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GRAND RAPIDS
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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JUNE 12, 1918

Number 1812

UNEXCELLED SERVICE



NEW BUILDING OF
A. KROLÍK & CO.

ESTABLISHED 1871

WHOLESALE DRY GOODS

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DETROIT, MICHIGAN

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June 24 to 29, 1918

Being Buyers' Week, when
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Judson Grocer Co.

The Pure Foods House

Grand Rapids

Michigan

MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JUNE 12, 1918

Number 1812

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FOR USE AFTER THE WAR.

To a Western Representative in Congress is credited the intention of introducing a bill calling for the conversion of munitions plants into dye factories after the war. This would seem a superfluity. If there is anything which the owners of munitions plants—meaning thereby those making explosives—are sure of doing, it is in converting them into factories for making dyes, chemicals, and drugs from the various coal tar bases. The biggest of the explosives manufacturers is already producing many of the dyes and chemicals, including synthetic indigo in quantity, and will after the war turn out a great variety of colors whose quality will be fully equal to the best which ever came from Germany. But explosives factories will not be the only ones which will change their output. The iron and steel and other metal making and fabricating works are preparing for a quick conversion toward supplying the needs of peace. This applies to other countries no less than this. A good illustration is in the case of Vickers, Ltd., which is now preparing for the manufacture on a large scale of sewing machines, electrical devices, and a speed controller, besides wooden ware, engines, boilers, and mercantile ships. The concern has also acquired the Bosch magnet works, formerly owned by Germans, and will carry on and extend its business. Besides this, it will market a new material having about the weight of aluminum and approaching mild steel in strength. There is no intention on the part of those now making war materials of doing much scrapping of plant after the war.

HOW TO FIX TEXTILE PRICES.

While the makers of cotton and woolen fabrics are a little disturbed over the prospects of price fixing for their products, there does not seem to be any haste indicated by the actions of the newly appointed Textile Administrator. From this it is inferred that no plan has as yet been matured, even if it has been considered. It seems to be reasonably certain, however, that whatever is ultimately determined upon must be applicable no less to prices which ci-

vilians must pay than to those payable by the Government. Any great discrepancy between the two acts of prices will be bitterly resented. In cases where the Government has hitherto cut down the asking prices of textile manufacturers there has been no pretense that the latter were not enabled to make a very satisfactory profit. Those who have bought for civilian uses have been forced to give the mills an inordinate profit. To curb the profiteering, various plans have been suggested. One of them, which has attracted much attention, was put forward by Malcolm D. Whitman, Vice-President of William Whitman & Co. His idea was that, instead of fixing sales prices, excess profits should be limited by taxation. This, he insisted, would destroy the incentive to overcharge. If the Government fixed prices on what it required, he contended, the manufacturers would even up by charging more to civilian purchasers rather than be spurred up to greater efficiency. A letter embodying these views was sent to various woolen manufacturers with the intention of securing their assent.

NEWEST IN WOMEN'S HATS.

A new type of sports hat that is being extensively displayed here has a straw brim and ribbon crown. Grosgrain or faille moire ribbon, from a half-inch to two inches wide, is sewed around the crown in a checker-board effect. Some of these hats are stitched with silk or wool floss. The brims are of milan or hemp, and are seen in white, pink, and various shades of blue. Some are also seen in lavender, a good summer shade, which, according to the bulletin of the Retail Millinery Association of America, has not been shown or worn to any extent as yet. The shapes consist of medium-sized roll-side effects, and medium and small mushrooms with high collapsible crowns. Ribbon cockades or fancy ribbon bows are used to trim them. The bulletin continues:

"The warm weather has brought out many summer costumes, the most attractive of which are linen suits with hats to match. Made of heavy linen, these hats are embroidered on the upper brim or side crown with soutache braid in white or sand. Among the shapes are large mushrooms with 'tam' crowns, short-back pokes with shell crowns, and large sailors with wide sides and short backs and fronts. The last-named embody four-piece corded crowns. Popular colors are Copenhagen or delph blue combined with sand braid, and navy or lavender combined with white braid."

CANNED GOODS SITUATION.

The manner in which the trade is adjusting itself to new conditions offers considerable encouragement to those who are trying to bring about conditions of business that will coincide with the aims of the Government. This, of course, includes everybody, for the thought uppermost in the minds of every business man is how to win the war. Jobbers, in speaking of these conditions, say that they are quite contented if they can make merely enough profit to keep their organizations going to pay their employees and all those dependent upon them, directly and indirectly. The spirit of speculation is gone. Anyone who suggests that there is a chance to make big money out of this or that item of foodstuffs is looked upon with suspicion by his neighbor and is pretty apt to hear a few words on the subject of patriotism. Matters are taken very seriously now that in other times would have been regarded lightly. Earlier in the season there was a suspicion that growers were seeking undue profits. Perhaps some of them were. But the impression that now prevails is that growers are unable to contract with canners because of the uncertainty of their labor and their costs. Hence, canners cannot name prices to jobbers and jobbers are not taking the usual chance in selling ahead to retailers. The movement therefore will follow different lines. The goods will not be sold in many instances until they are booked, and in others until the situation is clear as to what the pack and packing costs will be.

BY ORDER OF THE KAISER.

The worst fears for the Jews in that part of Palestine still held by the Turks are being realized. Very meager but fairly convincing reports of brutal deportations from the Northern Jewish colonies come filtering through Germany's doubled-barred gate of censorship. Hitherto it had always been said that the Turks recognized a certain kinship with their Jewish subjects and would never persecute them as they have persecuted the Armenians. But now the fallacy of such a statement becomes apparent. The Young Turks in control of the Ottoman Empire are animated by an insane chauvinism which drives them to exterminate all non-Turanian races within the Empire, Jews, Greeks, Arabs, and Armenians alike.

Worst of all, the Kaiser has issued an iron-clad edict which the Turks dare not disobey, declaring that the Jew is a menace to Pan-Germanism and must be exterminated as a protection to the expansion plans of Germany and her allies. The Germans

will, therefore, be held responsible for these Jewish massacres. By their policy of playing Pilate they will have aroused against themselves the animosity of a powerful, intelligent and capable race, inhabiting all parts of the globe—a race which never forgets a wrong and never forgives an enemy.

EMASCULATE EVERY GERMAN

In view of the brutal character of the German people, as exhibited in their treatment of the people of other nations, in the raping of every woman, the castration of every man and male child and the mutilation of every infant, there is only one punishment adequate to bestow on the German people—the castration of every adult male in the Kaiser's empire. Of course, such treatment need not be dealt out to the Kaiser, because he and every officer in the German army and navy must suffer the loss of their heads, which will render any further punishment unnecessary. Unless this is done—and done most effectively—the world will never be safe from the Crucifiers of Christianity!

INCREASING THE TURN-OVER.

With due regards to the remarkable records made by its mercantile friends in London, Ohio, and Grand Rapids, whose turn-overs are, respectively, twenty-seven and twenty-nine times, the Tradesman is under the impression that Mr. Kellogg, of Battle Creek, has set a pace which it will be extremely difficult for very many merchants to follow. His detailed statement of what he has accomplished in the way of turn-over, published elsewhere in this week's paper, is decidedly interesting reading to any dealer who is determined to increase his sales so as to take rank as a merchant, instead of being content to be merely a storekeeper.

Our shipbuilders, during May, delivered to the Government forty-four vessels, completely equipped, an average of nearly a ship and a half a day, including Sundays. The record for the five months of the present year, while not quite so high, is still of more than one ship a day, the total being 170. Evidently, we are getting into our stride. Soon ships will be built faster than they can be sunk. There is something to be said also for the psychological effect of reading every morning of so many new ships, so much new tonnage. We are not yet out of the woods, and it would be foolish to begin hurrahing, but there can be no harm in a little quiet satisfaction over the headlines one sees nowadays in contrast with those that one used to know he would see the moment he found courage to open his newspaper.

JAUNTY JACKSON.

Central City Heartily Greeted the Grand Council.

Grand Rapids, June 10—With approximately 150 delegates in attendance, the twenty-fifth session (or silver session) of the Grand Council of Michigan, U. C. T., opened for business at Jackson Friday, June 7, 1918, at 10 o'clock a. m. by W. M. Kelley, Senior Counselor of Jackson Council, who introduced John A. Bennett, Vice-Mayor of Jackson, who in the absence of Mayor Wm. Sparks, who is in Washington, delivered a short address of welcome, following which the convention proper was turned over to John A. Hach, of Coldwater, Grand Counselor. Before proceeding with the opening ceremonies, Grand Counselor Hach thanked the Vice-Mayor for his very hearty welcome.

Appointments of committees immediately followed the opening of the Grand Council session, and the reports of the Grand Counselor, Grand Secretary, Grand Treasurer, Grand Examining Finance Committee, Grand Executive Committee were read. All showed a good growth of the organization and an excellent condition of the finances. All reports were accepted and turned over to the proper committees for final disposition. The recommendation of the Grand Executive Committee that all delegates be cut short one day each in their per diem expenses met with hearty favor by the delegates assembled.

Past Grand Counselor John A. Hach appointed Past Grand Counselor Samuel Rindskoff, of Detroit Council, to sit in the Past Grand Counselor's station in the absence of Past Grand Counselor F. J. Moutier, of Detroit, who, owing to a severe illness, could not be in attendance. Past Grand Counselor M. J. Howarn, of Cadillac Council, District Deputy Grand Counselor F. N. Clay, of Kalamazoo Council, were asked by the Grand Counselor to sit with him at his station to render assistance to him in the government and conducting the business of the session. Grand Chaplain Chas. R. Dye, of Battle Creek, in place of giving the regular ritualistic prayer, offered at the opening of the session a prayer worded in his own way which contained an especial appeal to the organization at this particular time when many of our members have joined the colors.

The chair of F. W. Wilson, member of the grand executive committee, was vacant from the fact of his being called by the Government to work on the War Savings Stamp drive for Western Michigan. The following committees were appointed by the Grand Counselor for this convention:

Grand Examining Finance—W. J. Devereaux, Port Huron; John D. Martin, Grand Rapids; Fred J. Hanifan, Owosso.

Jurisprudence—F. L. Day, T. J. Hanlon, N. T. Eddy, all of Jackson. Credential—A. G. MacEacheron, Detroit; J. H. Belknap, Bay City; George McClintic, Hillsdale.

State of the Order—S. B. Rosenfield, Detroit; E. D. Sickel, Jackson; John Quincy Adams, Battle Creek. Mileage and Per Diem—W. S. Lawton, Grand Rapids; Tom Follis, Marquette; F. J. Jury, Lansing.

Necrology—F. W. Bramer, Saginaw; S. H. Swift, Adrian; J. E. Close, Flint.

Resolutions—E. A. Welsh, Kalamazoo; A. F. Rockwell, Grand Rapids; J. G. Cook, Owosso.

Charter Dispensation—M. S. Brown, Saginaw; E. L. Evans, Coldwater; L. D. Mallory, Port Huron. Press—F. A. Aldrich, E. G. Tompkins, A. F. Young, Jackson.

Sample Case and Tradesman—John D. Martin, Grand Rapids; B. D. Mercer, Saginaw.

At the opening of the afternoon session at 1:30, Grand Chaplain C. R. Dye delivered a eulogy and the names were read off of those who had passed

to the Eternal Council during the past year, and all members standing with uncovered heads and repeating the Lord's Prayer.

A resolution was offered that the Grand Council procure an oil painting of Past Supreme Counselor Frank S. Ganiard and present it to the Supreme Counselor in session in Columbus, June 25 to 30, and past Grand Counselor M. J. Howarn, of Detroit, who has it in hand, says it will be ready for presentation at that time.

A committee was appointed to procure flowers and deliver to Past Grand Counselor F. J. Moutier, who is confined by sickness to his home in Detroit.

The following officers were elected for the ensuing year:

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

Grand Counselor—C. C. Startweather, Detroit.

Grand Past Counselor—John A. Hach, Coldwater.

Grand Secretary—M. Heuman, of Jackson.

Grand Treasurer—Lou J. Burch, Detroit.

Grand Conductor—H. D. Ranney, Saginaw.

Grand Sentinel—H. D. Bullen, Lansing.

F. W. Wilson, of Traverse City and E. A. Dibble, members of the Grand Executive Committee, were re-elected to succeed themselves.

W. M. Kelley, of Jackson, and H. R. Bradfield, of Grand Rapids, the other two members of the Committee, carry over for another year.

After the installation of officers, which ceremony was conducted by Past Grand Counselor Howarn, of Detroit, W. T. Ballamy, as the new Grand Counselor, was handed the gavel and made appointments for the coming year as follows:

Grand District Deputies—A. N. Borden, Grand Rapids; T. H. Hanlon, Jackson.

Grand Chaplain—J. H. Belknap, Bay City.

Grand Legislative Committee—John Clark, Saginaw; W. J. Devereaux, Port Huron; M. J. Howarn, Detroit. Railroad Committee—H. Henry, George E. Kelly, Kalamazoo; F. Bramer, Saginaw.

Hotel, Bus and Baggage Committee—W. L. McManus, Jr., Petoskey; M. H. Stiner, Muskegon; C. C. DeFrance, Kalamazoo.

Invitations were extended for 1919 convention from Kalamazoo, Battle Creek and Flint, but the selecting of a place for next year was left with the Grand Executive Committee.

C. W. Bosworth, who is a member of Grand Rapids Council, took the floor in the interest of the Hotel Committee of the U. C. T. in having a hotel inspector for Michigan. A resolution was then introduced that the incoming Legislative Committee of the U. C. T. co-operate with the Legislature and the hotel men and bring about closer relations between them all.

A number of very beautiful silver medals in commemoration of the Silver or twenty-fifth session of the Michigan Grand Council were awarded one to each council in the Michigan Grand Jurisdiction to the member securing the largest number of new members during the year, and the following members from the different towns were the recipients: C. R. Buchanan, Flint; H. D. Ranney, Saginaw; W. T. Ballamy, Bay City; N. T. Eddy, Jackson; C. W. Chappel, Hillsdale; L. V. Pilkington, Grand Rapids; M. F. Reed, Cadillac Council, Detroit; Newton Root, Kalamazoo; C. A. Skelton, Marquette; C. B. Whipple, Battle Creek; B. J. Warner, Lansing; E. C. Below, Traverse City; H. Foote, Muskegon; C. W. Carpenter, Adrian; James B. Rice, Coldwater; M. Marx, Port Huron; Owosso, Petoskey and Detroit Councils could not decide to whom the medal should be awarded and will report later.

The election of delegates to the Supreme Council meeting in Columbus June 25 to 30, resulted as follows: W. T. Ballamy, Bay City; John A. Hach, Coldwater; M. G. Howarn, Detroit; John D. Martin, Grand Rapids; E. A. Welsh, Kalamazoo; A. G. MacEacheron, Detroit; and F. L. Day of Jackson; alternates: Sam Rindskoff, Detroit; M. Heuman, Jackson; W. S. Lawton, Grand Rapids; M. J. Moore, Jackson; F. J. Moutier, Detroit; W. S. Burns, Grand Rapids; J. W. Schram, Detroit.

Having served for three consecutive years as Grand Secretary, the title of Past Grand Counselor was conferred upon Morris Heuman, of Jackson, and a Past Grand Counselor's jewel and cap were presented to him. From the fact that Past Grand Counselor Moutier, of Detroit, was unable to attend through sickness, the jewel and cap were sent to him in the care of Sam Rindskoff.

The following telegram was ordered sent to the President by the Grand Secretary:

"Hon. Woodrow Wilson, President of the United States, Washington, D. C. The Grand Council of Michigan, now in session, desires at this time to extend to you every available effort on our part to aid and assist you and your administration in your difficult task in bringing worldwide Democracy to a successful conclusion. Maurice Heuman, Grand Secretary."

The following resolution was offered by Lou Burch, of Detroit, and unanimously adopted:

As it has usually been the custom to spend considerable money for the entertainment of the Grand Council delegates and friends attending these meetings, and in view of the resolution that was adopted last year, that owing to the war in progress and which may continue for some time to come, the U. C. T. adopt all recommendations for conservation of both money and food stuffs, all festivities, decorations, parades, ball games be eliminated from this session.

The total expenditure of money, outside of the actual delegates' hotel and railroad fares, was less than \$50 for this meeting. The Grand Council has been in the habit of giving \$1,100 to the council entertaining this convention, to be used as they have seen fit. Instead a resolution was adopted for the purchase of \$1,000 worth of War Savings Stamps and the presentation to the Red Cross war fund of \$500.

At 1 o'clock Saturday afternoon a meeting was called of Absal Guild, Ancient Mystic Order of Bagmen or Bagdad, Great Ruler Walter S. Lawton presiding. Immediately after the opening ceremonies, word was sent to the outside gate keeper that all was in readiness to conduct over the hot sands the bunch of faithfuls of Jackson Council who had assembled at that time for the organization of a Guild of Bagmen, and working under the authority of the Imperial Guild, the officers and members of Absal Guild of Grand Rapids, many of whom were delegates to the meeting of the Grand Council, stayed over Saturday afternoon to do this work for the Jackson boys, and a class was brought in of about fifty. The name selected for the guild was "Nama" and the following officers were elected:

Great Ruler—A. H. Brower. Viceroy—Frank W. Howard. Prime Minister—S. D. Lewis. Master of Ceremonies—F. A. Aldrich.

Chief of Guides—N. T. Eddy. Captain of Guards—T. J. Hanlon. Califf—E. D. Sickles.

Clerk of Records and Revenues—M. Heuman.

Inside Gate Keeper—E. G. Tompkins.

Outside Gate Keeper—W. Lightheart.

Before Great Ruler W. S. Lawton gave up the gavel to Great Ruler A.

H. Brower of Nama Guild, what looked at the start as a very serious matter wound up with an expression of good will and fellowship of one of the members of Absal Guild of Grand Rapids. W. S. Sawyer asked for the personal privilege of the floor and in a very serious voice and expression of face went on to tell how one of the boys from Grand Rapids had forgotten some of the promises he made his good wife at home in the purchase of neckties, and before the Judge Advocate he pleaded guilty to the offense and threw himself on the court for mercy. Immediately a number of the members were on their feet, demanding the name of the one accused, and behold! it was Past Great Ruler Homer R. Bradfield. Great Ruler Lawton ordered the culprit brought before him and demanded of Prince John D. Martin the findings of the court. Again it looked like a serious matter, but at the windup a box was presented to Prince Bradfield of a beautiful silk tie with the stripes running diagonally and not around. Down in the corner of the box was also tucked away a very beautiful little vanity make-up box and a handsomely engraved card with the words, "Loving memories from the gang."

The Grand Rapids boys returned home Saturday evening. Although admitting that the number in attendance at this Grand Council meeting was not as large as in former years, yet what the meeting may have lacked in numerical strength, was made up by the expressions of good fellowship to one another and the resolutions of loyalty to our Government which were adopted during the session of this Grand Council.

John D. Martin.

Amount of Wool Available.

A number of minor questions, growing out of the Government's taking over wool supplies, are being gradually thrashed out. Most of them arise from the perfectly natural desire on the part of the wool dealers to stay in business. Many were inclined at the outset to believe that the margin allowed them for handling the article was too small to permit of a profit. With regard to woollen fabrics, the contention that there was not enough machinery to provide for civilian needs after military requirements had been met seems to have been abandoned. Instead of this, more stress is now laid on the alleged scarcity of the raw material, and it is for this reason that garment manufacturers are urged to use more manipulated fabrics. How much wool is to be released for civilian purposes does not yet appear, but it will be considerable in view of the supply on hand, or in sight. For the first five months of this year about 350,000,000 pounds of wool, as near as can be ascertained, have been consumed in domestic mills. It seems hardly likely that as much as 40 per cent. of this was for military uses, but, allowing that much, over 200,000,000 pounds were available for other fabrics. What became of that material? And how much more wool can be used by 2,000,000 or so of men in military service?

Send Along the Other Three.

Mears, June 10—"Whyinhell" don't you show a little consideration for your friends, readers and subscribers? It makes me feel like a piker to send only two forlorn bucks for a paper worth \$5 to any progressive merchant like myself.

C. A. Brubaker, Erstwhile known as the Chronic Kicker.

Street Railways Perform an Essential Part in the Nation's War Program

We Transport the Workmen Working on War Orders.

Their Use and Necessity Recognized by the Federal Authorities

McAdoo Asks States and Municipalities to Permit Rate Increases to Meet War Conditions

McAdoo's Appeal

Copies of the correspondence between the President and Mr. McAdoo have been made public. The Secretary's letter to the President follows:

February 15, 1918.

Dear Mr. President: I beg to hand you herewith several memoranda and letters relating to street railways and other local public utilities furnishing light, heat and power, which I have been asked to bring to your attention by a committee representing public utility interests.

These papers indicate the existence of genuine apprehension regarding the adequacy, under present conditions, of the services and rates of local public utilities. The view is expressed that increased wages and the high cost of essential materials and supplies have affected them as they have affected everybody else, and that united effort will be necessary in order to meet alike the public requirements for service and the corporate financial needs upon which that service depends.

As Secretary of the Treasury, I must take official notice of these matters. 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. Our local public utilities must not be permitted to become weakened. TRANSPORTATION OF WORKERS TO AND FROM OUR VITAL INDUSTRIES AND THE HEALTH AND COMFORT OF OUR CITIZENS IN THEIR HOMES ARE DEPENDENT UPON THEM, and the necessary power to drive many of our war industries and many other industries essential to the war is produced by them. It may be that here and there, because of the prominence given to less important interests immediately at hand, State and local authorities do not always appreciate the close connection between the soundness and efficiency of the local utilities and the national strength and vigor, and do not resort with sufficient promptness to the call for remedial measures. In such cases, I am confident that all such State and local authorities will respond promptly to the national needs when the matter is fairly and properly brought before them.

OUR PUBLIC SERVICE UTILITIES ARE CLOSELY CONNECTED WITH AND ARE AN ESSENTIAL PART OF OUR PREPARATIONS FOR AND SUCCESSFUL PROSECUTION OF THE WAR, AND THE UNFAVORABLE TENDENCIES WHICH THE ACCOMPANYING PAPERS REVEAL MAY MOST EFFECTIVELY BE CHECKED, WHEREVER THEY MAY BE FOUND TO EXIST, AND THE NEEDED RELIEF OBTAINED ONLY BY PROMPT ACTION ON THE PART OF THE RESPECTIVE LOCAL AUTHORITIES.

I earnestly hope that you may feel justified in expressing the conviction that the vital part which the public utilities companies represent in the life and warmaking energy of the nation ought to receive fair and just recognition by State and local authorities.

Cordially yours,

(Signed)

W. G. McADOO.

The President, the White House.

President Approves It

Declares It Is Essential That All Utilities Be Maintained at Maximum Efficiency

Here is the President's reply:
The White House, Washington.

February 19, 1918.

My Dear Mr. Secretary: I have examined with care the memoranda and letters which you transmitted to me with your letter of the fifteenth. I fully share the views you express regarding the importance of the public service utilities as a part of our national equipment, especially in wartime. IT IS ESSENTIAL THAT THESE UTILITIES SHOULD BE MAINTAINED AT THEIR MAXIMUM EFFICIENCY AND THAT EVERYTHING REASONABLY POSSIBLE SHOULD BE DONE WITH THAT END IN VIEW. 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.

I shall be glad to have you communicate with the local authorities whenever the information in your possession suggests that such a course is desirable and in the national interests.

Cordially yours,

(Signed)

WOODROW WILSON.

Hon. William G. McAdoo, Secretary of the Treasury.

The Comptroller of the Currency

In his annual report to Congress refers particularly to the Public Utilities furnishing Electric and Gas Service and operating Electric Railways and calls attention to the vital part they play in the Nation's War Program.

(Excerpt from Annual Report of Hon. John Skelton Williams,
Comptroller of the Currency)

MAINTENANCE OF EFFICIENCY AND CREDIT OF PUBLIC UTILITY COMPANIES ESSENTIAL

National and State Banks, and many thousands of small and large investors, have suffered seriously from the decline of the earning capacity of public utility corporations and the consequent shrinkage in the value of their securities, representing investments of many hundred millions of dollars. Their losses naturally diminish the power and disposition of the public to respond to the calls of the Government for money for war. This danger should arouse, I venture to suggest, the anxiety and stimulate the efforts of the Congress and of every patriotic citizen. A more urgent and pressing peril is forced upon our attention by the obvious fact that we are dependent so largely on the efficiency and strength of these corporations and on our railroads for speed and success in preparing for and prosecuting the war.

The corporations referred to supply light, heat, power and electric railway transportation for passengers and freight. They touch intimately the daily life of the people. In normal times they have been favorite targets for sneers and savage criticism from large parts of the public and the press. In some instances, doubtless, they have deserved and invited hostility. In others, the attacks upon them probably have been unjust and unreasonable. Frequently they have been the victims of beneficiaries of local politics, suffering injury in the end in either case. Yet, generally, they were able to serve the needs of their communities with reasonable efficiency and to earn fair returns on the money invested in them. Now they are threatened with ruin. If they are allowed to sink into inefficiency, much of the most important war work of the Government will be crippled or paralyzed.

