal Farm Loan mortgage is at once relieved of anxiety as to the falling due of his mortgage. He knows exactly what he can do for thirty-five years in the future. The interest rate to him at present is five and one-half per cent. per annum, plus a one per cent. amortization charge, so that by the payment of six and one-half per cent. per annum his loan is extinguished in thirty-five years.

Lack of capital and lack of skilled, reliable labor are the two greatest drawbacks to agricultural progress. Federal Farm Loan Bonds are doing their part to remove both these obstacles. With sufficient capital, labor-saving machinery and up-to-date equipment, will come a great increase in the farmers' productive power.

Whatever increases the earning power of the farmers of your community directly contributes to your own prosperity. The Federal Farm Loan System then is your affair as it is that of every American citizen. Put your shoulder to the wheel and start the sale of Farm Loan Bonds in your community. Buy as many yourself as you can afford and talk them to your friends and neighbors.

Federal Farm Loan Bonds are printed in the Bureau of Engraving and Printing in Washington, and have the same protection against counterfeiting that is enjoyed by the currency in your pocketbook.

In the language of the Farm Loan Act, Federal Farm Loan Bonds "shall be a lawful investment for all fiduciary and trust funds and may be accepted as security for all public deposits." You can offer your banker no better collateral.

You can buy Federal Farm Loan Bonds at 101 and accrued interest. Order through any bank, trust company, broker or express agent, or write to any one of the twelve Federal Land Banks:

St. Paul, Minn. Houston, Texas.
Omaha, Nebr. Berkeley, Calif.
Wichita, Kans. Spokane, Wash.

or address

FEDERAL FARM LOAN BOARD
Treasury Department
WASHINGTON, D. C.



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 Next Grand Council Meeting—Jackson.

Maine Man Whose Death Was Greatly Exaggerated.

Gilman's Corner and Haddock's Mills ain't the only places in Maine that have had some excitement this winter. A mighty strange thing happened in North Seboomok that started away back last fall.

It seems that Life Runnels got up early one morning and got out his old army rifle and went to greasing it before the open fire. Sarah, his wife, heard him click the hammer and she got right up in bed and saw him squinting along the barrel.

She screamed like a wildcat, but, of course, was more scared than hurt. She asked Life what in the name of the Lord Harry he was trying to do and he said he hadn't been hunting for forty years and now he was going.

She told him he couldn't go and he allowed that if she should watch him she would see whether he would or not. He picked up a snack of breakfast, put some doughnuts in his pocket and started out across the pasture into the woods.

It was a bang-up day, with a light snow on the ground, and before Life realized it he could tell by the hollow feeling in his stomach that it was noon.

He sat down on a log and began eating a doughnut. While he was munching away he heard the bushes crackle and he looked up and saw a big bull moose coming along toward him.

Life had left his rifle leaning against a tree, so he scooped down on his hands and knees and crawled along after it. The moose didn't wait for him, and when he got the rifle the moose was gone.

He followed along on the tracks, howsoever, and after a while came out into a little opening in the woods.

Now old Sarah was so mad when Life went hunting after all she had said that she wouldn't get up until after 10 o'clock. She ate a little dinner and went to hooking a rug with a white dove of peace in the center. She didn't soften up enough to let the cat in until along toward night.

After waiting quite a spell Sarah

put a shawl over her head and went over to Lem Perkins's—her nearest neighbor. Lem was milking, but he cheered Sarah up by saying that he guessed Life would drift back in time, as such ones almost always do.

Howsoever, after milking, Lem and the hired man went back home with Sarah and fired Life's woodchuck gun a few times and built a bonfire, but none of them things fetched Life.

The next morning Perkins and the hired man took Life's tracks and followed them as far as a tree in the opening. There the tracks stopped.

Life's gun was standing against the tree, and one mitten was laying in the snow. Next day everybody from South Seboomok to Bowerbank was hunting for Life and talking about the mystery.

Sarah is one of the pillars of the Seventh Day church and has been expecting the end of the world for quite a spell back, and when she heard about the tracks ending up a tree she said Life had been took.

Nothing would do but she must have a funeral for him, so she had one. All North Seboomok turned out—that is, everybody except Life. Right in the midst of the services, though, Life walked into the stable and scared Perkins's hired man so bad that he jumped up and hit his head against a beam and made a knob on it that's there yet.

The hired man told Life it was a surprise party and they were waiting for him inside. So Life he climbed up the back stairs, put on his best bib and tucker, and goes down and walks right into his own funeral, with Elder Leech preaching the funeral sermon.

It ain't wise to print just what happened, but Life broke up the funeral all right and wound up by hitching Lizzie, the old white mare, and carrying the singers home.

About a week ago Life was down in front of Jeff Peal's store, and Elder Leech went up and asked him if he hadn't forgot something. Life counted the strings on his fingers and said he guessed he hadn't.

Then the elder said he hadn't never got any pay for preaching the funeral sermon. Life said he cal'lated that he wouldn't pay for his funeral sermon until he was dead.

The elder said he didn't care whether Life was dead or not; he preached the sermon and he wanted the money. The upshot of the whole matter was that the elder has sued Life for the price of the sermon.

The case comes off next week before Silas Judkins, Justice of the Peace. Silas says he has already looked

through the Revised Statutes of nine states without finding anything to cover the point.

The town is pretty well heated up over the coming trial, but the heft of the betting seems to be on the elder.

It wasn't until he come to argue the case with the elder that Life told how he happened to get took.

It seems that while he was following the moose he heard somebody holler up over his head. He looked up and there was a balloon coming along dragging an anchor. The anchor caught in the tree and they hollered to Life to come up and set them going again.

Life done so, but the anchor caught in the back part of his trousers and he was carried off over the landscape. Life says he thinks he rode about 200 miles for nothing.—Boston Globe.

It would not be a bad idea if traitors at home were not permitted to see the American flag except through iron bars.

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

OCCIDENTAL HOTEL

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

TAKE THE BOAT TO CHICAGO

Goodrich Steamship Lines
and
Muskegon Interurban Ry.
Sunday—Wednesday—Friday
7:05 P. M.

\$3.00 ONE WAY \$5.75 ROUND TRIP

Tickets Sold to All Points
INTERURBAN STATION
162 N. Ottawa Ave

Goodrich City Office
127 Pearl St., N. W.
Ocean Steamship Agency

CODY HOTEL



IN THE HEART OF THE CITY
Division and Fulton

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

CODY CAFETERIA IN CONNECTION

New Hotel Mertens

GRAND RAPIDS

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

Union Station



75 Steps East

Fire Proof

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, June 3—The Game Warden has been making a tour of inspection, fining two of our local dealers \$25 each for having immature fish in their possession. The fish were under the minimum weight of 1 pound 10 ounces. This is hard luck, especially when fish are high and scarce to get, but every little helps in the high cost of living.

Thomas Payne, well-known meat cutter, has accepted a position with John Salo, the Ashmun street merchant. Mr. Payne will take charge of the meat department and will be a valuable asset to the enterprising proprietor of the newly opened store.

The Soo was the scene of some excitement last week when two soldiers broke into Vigent's curio store and secured a number of guns and ammunition and other things which would be useful for service later. After a long chase, they were captured and landed in the prison at Fort Brady. They were chained and allowed to work on the lawn under guard. Through some hook or crook they succeeded in disarming the guard and tied him to a tree, relieving him of his wrist watch, taking out the main spring which they used as a key to unlock the iron chain which was attached to their feet, and made their second get away in broad daylight. It looked for a while as if they had disappeared, but every road crossing and avenue of escape was soon covered, and they were captured Saturday only a few miles from the Soo in the country where they were sojourning in a small shack, dressed in civilian clothes. A farmer who saw the men phoned to the officers here and the men were taken without difficulty. This is a serious offense and in all probability will mean imprisonment until after the war.

The Soo loses her first victim of the war in the person of Russell Thompsett, of the 107th Engineers, who died in France of pneumonia April 8.

We are pleased to note that our esteemed townsman, Chase S. Osborn, was tendered the chairmanship of the committee on relationship with Canada which was tendered to him by A. B. Parker, Chairman of Sulgrave Institution, which position was accepted by Mr. Osborn. This will make friendly feelings between the United States and Canada and prevent misunderstandings. No better selection could have been made and the Soo justly feels proud of the selection.