THE WORK OF THE WAR HAS THROWN UPON MANY OF THESE CORPORATIONS STRAINS WHICH THEY ARE UNABLE TO ENDURE WITHOUT PROMPT HELP. THE COSTS OF THEIR LABOR AND OF ALL MATERIALS FOR OPERATION, BETTERMENT, AND UPKEEP HAVE INCREASED HEAVILY AND SUDDENLY. They are required to increase radically and quickly their service and facilities. Industries manufacturing war munitions and materials demand of the public utilities corporations constantly greater supplies of power and light. At the industrial centers, car lines are being rushed and overburdened by new armies of workers. The gas companies are called upon for gas for cooking and heating in quantities beyond all normal calculations and far beyond their present capacities. They are urged continually to furnish more coke and coal by-products, fuel, and other elements absolutely essential in modern warfare. Where cantonnments have been established, the demands on the resources of water, lighting, and transportation companies are especially severe; ability to comply with such demands is necessary for the safety and comfort of the fighting men in training.

A committee representing the four leading associations, which include all the principal electric light and power companies, street railway companies, and the most important gas companies of the country, recently submitted to this office a report in which attention was asked to the increase within the last two years in the cost of materials they must use for the maintenance of their properties. They gave a list of percentages of additional cost, showing among others the following items:

INCREASE FROM 1915 TO 1917

Copper Wire	180%	Castings, malleable	198%
Pipe, cast-iron	100%	Copper, bag and sheet	147%
Axles	272%	Lead, pig and sheet	127%
Acid	162%	Nails	110%
Brass	300%	Steel, tool	400%
Car Forgings	216%	Tie-plates	270%

The continued and increasing efficiency of these corporations is important for the successful conduct of the war. This efficiency is not possible with present conditions. Corporations proved by their own figures to be approaching bankruptcy can not obtain money for improvements or maintenance. On the other hand, banks and citizens suffering severe losses from investments in the securities of these entirely legitimate and once promising enterprises will be discouraged from lending money to the Government or deprived of the means to lend.

THE FIRST AND MOST DIRECT RELIEF TO THE PUBLIC UTILITIES CORPORATIONS CAN BE GIVEN BY THE STATE PUBLIC UTILITIES COMMISSIONS AND MUNICIPAL AND LOCAL AUTHORITIES, WITH THE BROAD-MINDED CO-OPERATION OF THE PEOPLE GENERALLY, UNDERSTANDING THE NECESSITIES OF WAR AND REALIZING THAT THE MORE PROMPTLY ITS BURDENS ARE ACCEPTED THE SOONER THEY WILL BE LIFTED. It is essential that forbearance and consideration be exercised by the State Commissions and municipal authorities, and that the corporations also be permitted to make such additions to their charges for service as will keep in them the breath of solvency, protect their owners against unjust loss, and give them a basis of credit on which they may obtain the funds with which to meet the strain put on them by the Government's needs. THE BREAKING DOWN OF THESE CORPORATIONS WOULD BE A NATIONAL CALAMITY.

Because of the gravity of the situation in this regard, I am moved to ask for the careful attention of the Congress and the public. I am impressed with the importance of early consideration by the Congress and of some measure to provide directly or indirectly for advance of funds on some conservative basis to such of these corporations as need help most urgently, so that they can give adequate service to the Government. The remedy would be unusual; but the times are unusual.

The amount of railroad and other public service bonds owned by the National Banks June 30, 1917, was reported at \$763,000,000. This is equal to approximately 70 per cent. of the capital stock of the banks.

With appropriate aid from the Government through the Congress; with liberal recognition by local authorities of the present acute conditions, and with some practical provision to enable the corporations to meet their own needs and those of the country, the danger now pressing and becoming more serious with each day will be removed, the general business interests of the country will be fostered, the ability and readiness of the public to respond to calls for money will be maintained, and urgent requirements for the defense of the country's life and assurance of our freedom and peace will be met.

War Finance Corporation Issues Statement

The directors of the War Finance Corporation, the new corporation recently created by Congress with authority to issue \$3,500,000,000 of stocks and bonds for the purpose of aiding industries essential to the war, have issued the following statement:

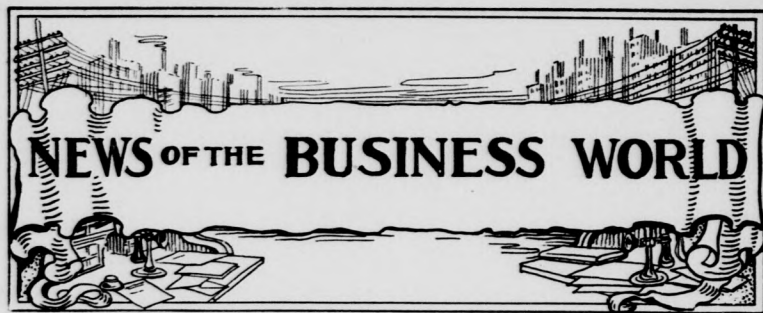
"The directors of the War Finance Corporation have under consideration applications from many public service corporations doing business in various sections of the country for loans aggregating a large amount.

"The directors of the War Finance Corporation do not feel that they have any authority under the law to make loans except upon adequate security as required by the Act, and they are convinced that the inability of a utility company to earn a sum at least sufficient to pay its fixed charges, taxes, maintenance and repairs is conclusive evidence of the inadequacy of its own obligation as security. The directors of the Corporation feel that the localities served by these various public utility enterprises should not expect the War Finance Corporation to make advances to any utility company whose statement shows that it is in actual need of increased revenue. It is a matter for the local authorities to determine whether or not an increase in rates, sufficient to maintain the enterprise as a going concern, should be granted. It is urged, therefore, that the proper authorities give prompt consideration to applications made by public utilities for permission to increase rates, in order that the directors of the War Finance Corporation may know, when applications for loans are presented by public utility corporations, whether or not they will be able to give adequate security."

THE GOVERNMENT NEEDS AND UTILIZES OUR SERVICE

Grand Rapids Railway Company

BENJ. S. HANCHETT, President and General Manager.



Movements of Merchants.

Sault Ste. Marie—Fred Bye has engaged in the meat business at 111 Spruce street.

Saginaw—The Saginaw Style Shop has increased its capitalization from \$10,000 to \$25,000.

Muskegon—The Muskegon Utilities Co. has increased its capital stock from \$25,000 to \$100,000.

Six Lakes—Charles Cosselman has sold his general stock to the Universal Stores Corporation.

Nashville—G. A. Truman, the pioneer merchant of this town, celebrated his 81st birthday last week.

Crystal—W. O. Rippey has purchased the Lakeside hotel of B. F. Smith and will continue the business.

Sault Ste. Marie—James Mollnaro has opened a delicatessen and fancy grocery store at 305 Ashmun street.

Holland—Peter Boot, pioneer grocer of West Eighth street, is closing out his stock and will retire from business.

Manistee—A. R. Baumann has sold his meat stock and store fixtures to William Hoops, who has taken possession.

Coldwater—E. E. Preston and Ray Disbro have formed a copartnership and opened a cigar factory at 217 Race street.

Hillsdale—Isaiah Cunningham, fuel and grain dealer, died at his home June 6, as the result of an attack of heart disease.

Custer—C. G. Franz has sold his store building, grocery stock and meat market to E. A. Brayman, who has taken possession.

Hart—W. F. Lyon, who has been closing out his furniture stock preparatory to retiring, has concluded to continue in business.

Jackson—J. T. Fagan has purchased the Ruhl hotel, of Charles Sarvis. Mr. Fagan has been clerk at the hotel for the past seven years.

Allegan—Thomas DeMack, recently of Mishawaka, Ind., has assumed the management of the Atlantic & Pacific tea, coffee and spice store.

Olivet—Mrs. Barbara Mead has sold her millinery stock and store fixtures to Mrs. Elizabeth Gage, who will continue the business.

Hancock—J. Ehler & Co. are closing out their shoe stock and will retire from trade. The business was established over half a century ago.

Berrien Springs—William Abbott has sold his restaurant, cigar stand and rooming house to Ernest M. Jones, of Coloma, who will continue the business.

Port Huron—The Cochrane Dry Goods Co. has incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$9,000 paid in in cash.

Honor—Frank Conklin has sold his hardware stock to R. A. Conklin, who has closed his hardware store at Bendon and removed the stock here.

Mendon—J. C. Cooper, of Bloomingdale, has purchased the Wakeman House and will continue the business, remodeling and redecorating the interior.

Port Huron—George Thompson has sold his undertaking stock and store fixtures to A. W. McNinch, recently of Sandusky, who took immediate possession.

Muskegon—Anton Harnau has opened an ice cream parlor and confectionary store at the corner of Pine and Apple streets, under the style of the Pineapple.

Vassar—The Henry Price Clothing Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Battle Creek—Smith & Large have sold their meat and grocery stock, at 633 Lake avenue, to Carl J. Hollinger, who will continue the business at the same location.

Charlevoix—The Box Island Fishing Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Graafschap—J. W. Merton, of Chicago, has purchased the cement block garage of Nyland & Nash and will continue the business under the style of the Wayside Garage.

Lansing—Boyd R. Small, dealer in clothing, men's furnishing goods and hats, at 107 East Michigan avenue, is closing out his stock, preparatory to retiring from business.

Coldwater—Harris & Shattuck, undertakers, have dissolved partnership and the business will be continued by R. J. Shattuck, who has taken over the interest of his partner.

Alma—A. R. Smith, shoe dealer on East Superior street, is remodeling and enlarging his store building. Frank F. Smith has a stock of phonographs and records in the rear of the store.

Battle Creek—John D. Gleason has sold his bakery at Urbandale to J. W. Kimble, who conducted a bakery at Olivet for the past five years and has now removed it to Urbandale.

Lansing—E. J. Pierce has established two new grocery stores, one at 415 West Maple street and one at 809 West Kalamazoo street, making the ninth store in the chain conducted by Mr. Pierce.

Greenville—F. A. Boelio, of the Furniture Exchange, who has been very sick with pleuro pneumonia for the past six weeks, is slowly improving and hopes to be back in the store before long.

Detroit—The Sultan Auto Parts & Radiator Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,610 has been subscribed and paid in, \$750 in cash and \$5,860 in property.

Detroit—D. E. Perrin, druggist at 1004 Fourteenth avenue, has merged his business into a stock company with an authorized capital stock of \$20,000, of which amount \$16,700 has been subscribed, \$1,000 paid in in cash and \$13,500 in property.

Olivet—George Morris, proprietor of the Sanitary meat market, purchased the grocery stock of Charles Montague and has combined the two stocks. He has sold an interest in the business to H. C. Cranston and E. W. Belcher, both of Lansing and will continue the business under the style of the Sanitary Grocery & Meat Market.

Saginaw—Joseph M. Schrems has engaged in the plumbing and heating business at 905 Lapeer avenue, introducing the new fabricated system which provides for the cutting of parts according to standardized dimensions and then assembling them where needed. The system is used in the construction of garages, heating plants, houses, etc.

Lansing—Sam Beck, Secretary and Treasurer of the Louis Beck Clothing Co. since the death of his father, eight years ago, left June 10 for the New York navy yards, where he will enter service as a navy storekeeper. Mr. Beck is a graduate of the Lansing high school in the class of 1908, has taken one year's work at M. A. C. and is a member of the Lansing Elks.

Manufacturing Matters.

Detroit—The Frazer Paint Co. has increased its capital stock from \$40,000 to \$50,000.

Escanaba—The Escanaba Brewing Co. has changed its name to the Escanaba Beverage Co.

Detroit—The Peninsula Cigar Co. has increased its capital stock from \$15,000 to \$50,000.

Port Huron—The American Machine Corporation has increased its capitalization from \$200,000 to \$400,000.

Adrian—The Economy Drawing Table & Manufacturing Co. has increased its capital stock from \$75,000 to \$150,000.

Saginaw—The E. A. Robertson Co., manufacturers of shirt waists, has increased its capital stock from \$25,000 to \$100,000.

Saginaw—The Saginaw Malleable Iron Co. will double the size of its plant and increase its capitalization from \$500,000 to \$750,000.

Detroit—The Lalley Electric Shifter Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$1,000 in cash and \$24,000 in property.

Detroit—The Detroit Belting & Rubber Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Saginaw—The Berst Manufacturing Co. will reopen its plant which was abandoned several months ago when it removed to Minnesota to be nearer its supply of raw material. The company manufactures wooden novelties.

Detroit—The Komel Co. has been incorporated to manufacture and sell non-

alcoholic beverages, ice, carbonic gas and yeast, with an authorized capital stock of \$20,000, all of which has been subscribed and \$10,000 paid in in cash.

Traverse City—The Reliance Manufacturing Co., largest maker of shirts in the world, has taken over the local plant of the Jackson Skirt & Novelty Co. which has been closed for several months and will double the capacity and open it at once.

Battle Creek—Charles T. Lee, sales manager for the Kellogg Toasted Corn Flake Co., has resigned to accept a position as sales and advertising manager of the recently formed condensed milk combine which absorbed the Wildi, Hires and Nestles concerns, and is to be capitalized at \$12,000,000. He is succeeded at Battle Creek by James O'Brien, lately New York sales manager for the Kellogg Co., and formerly in charge of the company's Boston office, previously to which he was a district manager, for the Shredded Wheat Co. Mr. O'Brien's manager in New York is not yet announced.

Waded Through on Stilts.

"In the restaurant where I sometimes dine," remarked Art Borden the other day. "I ordered last night chicken soup, and when the waiter brought same he spilled some of it on my coat.

"I looked up at him reprovingly, but only to find him looking down at me smilingly, quite reassuringly.

"It will do no hurt," he said; "it is only water."

"I found the waiter's diagnosis to be quite correct; when the soup had dried out of my coat it left no mark.

"It reminded me of a little story told by William E. Sawyer. In this case there were two men eating together in a restaurant and both had ordered chicken soup. When one man had tasted his he said:

"I'll bet the nearest any chicken ever came to this soup was to wade through it."

"Humph!" said the other man. "If any chicken ever waded through this soup it was on stilts."

"The chicken soup I got last night was that kind."

Keeping the Records of Your Stock.

There is no line of merchandise more difficult to keep accurately recorded than shoes, and yet, with the proper system, the problem becomes simple enough.

Your system should accomplish these things:

Keep an accurate record of stock, providing a perpetual inventory.

Serve as an infallible check on shipper and receiving departments.

Show sales, returns, mark-downs, and average percentage of mark-down on every line in stock.

Give at the close of each day a complete record of business.

Check up your clerks, prevent mistakes in price, make it easy to detect theft.

Tell at a glance the condition of any lot of goods in stock, enabling you to fill in or to reduce as deemed wise.



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 market is firm, with quotations the same as last week. There is a slight increase in the receipts and a good consumptive demand. The average quality is showing a great improvement. There is some butter going into the warehouses at this time. Continued good trading is looked for in the immediate future, and quotations will probably hold about the same. There is a particularly good demand for medium 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, \$3.50 per crate for large size and \$2.50 for medium.

Cantaloupes—California Standards, \$6.50 per crate; ponies, \$6 per crate.

Carrots—90c per doz. bunches.

Cherries—The sour cherry crop is a great surprise and disappointment. It will be only about 25 per cent. of an average crop. The trees apparently came through the long, cold winter in good shape. They leaved out nicely and were full of blossoms. The weather at blossoming time was ideal, but for some reason which the growers are unable to fathom, the yield is light—probably due to injury to the trees by the extremely cold weather last winter.

Cucumbers—\$2.35 per box for 2 doz. Kankakee.

Eggs—The market is very firm, due to a scarcity of strictly fancy eggs, the average receipts showing considerable heat. There is a fair supply of the poorer grades of eggs. The market has advanced about 1c per dozen over last week, and a continued firm market on the finest eggs is looked for. There are still some eggs going into the coolers at this time. Local dealers pay 31c to-day, cases included, delivered in Grand Rapids.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$4@5.50 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 \$10 for choice and \$10.50 for fancy.

Lettuce—7c 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, \$7.50@8 per box.

Pieplant—\$1 per bu.

Pineapples—\$3.50 for 42s; \$4 for 24s, 30s 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 65@75c per 100 lbs. New are now in market, commanding \$3.50 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 range from \$1.75@2.50 per 16 qt. crate.

Tomatoes—Floridas, \$7.50 per 6 basket crate; Texas, \$3.50 per 4 basket crate.

Water Melons—60@75c apiece for Florida.

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

The Grocery Market.

Sugar—The market is unchanged for the week, both raws and refined being quoted on the same basis as for many months past. Many refiners are over-sold, and there is, therefore, some difficulty in filling orders, but everything considered, there is plenty of sugar. The consumptive demand is good. There is considerable reason to expect an advance in the price of refined sugar almost any time. Refiners claim to be making no money on account of the very large increase in the cost of labor, and they are at the Government all the time to allow them a larger selling price. Indications are that they may be successful very shortly.

Tea—The principal topic of interest in the tea trade is the impending radical change in overland freight rates and its possible effects upon the market. While the cost of laying down tea here by way of the Pacific Coast and transcontinental rail lines will be materially increased after June 25, when the change of rail freight rates takes effect, the fact ap-

pears to have been without influence upon demand for spot teas from the interior, and prices have not as yet been notably affected.

Coffee—The market for Rio and Santos grades is very weak and very unsatisfactory from the standpoint of the seller who has stock on hand. All grades of Rio and Santos are a shade lower for the week. The reason for the weakness is that the Government has practically cut the freight rates in two from Brazil up here, which would really warrant a decline of a cent a pound, but probably no such decline as that will occur, as Brazil will hold the market up. There are about a million bags of coffee on the way to this country, which is very much larger than the usual stock afloat. In view of these conditions nobody is buying anything that he doesn't have to have at the moment. It looks now as if prices on all Brazil coffees would be lower in a short time. Milds are steady and unchanged, not having been affected as yet by the Brazil situation. Java and Mocha are practically out of it.

Canned Fruit—Offerings continue very light and in general the market is firm with one or two exceptions.

Canned Vegetables—The market continues unchanged for any of the items on which prices have been named for future delivery and there is very little offering on the spot.

Canned Fish—Tuna prices have as yet not been named. Salmon is unchanged, but very high. Eastern firms are complaining because salmon which they had bought, and which is now loaded on cars in the West, cannot be brought on here on account of the refusal of the Transportation Committee to give them a permit. The committee's reason is the present heavy freight congestion, but the Eastern owners of these goods point out that the congestion ought to be removed by the time the goods get in. However, in many cases this has had no effect. Sardines show no change.

Dried Fruits—Out of the uncertainty and tangle of new complications which have beset the dried fruit trade thus far this season there seems now to be a definite programme to be worked out. Had old methods been permitted to continue complications would have been still greater, because future sales made long before the crop can be estimated and before prices are made would have carried with them a large element of speculation and speculation is now on the blacklist. It was a difficult matter to change these trade customs all in a moment, and so the Administration simply postponed the whole problem until the way would seem clearer. Thus, there was the original date of May 1 set for trading in futures, but as that time approached it was still far from being settled. Hence, there was the further postponement to June 1. Then it became apparent that the logical proposition would be to wait until the crop itself was more clearly defined. Finally came the proposition that if prices could be worked out at the same time the whole situation would be cleared up. It became necessary

to secure the co-operation of the growers to this end, and they have responded patriotically, so that the conferences now being held will probably offer a complete solution to the whole problem and by July 15 it will be possible to market the dried fruit crop on a definite basis, eliminating uncertainty and speculation.

Corn Syrup—Producers are kept well sold ahead and orders are booked subject to prices prevailing at time of delivery.

Sugar Syrups—While awaiting the results of the conference of the trade committee with the Food Administration in reference to the fixing of prices business is practically suspended.

Melasses—Nothing new has come to the surface, business being of the usual routine character with prices firm and unchanged.

Cheese—The market on old cheese is very firm, most of the fancy old goods having been sold at this writing. The market on new cheese is very firm, with quotations about ½c higher than previous quotations, due to a heavy export demand and a falling off in the receipts. The average receipts of cheese show considerable improvement over a week or two ago. Some makes coming in show full grass flavor. We look for a continued firm market.

Beans—The bottom has fallen out of the market and at the present writing beans are the weakest food product, with the possible exception of coffee. Pea beans have dropped to around 10 cents a pound, which is a decline of over 3c from the highest point. Marrows are about 1c lower for the week and California limas are now quoted below 13c in a large way. The sole cause of the weakness appears to be lack of demand. Beans are among the slowest sellers at the present time. Instead of exhausting the spot stock before the new crop could be gathered, as was expected, it looks now as if there would be a carry-over, unless the demand improves. Green and Scotch peas unchanged and quiet.

Provisions—The market on smoked meats is steady, with quotations ranging about the same as last week. There is a good local demand and a moderate supply. The market on lard is steady, unchanged quotations, with a fair supply and a good consumptive demand. The market on barreled pork is steady, with a light consumptive demand and fair supply. The market on dried beef is very firm, quotations having advanced about ½@1c per pound over last week, due to a very light supply and a good consumptive demand. The market on canned meats is very firm, quotations slightly higher than previous ones, with a fair supply and a good consumptive demand.

Salt Fish—The market for mackerel of all grades is firm, with continued high prices.

Joseph J. Frost has sold his grocery stock at 571 Division avenue, South, to Beatrice Buell, who will continue the business at the same location.

The Michigan Process Coal Co. has increased its capital stock from \$35,000 to \$50,000.

WHAT OUR SOLDIERS EAT.

The Tradesman is pleased to present to its readers through the courtesy of the War Department and Camp Custer a sample menu served our soldiers for seven consecutive days in May. As the menus submitted were prepared and served about two weeks before the request for same was received by the Tradesman, there is, of course, no question about their being an average index of the food our recruits are doing so well on.

In the army, as in other walks of life, there has been recently considerable discussion as to rations, as to the quantity of fats, proteins, carbohydrates, calories, and what-not, necessary to make an American boy most effectively fight the Germans. This is the culmination of a Nation-wide, in fact world-wide, movement. For years our housewives, whose grandmothers cooked mostly, but also excellently, by rule of thumb, have been learning from their women's magazines the exact chemical ingredients of the food they ought to be giving their family so as best to serve the life-purposes of its various members, so that father might earn and spend the most money with the least amount of grumbling, brother pass his examinations for college as brilliantly as possible, and sister develop sagacity to pick the most desirable of her suitors. Even in remoter regions, in our lumber camps, something of the new lore penetrated, and there were strikes for a scientifically balanced diet. The old rotation of beef and eggs, with beans and potatoes on the side in winter, and "sow-belly" with ditto in summer, sometimes varied by dough pie, no longer met the awakened consciousness of the forest proletariat. And in Germany three years of short commons have given the authorities ample opportunity to try out a tabloid diet, first recommended, we believe, by Bellamy in "Looking Backward."

Fortunately, in our army, despite much talk and an investigating committee, called the Food Division, some theorizing but little experimenting has been done. The Germans learned very soon that, however efficacious a tablet of the proper composition might sound, as a matter of fact what kept people in health and spirits was something that their teeth could get into and their palates appreciate. Teutonic investigation tried out new ideas on prisoners, where there was no protest, ideas such as the famous stew of sauerkraut and figs, which latter were cheap because of shipments from Turkey. With what lamentable results to the prisoners we know already! But our army officers have recognized the fact that appetite plays an enormous role in food values, and have done what seems to be the reasonable thing. They have acted on the assumption that a soldier's food-needs remain about the same throughout the ages, that Caesar's legionaries ate approximately what Pershing's do, with allowance for differences of climate. And so, although they made up tables with all kinds of chemical formulas to satisfy their own scientific consciences, they

tampered practically not at all with our soldiers' ration. In essence it remains pretty nearly the same as that of a hundred years ago, and not so different from that of Washington's troopers, except that the latter could not always get their day's "grub," and our boys, except during the confusion of action can. We shall have no Valley Forges.

The Camp Custer menus are made up of about the same things as a farm-hand's, truckdriver's or a football player's ration. Whoever does hard outdoor work has to follow, with individual variations, this diet. Major John Murlin, of the Food Division, in an address at the Philadelphia College of Physicians, said recently that the consumption of food per man per day in farmers' families is quite similar to that needed for the average Allied soldier in training. Beef forms the backbone, the mainstay, of that menu. Our soldiers get twenty ounces of beef daily. The other main ingredients of their fare are eighteen ounces of flour, or twenty of cornmeal, twenty ounces of potatoes, and then smaller quantities of beans, sweets, dried fruits, coffee, and relishes. Almost anybody, even an invalid, could manage on this. And in our mess system the official ration constitutes only a money basis for the soldiers' food schedule. Each company has its mess and mess officer, who, with the mess sergeant, and by informal consensus of the men, determines what will suit his lot best. And he requisitions this from the Quartermaster's Department up to the money value of the regular army rations for his command of 250 men. He may vary the regular diet with sausages and asparagus so long as he keeps within his budget.

Under this regime our men have done remarkably well, in spite of poor cooks—good cooks in large numbers being decidedly scarce. Naturally, there is every inducement for a novice to become skilled in his art with utmost rapidity, with 250 huskies ready to wreak vengeance by physical violence on account of culinary omissions and commissions. Suffice it to say the average recruit in camp has, according to official returns, gained pounds of muscle since enlistment. Anybody with a recruit friend or relative knows now the living embodiment of that famous "before and after-taking" advertisement. And, then, to fill out any crannies left by the regular mess, there is the canteen, where appetites insatiable for calories galore may be sated by purchase of sweets. In some camps, for the average soldier, this has amounted to almost 500 of these creations of the expert brain.

BLOODY BILL IS A BASTARD.

The reason for the bitter hatred the Kaiser always entertained for his mother has recently been disclosed by Captain von der Goltz in his book detailing his experience as a spy for ten years in the employ of the German government. He has proved to the satisfaction of any unprejudiced person that the Kaiser is illegitimate, his real father being Count Seckendorf, who was known to have been

intimate with the consort of the Kaiser's supposed father for many years. This explains the dissimilarity between the Kaiser and other men of his race and the lack of all resemblance between him and his father. It also serves to explain the dislike of Bismarck for the wife of the then Crown Prince Frederick, who accused her—to quote his own words—of having "poisoned the fountain of Hohenzollern blood at its source."

History records the story of the early attachment of Victoria to Count Seckendorf and of their frequent liaisons. It also records the fact that after she was virtually banished from Germany by her son, the Kaiser, the queen mother quietly married the man who had been her paramour for years and lived with him as his wife until she died.

History also records the determined effort Victoria made to prevent her bastard son from ascending to the throne, because of the hesitancy she felt over seeing the issue of her infidelity perpetuate a gigantic fraud upon the people of Germany and a husband whom she respected if she did not love or honor.

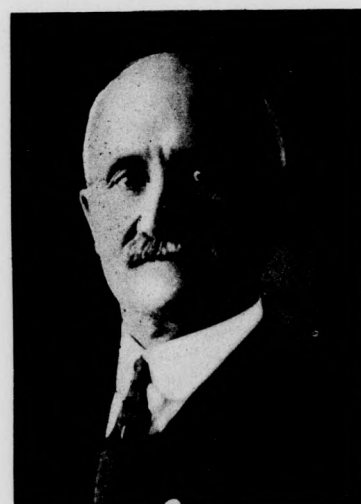
Queen Victoria of England is reported by her faithful biographer to have once remarked: "All my daughters turned out well except Victoria, whom I married to the Crown Prince of Germany. She would have been very unhappy if she had been like her sisters, because the Germans are a bad lot. They have no use for virtue, purity or honesty."

Hoover is not stopping with measures for economizing consumption of foodstuffs, and the country at large is working up more of a spirit of sacrifice as shown in the inspiring example of the State of Idaho in offering every grain of wheat in the State to the Government for war purposes. Ex-President Taft says we can live on 10 per cent. of our supplies and still have enough. The Food Administration is alive to the wasteful method employed at the source of production. This is well illustrated in a project to reduce losses of grain, especially wheat, through greater attention to clean threshing, which is the outcome of recommendations from various sources and study. It is shown that more than 3 per cent. of the wheat crop has, in the past, been lost by hurried and careless operation or inefficient machines. Efforts are now under way to have every threshing outfit in the United States put in efficient working order and operated in a manner to save every grain of wheat possible. To direct the work, a special Threshing Division has been created as part of the Food Administration Grain Corporation. The Grain Threshing Division will have National Headquarters at the office of the Food Administration, Grain Corporation, 42 Broadway, New York City. Particulars can doubtless be obtained by writing to this address. It is a subject which country banks, for instance, might investigate with a view of serving their agricultural clients, and at the same time helping the Government in its efforts to win the war.

SUCCESSFUL SALESMAN.

Wm. T. Ballamy, Grand Counselor of the U. C. T.

W. T. Ballamy went to Bay City in 1872. He has been a traveling salesman since 1890. He represented J. W. Fales & Co., wholesale paper and stationery, Detroit, for several years in Michigan territory. In 1901 he resigned and accepted a position with the Central City Soap Co., Jackson, selling the famous Jaxon soap. He remained with this company until the business was sold to the Proctor & Gamble Soap Co., Cincinnati, in August, 1906, and represented this company for the remainder of the year in Iowa. He then accepted a position with Phipps, Penoyer & Co., wholesale grocers, Saginaw, covering territory North of Bay City. In July,



William T. Ballamy.

1909, he accepted his present position with the Saginaw Milling Co., Saginaw, in the same territory.

Mr. Ballamy became a member of Bay City Council in 1911 and was elected conductor a few weeks after his initiation and was advanced to the various offices of the Council. He was elected Grand Page (1915) at Lansing, Grand Conductor (1916) at Traverse City, Grand Junior Counselor (1917) at Bay City and Grand Counselor last week at Jackson.

Mr. Ballamy has been an enthusiastic worker in the interest of his home Council and for the upbuilding of the order and has been successful in enlisting others. The large increase in membership of Bay Council during the past three years is due largely to his energy and ability. He is a man of sterling character and genial temperament and has been very successful in his chosen profession and a general favorite with the traveling salesmen and is highly esteemed by his customers.

In describing the evening entertainment at Allegan, on the occasion of the visit of the Grand Rapids jobbers to that city, June 3, the Allegan Gazette refers to the toastmaster as "Chauncey Depew Prendergast." Lee M. Bierce is given credit as having uttered a "stirring speech" and Lee M. Hutchins as having "made a serious and forceful closing of a pleasant and very profitable evening."

Buyers' Week in Grand Rapids

Grand Rapids wholesalers have set aside June 24 to 29 as Buyers' Week for themselves and their customers. As the name implies, this will be a week of trading with many attractive inducements for the live merchants in the Grand Rapids wholesale territory to come to Grand Rapids on those days to "look 'em over" and see what surprises their friends, the wholesalers, have prepared for them.

More Than a Buying Week

But it will be more than a buying week, for aside from the trading, there will be man-to-man talks on the world situation as it is to-day by men of national and international reputation. These will not be "lectures" or "speeches." They will be right from the shoulder talks on the world situation—commercial, military and otherwise—and all will be well worth the time of the liveliest and best men in the retail and wholesale trade throughout Michigan. Then, too, the Grand Rapids wholesalers, with their daily contact with the markets of the world, will have an opportunity to discuss personally with the live and representative retail merchants whom they serve the actual conditions and actual needs in the thousands of townships, towns and cities where their friends, the retail merchants, are located. Through these conferences, it will be possible to so co-ordinate efforts as to bring out of the present situation and the months of uncertainty to come the very best results for the retailers, their customers and the Grand Rapids wholesalers who supply their needs. The retailer who misses this week of conference and discussion of his problems and his neighbor's problems

will be doubly a loser, for he not only will lose his opportunity to get into touch with things as they are, but he also will lose what is equally important—the chance to lend his voice and judgment to helping the week of conference to hold the Grand Rapids merchandising district on an even keel during war times and to hold together in a co-operating body, and thus enable to serve itself and those dependent upon it, to the fullest possible degree.

So Buyers' Week will mean more than bargains—and there'll be plenty of them. It means that every wholesaler and retailer who puts his shoulder to the wheel during Grand Rapids Buyers' Week, June 24, 25, 26, 27, 28 and 29, is going to be in shape to meet his problems more intelligently and more successfully. This means more service to his customers, more dollars in the cash register and more satisfaction to himself.

Our latch string will be out, as usual, to all who wish to exchange greetings with our officers and working force and be shown through the various departments of our establishment by our faithful employee of nearly half a century, Barney Langelier.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

MICHIGAN TRADESMAN

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

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OF BUSINESS MEN.

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E. A. STOWE, Editor.

June 12, 1918.

COME ONE, COME ALL!

The retail merchants of Michigan will have an opportunity week after next, through the generosity of the Grand Rapids wholesalers, to listen to some remarkable addresses on various aspects of the Kaiser's war. The wholesalers have secured the Evening Press hall for June 25, 26 and 27. Evening meetings and the meeting of June 25 will be addressed by Merton S. Rice, of Detroit, who was across on the other side in Army "Y" work. The meeting of Wednesday, June 26, will be addressed by Bertram S. Pullinger, who was over there in France three years as Captain of a Canadian battalion. Both of these men are preachers. Merton S. Rice is a Methodist in Detroit and Captain Pullinger is the rector of Grace Episcopal church in Detroit. Both of these men are top notchers and hit straight from the shoulder. The merchants who hear them discuss the issues of the war are going to hear something which will stir them, if there are any red corpuscles in their systems anywhere, but they are not going to hear anything that will please them if they have a drop of the kind of blood which America repudiated some months ago when the Kaiser started his war of conquest and butchery. Another orator will be secured for Thursday evening.

If the attendance is large and the interest intense—as the Tradesman sincerely hopes will be the case—Buyers' Week will probably become a yearly feature of the Grand Rapids market for several years. On the other hand, if the merchants of Michigan fail to avail themselves of this opportunity to get in touch with the best thought of the present day on modern merchandising methods, any further efforts in this direction will probably be abandoned.

The time selected for Buyers' Week is exceptionally opportune. No great staple is being marketed at present, requiring the undivided attention of the retailers. This renders it possible for most merchants to leave home at this time without inconvenience or concern. Furthermore, Grand Rapids, which noted experts in city development and embellishment assert is the "greenest and cleanest city in the world," is now in her best attire. The trees, lawns and shrubbery which are the glory of Grand Rapids now present their most attractive aspect and are a constant source

of surprise and gratification. This feature alone is sufficient to justify a visit to Grand Rapids at this season of the year by any home owner who seeks ideas as to the most effective way to beautify his home by the employment of vines and shrubs.

All features of Buyers' Week are open to all, without price. All that is required is a good ear, a quick eye and a receptive mind. If any merchant finds himself unable to attend, he should by all means be represented by his buyer or chief clerk, so that he may be made acquainted with the bargains and exceptional opportunities which will be available to the retailer on this occasion.

In spite of much prediction and some apprehension to the contrary, general business conditions have remained good during the spring season which is about closing. Here and there over the country there was a slight lessening in the volume of transactions, without, however, a decrease in the money total of the purchases. In the neighborhood of plants engaged in war activities and also in most of the farming regions business has been quite brisk. Money obtained from sales of crops, and also the higher wages received by mechanics, have found their way into mercantile channels, and the selections of buyers have in most instances been of rather higher grade merchandise than formerly. This is particularly true in the cases of women who have been getting better pay. A reflection of these conditions is shown in the reports of the mercantile agencies, which indicate prompter collections and a lessening of indebtedness. Last month the total number of failures chronicled was only 880, involving an indebtedness of about \$13,000,000. This is the lowest for ten years. The failures for the first five months of the year are 20 per cent. less than for the similar period in 1917. To the encouragement afforded by these figures additional ground for confidence is given by the crop estimates, each of which is more optimistic than its predecessor. Under the circumstances, business men are taking a hopeful view of the immediate future.

With England's change from two to three cents postage, the list of belated countries that have raised their postal rates during the war is now about complete. Both Entente and Central governments have been forced to put up charges for transmission of mail, in order to obtain money with which to pay the expenses of Armageddon. How great the pressure actually has been can be realized only when we consider that a modern state considers its postal service the last Government function it can afford to economize upon or make money out of. In this country, our national policy has always been to carry mail at a loss, if necessary, so that the people might be afforded a cheap and easy method of communicating with each other, and be encouraged to read newspapers and periodicals. This is now a thing of the past, and people all over the world must go back to a time when the "porto" of a letter or postal package constituted an item of expense to be carefully computed.

LET US DEAL FAIRLY.

Good cigars which were sold for 5 cents before the war now retail at 6 cents.

Illuminating gas which sold at 80 cents per thousand before the war is now 95 cents—an increase of 19 per cent.

The arbitrary hand of the Government has made a 50 per cent. advance in passenger rates and a 25 per cent. advance in freight rates.

Nearly everything we eat and wear and every entertainment we go to have advanced in price from 25 to 100 per cent. Coffee and potatoes are about the only exception to this almost universal upward movement.

The Grand Rapids Railway Co. finds itself confronted with the same conditions which every purveyor to the public is forced to face and has asked the City Commission for permission to increase its fare from 5 to 6 cents during the present period of inflation and war time prices. Of course the Commission will grant the request and the people will cheerfully acquiesce in the temporary increase, because reasonable people do not believe they should deny to others what they claim for themselves—the right of proper and reasonable compensation for their services.

FOOLED THE FOOL FARMERS.

That fine triumvirate of clever schemers—Slocum of Detroit, Cook of Owosso and McBride of Vernon—has succeeded in involving the farmers of Michigan in a loss of from one to two million dollars by advising the bean growers of Michigan to hold their last year's crop for a stated price. While the Government and the bean buyers of the State were urging the farmers to market their crop as a patriotic duty, the three schemers above named have arrayed themselves on the side of the Kaiser by urging the farmers to hold on for higher prices, which action is held to be treasonable and pro-German by every patriotic American.

The result is that the farmers who listened to the siren voice of these schemers now find that they have musty beans on hand, which cannot be marketed under any circumstances. Even the humble sheep refuse to eat them.

All of which leads to the unerring conclusion that the farmer who pins his faith to the crafty officials of the Grange and Gleaner organizations has only himself to blame if he finds himself headed toward the poorhouse and the Pro-German camp.

Just why the German government should have made a special effort to secure the release of the convicted spy and criminal, Von Rintelen, is not clear. There are plenty of other German subjects in jail in this country for crimes committed here—some of them former officials of the German government. In their behalf it has not moved. The suspicion is that some one high in influence at Berlin has interested himself in Von Rintelen. This is not intelligible to the general public, but may be to those who know how particularly offensive Von Rintelen was in his bearing, and how slippery and treacherous in his activities in this country. He would be the sort of man to have a warm friend at court in Berlin. That

friend, however, quite overshot the mark in inducing the German government to threaten to execute an American prisoner unless this country agreed to exchange Von Rintelen for him. Secretary Lansing made the only possible reply to this demand. The United States Government cannot yield to a threat of brutal reprisals, and will know how to deal with them if they are attempted. The note of the German government, in this Von Rintelen matter, was exceedingly ill-timed and exasperating; but after the way in which the State Department disposed of it, we shall probably hear no more of the affair.

Our threatened controversy with Holland has latterly dropped out of sight. So far as the public knows, the arrangement to exchange provisions from this country for the temporary use of Dutch tonnage is working smoothly. Certainly there is no neutral country with which Americans would more desire to be in cordial relations than with Holland. We must regret, therefore, that the Dutch government has not yet replaced its Minister at Washington, who some time ago presented his letters of recall. The coming of a new envoy from Holland would be seized upon as an occasion for marked expressions of good will by the people and the officials of the United States. Of this the Dutch government may rest well assured.

Whale meat made its initial appearance in Chicago butcher shops last week, according to the Bureau of Markets, when one of the local packing companies received a small shipment by express from Seattle, Wash. The meat as shipped came in rolls similar to beef tenderloin rolls, weighing from five to eight pounds. Transportation costs were excessive, due to the fact that the meat was shipped by express, and the meat will sell at wholesale around 25 cents a pound. If the venture proves successful it will be possible to reduce this cost considerably by handling the meat in larger amounts and shipping it in regular refrigerator cars.

The Food Administration has sent out a warning that wheat is low in the bin and urges greater economy on this side to prevent serious want "over there." This shortage comes at a time when America can most easily go without wheat. The stores are well supplied with substitute cereals and over-supplied with cornmeal in many sections. Shipments that were caught in the winter traffic congestion arrived all at once, causing a piling up of cornmeal that will result in heavy losses unless American common sense rallies to prevent meal from spoiling.

When you have a kick to make, make it and get it over with but don't postpone it and go around with a grouch making everybody else miserable while you wait.

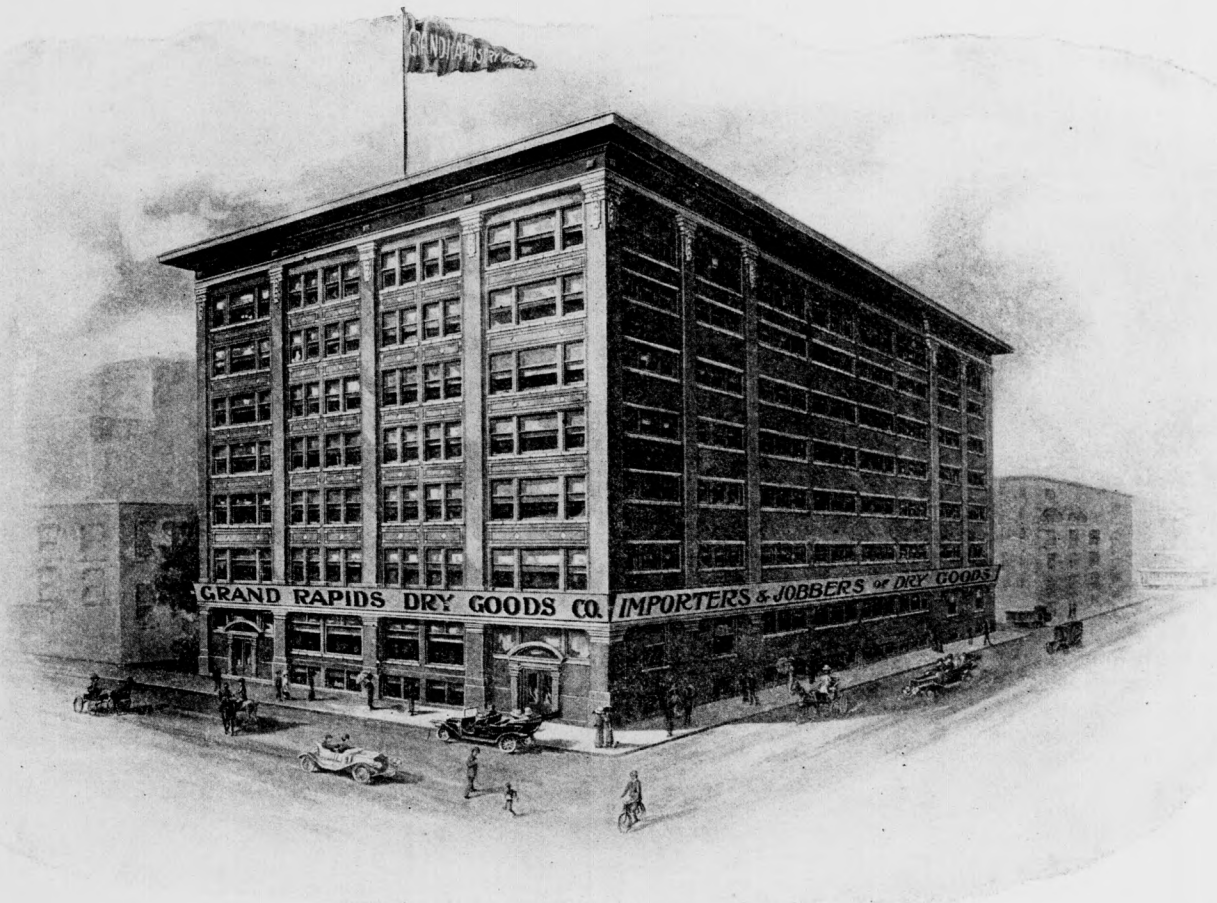
You are perfectly justifiable in asking your clerks to do such things as you yourself would be willing to do under the circumstances, but don't go farther than that.

SERVICE

QUALITY

Come to Grand Rapids

June 24-25-26-27-28



New importance is attached to coming to Grand Rapids this year. A bigger reason than ever for making a visit to this market. Come and get posted as to the real situation of merchandise. Meet our buyers who have been in constant touch with Eastern markets, mills and manufacturers, who know what we have to face this summer and fall.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

QUALITY

SERVICE



More Business Stirring in Cotton Goods Market.

There has been a larger enquiry for some time for some of the lining twills and sateens. Sheet business was rather light. Drills were in good call with sale opportunities scarce, as mills are very fully engaged.

Finished goods are generally quiet in the markets. Additional lines of dress ginghams are being opened steadily and buyers are placing orders earlier than usual. They have pressed agents to do something on spring goods now, as they believe early orders will enhance the chances of prompt delivery. Agents are restricting terms in these transactions, so that buyers are made aware of all the risks they are assuming in taking chances on late business under present conditions. Bleached cottons are quiet as a rule. Several of the branded lines are very short in supply, and will continue more so because of the lack of loomage due to Government exactions.

Tickings, denims and other heavy colored cottons are so well sold ahead and are being delivered so irregularly on old orders that it is impossible to say what may be done on specific fabrics without special enquiry is made. Some houses are selling only mill runouts while others are trying to work out substitute cloths to take the place of denims and other fabrics that are certain to be very scarce for civilian purposes.

It is the feeling in the trade that price regulation or control is near, and predictions are not uncommon that something definite will have been arrived at before July 1. There are some merchants who go so far as to say that definite action will be taken on the new cotton crop by August 1. It is known that the Government is getting behind the movement to finance cotton transactions through trade acceptances in order to ease the financing of the next crop and without endangering the large carry-over that is in sight to-day.

In the cotton yarn markets the conditions are becoming so clearly at variance with what is expected in war times that action is looked for that will take care of yarn production needed in Government work. Many of the coarse yarns are virtually monopolized by those who have Government contracts and prices for the balance of yarn production are going up to dizzy levels, without any assistance from the trade. In fact, yarn merchants have become timid about the market and would not speculate now if they were permitted to

do so without interference from Government authorities. Although cotton is high, many of the staple numbers of yarns are more than twice as high as cotton and relatively more profitable than cotton growing.

The raw silk trade has become convinced that it is prudent for the business to be thrown in closer contact with the Federal Reserve Bank through the medium of trade acceptances. This will eventually eliminate many troublesome book accounts and make the trade assets more liquid, a condition that will be much appreciated by the dealers at least.

Reports are current in the silk markets to the effect that some silk mills are meeting many difficulties in getting coal. Some of these reports state that the Government authorities are inclined to regard certain parts of silk production as non-essential for the present, and it is claimed that coal is being withheld from the mills until more pressing needs are taken care of. Some silk manufacturers have gone to Washington to look into the situation, and while there may be some little grain of truth in the Government definition of silk non-essentials, it is hardly thought probable that some arrangement will not be made quickly to show that many silks are quite as essential, if not more so, than many of the cottons and other goods that are still being produced.

Some Ribbon Difficulties.

The production difficulties that are fast becoming more apparent in the broad silk trade are being duplicated in the ribbon trade with equal speed. There is no complaint in evidence about the demand, but on the other hand the inability of the mills to keep up with the call is holding the attention of the entire trade. Just what the outcome of the situation will be is a question, but it is a certainty that the available supply will soon show a material decline, and along with the decline in the stocks is expected an advance in price to equalize conditions.

Buying has slowed up a bit of late in mill and selling agent quarters, but jobbers are still receiving some call for supplies, mostly of a filling-in nature. The outlook, however, is far more promising than most factors in the trade desire, with supplies no more plentiful than they are at present and than they are liable to be for the immediate future. The vogue for wide ribbons that was so pronounced this spring and which will most likely continue through the summer is expected to hold over for the fall and winter and rule the ribbon demands for that season.

STRENGTHENING THE LINES.

Comprehensive Plans of the State. Merchant Representation.

Detroit, June 10—I have thus far made the following appointments as County Merchant Representative:

County	Representative	Address
Alger	D. W. McDougall	Munising.
Allegan	F. T. Marty	Allegan.
Antrim	Martin G. Smith	Antrim.
Baraga	Thos. C. Brennan	L'Anse.
Bay	Howard R. Ford	Bay City.
Benzie	N. E. Sayles	Frankfort.
Branch	Harry Milnes	Coldwater.
Calhoun	Thos. F. Whalen	Battle Creek.
Cheboygan	John P. Och	Cheboygan.
Clinton	W. R. Osgood	St. Johns.
Crawford	Harry Simpson	Grayling.
Delta	Herman Salinsky	Escanaba.
Eaton	Geo. H. Spencer	Charlotte.
Gladwin	Frank E. Atchinson	Gladwin.
Gogebic	Thomas Sullivan	Ironwood.
Grand Traverse	F. G. Fairbrother	Traverse City.
Hillsdale	Lewis Greening	Hillsdale.
Huron	Jas. Elvin	Bad Axe.
Ionia	W. J. Winchell	Ionia.
Iron	D. M. Ross	Crystal Falls.
Isabella	Frank Keenan	Mt. Pleasant.
Jackson	Alfred J. Henry	Jackson.
Kalamazoo	S. O. Bennett	Kalamazoo.
Kent	A. C. Bertsch	Grand Rapids.
Keweenaw	Philip E. Peterson	Mohawk.