Report has just reached the Soo of a terrible accident at the Bartlett Lumber Co., at Shelldrake, where one of the boilers exploded, killing five men and wounding fourteen or fifteen more. The launch Nippising left Sunday night for Shelldrake to bring back the remains and the wounded, the latter to be placed in the Soo hospital. This is the second explosion in the Bartlett mill, casting a gloom in this section of the State.

R. E. Endress has resigned his position with the Booth Fish Co., after a continued service of about twenty-five years. Mr. Endress has not as yet made mention of what his future plans might be, but it is hoped that he will remain at the Soo, where he has made many friends during his residence here.

M. D. Morrish, druggist, attended the Shriners' convention at Grand Rapids last week.

Dr. and Mrs. J. A. Ferguson arrived home last week from Florida, where they have been spending the winter.

Otto Cummings, book-keeper for the First National Bank, has resigned that position to accept one as assistant manager in the Woolworth store.

Rev. J. A. Kennedy, of Lansing, paid the Soo a visit last week en route to his summer cottage at Garden River. Mr. Kennedy has many friends here who were more than pleased to see him

and listen to his usual witty remarks which have made him famous around the Soo.

We still have something to be thankful for here, as the street car company has not raised the fare to 6 cents, as is the case in St. Louis, Mo.

George Freedman arrived here last week from Detroit to accept a position as window trimmer at the Leader. Mr. Freedman left the Soo a few years ago for Detroit, but has come to the conclusion that the good old Soo is good enough for him.

We were pleased to learn that the D., S. S. & A. Railway had been advanced \$240,000 by the Federal Railroad Commission for improvements on its tracks and roads. This will make us feel somewhat better, when we are obliged to pay additional for traveling over this splendid piece of road.

Mr. and Mrs. George L. LeFleur, proprietors of the leading confectionery and soft drink parlors at Cedarville, returned home last week after spending a very delightful winter at St. Petersburg, Fla. Mr. LeFleur anticipates making numerous improvements in his store. He will be all ready for business when the tourist season opens, which will be in a very short time.

William G. Tapert.

Gabby Gleanings From Grand Rapids

Grand Rapids, June 4—The campaign launched by some of the hotel and saloon keepers of the State to secure an amendment to the present prohibitory law, permitting the sale of beer and light wines, will probably be abandoned, so far as the hotel men are concerned. Most of them are more than pleased over the turn affairs have taken and do not care to return to the whisky selling days and be branded as saloon keepers. Boyd Pantlind, for instance, says that the receipts over his bar at the Pantlind Hotel now average \$96 per day, which looks better to him than \$200 per day in the budge selling days.

Harold Sears, manager of the Grand Rapids Dry Goods Co., has rented the Amsden cottage, at Sylvan Beach, and will take possession of same next week.

H. L. Proper, Western Michigan representative for Burnham, Stoepel & Co., left for Detroit Monday to spend two or three days in the house.

John D. Martin has removed his wife from Blodgett hospital to the family residence on Henry avenue, where she will remain under the care of a trained nurse for a week or two.

The new passenger rates which go into effect June 10 will be a heavy blow to the traveling fraternity, which is already staggering under many unjust exactions and class discriminations. It was hoped that such an unfair method of increasing revenues would be avoided by the administration, but the opportunity of securing the 2,000,000 votes of the railway employes of the country was too attractive to be passed up.

D. D. Alton, the Fremont druggist, has received a cub bear from Joe Holbrook, a former resident of Fremont, who now lives in the Northern Peninsula. The little animal has been the source of a lot of amusement for the children of the city. Mr. Alton donated the bear of the Red Cross and it was auctioned off at considerable profit to that organization. It is expected that it will finally land in the possession of E. P. Monroe, the Muskegon correspondent of the Tradesman, who is probably the best authority on bears—both real and imaginary—of any man in the United States.

Eben N. Thorne, a leading dry goods salesman of Grand Rapids for ten years previous to 1901, died Monday at Kalamazoo. He is survived by his widow, who resides in Old Orchard, Maine, and one daughter, Mrs. Robert Wilson, of Hinsdale, Ill.

Frank E. Meredith, of Hudson, has gone to Cleveland, where he will take a position as traveling salesman for the George Worthington Hardware Co.

John D. Mangum, the Poo Bah of

the Upper Peninsula, is in the city for a day or two, calling on old friends and renewing acquaintances of the days of long ago. Mr. Mangum is being treated for stomach trouble at the Battle Creek sanitarium and goes back to that remedial institution this week for a second campaign which he expects will enable him to fully regain his strength.

Ned Carpenter had a fortunate accident while driving his Reo to his summer home on Gunn Lake one day last week. The knuckle of his steering gear broke while he was going at the rate of 15 miles per hour. He finally landed in a ditch, stopped by a sturdy tree which disputed the right of way. Mrs. Carpenter's head came in contact with the wind shield, but neither of the Carpenters suffered severe injury. Mr. Carpenter is driving another car for a week or two.

Sparks From the Electric City.

Muskegon, June 3—Having partially recovered from the shock of seeing the last jumble over my own name, I will try again. Several of my friends (?) have wanted me examined for my sanity.

The Hotel Shelby, Shelby, is being thoroughly overhauled and redecorated. A drinking fountain will be installed in the lobby and everything done possible to make the hotel more homelike. E. L. Peifer, who, by the way, is a thorough hotel man, says he will have the finest little hotel in Western Michigan when contemplated repairs are made.

The preparations for Muskegon's new shipyard are progressing fine.

Trout Lake is making arrangements to again have a tame bear, according to landlord Smith.

Battle Creek has the vilest class of eating houses I ever patronized. Every one should avoid them, if possible, as they are mostly filthy grafters.

Dispensers of the various anti-drunk refreshments now being dispensed say that the sale is greater than they ever had in beer and other intoxicants, but less loud talk and fewer headaches.

Unless some of the members of Muskegon Council come across and give me occasionally an item, this column will cease entirely. They are a fine lot of fellows, but are cheerful liars in this respect, as many of them who made promises have never come across with a single item.

Charles S. Koon, member of the Michigan State Board of Pharmacy, declares that druggists who handle liquor under the prohibition and Federal regulations in the future will do so only as an accommodation. He declares that under the restrictions drug stores cannot become "blind pigs," and even the larger drug stores cannot make enough money to pay for handling liquor under the new laws. It costs druggists \$41 in taxes and other expenses to handle liquor, says Mr. Koon, and he believes that stores cannot obtain enough business to pay these expenses. He says that in most cities druggists must unite and select one dealer to handle liquor for the entire city.

E. P. Monroe.

No great man needs a brass band.

NEWBERRY for United States Senator

Truman H. Newberry is a candidate for United States Senator. He is an American in real earnest. His service in the Spanish-American War, his record as Secretary of the Navy under President Roosevelt, and his present work as a commander in the Third Naval District, which includes the port of New York and the Brooklyn navy yard, mark him as a FIGHTER and DOER, capable and courageous.



Truman H. Newberry

continues to serve his country, standing for and by the government for the full prosecution of the war and leaving his campaign for Senator entirely in the hands of his friends. His two sons are enlisted in their country's service, too, one as a major in the

army, the other as an ensign in the navy.

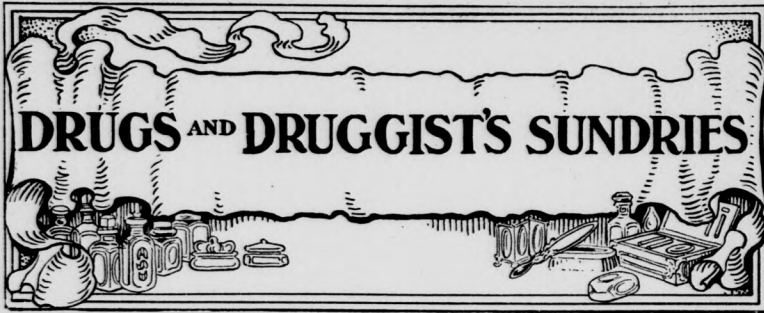
Truman Newberry is a worker. After he left college, he took hard knocks working with a construction gang on the old Detroit, Bay City & Alpena Railroad. He also sailed the Lakes and earned for himself a license as first-class pilot. HE IS A MAN'S MAN.

As Secretary of the Navy under President Roosevelt, he is credited with putting the navy in a state of preparedness, which has had much to do with its present efficiency.