Leelanau	S. W. Porter	Northport.
Lenawee	Jas. H. Howell	Adrian.
Mackinac	Peter J. Murray	St. Ignace.
Manistee	C. N. Russell	Manistee.
Marquette	Chas. Burt	Ishpeming.
Mason	Chas. H. Brandt	Ludington.
Mecosta	Wm. R. VanAuken	Big Rapids.

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 Book of Plain Prices

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

Another Reminder

Buyers' Week June 24 to 28, 1918

There will be something of interest to every progressive merchant.

In connection with this event we will offer special values in all our departments.

But that is not all—

The program committee has planned to have speakers of national reputation. They will talk on very timely topics, especially the war and its effect upon business. Don't miss this opportunity of visiting Grand Rapids, as it will prove to be profitable as well as enjoyable.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

Wholesale Dry Goods, Grand Rapids, Mich.

Missaukee—O. W. Scott, McBain.
 Montmorency—M. C. Doty, Atlanta.
 Oakland—H. R. McGovern, Pontiac.
 Oceana—C. A. Brubaker, Mears.
 Ontonagon—Casper Roosen, Ontonagon.
 Osceola—Hugh McLachlan, Ewart.
 Oscoda—Ray Blamer, Mio.
 Otsego—John M. Brodie, Gaylord.
 Presque Isle—Ira E. Gumm, Onaway.
 Roscommon—A. J. Price, Roscommon.
 Sanilac—W. A. Williams, Sandusky.
 Schoolcraft—L. Yalomstein, Manistique.
 St. Clair—Chas. Wellman, Port Huron.
 Washtenaw—Chas. Kyer, Ann Arbor.
 Wayne—S. M. Cohen, Detroit.
 Wexford—Chas. Ransom, Manton.

Following is the letter I am sending to each appointee:

I am very glad, indeed, to know that you will accept the appointment as County Merchant Representative of the United States Food Administration. This letter is for your information generally and to acquaint you with the outline of our work in such a way that our co-operative efforts may be most effective. I am sure you will find the following of value.

The State Merchant Representative has no authority to enforce, make or modify any of the rules and regulations of the United States Food Administration, which authority lies entirely with the State Food Administrator. It is our duty to convey to the consumer through the agency of the retailer the necessity for food saving.

Your work will be to secure the co-operation of the retail merchants throughout your county in giving publicity to the Food Administration program. You have received your appointment as County Merchant Representative and you will receive your publicity material directly from this office; you will, however, be expected to work in close harmony and co-operation with your County Food Administrator. We believe the prestige of the County Food Administration will help very much in making your work effective, and also that you can assist in the enforcement of the Food Administration regulations by keeping always before your retailers the patriotic side of food conservation and the tremendous need for it.

It would be well for you, in co-operation with your County Food Administrator, to call a meeting of the merchants in the different communities in your county for the purpose of acquainting them with the work of this department; give them to understand thoroughly that this is the retail merchants own branch of the Food Administration; that we have been asked as individual merchants to conform to Food Administration rules and regulations, and that through this organization of our own we have the opportunity to do aggressive work for food conservation.

Through the co-operation of the merchants of your county secure:

1. A thorough display of Administration posters, (which are now being distributed by this office direct to retailers throughout the state in co-operation with the Wholesale Grocer Salesmen).
2. Pledges of food conservation window displays to be made periodically (not less than one a month) by each merchant having a display window. These windows may either feature wheat substitutes and suggest different methods of preparing them, or they may be "Foodless" windows, getting their message across by a display of posters, flags and sign cards bearing food conservation slogans.

3. Pledges from the merchants who do newspaper advertising to run as a part of their own advertising some food conservation message, even if it is not more than the phrase "Save Food." It would be very effective to have the merchants combine in each community to run a full page advertisement devoted entirely to food conservation.

The most effective way of impressing food saving upon a community is by a "Food Conservation Drive," in which all organizations of the community join

with the retail merchants in a big food fair, for lectures, exhibits, demonstrations of receipts and distribution of food administration literature. It should be your aim to organize such a drive in each representative community in your county with all organizations working in co-operation with your retailers. This office is at the present time gathering material as a result of drives that have been held at various places in this state, and we hope in a short time to be able to furnish you with a summary plan of a good workable program that has been highly successful elsewhere.

The results you accomplish in this work are going to depend upon the earnestness and unflagging sense of responsibility with which you undertake this office; if you put your best efforts into it you will soon become as enthusiastic as we are here. There is no bigger job in the Food Administration than ours; we are helping to tell Food Conservation to one hundred million people; we are guiding a Nation to change its habits of living in order that we may win the war.

We are right now probably at the most critical state of the war. You will, therefore, be especially interested in some of the things which were said at the recent meeting of the State Merchant Representatives in Washington, and of the opinion we formed in regard to the future direction of our work in Michigan.

The shipping situation still is very unsatisfactory. The demand for ships has made it necessary to divert much of the tonnage from the transportation of food stuffs from other countries, and place a still heavier responsibility upon this country, in supplying food to the Allied nations.

The task we have ahead of us for the next sixty days is to get our people to conserve wheat. It is probable within that time there will be practically no wheat left in this country. We must prepare our people for this eventuality.

The shipping situation also makes it probable that we shall have next winter as difficult a food situation as we had this past winter. We do not know how long the war will last. It continues for any great length of time, it must break into our agricultural production. These two facts make it necessary that we accumulate a reserve from this coming harvest, and, therefore, we must push the war garden idea strongly. Stores of locally produced foods are going to be very valuable in enabling this country to accumulate a reserve of such concentrated cereals as wheat.

We must continue to use our position to educate customers in the use of substitute cereals. Recipes and suggested outlines for food shows will very shortly be sent to you from this office for that purpose.

We are now planning a series of weekly bulletins; each one a step in a definitely outlined campaign covering these different phases of our work, to extend on into the summer.

Oscar J. Webber,
 State Merchant Representative.

Did Not Like Sound of Sausage.

"Jones," said a hotel manager to a waiter, "Why did Harry Harwood at table No. 7 leave so suddenly?"

"Well, sir," said the waiter, "he sat down and asked for sausages, and I told him we were out of them, but if he would care to wait a few minutes I could get the cook to make some."

"Well," said the manager, "what then?"

"I went to the kitchen," resumed the waiter, "and accidentally trod upon the dog's tail, and of course, it yelped out. Immediately Mr. Harwood got up and left."

H. Leonard & Sons

Cor. Commerce Ave.
 and Fulton St.

Grand Rapids
 Michigan

Hundreds of Merchants will
 visit our city during

Buyers' Week June 24-28

and you are

Cordially Welcomed

We've been saving up some wonderfully profitable
 BARGAINS because we want to make your visit a

Memorable One

All our staple lines are most complete and
 stocks ready to ship today mean much to dealers.

We will display for your inspection
 our lines of new

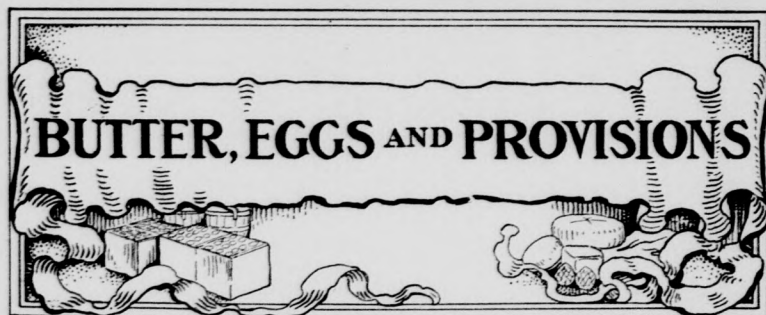
Holiday Goods

Celluloid Sets. Mahogany and Leather Goods,
 China Decorated Wares, Cut and Engraved Glass,
 Silverware, Clocks, Novelties and our USUAL VARI-
 ETY IN NEW LINES of

Toys, Dolls, Books, Games

For the Children

The Line That Never Fails
 to Please Your Trade



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.

Candling Eggs, Easy to Do.

A knowledge of candling is essential to egg grading. Grading is becoming more and more customary in the sale and purchase of eggs, because only by candling can it be made certain that shipments of eggs comply with Federal, state, and other regulations, and because the most important quality of an egg—freshness—can be best judged by candling. The process, in simple terms, is to hold an egg before a shaded light in a dark room, and by noting certain characteristics seen through the semi-transparent shell to determine its edible and marketable qualities.

Merchants may improvise a candler by placing a stovepipe over a kerosene lamp, cutting a small hole in the pipe, level with the light. The egg is held in a slanting position at the opening. It is twisted a few times to the right and left and then from end to end, so that its entire contents may be visible. Care should be taken that the fingers or hand do not conceal small blemishes, which otherwise would be disclosed by the light. The beginner should study carefully the general formation of an egg, as this detailed knowledge is necessary for the application of the standards of various grades and qualities.

The yolk ranges in color from light yellow to orange, and occasionally is olive green. The eggs with olive-green yolks are less desirable because of this color but are considered edible. The yolk is contained in a delicate membrane and on its surface is a small light-colored circular area called the germinal disk from which the chick develops. The yolk always floats in the white with the chick spot on top. Around the yolk lies a small quantity of thin white and then a heavy layer of thick white. Twisted cord-like coils of opaque white material called chalazae extend from the yolk through the white toward each end of the egg and hold the yolk in position, yet allow it to turn freely.

Between the white and the shell are two fibrous membranes with an air space between them. When first laid, the contents fill the entire egg, but when the egg cools the contents shrink and these membranes separate, forming an air space. The size of this air space is important in determining the freshness of the egg. As the egg ages the air space increases in size. Most bad eggs have enlarged air spaces.

A fine, thick white is found in a

fresh egg, and a weak thin white in a stale egg. As the egg becomes stale the amount of thin white increases and the amount of thick white decreases. Several classes of bad eggs are indicated by discolored whites.

The yolk of the fresh egg when twirled before the candle is seen dimly as a dark object moving slowly in the white. The yolk of a stale egg is seen more plainly than that of the fresh egg. When the yolk is so weak that the shake of the egg in candling causes it to break it should be graded as unmarketable. In the fresh egg the yolk is slightly above the center in the large end of the egg. As the egg becomes stale the yolk floats higher and nearer the shell.

The start of incubation in a fertile egg may be detected by a reddish glow surrounding the germinal spot. (Such eggs, although considered edible, are not graded as first.) This reddish glow is entirely different from the so-called blood ring, which indicates that the egg is unfit for food.

Where there is any doubt as to the egg's fitness for food purposes, the candler should give the consumer the benefit of the doubt and reject it.

More Poultry and Eggs on the Way.

Four district men and thirty-six State leaders, all trained poultry specialists, are carrying out the Department of Agriculture's programme to secure large increases in poultry and egg production this year. In addition to these workers there are eleven extension poultry club men who are encouraging more efficient poultry production among the boys and girls in their various states. Recent reports from these poultry extension specialists indicate that normal production will be maintained in practically every section of the country this year, in which they are working, and in many localities an increase over previous years is expected. The appeal made by department specialists to city people to increase food production by utilizing their table scraps in feeding small back-yard flocks of hens is meeting with marked success.

Demonstrations on Preserving Eggs.

To teach city people how to preserve eggs with water glass, extension workers of the poultry division are holding demonstrations in large department stores in a number of cities. Demonstrations have been held in Washington, Chicago, and New Orleans, and the plan is to extend the work to other large cities. Similar demonstrations have been held in rural schools and at meetings attended by farmers.

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

A Quality Cigar Dornbos Single Binder

One Way to Havana

Sold by All Jobbers

Peter Dornbos

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16 and 18 Fulton St., W.

Grand Rapids :: Michigan

Rea & Witzig

Produce
 Commission Merchants

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

Established 1873

United States Food Administration
 License Number G-17014

Shipments of live and dressed Poultry wanted at all times, and shippers will find this a good market. Fresh Eggs in good demand at market prices.

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

Send for our weekly price current or wire for special quotations.

Refer you to the People's Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

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

Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

SERVICE PIOWATY QUALITY

Largest Produce and Fruit Dealers in Michigan

ANOTHER MESSAGE

Blue Arrow Brand Matches—Our New Member.
 When Piowaty handles it—IT'S QUALITY.

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

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

Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters

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Vinkemulder Company

GRAND RAPIDS

:::

MICHIGAN

Send us your orders

ALL KINDS FIELD SEEDS

will have quick attention.

Both Telephones 1217

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



Above shows the crowd which assembled in front of the general store of Thomas & Bassett, Cedar Springs, March 2. A significant feature of the gathering was that there was not a pound of sugar in the store at the time.

Errors in Weight of Print Butter.

Washington, D. C.—In order to assist butter manufacturers in complying with the Federal net weight law, the United States Department of Agriculture made a study in 400 butter-making establishments, weighing some 13,000 packages of print butter to determine the causes and methods of preventing the error in weight of butter sold in packages. The chief causes, which are discussed in detail in Circular 95, Office of the Secretary, were found to be: variations in the physical conditions of the butter, inaccuracies and incorrect methods of adjusting the printing machine, inaccurate scales, and carelessness of the operator.

The moisture and salt content of butter made under similar conditions vary from day to day, and are not uniformly distributed throughout the mass of butter even in the single day's churning, according to the circular. This lack of uniformity causes errors in prints which vary from .08 to .1 of an ounce per pound print, and although the variations from this cause are small they still contribute to the total error. The investigators found numerous cases of inaccuracy of scales, due to rust and dirt which had accumulated as a result of careless treatment, and which caused a variance of several hundredths of an ounce per pound. Many scales were out of balance also, which emphasized the necessity of frequent adjustment.

To secure accurate pound prints, the circular recommends the following methods of machine adjustment: Weigh at least 5 per cent. of the prints made, weigh five to ten packages together and check the weight four to five times at intervals during each churning, resetting the machine if necessary until proper weight is obtained. It is believed that with such a procedure the difference of the average weight from sixteen ounces need not be more than .05 or .06 ounce if no other cause of error is present.

Urges Use of Dairy Products.

The New York State Food Commission does not view the dairy products requirements in anything like the way the Federal Food Administration has taught us to believe. The

former now urges housewives to cease conservation of milk, butter and cheese, pointing out that unless they change the procedure laid down by the Federal authorities a long time ago "a serious milk shortage will result in the near future" because of great discouragement to the dairy interests. Butter and cheese, it is declared, are piled up in storage in unprecedented amounts.

Possibly this is all true, but while we are "turning to the wall" that part of the Federal food card relative to dairy products we cannot but wonder why the prices of butter and cheese do not show greater reductions.

Enthusiastic Patriotism.

Tens of thousands of people have cheerfully given up their flour for the use of the Allies. From every State in the Union come reports of the success of the total abstinence movement. Some of the flour has come from farmers who had held a certain amount for use through the season. Other flour has come from people of the towns and villages and cities who have determined that until the next harvest at any rate they will eat nothing made of wheat flour. It is very important that the patriotic action of these thousands of men and women should not be confounded with the surrender of hoarded flour. Hoarding is unpatriotic and the Food Administration is ready to use all of its machinery to stamp it out, but the flour which came out in such a plentiful stream in response to the demand for food for the fighters was not hoarded flour. It came from the stores upon which the people were depending for their support during the spring. In giving it up they performed a voluntary act of patriotism.

If the personality of your selling force is not attractive, trade will go the other way. People will not continue to do business with disagreeable salesfolks.

Knox Sparkling Gelatine

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

Perkins Perfect Salted Peanuts

are sold to those who demand high grade goods.

Order from your jobber today.

Perkins Brothers, Inc.

Bay City, Michigan



Loose Sugar Loss Is Sheer Waste

Many paper bags of sugar break while being wrapped or delivered. Many pounds of loose sugar are thus wasted.

Franklin Package Sugars

save this loss No broken paper bags. No spilled sugar. No scooping and wrapping. The sturdy cartons and cotton bags are weighed, wrapped and sealed by machine in the refinery. They are ready to put in your customers' hands.

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered, Confectioners, Brown



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

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

Kent Storage Company,

Grand Rapids, Michigan

Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

Bell M 797

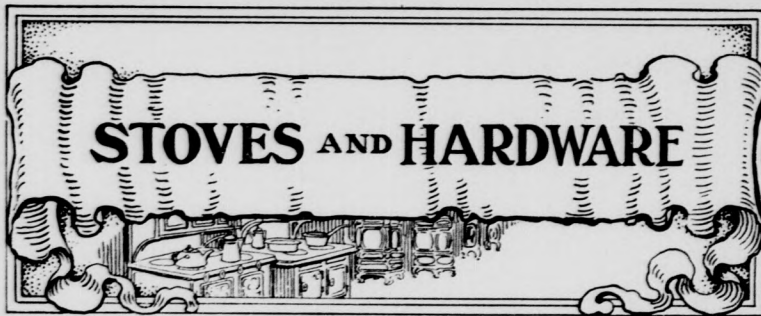
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Sand Lime Brick

Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof
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Warm in Winter
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Brick is Everlasting

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



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.

The Hardware Dealer and His Summer Holiday.

Written for the Tradesman.

I believe in the gospel of work. Hard work will accomplish more in the hardware business—or in any other business—than anything else you can put into it. If you would secure the best returns from any enterprise, you must do everything you can to push it ahead.

Right now, the call for every American is to do his utmost; to do more work himself, that other men may be let go for the essential work of destroying autocracy. While our young men are saving democracy, we must do their work in addition to the work we used to do. The call of the hour is for every individual to secure and retain for himself the utmost degree of working efficiency.

That is why I still champion the merchant's—yes, and the salesman's—holiday.

Hardware dealers are usually not by any means eager for holidays. The grind gets into their bones, and they would prefer, as a rule, to keep going in the same old rut. To break away from the store, to leave its management in the charge of someone else, isn't always an easy thing; and many a merchant in times when his value was not as great as it is now has found it hard to tear himself away, even for a short two weeks.

Yet the merchants who have done so, have come back many times more efficient, and with a new viewpoint of their business, and with fresh ideas. That is the advantage of a holiday.

No man—that is, no healthy, normal man—needs to sit down for two long weeks and do absolutely nothing. No healthy, normal man wants to do that. No healthy, normal man could stand the strain of two weeks of absolute, uninterrupted idleness.

It is not rest, in the sense of a cessation from work, that the hardware dealer needs, and that helps him so much. It is change—the breaking away for a brief while from the daily routine, and the dip into new scenes, the rubbing up against new folk, and the contact with new ideas.

The man who works, day in and day out, at the same occupation all the year round, will always need a holiday; and he will be foolish not to take it.

So, if you can possibly do it—and don't take "No" for an answer—fig-

ure into your plans for the coming summer those two weeks away from the everyday job.

What sort of holiday do you take? I know a good many merchants whose holidays are post-graduate courses in business. They lift themselves out of the retail hardware store for a little while, and spend the time visiting the big cities, the wholesale and manufacturing centers, getting a wider understanding of the great business of which they form so vital a part.

It pays a man to know the leaders in his business—to know them personally, to study their methods. Big men are an inspiration to any man who wants to improve. Contact with them is a stimulus. You get new ideas, that help; you get the inspiration of seeing how big things are done; you get a first hand knowledge of what goes into the making of the goods you sell, and of the problems that the manufacturer, the wholesaler and the big retailer have to face.

I know another merchant who often took his holiday trip to a smaller town, and studied the mercantile methods there.

"Sometimes," he said, "I came home with greater confidence through running up against fellows that didn't do things half so well; and sometimes I came home mighty humble and mightily helped because I'd found a way of doing things better."

This sort of holiday involves a change; and change is the great thing in a holiday. A breaking away from the everyday rut, a shaking up of the mental processes, a stimulus to better work—these energizing factors are worth two weeks of any man's time.

A good many merchants like to break away entirely; to go to the seashore, the lakeside or the woods, to fish or hunt or swim or go for long tramps, to watch the birds or study the flowers.

That sort of thing, too, is a stimulus. It is not laziness. Laziness does not rest a man. But getting back to nature for a while is getting back to healthful activity. Most merchants need more physical exercise than they get; the sort of exercise that will call a host of unused muscles into play, and will leave you sore and tired after the first day and fresh and reinvigorated after the second. You get that out of doors, if you get it anywhere.

"I'll miss the summer cottage this year," a storekeeper told me the other day.

"Aren't you going out to the lake?" I asked.

"No. It's war-time, and it seems

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

McCRAY

SANITARY REFRIGERATORS Conserve Food.
 Increase Your Profits. Write at once for Catalog.
 No. 71 for Grocers—No. 93 for Residences—No. 62 for
 Meat Markets—No. 51 for Hotels and Restaurants.
 McCray Refrigerator Co. 844 Lake St., Kendallville, Ind.

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.

Ionis Ave. and Louis St. Grand Rapids, Michigan

Attention Merchants!

Insure with the Grand Rapids Merchants Mutual Fire Insurance Co.

We will insure you at 25% less than that Stock Company rates.

No membership fee charged.

We give you 30 days to pay your premium and do not discriminate.

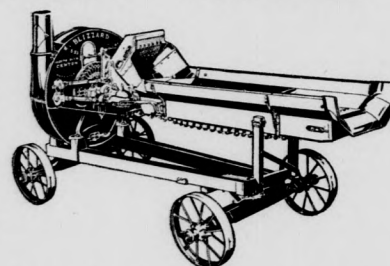
We are organized to Insure Buildings, Stocks, etc., any where in the State of Michigan.

Since our organization we have saved our members Thousands of Dollars, and can do, proportionally, the same for you.

Home Office, Grand Rapids

New Dick's "Blizzard" ENSILAGE CUTTERS

See our
 Special
 Demonstration
 During
 Buyers' Week



Largest
 Display of
 ENSILAGE
 CUTTERS
 in the
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CLEMENS & GINGRICH CO.

Distributors for Central Western States

Commerce Ave. and
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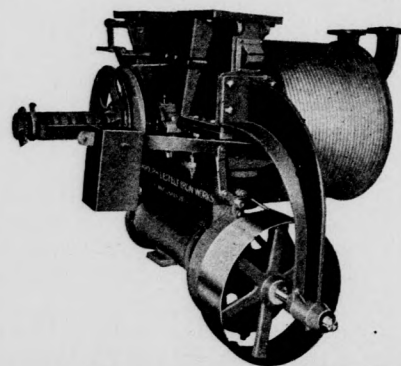
One Block
 From Union Depot

Grand Rapids

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.



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

a waste of time—although every year I've gone there, I've seemed capable of twice as much work when I got back. But I want to do something practical. So I'm going to put in two weeks at harvest time as a farm hand."

"With wages?"

"Sure. The farmer was glad to get me, at that."

There's a practical sort of holiday that will do the average mental worker a whole lot of good.

The merchants in a Canadian town last year banded together to supply necessary farm help to the farmers of the surrounding community. Their town was a small place, perhaps 1,000 people; and in the farming country round about there was a pronounced scarcity of help. Instead of calling public meetings and making speeches to induce somebody else to go back to the land, these men agreed to spend their holidays on the farm, to get their clerks to spend their holidays on the farm; and they so arranged it that their holidays were timed to provide the farmers with help just when they needed it most.

There was a practical sort of holiday; a holiday that met a great and pressing need. And it was just as good a holiday as any other could have been. It gave the man behind the counter or at the desk what he needed—change from the every day routine, the stimulus of new associations and new scenes, the strength that comes of physical activity out of doors. And what holiday can give anyone more than that?

It gave those men, too, a better understanding than they could ever have gotten behind the counter, of the farm and its needs. That alone was worth the time they put in.

Victor Lauriston.

No License Required of Implement Retailers.

Retailers of farm equipment are not required to secure licenses, but they must not profiteer, says a statement issued by the United States Department of Agriculture, explaining cer-

tain features of President Wilson's recent proclamation establishing a licensing system for the farm implement trade.

The provisions of the Food Control Act of August 10, 1917, under which was issued the President's proclamation of May 14, 1918, bringing under license the manufacture, importation, distribution and storage of tools, implements, machinery and certain other farm equipment, expressly exempt retailers as such from licensing requirements and define a retailer as "a person, co-partnership, firm, corporation, or association not engaging in the wholesale business whose gross sales do not exceed \$100,000 per annum." However, under the provisions of the Food Control Act, retailers will not be allowed to profiteer. Under the regulations issued with the President's proclamation retailers engaging in such practice will not be able to secure a supply of farm equipment.