"Fighting Bob" Evans said of him—"Truman H. Newberry is the greatest Secretary of the Navy the nation has ever had."

His ability and experience make him an ideal candidate for United States Senator.

Published by
The Newberry Senatorial Committee
A. A. Templeton, General Chairman
Paul H. King, Executive Chairman



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.

Novel Method of Advertising a Drug Store.

In a recent interview with an old customer, whom I chanced to meet on the street car, I was reminded by him of some very interesting and amusing events that occurred some years ago, when I planned to give publicity to my drug store in a novel manner—one that would be remembered for some months with decided advantages to ourselves. As we resided but a short distance from the grounds of the American Baseball Club of Philadelphia, where the famous "Athletics," managed by the skilled tactician "Connie" Mack, had their home grounds; and as the majority of the male members of the households in our vicinity were ardent "fans," I organized a baseball team, which was known as Apple's Tigers (or Pill Rollers). We sought contests with other teams in our immediate vicinity, which we assisted in assembling, with the result that rivalry soon ran very high, and interesting and amusing contests resulted—some of them resulting in very close scores; and very laughable exhibitions were given by some of the talent, which it is needless to say was purely amateur.

Amongst the opposing teams was one organized by the Congregational Church members, whose house of worship was only two squares distant from my drug store. They were known as the Congregational Crows.

I provided the grounds—that of the "Athletics"—the score cards and the paraphernalia needed by my team, and presented the entire proceeds of the games to the treasury of the church, which was very gratefully received and was the topic of considerable favorable discussion for months after the games were played. Incidentally I will state that I do not attend services at this church, hence it was appreciated all the more by the members. As the games were announced from the pulpit—prior to the contests, you can see that we received considerable publicity for our efforts. Other games were arranged for and played with teams, captained by merchants in our section, which serv-

ed to keep my name before the inhabitants of our vicinity, as we had placards printed and exposed in the windows of the stores within a radius of a quarter mile of our place of business.

Aside from the pecuniary benefits we derived from this venture, the exhilarating exercise was very beneficial to one as closely confined as is the average retail druggist, and served as a pleasing hobby to divert one's mind from the exacting duties of the everyday grind.

The games were reported in a local newspaper that was distributed in our homes, which gave further publicity to our store, without any cost whatever—save a few free passes to the games, and as we had an abundance of vacant seats we did not overcrowd the stands by this procedure.

When re-reading the accounts of these games and bringing to mind some of the amusing features of these contests it is a source of great pleasure I can assure you, as my team was the champion one.

Samples of the score-cards are here for your scrutiny; and I hope that this brief narrative may prove to be beneficial to some of my hearers, who can adopt this plan of publicity advantageously.

Dry Cigars.

When a cigar is dried once it never regains its original flavor or aroma. Moisteners give little trouble and they cost little. The absorbent material generally used by manufacturers is mineral wood or asbestos. This is sanitary and a moistener that will keep in good shape for from one to five years. Formerly a felt was used, but this, as do sponges, soon becomes sour and foul and spoils the cigar stock. To keep a sponge in a cigar case is a mistake, for the moisture is given off too slowly, in addition to the fact that its use is not good from a sanitary standpoint.

She Was a Steady Customer.

George Eastman, of photography fame, said at a war meeting in Rochester:

"When the Kaiser boasts of the things he has done in his time for peace, I feel sarcastic.

"I feel like the druggist who took the cinder out of the lady's eye. Her pain had been severe, and she was very grateful.

"Oh," she said, 'the relief you've given me! What do I owe you, sir?'

"Nothing, ma'am," said the druggist. Nothing whatever. You buy nearly all your postage-stamps here, you know."

Expediting the Work of Commercial Travelers.

Grand Rapids, June 3—Enclosed is a copy of a letter which I mailed to the Director General of Railroads regarding a special mileage book for commercial men only. I would like to call the attention of all commercial men in the United States to it and have them write similar letters to Mr. McAdoo in order to have such mileage books issued.

I hope you will agree with me that these books would be a great benefit to the Government and also to the commercial men who do extensive traveling.

Mileage books would save a great deal of time and labor. It would do away with travelers standing in line waiting to buy their tickets from one town to another. Henry Agate.

Mr. Agate to Mr. McAdoo.

My Dear Mr. McAdoo—After reading the new decision affecting the railroad fares and looking at it from the standpoint of the commercial traveling man, who in spite of the present war must keep on traveling in order to spread commerce from one place to another, thereby benefiting the country at large as well as himself, I have the following suggestion to make.

My suggestion is that a mileage book of 5,000 miles be issued at a slight reduction to be used by commercial men only, same to be non-transferable, identification to be by

photograph and signature. This book to be acceptable on all railroads throughout the United States.

I have no doubt that the number of these books which would be used would run far into the thousands, and the slight difference which you might see fit to make to the commercial man would be more than made up by the Government in having the use of the money before such mileage has been used up.

I trust you will not think me presumptuous in suggesting this, and that you will give it the consideration you think it deserves. Henry Agate.

Different in Men and Women.

Young Johnny had been reading the evening paper, and paused contemptively for a few moments.

"Father," said he, "what is 'inertia'?"

"Well," replied the father, "if I have it, it's pure laziness, but if your mother has it, it is nervous prostration."

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

TANGLEFOOT

The Non-Poisonous Fly Destroyer
 Safe, Sanitary, Sure.
 Catches 50,000,000,000
 flies each year

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

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 Cocco Cola

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

Putnam Factory Grand Rapids, Michigan

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

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.

Decide To-Day: Then Write

Your Grand Rapids Wholesalers that you are going to be in Grand Rapids some of the time or all the time during the Grand Rapids Buyers' Week.

June 24, 25, 26, 27, 28

They tell us that it's only the live ones that swim up-stream and the retail merchants who hold their end up during war times are sure swimming up-stream.

And It Is These Up-Stream Swimmers

whom the Grand Rapids Wholesalers want to have participate in

Buyers' Week June 24 to 28

The buyers who come to the big meeting in June are going to have some fine merchandising opportunities but the big thing will not be just the money made from the specials offered during Buyers' Week.

Those Will Be Attractive Enough

and there'll be plenty of money makers for the retail dealers who are on the ground, but the big thing is the chance for face-to-face talks on the real conditions by men and among men who know what is going on in the markets of the world, in the United States, in Michigan, in Grand Rapids and in every town and store which Grand Rapids Wholesalers serve.

That is why every live retailer who reads this Tradesman should be in Grand Rapids during Buyers' Week, June 24, 25, 26, 27 and 28.

He Will Be Needed There

for everybody there wants to know the conditions in his district and in his store. He can pick up money making bargains, he can find out the trade conditions which he is facing and he can help with his own counsel and advice.

Write To-day—Say You'll Be There

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	DECLINED
Fruit Jars	Condensed Milk
Cracker Jack	
Checkers	
Ply. Rock Gelatine	

AMMONIA

Arctic Brand

12 oz. 16c, 2 doz. box 2 70

16 oz. 25c, 1 doz. box 1 75

32 oz., 40c, 1 doz. box 2 85

AXLE GREASE

Diamond, 1 lb., 4 dz., dz. 55

Mica, 1 lb., 4 dz., dz. 1 10

Mica, 3 lb., 2 dz., dz. 2 75

Mica, 25 lb. pail 1 40

BAKED BEANS

No. 1, per doz. 1 35

No. 2, per doz. 2 25

No. 3, per doz. 3 60

BATH BRICK

English 95

BLUING

Jennings'