The regulations provide that a licensee shall not, without the express sanction of the Secretary of Agriculture, sell any farm equipment to any person engaged in the business of selling or utilizing such equipment, if the licensee has knowledge that such person, after the regulations became effective, has violated the provision of the Food Control Act by making an unjust or unreasonable rate or charge in selling or otherwise handling or dealing in such equipment, or by holding, contracting for, or arranging for a quantity in excess of the reasonable requirements of his business for use or sale by him for a reasonable time.

Recognition of the Trade Press.

Washington, June 10—Mr. Hoover has requested us to thank you for sending to him the advance sheets from the Michigan Tradesman containing a copy of his speech on the milk situation.

A great deal of credit for whatever success the Food Administration has achieved belongs to the trade journals which, like yours, have helped to spread the ideas which the Food Administration has wished to impart to the people of the country. Without the hearty co-operation of the trade

press our conservation campaign would not have succeeded.

We again express our appreciation of the support of your influential paper. U. S. Food Administration.

If a pessimist is born with a silver spoon in his mouth he naturally expects it to choke him sooner or later.

TAKE THE BOAT TO CHICAGO

Goodrich Steamship Lines
and
Muskegon Interurban Ry.

Sunday—Wednesday—Friday
7:05 P. M.

\$3.50 \$7.00
One Way Round Trip

Half the Rail Fare

BERTHS } Upper \$1.25
 } Lower \$1.50

Tickets Sold to All Points

Interurban Station

124 N. Ottawa Ave.

Goodrich City Office

127 Pearl St., N. W.

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Joseph P. Lynch Sales Co.
Special Sale Experts

Expert Advertising—Expert Merchandising

44 So. Ionia Ave. Grand Rapids, Mich.

Wrapped Tread Horse Shoe Tires

"The Lucky Buy"

Made in All Styles and Sizes

The Horse Shoe cut-ins are unique and effective—preventing side slipping and insure uniform speed by clinging to solid bottom on muddy, wet thoroughfares.

They are built of Sea Island fabric imbedded in pure rubber by the Racine Horse Shoe One Cure Wrapped Tread Method. They're proof against blowouts. Extra mileage—25% extra mileage is built in.

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

1898—1908—1918

Three Signal Years in American History

1898—War with Spain! Humanity and liberty brought by America to oppressed Cuba and Philippines, the United States taking its firm place as a world power.

1908—Peace and prosperity! America's battleship fleet, "Ready for a fight or a frolic," as Admiral "Bob" Evans remarked, gone on its 45,000-mile, around-the-world cruise, pointing out to all nations the fact that we had become a power to be reckoned with, and a cruise which European experts said could not be completed. But it was!

1918—America in the Great War, throwing its every energy into the combat to make the world a decent place to live in.

In 1898, TRUMAN H. NEWBERRY, one of the organizers of the Michigan Naval Reserves, served through the Spanish war as a lieutenant on the "Yosemite," which was manned by Michigan's Reserves.

In 1908, TRUMAN H. NEWBERRY prepared the battleship fleet for its famous cruise and from assistant



Truman H. Newberry

secretary became Secretary of the Navy in the Roosevelt cabinet.

In 1918, TRUMAN H. NEWBERRY, again a volunteer, a Commander in the Third Naval District, including New York City and Brooklyn navy yard, the most important naval division in the country.

A man of national distinction, of unflagging devotion to his country, of able service in peace and war, of high character, genial, approachable and sympathetic, TRUMAN H. NEWBERRY is a man on whom not only all Republicans but all the people of Michigan can unite.

In this crisis, the office demands the ablest and most experienced man available to help conduct the nation's affairs. TRUMAN H. NEWBERRY is such a man. Every Michigan voter can support his nomination and election with confidence in his record, his ability and his 100 per cent Americanism.

NEWBERRY
for
United States Senator

Published by The Newberry Senatorial Committee
A. A. Templeton, General Chairman
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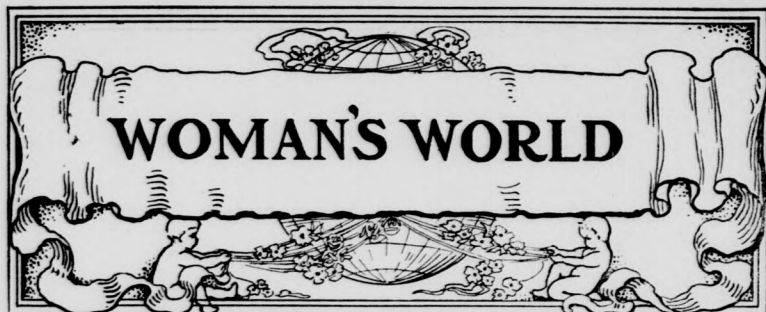
If you were in the Memorial Day parade, see yourself in the pictures of the great spectacle being shown at

RAMONA

THIS WEEK

A splendid vaudeville bill is also presented, which includes Pereira String Quartette and Five Other Big Acts.

Outdoor life at this season is most glorious, and "Ramona" is outdoor in the grove by the lakeside.



How Do You Do Your Work?

Are you one of the persons who cannot work in a crowd? If you are, you are most unfortunate, for it is a fact that in this busy age most of us have to learn to do our work wherever we happen to be. It is seldom that we find it possible to work in seclusion, shut away from the noise and rush of business.

Most large business concerns are beehives of activity. Unless one can find it possible to concentrate on the work in hand, even in the midst of confusion, it is plain to see that much time will be lost and much energy wasted in this rushing world, where each one faces many duties in many lines of activity.

Edna Ferber, one of the most successful writers of the day, wrote her first successful novel, "The Man Who Came Back," while her family was in the throes of house moving. Louisa M. Alcott, one of the most beloved of American authors, wrote many of her books for girls at the bedside of her invalid mother.

Most of the successful women of both America and England have had many other duties added to those of breadwinning.

Now that woman has had to enter the business world and to give her every effort to various avenues of commerce, unless she has the power of concentration on whatever work is before her she will find herself sadly at a loss.

All business is carried on along certain well defined lines, just as every household is conducted according to certain rules and regulations, but there comes a time in every business when the usual order is disturbed, and unless each part of the concern is adjusted in such a way as to connect with the other part it is true that things will be always in a state of more or less confusion.

Most women do their work either in a haphazard way, which is destructive of any kind of settled routine, or else they get into such a rut that it is impossible to pull them out to face any emergency which may arise. Everything goes very well as long as the usual procedure is not disturbed, but let the least thing, unexpected, happen and at once the whole world seems to be turned upside down.

Now that women are entering the avenues of business which were once entirely given over to men, it behooves them to acquire poise and to learn to concentrate upon whatever is in hand if they are to make any very real success.

There is no reason in the world

why one should not be able to do the daily task set before one in the company of other people if the other personalities are not allowed to obtrude themselves upon one's attention. But, on the other hand, it is the easiest thing in the world to fritter away one's time with those around one if you will allow it. A moment here and a moment there and the next thing one knows the work of the day is away behind and the work of the morrow piled on to that of to-day.

Men have a way of concentrating on the work before them which to a woman of experience is quite wonderful. When they play they play, and when they work they work. That is their secret.

It is very seldom you see two men together during business hours that they are not transacting business in one way or another.

They may be talking over their lunch, or smoking together, or walking downtown together, but if it is in business hours you may feel very sure that when they are engaged in conversation it has to do with some work they have in hand.

But maybe in the afternoon on the golf links or in the evening at the theater they will apparently have forgotten that there is such a thing as business and will be all the better for that forgetting.

It may seem to you that it is hardly fair to compare you in any way with the man or woman of large affairs when perhaps you have just started out in business. But this is not true, for every cog in a machine is of vast importance, else it would not be given a place in the machinery.

Never forget, if you are a part of the business world, that it makes no difference what your duties may be—they are of the utmost importance. But do not make the mistake of thinking that you yourself are of any great importance taken separately from the organization you represent.

That is one mistake that so many women just entering the business world make—they forget their work in their interest in themselves.

The fact of the matter is that in the business world you are of no importance whatever except in connection with the work that it is your duty to accomplish each day. There is only one way you can do this work properly, that is by concentrating upon it every minute of your working time.

Try to cultivate concentration and single mindedness of purpose and see what you can accomplish in your line of work.



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)



Let us figure on your next order
Use Sales Books Made in Chicago
Sales Books, Order Books, Duplicate, Triplicate Carbon Sheet or Carbonized
If you don't get our price we both lose - Try us

WIRTH SALES BOOK CO., 4440-52 N. Knox Ave., Chicago



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GRAND RAPIDS, MICH.

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New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

SA-VAN

For use in place of eggs
in cooking and baking

Saves about 1-3 the shortening

Saves 1-5 the cost of eggs

Makes delicious foods of every kind

ROY BAKER, Distributor

Wm. Alden Smith Bldg. Grand Rapids, Mich.

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.

Our Boys Are Well Fed.

Average Menu For One Week at
Camp Custer.

The editor of the Tradesman recently addressed the following letter to the War Department at Washington:

Grand Rapids, June 5—It has occurred to me that if I could print, under the authority of the War Department, a copy of the menu of any one of the cantonments for the period of a full week, it would be an educational feature of much value and would do much to quiet any misapprehension on the part of parents as to whether their boys are being properly fed. It would also tend to destroy the effect of the propaganda so industriously promulgated by German sympathizers in this country to the effect that our soldiers are not being properly fed.

Considering the fact that our publication is located in the North and circulates mostly in the North and Middle West, I think it would be well to select some Northern cantonment, Camp Custer or Camp Grant preferred.

If you happen to think well of this suggestion, I should be very glad indeed to have you give it your early attention.

E. A. Stowe.

From the War Department.

Washington, June 8—I beg leave to acknowledge receipt of your letter of June 5, in which you request authority to print a menu of any one of the cantonments for a period of a full week, Camp Custer or Camp Grant preferred. Your letter has been referred to the Commanding General, Camp Custer, Michigan, for any action he may deem advisable.

Paul Giddings, Adjutant General.

From Camp Custer.

June 10—There is no objection to your using the enclosed menus. These were real and not theoretical menus and were selected at random.

By command of Major General Kennedy:

C. Liniger,

Major, N. A., Division Adjutant.

May 24-25, 1918.

Supper—

Veal Cutlets,
Creamed Potatoes, Lettuce Salad,
Apple Pie,
Bread, Butter, Tea.

Breakfast—

Boiled Rice, French Toast,
American Fried Potatoes,
Grape Fruit,
Bread, Butter, Coffee.

Dinner—

Vegetable Soup,
Roast Spare Ribs and Dressing,
Mashed Potatoes,
Hot Slaw,
Hominy Pudding,
Bread, Butter, Coffee.
May 25-26, 1918.

Supper—

Salmon, Cold Corn Beef,
Hash Brown Potatoes,
Oranges,
Bread, Butter, Tea.

Breakfast—

Pork Chops,
American Fried Potatoes,
Grape Fruit,
Bread, Butter, Coffee.

Dinner—

Roast Turkey and Pork,
Creamed New Potatoes,
Brown Gravy,
Creamed Peas, Radishes and
Green Onions,
Fruit Salad, Pineapple Cookies,
Strawberry-Short-Cake and
Ice Cream,
Bread, Butter, Coffee.
May 26-27, 1918.

Supper—

Cold Pork, Potato Salad,
Strawberry-Short-Cake,
Fruit Salad,
Bread, Butter, Tea.

Breakfast—

Scrambled Eggs, Boiled Rice,
French Fried Potatoes,
Stewed Prunes,
Bread, Butter, Coffee.

Dinner—

Rice Tomato Soup,
Roast Pork,
Mashed Potatoes, Brown Gravy,
Rice Pudding,
Fruit Salad,
Creamed Pie and Cake,
Bread, Butter, Coffee.
May 27-28, 1918.

Supper—

Macaroni and Cheese,
Potato Salad,
Plain Cookies,
Bread, Butter, Ice Tea.

Breakfast—

Oatmeal Mush, Pork Sausage,
Hot Cakes,
American Fried Potatoes,
Stewed Peaches,
Bread, Butter, Coffee.

Dinner—

Pea Soup, Roast Veal,
Mashed Potatoes, Brown Gravy,
String Beans, Pie Plant,
Tapioca Pudding,
Bread, Butter, Coffee.
May 28-29, 1918.

Supper—

Curry of Veal,
Rice,
Hash Brown Potatoes,
Cold Slaw,
Plain Rolls, Butter, Cocoa.

Breakfast—

Fried Mush, Veal Cutlets,
French Fried Potatoes,
Apple Sauce,
Bread, Butter, Coffee.

Dinner—

Rice Tomato Soup,
Boiled Beans,
Breaded Tomatoes,
Sliced Pickles, Sliced Onions,
Chocolate Cocoanut Pudding,
Apple Pie,
Bread, Butter, Coffee.
May 29-30, 1918.

Supper—

Cold Meat,
Hash Brown Potatoes,
Beans,
Pickles, Salad, Pie,
Bread, Butter, Tea.

Breakfast—

Oatmeal Mush,
Scrambled Eggs,
Creamed Potatoes,
Stewed Prunes,
Bread, Butter, Coffee.

Dinner—

Chicken Fricassee,
Mashed Potatoes,
String Beans, Baked Parsnips,
Rice Pudding,
Plain Cakes,
Bread, Butter, Coffee.
May 30-31, 1918.

Supper—

Chicken Pie, combination Salad,
Hash Brown Potatoes,
Plain Cake,
Bread, Butter, Tea.

Breakfast—

Oatmeal, Ham Omelet,
Hot Cakes,
French Fried Potatoes,
Stewed Peaches,
Bread, Butter, Coffee.

Dinner—

Noodle Soup, Fried Fish,
Mashed Potatoes,
Creamed Peas, Lettuce Salad,
Corn Starch Pudding,
Bread, Butter, Coffee.

Not Like Mother Used to Make.

Johnny and his mother were dining with a friend. The first course was chicken soup with macaroni in it. The hostess watched Johnny as he sat quietly gazing into his plate. Finally she asked, "Why don't you eat your soup, Johnny?"

"I don't care for it, please ma'am."

"But your mamma said you liked chicken soup."

"I do like mamma's chicken soup, but she don't put the windpipes in."

It now costs you more to wrap sugar

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

Domino Package Sugars

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

American Sugar Refining Company

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown

Ceresota Flour

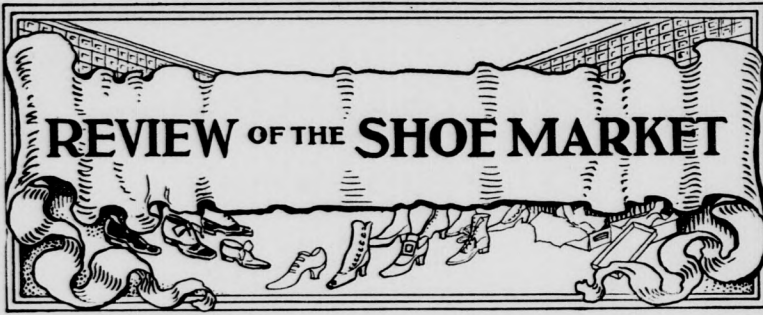
Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Company The Pure Foods House

Distributors

GRAND RAPIDS, MICHIGAN



Why PM's Necessarily Increase the Selling Cost.

"PM's vary widely, ranging from 5 cents to \$1 per pair; 10, 15 and 25 cents are the most common figures. Practically all the dealers relying upon PM's claim that, when properly supervised, they are the best method of moving slow-sellers, odd lots, and old styles, thereby keeping the stock clean and reducing leftovers.

"Some retail shoe dealers assert that the use of PM's results in a large number of dissatisfied customers; others state that there is no evidence of dissatisfaction among the purchasers of PM shoes. It is very possible, however, that the latter class of retailers are mistaken, for it is obviously difficult for any retailer to determine definitely the number of dissatisfied customers—the dissatisfaction showing only negatively in a failure to return. A customer may buy a particular style of shoe only, or buy only occasionally at a store, because of the fact that he was not satisfied with a PM purchase made some time before. Had it not been for that sale of the PM shoes, the customer might have become a regular patron, buying all the footwear for his family at that store. Where PM's are used, it frequently happens that a salesman becomes more interested in selling shoes on which PM's are placed than in selling shoes that surely fit the needs of the individual customer.

"In one store in the Middle West, the proprietor informs the bureau that it has been his practice to wait on all customers who have come into the store infrequently during the past few years. These customers were not what he could call regular patrons. Fully half of them told him that they had not been satisfied with shoes which they had bought in the store on a previous occasion. Upon investigation, the proprietor found that the shoes which had not given satisfaction in practically every case were shoes on which a PM had been placed.

"Retailers who have given up using PM's state that one of the chief reasons for doing this is because a new customer to whom a PM shoe is sold often gets a wrong impression as to the store's character, its policies, and its style ideas, and the customer is lost for all time. Many say that they dispose of odds and ends and misjudged styles by radically reducing the price and offering them, as bargain inducements, to customers whom they know well. The reason for the reduction is explained, and customers who want style and quality

but cannot afford the prices for the popular styles when they are at the height of fashion are glad to accept a good shoe at a bargain price, which offsets the fact that the goods are a little out of style.

"One retailer says, "Since we discontinued the practice of giving PM's, we have noticed nothing but favorable results. Right after they were discontinued the old stock moved at nearly the same rate as before. The condition of our stock to-day is better than it has been in years with the PM system. If a clerk won't do his share of work on old stock without expecting to hold up the employer for PM's he ought to be discharged so quickly that it would be a lesson to all others.

Stock that is so old that you almost have to fight to get a customer to take it had better be junked. Stock that is good, but just a little hard to sell should be worked on by all clerks and they should not expect to be paid extra for doing so. We have not found the least trouble in having our clerks do their bit on old stock. In fact, they seem to take pride in selling some of the older shoes. They consider it a feat of salesmanship. We have a thorough understanding with our men about it, they know why the styles were discontinued, and what we expect in regard to old stock. They are well satisfied. Soon after PM's were stopped we increased the clerk's pay in such a way that we tried to equalize any deficiency caused by the lack of PM's in cases where we thought the clerks had used it honestly. Thus it costs us the same to get the goods sold, but we do not have the dissatisfied customers.

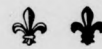
"Over one-half of the stores from which the bureau has information use PM's. Their use, however, is more common in stores selling high-price shoes than in stores selling low-price shoes. About 34 per cent, 57 per cent, and 92 per cent. of the stores selling low, medium, and high-price shoes, respectively, make use of PM's. While these percentages show that the use of PM's increases with the price of the shoe sold, the figures are more striking than the percentages indicate, for all but 20 per cent. of the low-price, and 32 per cent. of the medium-price stores make very little or no use of them, while those selling



Plan to visit Grand Rapids during Buyers' Week

June 24 to 29

Call on us and let us assist you in any way possible to make your stay in the city enjoyable and profitable.



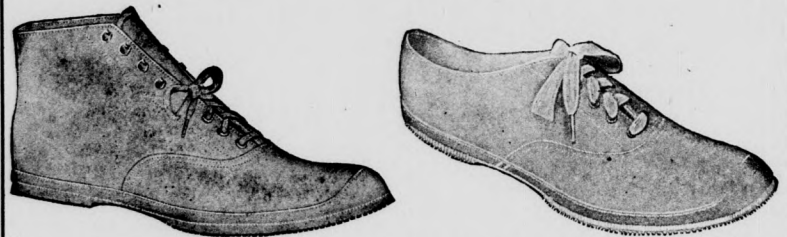
Herold-Bertsch Shoe Co.

Manufacturers of
Serviceable Footwear

Grand Rapids, Michigan

HOOD BAYSIDE BRAND

A Startling Value



STUDY THIS LINE CLOSELY

The duck is white. The sole is white. The shoe is constructed by the "pressure-cured" process. This means wear—wear like the soles of the "Bullseye" Boot.

The prices are **LESS** than competing shoes which are all made by the "old bake" and "stuck" construction.

	Bals	Oxfords
Men's.....	.83	.73
Boys'.....	.78	.68
Youths'.....	.73	.63
Women's.....	.78	.68

The Largest Stock and Largest Line of
Tennis Goods in the State

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

high-price shoes made us of PM's as an established method of moving slow-selling stock.

A greater predominance of novelty styles in the high-price stores is probably the reason for this greater use of PM's. High-price stores, also, are most reluctant to reduce the price of their shoes and thus encourage any price competition when they are relying upon service and style as the characteristics of their business. Although only about 34 per cent. of all stores selling low price shoes use PM's, more than 80 per cent. of these stores are located in cities with a population of over 100,000. Since the only considerable demand for high-price shoes is confined to the large cities, not only high-price stores which make use of PM's but high-price stores which do not use them are found chiefly in cities of 100,000 population.

"The size of the store also is an important factor in determining whether or not PM's are used. The average volume of all stores selling medium-price shoes using PM's is \$42,000, while \$23,000 is the average volume for those not using them. The volume of business roughly indicates the number of salesmen employed, and since the use of PM's varies with the number of salesmen, it also varies with the volume of business. In only a few stores in which the proprietor and one regular salesman do the selling are PM's used. In stores where the proprietor also acts as salesman, PM's are used in 4 per cent. of those employing one other regular salesman, 29 per cent. of those employing two regular salesmen, 52 per cent. of those employing three regular salesmen, and 75 per cent. of those regularly employing four or more salesmen.

"In stores selling low-priced shoes and using PM's the common figure for salesforce expense is 7.4 per cent., and in those not giving PM's the salesforce expense commonly amounts to 8.4 per cent. of net sales. This salesforce expense does not include the expense for PM's. In the medium-price stores, salesforce expense is approximately the same for those using PM's and for those not using them. If the common figure for PM's is added to the percentage shown for salesforce expense, however, it is found that those giving PM's sell at slightly higher expense than those not using this method.

"Among the stores selling low-price shoes, 80 per cent. of those using PM's hold clearance sales while only 72 per cent. of those which do not give PM's hold such sales; in the medium-price stores 85 per cent. giving PM's and 74 per cent. not giving PM's hold clearance sales. Clearance sales are apparently more common among stores giving PM's than among stores which do not follow this practice. The featuring of novelty styles in many of the stores that give PM's accounts in part for the necessity for both clearance sales and PM's in the same business. It also probably indicates that in some cases at least there is poor buying all the way through. It certainly shows that PM's do not

clean the stock.

A retailer who gives PM's generally has a higher percentage of returned goods than a dealer who does not give PM's. Taking all groups of stores together, 1.5 per cent. of gross sales is the common figure for returns—that is, for the shoes brought back to the store on which full credit or full cash value is allowed to the customer. In the stores that do not give PM's, the common figure for returns is 0.97 per cent. of gross sales, whereas in stores which do give PM's the common figure for returns is 1.76 per cent. The volume of returns is generally greater in all classes of merchandise in high-price stores, but the difference in the case of shoes between stores that grant PM's and those that do not is so great as to indicate that the practice of giving PM's results in a substantial increase in returns and thereby adds to the cost of doing business, for it costs at least as much and frequently more to sell shoes that are returned as to sell shoes that are not returned.—Harvard Bureau of Business Research.

Planning for the Annual Meeting.

Mt. Clemens, June 10—The annual convention of the Michigan Shoe Dealers' Association will be held at Grand Rapids, Sept. 10 and 11.

Elwyn Pond, of Flint, President, and A. B. Gemmer, of Mt. Clemens, Secretary, were in Grand Rapids recently to make preliminary arrangements for the State convention.

After a splendid luncheon at the Grand Rapids Association of Commerce with the manufacturers, wholesalers and retailers, a local committee of arrangements was formed under the chairmanship of Mr. Timmons, of the Walk-Over store. Other members of the committee are Samuel Krause, of Hirth, Krause & Co., Howard F. Johnson, of Rindge, Kalmbach, Logie Co., D. T. Patton, Grand Rapids Shoe & Rubber Co., G. J. Wissink, Herold-Bertsch Shoe Co., James Fox, of Ringe-Krekel Co., Floyd Welsh, of Welsh Shoe Co., C. F. Waters, E. S. Bedford, E. M. Dickinson and Lee H. Bierce, Secretary of the Grand Rapids Association of Commerce.

The convention will be held at the Hotel Pantlind and the Grand Rapids wholesalers and manufacturers will furnish the entertainment, which fact alone assures the convention a huge success.

The programme in detail has not been arranged, but war problems as they effect the shoe trade will have a prominent part.

Further announcement will be made from time to time through the columns of the Tradesman.

A. B. Gemmer, Sec'y.

**Michigan Shoe Dealers
Mutual Fire
Insurance Company
Fremont, Mich.**

**Our Responsibility Over
\$1,500,000**

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

Stop That Waste

By selling your customers
better shoes

Rouge Rex Shoes

SAVE { Hides
Man Power
Money

All of which our government needs to win the war.

In doing so you build business for the future.

Rouge Rex customers come back and bring their friends with them.

Hirth-Krause Company

Tanners and Shoe Mfgs.
Hide to Shoe

Grand Rapids, Michigan

Will You Be Here?