Condensed Pearl Bluing

Small, 3 doz. box 2 25

Large, 2 doz. box 2 60

BREAKFAST FOODS

Bear Food, Pettijohns 2 85

Cracked Wheat, 24-2 4 60

Cream of Wheat 7 50

Quaker Puffed Rice 4 35

Quaker Puffed Wheat 4 35

Quaker Corn Flakes 1 90

Quaker Corn Flakes 2 90

Washington Crisps 3 40

Wheatena 5 40

Grape Nuts 2 85

Sugar Corn Flakes 3 25

Holland Rusk 4 10

Krinkle Corn Flakes 2 80

Mapl-Flake, Whole 4 05

Wheat 4 05

Minn. Wheat Food 6 50

Ralston Wheat Food

Large, 18s 3 90

Ralston Wht Food 18s 1 95

Ross's Whole Wheat Biscuit

Saxon Wheat Food 4 50

Shred Wheat Biscuit 4 25

Triscuit, 18 2 25

Pillsbury's Best Cerl 2 50

Post Toasties, T-2 4 10

Post Toasties, T-3 4 10

Post Tavern Porridge 2 80

BROOMS

Fancy Parlor, 25 lb. 9 50

Parlor, 5 String, 25 lb. 8 75

Standard Parlor, 23 lb. 8 50

Common, 23 lb. 8 00

Special, 23 lb. 7 75

Warehouse, 23 lb. 10 50

BRUSHES

Scrub

Solid Back, 8 in. 1 00

Solid Back, 11 in. 1 25

Pointed Ends 1 00

Stove

No. 3 1 00

No. 2 1 50

No. 1 2 00

Shoe

No. 1 1 00

No. 2 1 30

No. 3 1 70

No. 4 1 90

BUTTER COLOR

Dandelion, 25c size 2 00

CANDLES

Paraffine, 6s 14 1/2

Paraffine, 12s 15 1/2

Wicking 65

CANNED GOODS

Apples

3 lb. Standards @ 1 60

No. 10 @ 4 75

Blackberries

3 lb. @ 2 25

Standard No. 10 @ 9 50

Beans

Baked 1 25 @ 2 25

Red Kidney 1 25 @ 1 25

String 1 50 @ 2 00

Wax 1 50 @ 2 00

CLAMS

Little Neck, 1 lb. 1 60

Clam Bouillon

Burnham's 1/2 pt. 2 25

Burnham's pts. 3 75

Burnham's qts. 7 50

Corn

Fair 1 85

Good 1 85

Fancy 1 85

French Peas

Monbadon (Natural) per doz. 3 00

Gooseberries

No. 2, Fair 3 00

No. 2, Fancy 3 00

Hominy

Standard 1 25

Lobster

1/4 lb. 1 90

1/2 lb. 3 10

Picnic Flat 3 75

Mackerel

Mustard, 1 lb. 1 80

Mustard, 2 lb. 2 80

Soused, 1 1/2 lb. 1 60

Soused, 2 lb. 2 75

Tomato, 1 lb. 1 50

Tomato, 2 lb. 2 80

Mushrooms

Buttons, 1/2 s 2 80

Buttons, 1s 2 50

Hotels, 1s 2 44

Oysters

Cove, 1 lb. 2 10

Cove, 2 lb. 2 80

Plums

Plums 1 50 @ 2 00

Pears in Syrup

No. 3 can, per ds. 2 50 @ 3 00

Peas

Marrowfat 1 35 @ 1 55

Early June 1 60 @ 1 70

Early June siftd 1 70 @ 1 85

Peaches

Pie 1 50 @ 1 75

No. 10 size can pie @ 4 25

Pineapple

Grated 1 75 @ 2 10

Sliced 1 45 @ 2 60

Pumpkin

Fair 1 30

Good 1 40

Fancy 1 50

No. 10 4 00

Raspberries

No. 2, Black Syrup 2 40

No. 10, Black 10 50

No. 2, Red Preserved 3 00

No. 10, Red, Water 10 50

Salmon

Warrens, 1 lb. Tall 3 35

Warren's, 1 lb. Flat 3 45

Red Alaska 2 85

Med. Red Alaska 2 60

Pink Alaska 2 20

Sardines

Domestic, 1/4 s 6 50

Domestic, 1/2 Mustard 6 50

Domestic, 3/4 Mustard 6 25

Norwegian, 1/4 s 15 @ 18

Portuguese, 1/4 s 30 @ 35

Sauer Kraut

No. 3, cans 1 65

No. 10, cans 1 65

Shrimps

Dunbar, 1s doz. 1 50

Dunbar, 1 1/2s doz. 2 80

Succotash

Fair 2 50

Good 1 80

Fancy 2 90

Strawberries

Standard 2 50

Fancy 2 90

Tomatoes

No. 1 1/4 1 40

No. 2 1 75

No. 10 8 00

Tuna

Case

1/4 s, 4 doz. in case 4 50

1/2 s, 4 doz. in case 7 50

1s, 4 doz. in case 10 00

CATSUP

Van Camp's, 1/2 pints 1 90

Van Camp's, pints 2 85

CHEESE

Acme @ 29

Peerless @ 25

Brick @ 24

Lelden @ 26

Limburger @

Pineapple @

Edam @

Sap Sago @

Swiss, Domestic @

CHEWING GUM

Adams Black Jack 70

Adams Sappota 75

Beeman's Pepsin 70

Beechnut 70

Doublemint 70

Flag Spruce 65

Hershey Gum 55

Juicy Fruit 70

Sterling Gum Pep. 70

Spearmint, Wrigleys 70

Spearmint, 6 box jars 4 00

Yucatan 70

Zeno 70

O. K. Gum 75

CHOCOLATE

Walter Baker & Co.

German's Sweet 24

Premium 35

Caracas 25

Walter M. Lowney Co.

Premium, 1/4 s 35

Premium, 1/2 s 35

CLOTHES LINE

No. 40 Twisted Cotton 1 80

No. 50 Twisted Cotton 2 10

No. 60 Twisted Cotton 2 75

No. 80 Twisted Cotton 2 90

No. 50 Braided Cotton 2 25

No. 60 Braided Cotton 2 60

No. 80 Braided Cotton 3 10

No. 50 Sash Cord 3 00

No. 60 Sash Cord 3 50

No. 60 Jute 1 45

No. 72 Jute 1 60

No. 60 Sisal 1 60

Galvanized Wire

No. 20, each 100ft. long 1 90

No. 19, each 100ft. long 2 10

No. 20, each 100ft. long 1 00

No. 19, each 100ft. long 2 10

COCOA

Baker's 39

Bunte, 10c size 88

Bunte, 1/2 lb. 2 20

Bunte, 1 lb. 4 00

Cleveland 41

Colonial, 1/4 s 35

Colonial, 1/2 s 33

Epps 42

Hershey's 1/4 s 32

Hershey's 1/2 s 30

Huyler 36

Lowney, 1/4 s 38

Lowney, 1/2 s 37

Lowney, 5 lb. cans 37

Van Houten, 1/4 s 18

Van Houten, 1/2 s 18

Van Houten, 1s 36

Wan-Eta 65

Webb 33

Wilbur, 1/4 s 33

Wilbur, 1/2 s 32

COCOANUT

Dunham's per lb.