Buyers' Week in

Grand Rapids

June 24 to 29, 1918

Plenty to See, Hear and Buy

Make it an Outing

Make Money by Spending It

See Our Buyers' Week Specials

Rindge, Kalmbach, Logie Company

Grand Rapids, Mich.



Gompers and His Gang in Complete Control.

Director General of Railroads McAdoo has finally approved the plans for the merger of the leading express companies into one corporation under one head. The American, Adams, Southern and Wells-Fargo companies are to be included and the new company, which will be known as the Federal Express Company, will have a capitalization of \$30,000,000. The capitalization is the combined valuation of the purely physical assets of the old companies, Mr. McAdoo making no allowance for good will or other assets, not represented by the property devoted to the express business. The Great Northern, Northern Pacific and the Western Express companies will be left intact for the present. The first two of this latter group are owned by the Great Northern and Northern Pacific Railroad Companies. They are said to have declined to go into the combination because no guarantee of earnings, such as was given to the railroads, was made. The agreement made with the railroad administration is that the new company will pay 50¼ per cent. of its gross earnings to the Government as rental for the privilege of operating on the railroads, and out of the balance the company will pay its operating expenses and a dividend of 5 per cent. on its stock. The companies taken over have a combined capital of \$57,000,000, but a good deal of this is represented by investment holdings, with which the Director General of Railroads has nothing to do. The new company starts under favorable auspices, as the express traffic is now doing a volume of business totaling \$200,000,000. Express rates will be regulated by the Interstate Commerce Commission.

Another development of serious importance to general business is the action of Director General of Railroads McAdoo in approving the increases in the wages of railroad employees recommended in such generous proportions by the committee appointed by him to investigate the situation, and in some instances going his committee one better. To such an extent has the edict of salary increase gone, it is estimated that the railroad payroll of the Government controlled railroads of the United States has been added to to the amount of \$325,000,000 per year. Immediately following this step is the announcement that, to meet this additional expense and to provide for higher costs of fuel, materials, etc., radical advances in freight and passenger rates are necessary. Mr. Mc-

Adoo, with his usual mathematical promptness, figured that railroad expenses would be raised in the ways indicated to the staggering sum of \$830,000,000 to \$860,000,000 per year, and so raised passenger and freight rates on a corresponding scale. Freight tariffs were advanced 25 per cent. and passenger fares from 2 and 2½ cents to 3 cents per mile, with corresponding adjustments in special fares. The higher rates are expected to yield added revenue of \$800,000,000 to \$900,000,000. The wage adjustments are retroactive and date back to January 1, when the Government formally assumed responsibility for the operation of the railroads. The advance in passenger rates become operative June 10, and on June 25 the freight rates, advance goes into effect. In strong contrast with its policy when the railroads were struggling along under corporation ownership and control, the Interstate Commerce Commission allowed no grass to grow beneath its feet, and climbed into the McAdoo band wagon with remarkable promptness, giving immediate approval to the advances named by the Director General of Railroads.

The whole hearted support given the Government by business men in the cheerful payment of taxes, purchases of Liberty bonds and generous contributions to the Red Cross and other worthy movements; the sacrifice of time and money in the various money raising campaigns has so established their loyalty to our country that a word of criticism cannot be construed as anything but constructive. Therefore, it can be plainly said that if it is urged that transportation as an element of cost enters into the prices of all commodities and so large an addition to transportation charges as that now announced means necessarily a further increase in commodity prices, speaking of them as a whole, the reply must be that the advances in freight rates need not have been so large if wages had not been so largely advanced in such an arbitrary manner. Wages of railroad employees, especially the trainmen, including engineers and firemen, have been repeatedly raised within the past few years, the roads yielding to threats of strike, etc., until they were the best paid class of wage earners, even before the Government took control of the lines, and it is by no means certain that the present prodigious advances could not be avoided. This last arbitrary advance gives rise to unpleasant surmises, one of which is political, it is being hinted that Mr. McAdoo is laying the groundwork for a presidential cam-

During the Next Year

the people of this country are going to realize as never before the value of good banking connections. For many years the liberally conservative policy of this bank has won for it the friendship of many business men. If you have no banking connections in Grand Rapids you are invited to consider the facilities of

THE OLD NATIONAL BANK

GRAND RAPIDS,

MICHIGAN



Fire Insurance that Really Insures

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

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

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

MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

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

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

THE MICHIGAN TRUST Co. OF GRAND RAPIDS

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

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

paigned in 1920, and that his unbusiness-like and labor coddling action may have been influenced by that proposition. Even if this may not be true, the surmise has an effect on public opinion, especially in this crucial period of the country's affairs and is therefore regrettable.

The high cost of living is given as a reason for liberal dealing with wage earners. The cost of living is high, but the question arises, Should this class of wage earners only be relieved of the burden? Profiteering is everywhere condemned and the President in his Red Cross speech said "Give, give until it hurts." The country nobly and gladly responded to that appeal. Heavy taxes are imposed on the man of large means as his share of the burden of war. Then why should the laboring element alone be given a free hand and allowed to indulge in the meanest form of profiteering while the Nation is sorely pressed to provide funds to prosecute the war? Of course, such methods are dictated by Gompers and his gang of blunderers and plutocrats who appear to be in complete control in Washington. Is not the liberality toward this element a discrimination against that portion of our people whose salary or income is fixed in face of the doubling of the cost of living?

The business interests of our country and our State are willing and anxious to do all in their power to aid in the winning of the war, but they are entitled to some consideration. Unnecessary burdens, such as the exorbitant increase in railroad wages and rates, are open to and call forth just criticism.

Additional evidence of the basic soundness of the general situation is found in the fact that the 20 per cent. of subscriptions to the Third Liberty loan bonds has been made with no visible effect on the money market, nor upon interest rates, even in the face of the final payments of income and excess profit taxes to be made on or before June 15.

In connection with Government financial activities another serious question arises: What effect will the continued vigorous war savings stamp campaign have upon the savings banks of the country? It is not long since that the centennial celebration of the establishment of savings banks occurred. These institutions have for a century been teaching thrift which has had much to do with the great development of the Nation and with successfully meeting the demands of the Government for the prosecution of the war, and stand ready and willing to do all that can be done. In dealing with this question, the New York Financial and Commercial Chronicle calls attention to the address of Myron T. Herrick, President of the Society for Savings at Cleveland, Ohio, outlining the future of these institutions, as affected by Government competition. It is a vital and serious question that should receive the most careful consideration at the coming conventions of the Michigan Bankers' Association, and the National body—the American

Bankers' Association. Schools, colleges, railroads, municipal improvements of roads, highways and industrial, either by bonding on its collateral effect, have been aided and maintained by the savings banks.

Because we are now in need of billions for uses never before considered; because we are selling stamps and bonds in unprecedented quantities; because we have established a Federal Reserve system; lowered the reserves of commercial banks; given National banks trust company powers; set up a Nation-wide land bank system (which, it is alleged, may receive savings accounts), the question arises, Is all this justifiable for failure to preserve these savings institutions which have been such vital factors in the growth of the Nation? There is danger—great danger—that through Government competition, as now practiced and planned, that savings and thrift, so far as the results are concerned, will pass permanently into the hands of the Government through the slow drying up of the savings banks. Instead of being destroyed, the savings banks should be protected and encouraged.

Paul Leake.

Gov. Stanley, of Kentucky, has gone President Wilson one better. The President modestly bought a few sheep, pastured them on the White House lawn, and the other day disposed of the wool for the benefit of the country. The Governor, not to be outdone, has established a drove of hogs on the State House lawn. The Governor's purpose, it is said, is to give the Kentucky farmers an object-lesson in hog raising. Whether this means that the farmers of Kentucky do not know how to raise hogs, or merely that they need to be stirred up to raising hogs whether they know how or not, we are not informed. But there are the hogs, turning the grounds about the State House into a miniature battlefield, and themselves into the food that will win the war. The example set by Gov. Stanley ought to be widely followed. All of our State capitols have lawns, some of which, under the hands of landscape architects, have become things of beauty. But we are at war, and beauty must be cast before swine.

No man or woman has ever been educated to great usefulness or lasting distinction outside the school of adversity.

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.

Superior Special Reporting Service

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GENERAL OFFICES

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TAKING INVENTORY

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

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

United Light and Railways Company

Davenport Chicago Grand Rapids

Preferred Stock Dividend No. 31 Preferred Stock Dividend No. 14

The Board of Directors have declared a dividend of one and one-half (1½%) per cent. on the First Preferred Stock, and a dividend of one (1%) per cent. on the Common Stock, payable out of the surplus earnings, on July 1, 1918, to stockholders of record at the close of business, noon, June 15, 1918.

First Preferred and Common Stock transfer books will reopen for transfer of stock certificates at the opening of business June 17, 1918.

L. H. HEINKE, Secretary.

June 4, 1918.

Assets \$2,700,000.00

Insurance in Force \$57,000,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policyholders

\$3,666,161.58

Paid Policy Holders Since Organization

CLAUDE HAMILTON
Vice-Pres.
JOHN A. McKELLAR
Vice-Pr. s.

WM. A. WATTS
President

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

SURPLUS TO POLICY HOLDERS \$479,058.61



Fourth National Bank

United States Depository

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

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

Resources

10 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings

JOIN THE
GRAND RAPIDS
SAVINGS BANK
FAMILY!

33,000 ☐ Satisfied Customers

know that we
specialize in
accommodation
and service.

THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

Activities in Michigan Cities.

Written for the Tradesman.

The Kalamazoo Chamber of Commerce will form a convention bureau, having charge of all work in connection with securing Conventions and entertaining visiting delegates.

The Sheet Metal Contractors' Association of Bay City has agreed on a uniform charge of \$1 an hour for mechanics and 50 cents an hour for helpers, this advance in scale being due to an increase in the wages paid their employees.

Pontiac will boost its water rates, with advance especially high on the flat rate in order to bring about the installation of meters.

Traffic Manager Mueller, of the Lansing Chamber of Commerce, estimates that the coming boost in freight rates will mean an increase of a million dollars in the freight bills of local shippers.

Lansing has passed a milk ordinance which requires producers hereafter to pasteurize the milk or submit their cows to the tuberculin test.

The Standard Oil Co. will establish a large distributing station for Western Michigan at Muskegon, bringing much of its supplies to that city by boat. There is belief also that the Michigan Central Railroad will extend its lines to that city.

Flint's new charter provides for a public welfare department with various activities, including supervision of the poor and censorship of theaters.

Creditors of the Monroe Motors Co., of Pontiac, have started friendly receivership proceedings and believe that, after re-organization, the company will be able to continue business. The liabilities are \$538,000, with assets only slightly less, it is said.

The Merchants' Transit Co. will start its first boat out of Charlevoix and other Northern Michigan ports June 6, continuing the sailings about every five days during the early part of the season.

The Petoskey Portland Cement Co. will improve its property, just west of the city, the work to include building a slip at the water front to accommodate vessels of 20-foot draft, large storage arrangements and increased crusher capacity.

The Central Michigan Products Co., capital \$60,000, has been formed at St. Louis and has taken over the old brick and tile yards West of the city. New kilns are being built and all kinds of clay products will be turned out.

Saginaw will be made a central distributing point for products of the Standard Oil Co., starting July 1. About fifty people will be employed at the offices there, some of them coming from Detroit and South Bend.

Port Huron manufacturers insist the city must provide adequate hospital accommodations for their employees. They are asking for a new building of 100 beds at once. The present institution there is inadequate.

The Osceola County Board of Commerce will hold its annual meeting at Ewart July 4 and it will be the greatest patriotic demonstration ever held in the county. There will be speakers of National fame, a great parade and Osceola county's service flag will be unfurled.

Officers of Battle Creek, after a survey of pool rooms and others places

where boys and men are wont to hang out, say they do not believe there are ten idle men in the city.

Marshall has voted to buy a motor driven fire truck. Almond Griffen.

Effect of Flour Substitutes on the Farmer's Wife.

Ann Arbor, June 3—With so many flour substitutes obtainable and so many ways of preparing each one for food it seems no hardship at all to comply with the Food Administrator's request to abstain from eating any wheat products until after harvest—just a few weeks now. But the abundance of other bread material and the willingness to aid in saving wheat for our army and the Allies are only small factors of the problem.

Upon the housewife falls most of the burden and responsibility of fulfilling the pledges of others or complying with the request. The city housewife convenient to grocer, butcher and baker, who can prepare or secure a meal without cooking anything may not find the task so great as one who does most or all the baking and cooking for a family or for boarders. Even these complain about the fifty-fifty regulations and the victory bread made only in part of corn meal. What of the farmer's wife who must forego the great convenience of baking white and graham bread twice a week and filling in with cereals, griddle cakes, johnny cake, rice, gems, etc., using her full 50 per cent. of flour substitutes?

The successful operation of the farm may fail if hired men are not pleased as well as nourished by their meals. No city employer faces this inevitable problem. Nor is this all. Many a farmer's wife has heretofore occasionally or frequently done team work two or three hours at a time, forenoon and afternoon, and then prepared a meal in the hour before dinner or the half-hour before supper. In order to do it she must have bread that will keep palatable more than six or twelve hours. She must have canned fruit and some pastry baked ahead. In the past there may have been a boy to help with garden work and poultry, besides bringing in wood, water, vegetables etc., and perhaps bearing a hand with the housework. Now if the main farm worker has gone to the army, the garden-chore-boy takes his brother's place in the field and mother's tasks are increased beyond last year.

Can mother do it? is the question to be answered before one or all can pledge themselves to comply with the latest food request. The Food Administrator asks only those who can. He realizes that there may be infants, invalids, aged and infirm people who could not live and be well if forced to accept such radical changes in diet.

Another thing: While mother is spending far more time than formerly to fix up appetizing dishes from flour substitutes to save twenty-five, fifty or even 100 pounds of flour before harvest she may have to leave undone garden work, care of poultry or even field farm work which might result in producing or saving from 100 to 1,000 pounds of food.

Every family must adapt themselves to their own conditions—or rather they must save in the way that will count most.

Don't bind mother to any popular method or plan without determining whether it is going to help save or whether it will only increase her tasks and defeat the very aim of food conservation.

If the early settlers of Michigan had flour enough to make white bread for company they were fortunate indeed. If they lived now with all the various flour substitutes to be had and all kinds of canned fruit, meat and vegetables in the stores, they could get along without any flour and be very thankful not to have to live on pork, potatoes and corn meal. Minion.

THE

GRAND RAPIDS TRUST COMPANY

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

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

Safe Deposit Boxes at Three Dollars Per Year
 and Upward

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



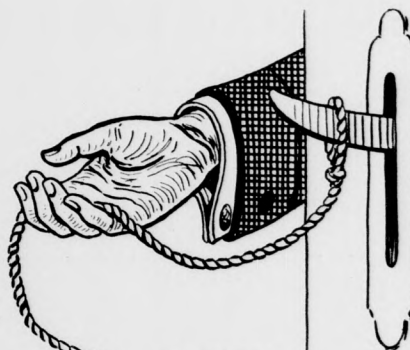
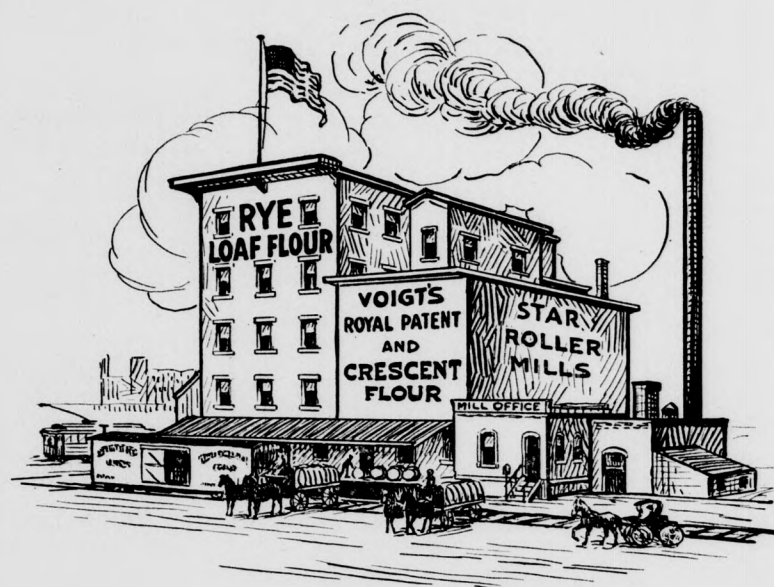
CAMPBELL SQUARE

The convenient banks for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institutions must be the ultimate choice of out of town bankers and individuals.

Combined Capital and Surplus.....	\$ 1,724,300.00
Combined Total Deposits	10,168,700.00
Combined Total Resources	12,157,100.00

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



The Latch String's
OUT

That "New Mill"

One hundred years ago, grandmother made bread and rolls of melting sweetness with good, old fashioned rye flour.

Grandfather swallowed her flaky piecrust and tarts with a sigh of delight. Then he went forth with the sinew and nerve and shrewdness that subdued the virgin forests and conquered a continent.

Again in these strenuous days, we have need for muscle and nerve and brain power, and

CRESCENT
RYE LOAF FLOUR



Milled by the Millers of CRESCENT FLOUR

is the result.

We have entirely remodeled our Star Roller Mill—the oldest mill in this city. Special machinery, which is absolutely necessary to mill Rye successfully, is all installed. Now we make the best Rye Flour ever produced in Grand Rapids.

We use genuine Michigan White Rye, and the loaf your patrons get from the Rye Loaf Flour is sweet and ruggedly nourishing.

"WHEN ONCE YOU TRY IT, YOU'LL ALWAYS BUY IT"

VOIGT MILLING CO., GRAND RAPIDS, MICH.

The Latch String is Out **BUYERS' WEEK**

WHAT more interesting or instructive pilgrimage than a visit to the new home of this new flour? The process of milling RYE LOAF is entirely different than that of wheat flour. It requires different machinery. We cordially invite you to call on us, and shall be glad to greet you personally and show you "the works."





Grand Council of Michigan U. C. T.
 Grand Counselor—W. T. Ballamy, Bay City.
 Grand Junior Counselor—C. C. Starkweather, Detroit.
 Grand Past Counselor—John A. Hach, Coldwater.
 Grand Secretary—M. Heuman, Jackson.
 Grand Treasurer—Lou J. Burch, Detroit.
 Grand Conductor—H. D. Ranney, Saginaw.
 Grand Page—A. W. Stevenson, Muskegon.
 Grand Sentinel—H. D. Bullen, Lansing.
 Grand Chaplain—J. H. Belknap, Bay City.

Ammunition Sheet For Michigan Wholesale Grocer Salesmen.

Detroit, June 10—This week's message is one that you may well be proud to carry to your customers. It is possible because of the splendid co-operation which the United States Food Administration has had from you and from the retail merchants of this country. The Food Administration message has been put across. The living habits of 100,000,000 people have been changed without riot or other serious disturbance, and America is swinging forward into the fight for Democracy.

The following comparative statement of shipments of wheat, beef and pork tell their own story:

Wheat—July 1917 to May 1, 1918, amount available for export, with normal consumption, would have been 10,000,000 to 30,000,000 bushels. Amount shipped to the Allies during this period, by reason of wheat saving, 110,000,000 bushels.

Beef—Export shipments of beef before the war per month, 6,000,000 pounds. Export shipments for year 1917, 20,000,000 pounds. For the month of March 1918, 80,000,000 pounds.

Pork—Export shipments of pork before the war per month, 50,000,000 pounds. Export shipments for entire year 1917, 150,000,000 pounds. For the month of March 1918, 308,000,000 pounds.

But you must say to your customers, there can be no let-up on our food conservation work. There are before us at least eight months of dangerous shortage before the shipping programme can be fully effective.

Detroit, June 10—That is your message this week. Our stocks of wheat are rapidly diminishing; the critical situation on the Western Front has resulted in two things which vitally concern the food problem:

1. It has become necessary to withdraw ships from all trade routes to other countries which were helping us supply the Allied nations with food, and has placed upon us the entire burden of their food supply.

2. Immense quantities of food stores have been lost in the recent German advance and we must replenish these, which must necessarily result in our having to send at once more wheat than we have planned.

There are large stocks of substitute cereals on the hands of dealers in Michigan, which are in serious danger of spoiling during the warm weather. If these substitutes spoil it is an economic waste which has no place in war.

It is time for the people of Michigan to pledge themselves to no wheat

until after harvest. Let's start something!

Facts.

"Wheat is now the very symbol of life to our Allies."

Herbert C. Hoover.

Normally we consume 42,000,000 bushels of wheat per month.

We have 56,000,000 bushels of wheat in this country to last us for the next sixty days, 30,000,000 bushels of this must be exported (probably much more, now) leaving 26,000,000 bushels, let's send that too.

Fifty per cent. of the food of France is bread. Their country is under the heel of the oppressor and they are fighting our fight. We have no right to ask them to change their habits of living now.

Our job right now is to keep our Allies from demoralization in the home trenches. Hunger is the greatest demoralizer, we must avoid it by saving food. Oscar Webber, State Merchant Representative.

Shows an Annual Turn-Over Thirty-nine Times.

Battle Creek, June 10—Last August you gave the readers of the Tradesman an account of a turn-over in an Ohio store which was, I think, twenty-seven times per year.

At that time we showed a turn-over of thirty-four times per year.

This store has lately changed hands, having been purchased by Niergarth Bros., of Reed City, and here is a history of the store, which we are a little proud of:

The stock invoiced March 7, 1917, \$1,058, and at that time the business being done was around \$200 per week.

We moved the stock March 24 to a vacant store, nearly a block from the first, taking, we will say, all of the old trade with us. This stock was invoiced in August the same year and was then a trifle less than \$1,000. At that time we were doing a business around \$700 per week. The stock and fixtures were sold and invoiced again June 2, 1918. The invoice June 2 was \$1,309 and the last twelve weeks we did a business of \$16,221, or an average business of \$1,351 per week.

For the last twenty weeks we did a business of \$24,432 or an average of \$1,221 per week.

On a \$1,300 stock of goods for the whole length of time—fourteen months and about three weeks—we did a business of \$56,312, or an average turnover of (as I figure it) thirty-nine times per year!

And this with a run-down trade in a new location to start with.

I will say, further, it has been a winner, financially.

Can you beat it?

J. Holmes Kellogg.

The Tradesman cheerfully doffs its hat to Mr. Kellogg as the most successful disciple of the doctrine of turn-over which has ever been brought to the attention of this office.

"No; you don't want that. This is what you want. Now just—" He has quit clerking and gone to work in a shop, and he does not know yet that his way of antagonizing customers was the main reason he could not hold a job as clerk.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

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

Michigan



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

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.

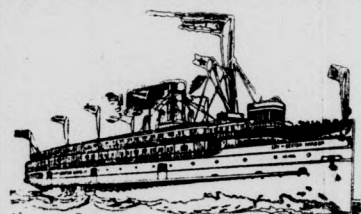
INTER-INSURANCE EXCHANGE
of the
MICHIGAN AUTOMOBILE OWNERS
221 Houseman Bldg., Grand Rapids, Mich.

Special Sales

John L. Lynch Sales Co.

No. 28 So Ionia Ave.

Grand Rapids, Michigan



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.

The trail of 10 cent smoke
that costs the smoker only
6 cents at its source.



Miss
Detroit

6c

—The 6-cent Cigar
with the 10-cent
Taste.

The Woodhouse Co., Distributors, 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

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, June 11—Did you write a letter to a soldier this week?

F. S. Sleder, druggist at 1157 Chene street, is having a new front installed in his store and the interior re-modeled.

Fire caused a loss of \$10,000 in the Parke, Davis & Co. plant Saturday night.

P. C. Palmer, department manager for Burnham, Stoepel & Co., is in New York this week on a business trip.

Sam Foote, for a number of years in charge of the perfume department of the Michigan Drug Co., has resigned and moved to New York where he has opened a brokerage office.

Leonard Frawley, city representative for Burnham, Stoepel & Co. and member of Detroit Council, expects to leave this week for the Great Lakes Naval Training Station, having successfully passed an examination for enlistment in the Navy.

Mrs. James Jonas, wife of Senior Counselor Jonas, of Detroit Council, is seriously ill and was removed last week to a hospital.

Actions speak louder than words. For instance: If Detroiters run short of coal this winter, the next best thing they can do is to go where coal is a non-necessity—according to the State Fuel Administrator.

The Federal State Bank has opened a branch bank in a new building erected by them at Oakman and Davison avenues. This is the fifth branch for the Federal State Bank in Detroit.

The cheering news of the rapid recovery of Past Grand Counselor F. J. Moutier has been received and it is hoped he will be able to leave his home within a few days.