1/4 s, 5 lb. case 32

1/4 s, 15 lb. case 31

1/2 s, 15 lb. case 31

1s, 15 lb. case 30

1s, 15 lb. case 29

1/2 s & 1/4 s, 15 lb. case 30

5 and 10c pails 4 25

Bulk, pails 24 1/2

Bulk, barrels 25

Baker's Brasil Shredded

70 7c pkgs., per case 4 20

36 14c pkgs., per case 4 20

16 14c and 33 7c pkgs., per case 4 00

Bakers Canned, doz. 1 20

COFFEES ROASTED

Rio

Common 19

Fair 19 1/2

Choice 20

Fancy 21

Peaberry 23

Santos

Common 20

Fair 20 1/2

Choice 21

Fancy 23

Peaberry 23

Maracaibo

Fair 24

Choice 25

Mexican

Choice 25

Fancy 26

Guatemala

Fair 25

Fancy 26

CONDENSED MILK

Carnation, Tall 5 00

Carnation, Baby 4 40

Hebe, Tall 5 00

Hebe, Baby 4 90

Pet, Tall 5 00

Pet, Baby 3 20

Van Camp, Tall 5 25

Van Camp, Baby 3 30

CONFECTIONERY

Stick Candy

Horehound 18

Standard 18

Jumbo 19

Big Stick 19

Mixed Candy

Broken 19

Cut Loaf 20

French Cream 21

Grocers 13

Grocers 22

Kindergarten 22

Leader 19

Novelty 20

Premio Creams 26

Royal 18

Special 19

X L O 17

Specialties

Auto Kisses (baskets) 22

Bonnie Butter Bites 25

Butter Cream Corn 25

Caramel Bon Bons 24

Caramel Croquettes 23

Cocunut Waffles 21

Coffy Toffy 24

National Mints 7 lb tin 26

Fudge, Walnut 23

Fudge, Choc. Peanut 23

Fudge, White Center 23

Honeysuckle Candy 22

Iced Maroons 24

Iced Orange Jellies 20

Italian Bon Bons 21

AA Licorice Drops

5 lb. box 1 85

Lozenges, Pep. 22

Lozenges, Pink 22

Manchus 21

Molasses Kisses, 10 lb. box 23

Nut Butter Puffs 23

Star Patties, Asst. 25

Chocolates

Assorted Choc. 24

Amazon Caramels 26

Champion 23

Choc. Chips, Eureka 28

Klondike Chocolates 28

Nabobs 28

Nibble Sticks, box 1 85

Nut Wafers 28

Ocoro Choc Caramels 29

Peanut Clusters 22

Quintette 24

Regina 22

Star Chocolates 24

Pop Corn Goods

Cracker-Jack Prize 5 65

Checkers Prize 5 65

Cough Drops

Putnam Menthol 1 35

Smith Bros. 1 35

COOKING COMPOUNDS

Crisco

36 1 lb. cans 10 25

24 1 1/2 lb. cans 10 25

6 6 lb. cans 10 25

4 9 lb. cans 10 25

Mazola

5 1/2 oz. bottles, 2 doz. 2 60

Pints, tin, 2 doz. 7 50

Quarts, tin, 1 doz. 7 00

1/2 gal. tins, 1 doz. 13 25

Gal. tins, 1/2 doz. 12 80

5 Gal. tins, 1-6 doz. 18 50

NUTS—Whole

Almonds, Tarragona 31

Almonds, California soft shell Drake 18

Walnuts 18

Filberts 20

Cal. No. 1 S. S. 34

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Hebe, Tall 5 00

Hebe, Baby 4 90

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Pet, Baby 3 20

Van Camp, Tall 5 25

Van Camp, Baby 3 30

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CONDENSED MILK

Private Growth 26 @ 30

Mandling 31 @ 35

Aukola 30 @ 32

CONDENSED MILK

Short Bean 25 @ 27

Long Bean 24 @ 25

H. L. O. G. 36 @ 28

CONDENSED MILK

Fair 24

Fancy 26

Exchange Market, Steady

Spot Market, Strong

CONDENSED MILK

Package

New York Basis

Arbuckle 21 00

McLaughlin's XXXX

McLaughlin's XXXX

CONDENSED MILK

package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

CONDENSED MILK

Extracts

Holland, 1/2 gro. bxs. 1 30

Felix, 1/2 gross 1 15

Hummel's foil, 1/2 gro. 85

Hummel's tin, 1/2 gro. 1 43

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CONDENSED MILK

Walnuts, Naples 22

Walnuts, Grenoble 22

Table nuts, fancy 16 1/2

Pecans, Large 17

Pecans, Ex. Large 20

CONDENSED MILK

Shelled

No. 1 Spanish Shelled

Peanuts 16 @ 16 1/2

Ex. Lg. Va. Shelled

Peanuts 16 1/2 @ 17

Pecan Halves 90

Walnut Halves 70

Filbert Meats 42

Almonds 60

Jordan Almonds 60

Wool
Unwashed, med. ... @65
Unwashed, fine ... @55

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 pall ... 1 45
30lb. pails, per pall ... 2 65

Jiffy-Jell
Straight or Assorted
Per doz. ... 1 35
Per case, per 4 doz. ... 5 40

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 ... 68
Choice ... 58
Good ... 58
Stock ... 58

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

PEANUT BUTTER
Bel-Car-Mo Brand
6 oz. 1 doz. in case ... 2 90
12 oz. 1 doz. in case ... 2 50

PETROLEUM PRODUCTS
Iron Barrels
Perfection ... 12.2
Red Crown Gasoline ... 23.2

PICKLES
Medium
Barrels, 1,200 count 12 00
Half bbls., 600 count 6 50
5 gallon kegs ... 2 60

Gherkins
Barrels ... 25 00
Half barrels ... 13 00
5 gallon kegs ... 4 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 ... 2 50
Pennant ... 2 25

POTASH
Babbitt's, 2 doz. ... 2 65

PROVISIONS
Barreled Pork
Clear Back ... 52 00@53 00
Short Cut Ctr ... 50 00@51 00

Dry Salt Meats
S P Bellies ... 31 00@32 00

Smoked Meats
Hams, 14-16 lb. 30 @31
Hams, 16-18 lb. 29 @30

Sausages
Bologna ... 16
Liver ... 12
Frankfort ... 18

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

Tripe
Kits, 15 lbs. ... 90
1/4 bbls., 40 lbs. ... 1 60
3/8 bbls., 80 lbs. ... 3 00

Casings
Hogs, per lb. ... 35
Beef, round set ... 18@20

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

Potted Meat, Ham
Flavor, 1/4 s. ... 55
Potted Meat, Ham
Flavor, 1/4 s. ... 95

Deviled Meat, Ham
Flavor, 1/4 s. ... 52
Deviled Meat, Ham
Flavor, 1/4 s. ... 1 00

Potted Tongue, 1/4 s. ... 55
Potted Tongue, 1/4 s. ... 1 00

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

ROLLED OATS
Monarch, bbls. ... 12 00
Rolled Avena, bbls. ... 12 75

SALAD DRESSING
Columbia, 1/4 pint ... 2 25
Columbia, 1 pint ... 4 00

SALERATUS
Packed 60 lbs. in box.
Arm and Hammer ... 3 15
Wyandotte, 100 1/4 s. ... 3 00

SALT
Solar Rock
56 lb. sacks ... 50

SALT FISH
Cod
Large, whole ... @14
Small, whole ... @13

Herring
Full Fat Herring, 350
to 400 count ... 95
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, 5 lbs. ... 75

Mackerel
Mess, 100 lbs. ... 22 00
Mess, 50 lbs. ... 11 65
Mess, 10 lbs. ... 2 60

Lake Herring
8 lbs. ... 54

SEEDS
Anise ... 38
Canary, Smyrna ... 15
Caraway ... 75
Cardamon, Malabar 1 20

SHOE BLACKING
Handy Box, large 3 ds. 2 50
Handy Box, small ... 1 25
Bixby's Royal Polish 1 20
Miller's Crown Polish 90

SNUFF
Swedish Rapee, 5c, 10 for 40
Swedish Rapee, 1 lb. gls 60

SODA
Bl Carb. Soda ... 3 1/4

SPICES
Whole Spices
Allspice, Jamaica ... 9 @ 10
Allspice, lg. Garden @ 11

Pepper, Black ... 332
Pepper, White ... 332
Pepper, Cayenne ... 332
Paprika, Hungarian @ 45

STARCH
Corn
Kingsford, 40 lbs. ... 9 1/4
Muzzy, 48 1/2 lb. pkgs. ... 9 1/4

Syrups
Corn
Barrels ... 72
Half barrels ... 75

WINE
White Wine, 40 grain 17
White Wine, 80 grain 22
White Wine, 100 grain 25

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

WOODENWARE
Baskets
Rushels ... 1 50
Rushels, wide band ... 1 60

Butter Plates
Ovals
1/4 lb., 250 in crate ... 45
1/2 lb., 250 in crate ... 45

Wire End
1 lb., 250 in crate ... 50
2 lb., 250 in crate ... 55
3 lb., 250 in crate ... 70
5 lb., 250 in crate ... 90

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

Clothes Pins
Round Head
4 1/2 inch, 5 gross ... 1 10
Cartons, No. 24 24s bx. 1 15

Egg Crates and Fillers
Humpty Dumpty, 12 dz. 24
No. 1 complete ... 50
No. 2 complete ... 40
Case, medium, 12 sets 1 80

Gunpowder
Moyune, Medium ... 28 @ 33
Moyune, Choice ... 35 @ 40
Ping Suey, Medium 25 @ 30

Young Hyson
Choice ... 28 @ 30
Fancy ... 40 @ 75

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
Flowersy O. P. Fancy 40 @ 50

CIGARS
Peter Dornbos Brands
5c Dornbos Sin. Bdr. 40 00
5c Dornbos Perfecto 40 00
6c Van Dam ... 42 50

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 ... 40 00
C. P. L. ... 43 00
Court Royal ... 43 00

Hemmeter's Cham-
plon ... 42 50
Iroquois ... 42 50
La Azora Agreement 42 00
La Azora Bismarck ... 70 00
Whaleback ... 42 50
Worden's Hand Made 36 00
B. L. ... 40 00

TWINE
Cotton, 3 ply ... 65
Cotton, 4 ply ... 65
Hemp, 6 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.

SOAP
Lautz Bros. & Co.
Acme, 100 cakes ... 5 40
Big Master 100 blocks 6 00
Climax ... 5 00
Queen White ... 5 90
Oak Leaf ... 5 40
Queen Anne ... 5 40
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 16
Wool, 10 oz. bars ... 7 00

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

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

Scouring Powders
Sapolio, gross lots ... 9 50
Sapolio, half 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 ... 5 75
Johnson's XXX 100 ... 5 75
Rub-No-More ... 5 50
Nine O'Clock ... 4 00
Lautz Naphtha, 60s ...
Oak Leaf Soap Powder, 24 pkgs. ... 4 25
Oak Leaf Soap Powder, 100 pkgs. ... 5 50
Queen Anne Soap Powder, 60 pkgs. ... 3 60
Old Dutch Cleanser, 100s ... 3 60

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

Mop Sticks
Trojan spring ... 1 50
Eclipse patent spring 1 50
No. 1 common ... 1 50
No. 2, pat. brush hold 1 50
Ideal, No. 7 ... 1 50
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 65
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
Brass, 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
Parchm'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. ... 24

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, 1/2 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

SWIFT & COMPANY

Tradesman Company

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

Scouring Powders

Soap Powders

AXLE GREASE

MICA GREASE

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

Washing Powders
Snow Boy, 100 pkgs. ... 5 65
Snow Boy, 60 pkgs. ... 3 55
Snow Boy, 24 pkgs. ... 5 00
Snow Boy, 20 pkgs. ... 5 25

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
55 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



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, 1/2 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

SWIFT & COMPANY

Tradesman Company

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

Scouring Powders

Soap Powders

AXLE GREASE

MICA GREASE

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

Ceresota Flour

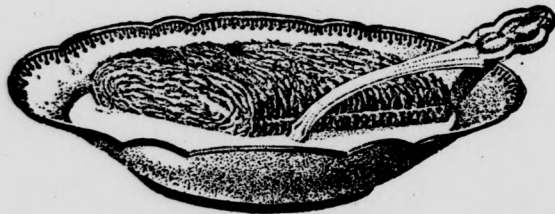
Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Company
The Pure Foods House

Distributors

GRAND RAPIDS, MICHIGAN



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.

Here is your
chance—
—to help your
customers—
—to serve your
country—
—and to do more
business as well

These are Hoover days.

Every intelligent housewife is interested in food conservation right now.

You can build greater prestige and consumer confidence for your store by distributing Mrs. Knox's new "Food Economy" book, containing 138 war-time recipes, free to your customers at this time.

Your interest in their behalf is bound to be appreciated. Besides, this book will bring you good business on lines that are profitable to you.

Let us send you a supply of these "Food Economy" books with our regular window poster announcing that you are distributing them free.

(Window poster)

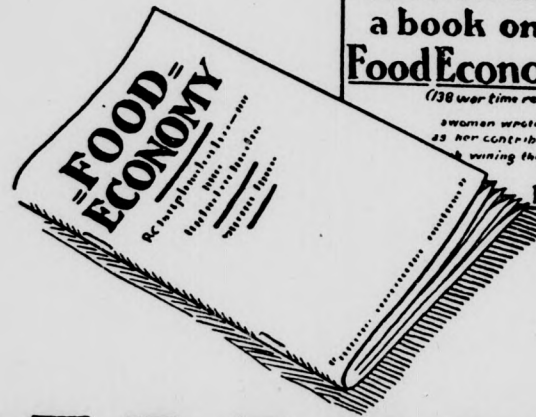
CHARLES B. KNOX
GELATINE COMPANY, INC.,
JOHNSTOWN, N. Y.

This
store
is
distributing
a book on
Food Economy

(138 war time recipes)

swoman wrote it
as her contribution
to winning the war

Hoover



KNOX
SPARKLING
GELATINE

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 Rent—Corner store building on main street, plate glass and copper front down stairs and large show window up stairs. Balcony in rear first floor, size of rooms twenty-two by eighty feet. Fine location dry-goods store, permanent bankrupt store or complete hardware store. N. B. Hawkins & Co., Portland, Ind. 749.

For Sale—Harley-Davidson motor cycle agency, Battle Creek. Machinery, fixtures, stock. Three year lease. Good location. \$1,000 will buy this. Worth \$1,500. Reason for selling, I am a woman. Address L. D. Wilcox, 11 N. Jefferson Ave., Battle Creek, Mich. 750.

For Sale—Restaurant in live town of 3,500; reasonable price; doing good business. Write for further particulars to Mrs. Louise Johnson, Howell, Mich. 751.

Investigate—I am the owner of two meritorious patents. There is a ready market for the articles patented. Two firms want articles now. I am unable to manufacture and therefore must sell. One a Railroad Torch, considered the best ever made. The other a Baking Pan, sanitary and serviceable as frying and baking pan. Will sell outright or exchange for good farm, or lease on royalty and give one-half of my profits to the Red Cross during the war. Readers refer this advertisement to your Red Cross Chapter. Address C. O. Reynolds, 1931 Hall Avenue, Huntington, West Virginia. 752.

Grocers and other merchants—Roof's Daily Sales Cards—Twelve trial cards, 10 cents. Roof, Grocer, Albion, Indiana. 753.

For Sale—Grocery store and meat market. Will inventory about \$1,200 to \$1,500. Good resort business. Mrs. B. W. Miller, Charlevoix, Mich. 754.

For Sale—One Hobart Electric Coffee Grinder, 1/2 H. P., good as new, cost \$175, worth over \$200 to-day. Selling price, \$100, if taken at once. One 4 lb. Dayton Automatic Platform Scale in first-class condition, cost \$45. Selling price, \$15. One Automatic Beeman Oil Tank, cost \$45, good as new. Selling price, \$15. Above goods to be sold to satisfy trust mortgage. C. J. Goodrich, Attorney for Trustee, 626-627 Post Bldg., Battle Creek, Mich. 755.

For Sale—My partner having gone to war and being of draft age myself, must sell at once the ice business in town of Chelsea. No competition. Outfit includes horses, wagons, ice houses and everything used in ice and teaming business. Evert Benton, Chelsea, Mich. 756.

Bakery—Well established. Present owner in possession 18 years. Good chance for young man. Can buy premises or rent bakery and living rooms. Very convenient. Mixer and moulder. Hot water heat. Owner getting too old. Address Bellevue Baker, Bellevue, Ohio. 759.

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

For Sale—Shoe stock in large Northern Indiana city, doing a fine business. Clean \$10,000 stock. Can reduce if desired. Called by Government reason for selling. Address No. 736, care Michigan Tradesman. 736.

For Sale—Grocery stock and fixtures, rent low, location good. Extra good proposition for man and wife. Reason for selling other business. Address Lock Box 247, Owosso, Michigan. 738.

Collections—Claims, collected everywhere on commission; no collection, no charge. Tri-State Mercantile Agency, P. O. Box 1023, Detroit. 740.

Wanted—To buy a stock of dry goods for cash, or trade a farm for merchandise. Wm. N. Bengé, Milan, Mich. 742.

For Sale—Counter fixtures, cheap. One Burroughs adding machine, 1 Underwood typewriter, 1 individual 5 drawer National Cash Register, 1 individual 6 drawer National Cash Register, two 16 ft. Sherer-Gillett Patent grocer counters. Jim McGuire, Buckley, Michigan. 745.

Wanted—Window Trimmer and Card Writer. Man with some experience on the floor preferred. Mills Dry Goods Company, Lansing, Mich. 758.

Cash for men's and boys' new and second hand clothing, furnishings, shoes. M. Kahn, 504 Washington Ave., Bay City, Michigan. 744.

\$20 Little Giant Automatic Soda Fountain, \$10 cash. Order direct from factory, save agent's commission. Established fifteen years. Grant Manufacturing Co., Pittsburg, Pa. 743.

Wanted—To buy veneer or lumber, any widths, any lengths, any thickness; job lots; state lowest price. Western Veneer Products Co., 907 S. 22nd St., St. Louis, Missouri. 746.

For Sale—3-5 foot show cases, 1 computing scale in perfect order, 1 iron safe, fireproof (Cary make). Will sell very reasonable. For particulars write to Charles Danin, Owendale, Mich. 747.