Detroiters fared well at the U. C. T. Grand Council meeting in Jackson last week. C. C. Starkweather was elevated to the position of Grand Junior Counselor, Lou J. Burch was re-elected Grand Treasurer, M. G. Howarn and A. G. MacEachron were elected delegates to the Supreme Council meeting to be held in Columbus June 25, Sam Rindskoff, alternate delegate and District Deputy for Lower Michigan, A. G. MacEachron and Sam Rosenfield, chairmen on two important committees and J. W. Schram alternate delegate to the Supreme Council meeting. Not a poor showing, say we, although Cadillac Council as recipient of most of the recognition bestowed on it by the Grand Council. It was on a motion made by Treasurer Burch that the resolution to donate \$500 to the Red Cross and the purchase of \$1,000 worth of War Savings Stamps was made and carried. The decision was left to the Executive Committee as to the location for the next Grand Council meeting. Although no member has committed himself, the choice undoubtedly lies between Battle Creek and Flint, with the latter city probably landing the convention. Martin F. Reed was awarded the silver fob for obtaining the greatest number of applications for membership in Cadillac Council.

J. E. Bauk, druggist, has moved his stock and fixtures from Davison Road to 881 East Forest avenue.

Leo Berman, Cleveland representative for A. Krolik & Co., was in the city last week to attend the shriners' meeting. Mr. Berman was a member of the large class that was initiated.

J. R. Rauch, pioneer general merchant of Plymouth and well known in Detroit, has sold his stock and fixtures to Detroit parties.

The Detroit Drug Club will hold its annual automobile outing at Lake Orion, Wednesday, June 19. Automobiles will leave Woodward and Ferry avenues at 9 a. m. sharp. Plenty of good eats and entertainment are promised and the affair needs but fol-

low along the same lines as former years to assure the happy druggists and their friends a day of joy and frivolity. H. S. Carpenter, druggist at 211 East Jefferson avenue, is Secretary of the organization.

C. A. Grinnell, Vice-President of the Grinnell Bros. music house, was elected President of the Allied Musical Industries of the United States at the meeting in New York last week.

Roy Mott, recently appointed city salesmanager by A. Krolik & Co., gave a banquet to the sales force under his charge at the Hotel Statler last Friday evening.

R. E. Carroll, of Bronson, has joined the sales force of Burnham, Stoepel & Co. and will cover the Lower Michigan territory in the capacity of general salesman.

L. W. Williams, who has been ill at his home for some time, is again out and is calling on the trade. Mr. Williams is a charter member of Detroit Council.

Cadillac Council, true business-like style, has a permanent office at 302 Buhl Block, where one or more attaches of the organization will always be found—in or out.

Final arrangements for the Builders and Traders Exchange annual outing to Put-in-Bay have been made, the date being set for June 25.

The new Hotel Fort Shelby, on Lafayette boulevard, a few moments' walk from the heart of the city, has been opened. Several innovations will be found in the Hotel and to thousands of Michigan traveling men the fact that John C. Thomson is manager speaks volumes for the resultant service.

Now that Detonations is again grazing in the Tradesman field, who knows but what others of the old school might also attempt to stage a comeback? James M. Goldstein.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, June 10—James Mollnaro, who formerly conducted the Manhattan restaurant, on Ashmun street, has opened a new delicatessen store in place of the restaurant, which is one of the best locations in the city. Mr. Mollnaro expects to carry a full line of fresh groceries, greens, fruits and a cold lunch counter service, which, undoubtedly, will be greatly appreciated by the many transients and tourists, as well as the public in general.

Martin Narkowski, proprietor of the Soo meat market on Spruce street, has sold out to Fred Bye, who formerly conducted a market at Spruce and Johnson streets. This is considered one of the best locations in the city and, with Mr. Bye's past experience along that line, the business will undoubtedly prove a successful undertaking. Mr. Narkowski expects to engage in other lines, but has made no definite arrangements for the future as yet.

A. H. Eddy, proprietor of the Eddy Food Emporium, attended the conference called by the State Food Administration at Lansing, representing this district.

That the Soo business men will be in the swim this summer has been manifested when the summer term in the large and commodious swimming pool at the high school was opened for the summer, providing a large enough class could be arranged. It required not less than twenty members to start the term, but it just took a once over to get over forty of our prominent business men to take advantage of this splendid opportunity, enabling them to take their weekly plunge in the crystal pool where the temperature is just right and the gathering congenial. This is one of the best get-together movements ever started in the city and is a novelty as well. Herb Fletcher, Assistant Cashier of the Sault Savings Bank, is considered one of the best swimmers in

Chippewa county and was the unanimous choice as instructor for the business men's class. He has gained the reputation of a fish in the water. With the experience he has had since the pool has been opened, he will see that all are good swimmers before the term closes.

"Attempts to make hay while the sun shines are as apt to be failures as things of the morning after."

Mrs. M. Schwegler, of Detroit, arrived at Mackinac Island last week and has opened a curio store for the season.

Dr. Guy Bailey, the health officer for Mackinac Island, has put on a campaign, backed by the Mayor, for the residents to put their premises in a sanitary condition and beautify their lawns, whereby the Island will be one of the most attractive and well-kept summer resorts in the State. Everybody is interested and will co-operate with the doctor to make this a banner year for this famous summer resort.

The Hossack mill, at the Snows, has started operations for the season cutting hardwood. This will put additional hum in the activities of Cedarville.

"The snow man quickly melts but its different with the heart of the iceman."

Miss Jones, former teacher of the Detour high school, will assist Postmaster McFee, of Hessel, this season, beginning her duties June 17.

The tourists are beginning to arrive at Brevoirt Lake from Ohio points. Several have already come to spend the summer.

"Watches and rivers do not run long without winding."

William G. Tapert.

Bottom Facts From Booming Boyne City.

Boyne City, June 11—Farm Agent Smith is more than busy in his organization work among the farmers. In anticipation of the full crop movement, farmers around Boyne City are getting together on the marketing problem. Boyne City is looking for profitable results from the effort for more efficient marketing, both to the city and the farming community.

A freight line has at last been established between Chicago and the Northern lake ports, including Boyne City, and our merchants are looking for a release from transportation conditions which are hardly conducive to either serene temper or plethoric bank accounts. Claims for lost, strayed or stolen goods are all right, but they don't clothe the naked nor shoe the barefooted and, anyway, when goods are ordered, it is with the expectation of supplying seasonable wants. Summer goods delivered in November and winter goods in April don't seem to fit the mark or market.

The North side of Water street, which has been an eyesore to everybody for the past two years, and a cause for stumbling and profanity to every pedestrian, is being put in decent condition by the construction of a new side walk from Lake to Park streets. Boyne City, like so many other towns, needs a miniature Gen. Foch to take supreme and continuous command of the public improvements.

The steamer Griffin unloaded a cargo of coal this week for the Iron Company. The boat took the place of the C. I. C. O. A., which is now in Government service. The Griffin is about 50 per cent. greater capacity than its predecessor and will carry ore for the Boyne City and East Jordan plants this season.

The schooner Sands and barge Jackson, in tow of the tug Crawford, are loading for Georgian Bay at the W. H. White Co. docks. The former was a lumber carrier out of Manistee many years ago, when that town was noted for shingles, sawdust and fleas.

The foundation of the Traction Engine Co's. factory is in. The ma-

chinery has begun to arrive and J. O. Heinze, of Detroit, the General Manager, has arrived and taken charge of the work. A way through the tangle of transportation difficulties, priority orders and general vicissitudes of war business seems to have been made and this industry is in a fair way to be an accomplished fact.

William H. White has gone to British Columbia, where he is developing his timber interests near Vancouver under the direction of the Michigan Trust Company. The activities include the construction of railways, docks, sawmill, chemical plant and sulphide plant, involving an aggregate expenditure of several million dollars. Mr. White receives an annual salary of \$12,000 per year during the preparatory period and is practically given a free hand in the gigantic task he has undertaken. Mrs. White and her family will remain in Boyne City until fall, when they will take up their residence on the Coast. Mr. White's many friends are greatly rejoiced over the happy outcome of his affairs and that the purchase of the Vancouver timber, which resulted in his financial downfall, will now make him many times a millionaire.

Judge Harris started Monday morning for Camp Custer via Grand Rapids, where he spent Monday night. He telephoned his friends from Grand Rapids that he found the Mackinaw Trail in excellent condition, except the stretch in Osceola county, North of Reed City, which he pronounces the worst road he ever had the misfortune to undertake to navigate. Why Osceola county persists in impairing the automobile travel to Northern Michigan via the Mackinaw Trail by lack of action on its wretched roadway is more than the rest of us "Up North" can understand.

Maxy.

Sparks From the Electric City.

Muskegon, June 11—The large addition to the Continental Motors Co. is nearing completion.

L. J. Townsend, Middleville hardware merchant, is disposing of his stock to E. J. Merrifield, of Bloomington, and J. F. Follmer, of Vicksburg. Just what disposition will be made is as yet unknown.

The Michigan Railway Company has removed the chairs from the parlor sections of some of the cars and replaced with seats, thereby increasing their capacity.

W. W. Richards says that new head gear is not a wig—just a new insulator to prevent brain leaks.

We glean this from a Chicago ice cream and candy journal: "A certain Muskegon candy jobber came near losing his star salesman recently, as many of his friends decided he had gone insane. Being in a small town one night he received the following telegram from his wife: 'Twins arrive to-night. More by mail to-morrow,' whereupon the excited father answered as follows: 'Cannot reach home before to-morrow. If more arrive by mail to-night, return to dead letter office at once. Billy.'"

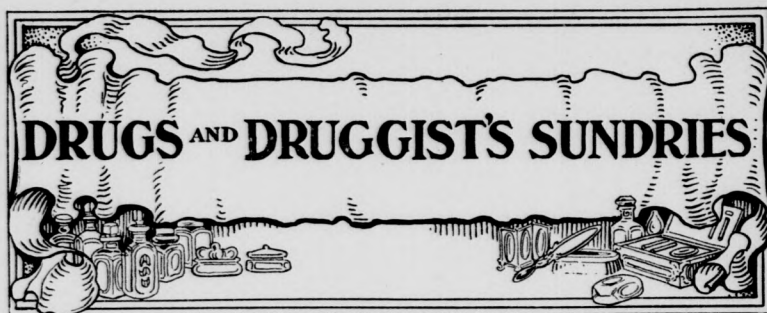
You often hear that a ford can go anywhere, but H. F. Foote and Herman Anderson know now that it will not climb a tree; in fact, they recently made a failure trying it at Twin Lake. We hear Foote tried flying at the same time.

If the Kaiser is in trouble, why don't he tell it to the marines? They are on the job looking for him.

A. W. Steenson attended the Grand Council of the U. C. T. in Jackson last week. We have not seen Steve, so cannot say how well he enjoyed things.

E. P. Monroe.

The Phillips-Michigan Co. has been organized to manufacture and sell automatic sprinklers, with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and \$1,000 paid in in cash.



DRUGS AND DRUGGIST'S SUNDRIES

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.

Status of the Drug Market.

Purchasing by local consumers and dealers is generally restricted to hand to mouth quantities. Stocks of many products, crude and manufactured, are small, however, and with the offerings light the general market remains firm. Quicksilver is stronger owing to a diminution in supplies. Permanganate of potash is weaker owing to keener competition due to an absence of demand of consequence. Supplies of santonine are small and materially higher prices are demanded by holders. Saccharine lacks quotable change but the market is firmer, influenced by some increase in the demand of late. Quinine continues quiet in second hands. Benzoic acid and benzoate of soda are weak owing to a lack of demand of consequence and offerings are reported at further concessions in prices. South American copaiba is weaker owing to an absence of enquiry. A further advance has occurred in wormseed oil owing to increasing scarcity. The general list of essential oils is firm with the trading quiet. Sales of soccotrine aloes are reported at higher prices. Japanese refined camphor continues quiet and further shading of the price of slabs is noted. Gum oilbanum is firmer owing to a decrease in supplies. Quinine seed is strong at a further advance due to scarcity. Cream of tartar is easier in second hands owing to a falling off in demand and freer offerings.

Santonine is materially higher. Supplies are small and diminishing and prices have been advanced to \$45 per pound for crystals and \$45.50 for powdered.

Quinine is quiet in second hands, but offerings are light as a rule and holders generally demanded \$1.05 and upward per ounce. It was said to be possible, however, to purchase at \$1 per ounce.

Quicksilver is stronger in second hands. Arrivals from the coast have been comparatively small for some time past and spot supplies are light. Prices are advanced to \$118@120 per flask, according to seller.

Saccharine is in fair demand. Sup-

plies appear to be light and the market is firm at \$20@22 per pound for soluble.

Antipyrene is quiet and the situation lacks new features, the market remaining steady at the recent decline.

Sugar of milk is meeting with a steady enquiry and the market continues firm at 50@52c per pound.

Kill Flies and Save Lives.

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

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

The conditions produced by the long and severe winter have made difficult the removal and proper disposal of refuse and filth accumulations that will facilitate the breeding of disease-germ-carrying flies.

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

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

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

The Fly Is the Tie That Binds the Unhealthy to the Healthy!

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

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

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

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

The early summer months are the best months to conduct an anti-fly campaign.

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

Your friends and members of the family now in the service should be reminded of the danger of the house fly in camps and co-operate with their superiors for the elimination of this deadly pest.

Kill flies and save lives!

Easy to Get.

Young Man—So Miss Ethel is your oldest sister? Who comes after her?

Small Brother—Nobody ain't come yet; but pa says the first fellow that comes can have her.

If Customers Do Not Come.

One druggist secures a steady profitable trade from a large factory near at hand, instead of a straggling patronage. He uses a little plan that calls only on his spare time, of which he formerly had plenty because of his distance from the busy retail portion of the city.

Every forenoon he sends over to

the factory a soda fountain menu done on a duplicating machine. It shows the items for the day and varies from day to day. Since many of the employees carry lunches he gets orders for ice cream to be delivered to groups that pool their refreshment money. He also sells lemonade and other drinks in summer, and coffee in winter.

Ralph Evans.

TANGLEFOOT

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

PLACE YOUR ORDER NOW FOR Soda Fountain Fruits and Syrups

We Are Distributors of

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

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

Putnam Factory Grand Rapids, Michigan

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

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	
Citron Lemon Peel Orange Peel Baskets		Van Camp's Milk	
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 60 Quaker Puffed Rice 4 35 Quaker Puffed Wheat 4 35 Quaker Brkfst Biscuit 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 Maple-Flake, Whole Wheat 4 05 Minn. Wheat Food 6 50 Ralston Wheat Food Large, 18s 2 90 Ralston Wheat Food 18s 1 95 Ross's Whole Wheat Biscuit 4 50 Saxon Wheat Food 4 50 Shred Wheat Biscuit 4 25 Triscuit, 18 2 25 Pillsbury's Best Cer'l 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 80 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 2 lb. @ 2 25 Standard No. 10 @ 9 50 Beans Baked 1 25 @ 2 25 Red Kidney 1 25 @ 1 35 String 1 50 @ 2 00 Wax 1 50 @ 2 00 Blueberries Standard @ 1 75 No. 10 @ 8 00		Clams Little Neck, 1 lb. 1 60 Clam Bouillon 2 25 Burnham's 1/2 pt. 3 75 Burnham's pts. 7 50 Burnham's qts. 7 50 Corn Fair 1 85 Good 1 85 Fancy 1 85 French Peas Monbadon (Natural) per doz. 3 60 Gooseberries No. 2, Fair 1 85 No. 2, Fancy 1 85 Hominy Standard 1 25 Lobster 1/2 lb. 1 90 1/4 lb. 2 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, 1/2s @ 30 Buttons, 1s @ 50 Hotels, 1s @ 44 Oysters Cove, 1 lb. @ 1 20 Cove, 2 lb. @ 1 80 Plums Plums 1 50 @ 2 00 Pears in Syrup No. 3 can per dz. 2 50 @ 3 00 Peas Marowfat 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, 1/4s 6 50 Domestic, 1/2 Mustard 6 50 Domestic, 3/4 Mustard 6 25 Norwegian, 1/4s 15 @ 18 Portuguese, 1/4s 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 1 90 Good 1 90 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 1/4s, 4 doz. in case 4 50 1/2s, 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 @ 26 Pineapple @ Edam @ Sap Sago @ Swiss, Domestic @	
COCOANUT Dunham's per lb. 1/4s, 5 lb. case 33 1/4s, 5 lb. case 31 1/4s, 15 lb. case 31 1/4s, 15 lb. case 30 1/4s, 15 lb. case 29 1/4s & 1/4s, 15 lb. case 30 5 and 10c pails 4 25 Bulk, pails 24 1/2 Bulk, barrels 25 Baker's Brazil 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 28 Java Private Growth 26 @ 30 Mandling 31 @ 35 Aukola 30 @ 32 Mocha Short Bean 25 @ 27 Long Bean 24 @ 25 H. L. O. G. 26 @ 28 Bogota Fair 24 Fancy 26 Exchange Market, Steady Spot Market, Strong Package New York Basis Arbuckle 21 00 McLaughlin's XXXX McLaughlin's XXXX package coffee is sold to retailers only. Mail all or- ders direct to W. F. Mc- Laughlin & Co., Chicago. Extracts Holland, 1/2 gro. bxs. 1 30 Felix, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43 CONDENSED MILK Carnation, Tall 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 00 Van Camp, Baby 3 20 CONFECTIONERY Stick Candy Pails Horehound 18 Standard 18 Cases Jumbo 19 Big Stick 19 Mixed Candy Pails Broken 19 Cut Loaf 20 French Cream 21 Grocers 18 Grocers 13 Kindergarten 22 Leader 19 Novelty 20 Premio Creams 26 Royal 18 Special 19 X L O 17 Specialties Pails Auto Kisses (baskets) 22 Bonnie Butter Bites 25 Butter Cream Corn 25 Caramel Bon Bons 24 Caramel Croquettes 23 Cocoanut Waffles 21 Coffy Toffy 26 National Mints 7 lb tin 24 Fudge, Walnut 24 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 Pails Assorted Choc. 24 Amazon Caramels 26 Champion 23 Choc. Chips, Eureka 28 Klondike Chocolates 28 Nabobs 28 Nibble Sticks, box 1 35 Nib Wafers 28 Ocoro Choc Caramels 29 Peanut Clusters 32 Quintette 24 Regina 22 Star Chocolates 24 Pop Corn Goods Cracker-Jack Prize 5 65 Checkers Prize 5 65 Cough Drops Boxes 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 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 lbs. Almonds, Tarragona 21 Almonds, California soft shell Drake 18 Brazil 18 Filberts 20 Cal. No. 1, S. S. 24 Walnuts, Naples 22 Walnuts, Grenoble 22 Table nuts, fancy 16 1/2 Pecans, Large 17 Pecans, Ex. Large 20 Shelled No. 1 Spanish Shelled Peanuts 16 @ 16 1/2 Ex. Lg. Va. Shelled Peanuts 16 1/2 @ 17 Pecan Halves 17 @ 17 Walnut Halves 17 @ 17 Filbert Meats 17 @ 17 Almonds 17 @ 17 Jordan Almonds 17 @ 17 Peanuts Fancy H P Suns Raw 18 @ 18 1/2 Roasted 20 @ 20 1/2 H P Jumbo Raw 19 1/2 @ 20 Roasted 21 1/2 @ 21 1/2 Spanish Shelled, No. 1 18 @ 18 1/2 CREAM TARTAR Barrels or Drums 70 Boxes 74 DRIED FRUITS Apples Evap'd, Choice, blk @ 16 Evap'd Fancy blk. @ Apricots California @ 21 Citron California @ 30 Currents Imported, 1 lb. pkg. 26 Imported, bulk 25 1/2 Peaches Muirs—Choice, 25 lb. 12 Muirs—Fancy, 25 lb. 13 Fancy, Peeled, 25 lb. 16 Pel Lemon, American 27 Orange, American 28 Raisins Cluster, 20 cartons ... Loose Muscatels, 4 Cr. 9 1/2 Loose Muscatels, 3 Cr. 9 1/2 L. M. Seeded 1 lb. 10 1/2 @ 11 California Prunes 90-100 25 lb. boxes @ 08 1/4 80-90 25 lb. boxes @ 09 70-80 25 lb. boxes @ 10 60-70 25 lb. boxes @ 11 50-60 25 lb. boxes @ 12 1/2 40-50 25 lb. boxes @ 13 FARINACEOUS GOODS Beans California Limas 15 1/2 Med. Hand Picked 15 Brown, Holland 15 Farina 25 1 lb. packages 2 65 Bulk, per 100 lb. Original Holland Rusk Packed 12 rolls to container 3 containers (36) rolls 4 32 Hominy Pearl, 100 lb. sack 6 1/2 Macaroni Domestic, 10 lb. box 1 30 Imported, 25 lb. box 1 30 Skinner's 24s, case 1 87 1/2 Pearl Barley Chester 7 25 Portage 8 50 Peas Green, Wisconsin, lb. 11 Split, lb. 10 1/2 Sage East India 15 German, sacks 15 German, broken pkg. Tapoca Flake, 100 lb. sacks 15 Pearl, 100 lb. sacks 15 Pearl, 36 pkgs. 2 75 Minute, 10c, 3 doz. 3 55 FISHING TACKLE Cotton Lines No. 2, 15 feet 10 No. 3, 15 feet 11 No. 4, 15 feet 12 No. 5, 15 feet 14 No. 6, 15 feet 15 Linen Lines Small, per 100 feet 50 Medium, per 100 feet 55 Large, per 100 feet 65 Floats No. 1 1/2, per dozen 13 No. 2, per dozen 15 No. 3, per dozen 20 Hooks—Kirby Size 1-12, per 100 8 Size 1-0, per 100 9 Size 2-0, per 100 10 Size 3-0, per 100 11 Size 4-0, per 100 14 Size 5-0, per 100 15 Sinkers No. 1, per gross 60 No. 2, per gross 60 No. 3, per gross 65 No. 4, per gross 75 No. 5, per gross 80 No. 6, per gross 90 No. 7, per gross 1 25 No. 8, per gross 1 65 No. 9, per gross 2 40 FLAVORING EXTRACTS Jennings D C Brand Pure Vanilla Terpeneless Lemon Per Doz. 7 Dram 15 Cent 1 25 1 1/2 Ounce 20 Cent 1 75 2 Ounce 30 Cent 2 60 2 1/2 Ounce 35 Cent 2 75 3 Ounce 40 Cent 3 00 4 Ounce 55 Cent 5 00 8 Ounce 90 Cent 8 50 7 Dram Assorted 1 25 1 1/2 Ounce Assorted 2 75 FLOUR AND FEED Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 12 00 Fancy Spring 12 50 Wizard Graham 11 70 Wizard, Gran. Meal 11 70 Wizard Buckw't cwt. 8 00 Rye 13 00 Valley City Milling Co. Lily White 12 25 Graham 5 70 Granena Health 5 80 Gran. Meal 5 70 Bolted Meal 5 20 Watson-Higgins Milling Co. New Perfection 12 00 Worden Grocer Co. Quaker, 1/4s cloth None Quaker, 1/4s cloth None Quaker, 1/4s cloth None Quaker, 1/4s paper None Quaker, 1/4s paper None Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4s 11 40 American Eagle, 1/4s Out American Eagle, 1/4s Out Spring Wheat Worden Grocer Co. Wingold, 1/4s cloth Sold Out Wingold, 1/4s cloth Sold Out Wingold, 1/4s cloth Sold Out Meal Bolted 11 50 Golden Granulated 11 70 Wheat Red 2 08 White 2 08 Oats Michigan carlots 80 Less than carlots 83 Corn Carlots 1 75 Less than carlots 1 80 Hay Carlots 24 00 Less than carlots 26 00 Feed Street Car Feed 69 50 No. 1 Corn & Oat Fd. 69 50 Cracked Corn 71 00 Coarse Corn Meal 71 00 FRUIT JARS Mason, pts., per gro. 7 60 Mason, qts., per gro. 8 00 Mason, 1/2 gal. per gr. 10 35 Mason, can tops, gro. 2 80	

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 75
Knox's Sparkling, gr. 20	50
Knox's Acidu'd doz.	1 85
Minute, 1 doz.	1 25
Minute, 3 doz.	3 75
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 50
Plymouth Rock, Plain	1 30
Waukesha	1 60

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

HERBS	
Sage	15
Hops	15
Laurel Leaves	20
Senna Leaves	45

HIDES AND PELTS	
Hides	
Green, No. 1	15
Green, No. 2	14
Cured, No. 1	17
Cured, No. 2	16
Calfskin, green, No. 1	28
Calfskin, green, No. 2	26 1/2
Calfskin, cured, No. 1	30
Calfskin, cured, No. 2	28 1/2
Horse, No. 1	6 00
Horse, No. 2	5 00

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

Tallow	
Prime	@ 13
No. 1	@ 12
No. 2	@ 11

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

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

HORSE RADISH	
Per doz.	90

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

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

JELLY GLASSES	
8 oz. capped in bbls., per doz.	34

MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75
16 oz. bottles, per doz.	16 50
32 oz. bottles, per doz.	30 00