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.

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.

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.

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.

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.

SEE NEXT PAGE.

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

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

S. O. S.

THROW OUT A HEAVING LINE
WE CAN HELP YOU

R. K. TAYLOR & CO.
SUCCESSFUL SALE CONDUCTORS

Over 20 years converting stock into cash at a profit.

107-109 Campau Ave. Citz. Phone 5590 Grand Rapids, Michigan

See Yourself in the Decoration
Day Parade

RAMONA This Week

Splendid Bill with Monelle Sextette,
Winona Winter, Kelly and Galvin
and Other Feature Acts

DWINELL-WRIGHT CO.'S

White House Coffee and Teas



"NONE BETTER AT ANY PRICE"

Preach the Gospel of
THESE TWO
So Your Customers will
REMEMBER
The **TEXT**

Distributed at Wholesale by
JUDSON GROCER CO.
GRAND RAPIDS, MICH.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, May 21—William J. Walker, Harold B. Walker, Stuart Walker and the Walker Grocer Co., a copartnership, of Traverse City, filed their petition for adjudication in bankruptcy. The order of adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for June 5, at which time creditors may appear to prove their claims. The copartnership schedules show the following: Liabilities, \$4,507.79; assets, consisting of cash on hand, \$1.92, household goods, claimed as exempt, \$500, stock of merchandise consisting of groceries, \$2,904; debts due on open accounts, \$1,604.29. The bankrupts also claim stock in trade exemptions amounting to \$750.00. Following is a list of the creditors:

Creditors Holding Securities.
William R. Foote, Traverse City, (chattel mortgage)\$1,900.00

Unsecured Creditors.

Nat. Grocer Co., Traverse City	396.71
Guifre Co., Traverse City	55.43
Plankinton Pack Co., Milwaukee	192.62
Straub Bros., & Amiotte, Traverse City	25.58
Henderson Mill Co., Grand Rapids	48.50
John Fitch & Co., Traverse City	73.89
The Cornwell Co., Traverse City	67.66
G. R. Dry Goods Co., Grand Rapids	73.05
Nat. Biscuit Co., Grand Rapids	50.71
Commercial Milling Co., Detroit	40.63
City Bakery, Traverse City	12.90
New Century Milling Co., Detroit	68.75
Vinkemulder Co., Grand Rapids	26.34
Voigt Milling Co., Grand Rapids	277.87
Standard Oil Co., Grand Rapids	1.85
Reid, Murdoch & Co., Chicago	88.10
Judson Grocer Co., Grand Rapids	179.33
Butler Brothers, Chicago	46.95
Loose Wiles Biscuit Co., Chicago	71.44
Fisher Bros. Paper Co., Ft. Wayne	40.17
Alfred J. Brown Seed Co., Grand Rapids	52.39
Day, Bergwall, Milwaukee	7.80
C. F. Clausen, Chicago	58.75
Clark & Host, Milwaukee	56.53
Sherman Bros. & Co., Chicago	48.50
Moore Co., Temperance	16.20
Widlar Company, Cleveland	36.00
Reliable System Co., Sturgis	27.50
Ward Baking Co., Chicago	11.40
T. C. Milling Co., Traverse City	55.33
S. Steindler, Muskegon	31.73
L. Van Westenbrugge, Grand Rapids	18.30
Cadillac Produce Co., Cadillac	61.30
John H. Swisher & Con, Newark	13.60
L. A. Budlong Co., Chicago	41.10
P. Hormuth, Traverse City	3.40
Southwestern Broom Mig. Co., Evansville	46.00
Traverse City Record Eagle, Traverse City	71.60
Stetson Oil Co., Cleveland	18.92
Pillsbury Flour Mills Co., Minneapolis	4.00
Sherer-Gillet Co., Chicago	4.80
Bessie & Jacobs, New York	84.18
Wm. R. Foote, Traverse City	1,900.00
Total	\$4,507.79

The individual schedules of the bankrupts do not show any additional liabilities or assets.
H. W. Hakes, of Wyoming township, Kent county, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for June 5. The schedules of the bankrupt show total liabilities \$3,999.90 and assets scheduled at \$1,010, which consists of personal property valued at \$10, and 2,150 shares of Gold Cup Mining Co. stock, estimated at \$1,000. The creditors are as follows:

Secured Creditors.

Preferred Life Ins. Co., (Money advanced)	\$ 500.00
Unsecured Creditors.	
Commercial Savings Bank, Grand Rapids, (note)	\$1,140.00
Commercial Sav. Bank and Wilbur E. Lawrence, Grand Rapids, (note)	250.00
H. K. Dean, and Commercial Savings Bank, Grand Rapids	200.00
C. Crawford, Grand Rapids	300.00
Harold W. Bryant, Trustee, Grand Rapids	300.00
Thomas F. Garrett, Grand Rapids	500.00
Wm. E. Elliott, Grand Rapids	225.00
Grand Rapids Press, Grand Rapids	275.49
Grand Rapids Herald, Grand Rapids	162.07
Carl Clements, Grand Rapids	40.00
Himes Coal Co., Grand Rapids	27.34
Total	\$3,999.90

Elon Holford, a retail grocer of Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The schedules show the following: liabilities, \$1,256.37; assets, \$325, with \$500 worth of household goods and stock in trade assets claimed as exempt. The creditors scheduled by the bankrupt are as follows, all located in Grand Rapids:

Creditors Holding Securities.

Chattel Loan Co.	\$ 47.88
Unsecured Creditors.	
G. R. Dry Goods Co.	\$ 55.26
Henry Meyers	18.00
Watson-Higgins Milling Co.	17.82
Paul Huizinga	12.22
Van Westenbrugge	42.63
Van Den Berg Cigar Co.	18.21
Mills Paper Co.	17.22
Sturgis & Sons	409.75
Grocer's Baking Co.	60.00
Voigt-Milling Co.	2.00

Hekman Biscuit Co.	41.15
Rose & Maint	6.00
Powers & Brewer	9.00
Phillip Allen	15.00
Olthoff Candy Co.	7.50
Worden Grocery Co.	36.73
S. E. Johnson	425.00
Woodhouse Co.	10.00

The first meeting of creditors in this matter has been called for June 10, at which time creditors should appear and prove their claims.
Frank Bishop, of Ludington, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for June 13. The schedules show liabilities of \$5,100.95 and assets of \$810.65, of which \$400 worth of household goods are claimed as exempt. The creditors listed are as follows:

Unsecured Creditors.

Mrs. Gertrude P. Emerson, Worcester, Mass.	\$3,900.00
John B. Haberle, South Bend, Ind.	940.95
A. W. Garbutt, Chicago	260.00
Total	\$5,100.95

John D. S. Hanson, of Hart, has filed a petition for adjudication in bankruptcy. The adjudication has been made and the matter referred to Referee Corwin. No meeting of creditors has as yet been called. The schedules show the following: liabilities, \$6,781.30; assets, \$200, consisting of books. Following is a list of the creditors of said bankrupt:

Secured Creditors.

Oceana County Sav. Bank, Hart	\$ 350.00
Elmer Stanhope, Hart	380.00
Unsecured Creditors.	
Wm. Russell, Rutland, Vt.	\$1,200.00
Earl Blackmore, Hart	299.00
Oceana Co. Savings Bank, Hart	1,000.00
State Sav. Bank, Whitehall	125.00
First Nat. Bank, Hart	350.00
Fred Knapp, Hart	500.00
Wallace Foot, Muskegon	50.00
Herald, Chicago	204.00
Tribune, Chicago	11.00
Examiner, Chicago	11.00
Evening Post, Chicago	30.00
Beacon-News, Aurora	10.55
Nat. Farmer & Stockman, St. Louis	30.00
Evening Press, Grand Rapids	32.00
Tradesman Co., Grand Rapids	26.50
Farmers' Guide, Huntington, Ind.	11.25
Fruit Belt, Grand Rapids	30.00
Gilbert Dressel, Frankfort	35.00
A. O. Aldrich, Hart	32.00
Greening Bros., Monroe	35.00
A. Koehler, Hart	40.00
Mich. Live Stock Ins. Co., Saginaw	100.00
H. P. Platt, estate, LaGrange, Ind.	300.00
State Hospital, Traverse City	300.00
R. L. Polk, Detroit	8.00
Callaghan & Co., Chicago	19.00
A. L. Scofield, Hart	300.00
Edward M. Bertha, Chicago	120.00
Frank U. Potts, Grand Rapids	425.00
Henri A. Gerbers, a cigar maker of Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been entered and the matter referred to Referee Corwin. The liabilities amount to \$473.27 and the assets to \$250, consisting of household goods which are claimed as exempt. The following are listed as creditors:	

Unsecured Creditors.
Marquette Lumber Co., Grand Rapids\$ 29.95
John H. Clark, Grand Rapids 193.07
J. Wick & Company, Milwaukee 160.30
Dr. L. Chamberlain, Grand Rapids 77.00
G. R. Cigar Box Co., Grand Rapids 12.95

The first meeting of creditors in this matter has been called for June 10.
June 4.—In the matter of the American Automobile Supply Co., bankrupt, Grand Rapids, the final meeting of creditors has been held. The final report of the trustee was approved and allowed. The list of accounts receivable were sold to E. L. Smith for \$3. Order for distribution was entered for the payment of certain administration expenses and a final dividend of 29 per cent. A first dividend of 5 per cent. was formerly declared in this matter, making total dividends in this matter of 34 per cent.

In the matter of Leon D. Wilson, bankrupt, Harbor Springs, the final meeting of creditors has been held. The final report and account of the trustee was approved and allowed. The accounts receivable were sold for \$20. Order for distribution was entered for the payment of certain administration expenses and a final dividend of 24 1/2 per cent. The first dividend amounted to 20 per cent., making a total of 44 1/2 per cent. paid to creditors in this matter.

In the hearing of Julius F. Hendriksen, bankrupt, Grand Rapids, a hearing was held on the trustee's report of an offer for the assets of this estate. The highest offer received for such assets amounted to \$700 and such assets were sold to E. Saslow, Muskegon, for the sum of \$700.

In the matter of the Chronicle Publishing Co., bankrupt, Ludington, the final meeting of creditors has been held. The trustee's final report, showing total receipts of \$4,244.31, disbursements for certain administration expenses and a first dividend of 40 per cent. aggregating \$1,838.61, balance on hand of \$2,405.70 was approved and allowed. Item of interest amounting to \$28.88 was added at the final meeting. Order for distribution entered for the payment of the first dividend of 40 per cent. on new claims proved, administration expenses, and a

final dividend of 43 1/2 per cent. on all claims proved.
In the matter of Schafer Bros., bankrupt, Ionia, a hearing was held on the trustee's report of an offer for the assets of this estate. At such hearing the offer of William Maxwell, Kalamazoo, of \$400, was accepted and the sale immediately confirmed.

In the matter of Matthew Williams, bankrupt, Grand Rapids, the first meeting of creditors has been held. Walter H. Brooks was elected trustee and his bond fixed at \$500. The petition of Geo. Williams relative to mortgage claim and petition of Etta Williams, claiming bankrupt's exemptions under her mortgage were referred to trustee for investigation and report.

In the matter of John Seely, bankrupt, Wexford, the first meeting of creditors has been held. It appearing from the bankrupt's schedules and the examination that there are no assets not claimed as exempt to the bankrupt, no trustee was appointed. The estate will be closed at the expiration of twenty days.

In the matter of W. H. Earles, bankrupt, Grand Rapids, the bankrupt made an offer of composition at 25 per cent. At the adjourned meeting of creditors, this offer was raised to 35 per cent., and it appearing that a large majority, both in number and amount, have accepted such bankrupt's offer of composition, it was determined that the composition offer be referred to the judge, with a recommend that the same be approved.

Model Report By Assignee.

Bangor, June 3—I have closed up all the assets of this affair, excepting the Computing scales, one Metzgar account register, one electric coffee mill, one set small Dayton scales, one sixty-gallon oil tank and one mirror. These remaining articles were inventoried at about \$300, but thus far I have been unable to get a better offer than \$85 for the lot. Would like to have the creditors' advice as to what is best to do with these articles. I submit my report, which is as follows:

Money Received.

Book accounts collected	\$ 243.57
Goods sold from store (retail)	25.25
Stock and Fixtures sold Joe Getz	1,353.14
Other fixtures sold	221.55
Accounts sold L. J. Lewis	500.00
Total receipts	\$2,343.51
Paid Out In Expenses and Preferred Claims.	
W. M. Broadwell, rent	\$ 31.00
M. F. Russell, printing	3.75
Stamps, printing and incidentals	10.00
Refund to Getz (overcharge on stock)	9.09
Frank Overton, coal	5.86
Labor on invoice and checking up	15.00
West. Mich. Sav. Bank (preferred)	554.75
James A. Yates, exemption	250.00
Taxes 1917	19.57
F. A. Burger, services	75.00
L. J. Lewis, attorney	25.00
Total paid out	\$ 999.02

Leaving a balance in my hands of \$1,344.49 to be distributed among the common creditors, a revised list of which follows:

C. H. Swindell	\$ 11.70
Michigan Tradesman	4.00
Bangor Advance	39.23
Bangor Gazette	13.05
Lockway, Stough & Ludwig	37.25
Harry J. Lewis Co.	4.00
Lion Specialty Co.	16.56
Wm. Barentsen	14.25
Foote & Jenks	228.79
Gasser Coffee Co.	8.00
G. H. Hammond	7.35
Jennings Extract Co.	44.59
Johnson Paper Co.	19.45
Kalamazoo Bread Co.	50.29
	195.72

Kidd, Dater & Price	403.55
McNeil & Higgins Co.	163.97
National Biscuit Co.	79.93
National Grocer Co.	130.23
Woodhouse Tobacco Co.	34.31
Albion Chemical Co.	5.00
Morehouse Mills Co.	4.84
Wayne Tobacco Co.	18.00
Eagle Celery Co.	4.80
John A. Tolman Co.	109.27
Worden Grocer Co.	464.67
Swift & Co.	98.75
Vinkemulder Co.	121.19
M. D. Trim Co.	6.18
Bangor Creamery Co.	22.50
West. Mich. Sav. Bank	66.09
Lillian Clark	3.30
W. M. Broadwell	15.00
Fred W. Reams	9.25
Geo. H. Jung Co.	12.84
Total	\$2,467.90

The assets on hand permit me to declare a dividend of 54 cents on the common claims.
F. A. Burger, Assignee.

The Tradesman commends the above statement as a model in many respects. It shows that the estate has been handled with prudence and strict economy. The moderate charge made by the assignee for his services certainly entitles him to the thanks of the creditors. The Tradesman seldom finds itself in a position to commend the work of a trustee or assignee and it is glad to be able to do in this case.

Getting the Food Across.

Exports of pork products for March 1918 were over 50 per cent. larger than for any previous month in the past seven years and almost three times as great as the highest amount exported in any month in the four years before 1915.

Exports of beef products for March 1918 were more than 20 per cent. larger than for any previous month in the past seven years and more than twice as great as the highest amount exported in any month in the four years before 1915.

From July 1, 1917 to March 31, 1918, we exported to the Allies 80,000,000 bushels of wheat and wheat flour, or 124 per cent. of the amount available for export on July 1. This was possible through conservation at home. A year ago we exported to the Allies only 51 per cent. of the amount available for export on July 1.

Exports of rye and rye flour from July 1, 1917, through March, 1918, were 32 per cent. larger than last year; of barley 55 per cent. larger; of oats and oatmeal 34 per cent. larger.

BUSINESS CHANCES.

For Sale—Garage 52 x 140, brick and cement, in county seat; best garage in town and fine opportunity for the right man. Write W. J. Parker, Corunna, Michigan, owner. 760

We are in the season for Sprayers and Spraying Material. Look up your stock and order promptly. We carry a complete line of Lowell and Brown's well known lines of Sprayers.

No. 101 Lowell	No. 110 Fountain
No. 101B Lowell	No. 111 Fountain
No. 104 Lowell	No. 1A Brown
No. 105 Lowell	No. 1B Brown
No. 106 Lowell	No. 1C Brown
No. 116 Lowell	No. 1D Brown
No. 118 Lowell	Meyer's Little Giant

Also a complete stock of

**Devoe and Lavanberg's Paris Green
Calcium Arsenate Arsenate of Lead**

**Michigan Hardware Company
Exclusively Wholesale Grand Rapids, Michigan**