MINCE MEAT	
Per case	3 88

MOLASSES	
New Orleans	
Fancy Open Kettle	60
Choice	58
Good	55
Stock	50
Half barrels 5c extra	
Red Hen, No. 2	2 70
Red Hen, No. 2 1/2	3 20
Red Hen, No. 5	3 35
Red Hen, No. 10	3 25
Uncle Ben, No. 2	2 70
Uncle Ben, No. 2 1/2	3 20
Uncle Ben, No. 5	3 35
Uncle Ben, No. 10	3 25
Ginger Cake, No. 2	3 25
Ginger Cake, No. 2 1/2	4 20
Ginger Cake, No. 5	4 15
O. & L. Open Kettle, No. 2 1/2	5 25

MUSTARD	
1/2 lb. 6 lb. box	30

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

PEANUT BUTTER

Bel-Car-Mo Brand	
6 oz. 1 doz. in case	2 90
12 oz. 1 doz. in case	2 50
12 2 lb. pails	5 75
5 lb. pails, 6 in crate	7 00
10 lb. pails	21 1/2
15 lb. pails	21
25 lb. pails	20 1/2
50 lb. tins	20 1/2

PETROLEUM PRODUCTS

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

PICKLES

Barrels, 1,200 count	12 00
Half bbls., 600 count	6 50
5 gallon kegs	2 60
Small	
Barrels	14 00
Half barrels	7 50
5 gallon kegs	2 80

Gherkins

Barrels	25 00
Half barrels	13 00
5 gallon kegs	4 50

Sweet Small

Barrels	28 00
5 gallon kegs	5 00
Half barrels	14 50

PIPES

Clay, No. 216, per box	80
Clay, T. D. full count	1 25
Cob, 3 doz. in box	1 25

PLAYING CARDS

No. 90 Steamboat	2 25
No. 808, Bicycle	3 50
Pennant	3 25

POTASH

Babbitt's, 2 doz.	2 65
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PROVISIONS

Barreled Pork	
Clear Back	52 00 @ 53 00
Short Cut Clr	50 00 @ 51 00
Bean	47 00 @ 48 00
Brisket, Clear	55 00 @ 56 00
Pig	55 00 @ 56 00
Clear Family	35 00
Dry Salt Meats	
S P Bellies	31 00 @ 32 00

Lard

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

Smoked Meats

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

Sausages

Bologna	16
Liver	12
Frankfort	18
Pork	14 @ 15
Veal	11
Tongue	11
Headcheese	14

Beef

Roneless	25 00 @ 27 00
Rump, new	30 00 @ 31 00
Pig's Feet	
1/2 bbls.	1 75
3/4 bbls., 40 lbs.	3 40
1/2 bbls.	9 00
1 bbl.	16 00

Tripe

Kits, 15 lbs.	90
1/2 bbls., 40 lbs.	1 60
1/4 bbls., 80 lbs.	3 00

Casings

Hogs, per lb.	85
Reef, round set	19 @ 20
Beef, middles, set	45 @ 55
Sheep	1 15 @ 1 35

Uncolored Oleomargarine

Solid Dairy	23 @ 26
Country Rolls	28 @ 29

Canned Meats

Corned Beef, 2 lb.	6 50
Corned Beef, 1 lb.	3 75
Roast Beef, 2 lb.	6 50
Roast Beef, 1 lb.	3 75

RICE

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

ROLLED OATS

Monarch, bbls.	12 00
Rollad Avena, bbls.	12 75
Steel Cut, 100 lb. sks.	6 00
Monarch, 90 lb. sks.	1 75
Quaker, 18 Regular	5 60
Quaker, 20 Family	5 60

SALAD DRESSING

Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's large, 1 doz.	5 25
Durkee's med, 2 doz.	5 75
Durkee's Picnic, 2 doz.	2 75
Snider's, large, 1 doz.	2 40
Snider's, small, 2 doz.	1 45

SALERATUS

Packed 60 lbs. in box.	3 15
Arm and Hammer	3 15
Wyandotte, 100 1/2 s.	3 00

SAL SODA

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

SALT

Solar Rock	
56 lb. sacks	50

Common

Granulated, Fine	2 00
Medium, Fine	2 10

SALT FISH

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

Holland Herring

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

Herring

Full Fat Herring, 350 to 400 count	..
Spiced, 8 lb. pails	95

Trout

No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	2 25
No. 1, 10 lbs.	90
No. 1, 3 lbs.	75

Mackerel

Mess, 100 lbs.	22 00
Mess, 50 lbs.	11 65
Mess, 10 lbs.	2 60
Mess, 8 lbs.	2 05
No. 1, 100 lbs.	21 00
No. 1, 50 lbs.	11 10
No. 1, 10 lbs.	2 50

Lake Herring

8 lbs.	54
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SEEDS

Anise	38
Canary, Smyrna	15
Caraway	75
Cardamon, Malabar	1 20
Celery	45
Hemp, Russian	8
Mixed Bird	9
Mustard, white	25
Poppy	80
Rape	16

SHOE BLACKING

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

SNUFF

Swedish Rapee, 5c, 10 for 40	
Swedish Rapee, 1 lb. gls	60
Norkoping, 10c, 8 for	64
Norkoping, 1 lb. glass	60
Copenhagen, 10c, 8 for	64
Copenhagen, 1 lb. glass	60

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

Procter & Gamble Co.

Lenox	5 00
Ivory, 6 oz.	5 90
Ivory, 10 oz.	9 60
Star	4 90

Swift & Company

Swift's Pride	4 90
White Laundry	5 35
Wool, 6 oz. bars	5 15
Wool, 10 oz. bars	7 00

Tradesman Company

Black Hawk, one box	3 75
Black Hawk, five bxs	3 70
Black Hawk, ten bxs	3 65
Box contains 72 cakes. It is a most remarkable dirt and grease remover, 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

Washing Powders

Snow Boy, 100 pkgs.	5 65
Snow Boy, 60 pkgs.	3 55
Snow Boy, 24 pkgs.	5 50
Snow Boy, 20 pkgs.	5 25

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

SODA

Bi Carb. Kegs	3 1/4
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SPICES

Whole Spices	
Allspice, Jamaica	@ 10
Allspice, lg. Garden	@ 11
Cloves, Zanzibar	@ 55
Cassia, Canton	@ 20
Cassia, 5c pkg. doz.	@ 35
Ginger, African	@ 15
Ginger, Cochín	@ 20
Mace, Penang	@ 90
Mixed, No. 1	@ 17
Mixed, No. 2	@ 16
Mixed, 5c pkgs. dz.	@ 45
Nutmegs, 70-80	@ 45
Nutmegs, 105-110	@ 40
Pepper, Black	@ 32
Pepper, White	@ 32
Pepper, Cayenne	@ 22
Paprika, Hungarian	@ 45

Pure Ground in Bulk

Cassia, 5c pkg. doz.	@35
Ginger, African	@15
Ginger, Cochin	@20
Mace, Penang	@90
Mixed, No. 1	@17
Mixed, No. 2	@16

Bankruptcy Matters in Southwestern District of Michigan.

St. Joseph, June 3—Eugene H. Beacham, an engineer of Kalamazoo, has filed a voluntary petition and been adjudicated bankrupt. The matter was referred to Referee Banyon. The schedules of the bankrupt disclose no assets above his statutory exemptions and the following creditors:

Ella Messenger, Aurora, Ill.\$372.77
Harry F. Taylor, Indianapolis 177.34
Henry H. Kasson, Chicago 170.00
Henry M. Svebilus, Evanston 35.00
King Motor Co., Chicago 12.50
Larson Auto Repair Shop, Chicago 26.00
Auto Moulding & Mfg. Co., Chicago 15.00

\$808.61

June 4—In the matter of Marion J. Otis, bankrupt, Benton Harbor, the final meeting of creditors was held at the referee's office and the trustee's final report and account were approved and allowed. The final order of distribution was entered and a first and final dividend of 43 per cent. declared and ordered paid to all unsecured creditors. Creditors having been directed to show cause why a certificate should not be made recommending the bankrupt's discharge, and no cause having been shown, it was determined that such favorable certificate be made. It was further determined that the trustee be not authorized to interpose objections to the bankrupt's discharge.

June 6—Hemo G. Mejeur, Kalamazoo, engaged in the retail meat business with his brother under the firm name of Mejeur Brothers, has filed a voluntary petition and been adjudged bankrupt. The following are listed as creditors:

Hemo J. Mejeur, Kalamazoo\$371.00
Star Paper Co., Kalamazoo 7.56
Armour & Company, Kalamazoo 42.00
C. Sagers, Kalamazoo 28.11
Fred S. Garrett, Kalamazoo 9.70
Carl Johnson, Kalamazoo 198.08
Pastoor Brothers, Grand Rapids .. 57.81
Vette & Zunker, Chicago 100.08
Consumers Power Co., Kalamazoo 3.00
Michigan Telephone Co., Kalamazoo 3.00
Johnson Paper & Supply Co., Kalamazoo 7.30

\$827.64

Preferred and Secured Claims.

City of Kalamazoo, taxes\$ 27.05
City Savings Bank of Kalamazoo 365.22
Abel Schipper, Kalamazoo 303.00
Menne Hoogerman and Ceert
Mejeur, Kalamazoo 412.15

\$1,107.42

Assets.

Real estate\$350.26
Cash on hand 5.06
Stock in trade 127.65
Household goods 150.00
Cows, horses, etc. 400.00
Carriages and other vehicles 150.00
Machinery, tools, etc. 840.00
Debts due open accounts 185.59

\$2,208.56

June 7—In the matter of Thomas M. Hogan, bankrupt, the first meeting of creditors was held at Kalamazoo. There being no assets to administer, an order was entered by the referee that no trustee be appointed and no further meeting of creditors be held. Unless cause to the contrary is shown, the estate will be closed within 30 days.

June 8—In the matter of Eugene H. Beacham, bankrupt, an order was entered by the referee calling the first meeting of creditors at Kalamazoo on June 21, for the purpose of proving claims, the election of a trustee and the transaction of such other business as may properly come before the meeting.

Anticipating Freight Tieup.

Fearing that there may be a general tieup in the movement of freight next fall, and that the supply of empty cars will be so limited as to be little more than sufficient to care for Government needs, the furniture trade of the country is said to be having its fall supplies shipped out now wherever immediate shipment is possible. And, in quite a few instances, present orders include not only requirements for next fall, but for next winter as well. Thus, in some cases, business is going ahead of this same period a year ago, and many manufacturers are experiencing a rush of orders which under the present labor conditions are not easily handled.

Big Neckwear Season.

Simplicity in dress styles and fabrics has proved to be a boon to the neckwear trade. As one authority in the trade pointed out, brightly hued collar and cuff sets are needed prop-

erly to set off simple garments, and the result has been one of the best spring seasons on record both as to volume of sales and as to the cash involved. Organdie collar and cuff sets have been popular, filet has sold a great deal, and pique has been well up among the leaders. Foulard neckpieces have been and still are wanted in liberal quantities, navy blue being the favored background. Vests and vestees have also been big sellers in all parts of the country.

Veils Are Popular.

Styles have favored veils for women during the spring season and sales have been on an unusually large scale, according to a number of local manufacturers. All shapes and sizes have been taken, although in some quarters it is said that square veils have been given the preference. While black has been in demand, such colors as navy blue and various shades of gray and brown have been the leaders in the spring and summer business. Various dotted veilings are popular as well as flowered and figured designs. Scalloped borders are also liked.

Leather Goods Market Active.

The market for all leather goods, such as traveling bags, suit cases, portfolios, etc., is strong with a tendency toward higher prices, according to reports. Buying has been on a large scale, considering present prices and conditions, and in the majority of cases it seems to be the better grades that are most actively sought. Various comfort knits in leather folders for soldiers have been consistently well bought since this country entered the war. Leather hand bags and hand purses for women are also said to be in good demand.

His Men Have Reason to Stick.

London, Ohio, June 11—At the beginning of each year a retail merchant buys several \$50 bonds and one \$100 bond. To each salesman who remains in his employ for six months thereafter he gives a bond; to the one who not only has this record but also has made the best sales record he gives the \$100 bond. There is therefore a double reward to work for.

Just now the merchant is holding Liberty bonds, to be distributed July 1. He is sure they have proved more desirable to his salesmen than the equivalent in money.

Walter Engard.

Finishing Touches Are Vital.

"Though wartime economy is an important factor in the cloak and suit trade," said a large manufacturer recently, "this does not mean that makers can get away with poor workmanship. More than ever before, women are demanding full value for their money. They examine before they buy, and every little detail must be right. These finishing touches mean a great deal to the general appearance of the garment, and the manufacturer who values his good name should pay strict attention to them."

Just because a married man does the things his wife wants him to is no sign that he is stuck on the job.

When a minister has a praying congregation behind him he doesn't have to worry about his back salary.

Are You All Set For Grand Rapids Buyers' Week

June 24, 25, 26, 27, 28?

If you haven't yet notified your wholesaler friends in Grand Rapids that you are going to be here, tell them to-day, and plan to be here as much of the five big days as is possible.

Don't Get the Idea

that this meeting is just a sort of midsummer convention for it is more than that.

Think What It Will Mean

to have all the wholesalers of Grand Rapids and hundreds of their friends from about the State, in a five day conference on the market conditions present and future of

The Most Serious Period

in the history of merchandising in the world's history.

Plenty of Bargains

will be open to the retail merchants who come, so they can make immediate profits from their visit, aside from getting the real inside of the facts and conditions which they must face and anticipate in the months to come.

The General Program

has not as yet been completed because the plan is to make it the best possible up to the day it starts. But you may rest assured that the Grand Rapids Wholesalers will make Buyers' Week well worth every minute of the time you spend with them.

Don't Forget the Dates June 24-25-26-27-28

BUSINESS - WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—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

Garage and Good Automobile Agency For Sale—Best location in town; would consider selling half interest to right party, but would rather sell all. Address H. E. Morris, Hill City, Kansas. 761

For Sale—Stock of general merchandise, in good farming community and factory town. Will reduce stock to suit purchaser. Residence and store buildings at low rent. Must sell on account of draft. Address Fred Eichenberg, Parklake, Michigan. 763

For Sale—General stock located in church center in good farming country. Stock will inventory about \$3,000. Annual sales \$20,000. No bad debts. Store buildings, barn and blacksmith shop can be purchased for \$2,000. Address Mrs. P. J. Bresnahan, Parnell, R. R. from Ada. 764

For Sale Cheap—One Champion account register. Address F. W. Kauffman, Cummings, Kansas. 766

Bargains. Bargains—Businesses, any kind anywhere. Send for free magazine. Western Sales Agency, Minneapolis, Minnesota. 648

Cash Registers—We offer exceptional bargains in rebuilt National or American registers. Also fireproof credit systems. All makes. We buy, sell or exchange. We carry a full line of supplies. Address The J. C. Vogt Sales Co., Saginaw, Michigan. 335

Wanted—Second-hand cash register, for cash. Address A. F. Hunt, 215 So. Washington Ave., Saginaw, Mich. 767

Excellent Business Opportunity—Rooming-house, down town. Twenty rooms, heat, bath, janitor service. Books show good paying business. C. E. Crothers, 125½ Ottawa Ave., Grand Rapids, Mich. 769

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

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, ½ 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

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

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—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

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

\$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—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, 135½ East Fulton street, Grand Rapids, Michigan. 654

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

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

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

HELP WANTED.

Retail Shoe Salesman Wanted—Give age, experience, salary expected, references and full particulars in first letter. Also state how soon you can come. Butler's Largest Shoe Store. Address A. Ruff's Sons, Butler, Penn. 765

Wanted—Experienced up-to-date department store man as a partner and manager of an established business, modern store and equipment, located in the best city of 4,500 in Michigan. Other business demands owner's attention. Address No. 768, care Michigan Tradesman. 768

POSITION WANTED

Wanted—Position in grocery or general store. Have had thirty years' experience in general merchandise. Am fully qualified to manage or help manage mercantile business. Do you want such a man? Address No. 762, care Michigan Tradesman. 762

Position Wanted — Manager—Buyer. Clothing and men's furnishings desires position with responsible firm doing annual business of \$50,000 to \$200,000. Fully acquainted with manufacture of clothing and the best markets. Credentials A1. Will invest if conditions warrant. Address E. J. P., care Tradesman. 770

SEE NEXT PAGE.

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

We Have the Most Complete Line of Flour and Feed in Western Michigan

New Perfection Flour
Perfection Corn Flour
Perfection Corn Meal
Perfection Barley Flour
White Corn Meal
Pancake Flours
Dairy and Horse Feeds

Watson-Higgins Milling Co.

Grand Rapids - - - Michigan

Our latchstring will be out to our visiting friends
June 24-29.

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.

A. Krolik & Co.'s New Building at Detroit.

The new building occupied by A. Krolik & Co., wholesale dry goods merchants and manufacturers, is one of the finest commercial structures of its kind in the country. To make plans for its construction successful members of the firm visited different sections of the country to get the newest ideas as to the best methods for the rapid assembling and distribution of goods. An innovation was established in devoting the greater part of the main floor to the charging and packing rooms in order to further facilitate the handling of orders, instead of devoting the space to the display of merchandise, as has been usual in the past. Included in the equipment are two huge spiral chutes used for conveying the smaller orders to the charging room. Three large high powered elevators care for the larger loads. From the packing rooms the shipments are carried to loading platforms below on a specially constructed conveyor. The latest types of pneumatic tubes are used in distributing orders to the various departments. The building is strictly fireproof, nine stories high, exclusive of the main and sub-basements, has a frontage of 200 feet on Jefferson avenue and extends 200 feet on Randolph to Woodbridge streets. The average space per floor is 25,000 square feet. The firm owns and operates two modern factories in Detroit, manufacturing house dresses, aprons, flannelette night wear, pants and overalls. It also controls and sells the output of a large mill in Eaton Rapids, manufacturing sweater coats, wool sox, gloves and mittens, and a mill in Detroit manufacturing gloves, mittens and hockey caps. The business was founded in 1871 and the new building with its modern facilities and greatly enhanced space is the natural result of the steady, continued growth since that time. Members of the firm are Henry A. Krolik, Day Krolik, David Scheyer, Joseph N. Krolik and Julian H. Krolik.

Gabby Gleanings From Grand Rapids

Grand Rapids, June 10—The Woodhouse Company now has eight traveling representatives and all of them make their calls on the trade by automobile—six furnished by the house and two owned privately by the drivers. Manager Payette is so exasperated over the freight service—or lack of it—which is such a severe handicap on the shipment of goods by jobbers generally, that he is considering the establishment of a line of motor trucks to Muskegon, Big Rapids, Ionia, Lansing and other nearby points.

Walter S. Lawton is doing double duty these days—his duty to his house and his duty to the Michigan Pharmaceutical Travelers' Association in making arrangements for the entertainment features of the forthcoming meeting at Detroit later in the month.

We are all glad to note that Jim Goldstein is back on the job again and that his hand has not forgotten its cunning during the long vacation he has inflicted on the fraternity. Jim certainly has a nose for news and his field is so broad and comprehensive that he apparently meets with little difficulty in "covering his beat" well and thoroughly.

Hon. Fred M. Warner of Farmington, was in town Tuesday on his way to Chicago. He is making no

concerted canvas for the nomination for U. S. Senator, like his Detroit and Soo competitors, believing that in war times like these the people should not have their attention distracted from the great issues at stake by the political ambitions of any man. Mr. Warner, as usual, bears himself with dignity and discretion and meets with friends with no more cordiality than during the three terms he served the State so successfully and satisfactorily as Governor.

William Judson, Guy W. Rouse, Edward Dooce and Edward Winchester are all in Cleveland this week attending the annual convention of the National Wholesale Grocers' Association. They are all accompanied by their wives.

Ed Litchfield, representative for the Remington Typewriter Co. in the Northern Peninsula, with headquarters in Escanaba, has mysteriously disappeared, and no trace can be found of him, although search has been made. He was at Menominee on May 3, and left that city on that date for St. Paul. He has been traced as far as Ellis Junction, and then there is a blank. H. J. Fogtman has arrived in Escanaba from Oshkosh to take charge of the territory for the Remington Co. He stated that Litchfield was one of the best salesmen on the Remington staff, and that his accounts were correct to a cent. It is his belief that Mr. Litchfield met with foul play at Ellis Junction.

Big Things in Store For Saginaw.

Saginaw, June 11—The Saginaw Malleable Iron Co., announces that its capitalization has been increased from \$500,000 to \$750,000 and that the two unit furnace will be doubled within a short time. Within the immediate future it is planned to make of this plant an eight unit furnace. The Malleable Iron Co. was started in Saginaw in the spring of 1917, and when the additions to take care of the doubling of capacity is concluded there will be employed 600 people.

W. C. Durant, of the General Motors, has taken practically all of the increased capitalization. This announcement follows on the heels of the new grey iron plant called the Central Foundry Co., to employ 800 people, and the Wolverine Tractor made public a week ago.

The Saginaw Shipbuilding Co., already possessed of contracts of twelve steel vessels, has been allowed twelve of 130 bottoms let out to Great Lakes yards. The ship yards, contracts now amount to about \$18,000,000. With the new plants and the expansion of present concerns, Saginaw is now in need of 3,000 additional workmen and to take care of these and those already in Saginaw the housing problem has been taken up and is being worked out. Chester M. Howell.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, June 12—Creamery butter extras, 42@43c; first, 41c; common, 38@40c; dairy, common to choice, 32@38c; dairy poor to common, all kinds, 28@30c.

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

Eggs—Choice, new laid, 36@37c; fancy henery, 38@40c.

Poultry (live)—Cockerels, 27@29c; old cox, 23@25c; ducks, 30@31c; fowls, 30@32c; Broilers 50c lb.

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. 5.00 per bbl. Rea & Witzig. 5.00 per bbl. Rea Witzig.

Any man who depends on wages will acquire a lot more money than the man who depends on wagers.

Wit is the cayenne pepper of conversation and the salt of literature.

Penalties Imposed on Michigan Food Grafters.

Flowerfield—The Flowerfield flour mill has been ordered closed during June by George A. Prescott, Federal Food Administrator for Michigan, on charges of having taken excessive prices for feeds and general non-compliance with food regulations.

Vicksburg—E. H. Minor's flouring mill has been closed for one week and a payment of \$25 to the Red Cross for excessive profits and for selling flour without substitutes.

Portage—C. J. Logan has been penalized \$15, to be paid the Red Cross, for violations of food regulations.

Benton Harbor—Charles D. Hunt was given the alternative of handing \$25 to the Red Cross or being closed up for violation of flour regulations. He paid.

Minard—The grist mill of J. G. Cheetam has been closed for operating without a license. The issuance of his license will depend upon his observance of the closing order.

Facts About Flag Day.

Flag Day was originated in 1889 by Prof. George Bolch, of New York, who introduced into his kindergarten the practice of holding special exercises in celebration of the adoption of the flag by Congress, June 14, 1777.

The flag adopted that day, which

was the first authentic American flag, and so officially designated by Congress, was made at the suggestion of George Washington, and the popular legend is that it was sewed together by Mrs. Elizabeth Ross (Betsy Griscom), at 239 Arch street, Philadelphia.

Geo. W. Gilkey Elected Manager Michigan Paper Company.

Plainwell, June 11—At the regular monthly meeting of the directors of the Michigan Paper Co., held here yesterday, George W. Gilkey was elected director, Secretary and Manager of the corporation, to succeed his late father, who died about a month ago.

Mr. Gilkey has been identified with the Michigan Paper Co. ever since he completed his education and is well grounded in both the details and generalities of the management. He undertakes his new duties with the hearty co-operation and best wishes of every director and stockholder of the corporation.

E. B. Fuller, general dealer, Montrose: "I could not get along without the Tradesman."

BUSINESS CHANCES.

For Sale—Show cases, five drawer cabinet National cash register, Burroughs adding machine, two hat cases, counters and tables. My stock is entirely cleaned out and fixtures will be sold cheap. Address F. E. Holmes, Mt. Morris, Mich. 771

For Sale—Up-to-date grocery stock and fixtures. In Ann Arbor. Invoiced \$2,000 to \$2,500. Address 772, care Michigan Tradesman. 772

Buyers' Week

June 24-25-26-27 and 28

It will pay you to visit our city during this week. Come and see us and let us make your visit both pleasant and profitable.

Sherwood Hall Co., Ltd.

Wholesale Automobile Tires and Accessories

Saddlery, Carriage and Heavy Hardware,
Iron and Steel

30-32 Ionia Ave., N. W. Grand Rapids, Michigan

We Want You With Us

Mr. McAdoo rules that we cannot use train service for our annual trade extension excursion this year, so we ask our customers to come to us during Buyers' Week—June 24-29. We will make it an object for you to do so.

Michigan Hardware Company

Exclusively Wholesale

Grand Rapids, Michigan