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# MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 15,

7

Number 1769

## THE FLAG

**W**HEN YOU SEE the Stars and Stripes displayed, son, stand up and take off your hat!

Somebody may titter. It is in our English blood to deride all expression of noble sentiment. You may blaspheme in the street and stagger drunken in public places, and the bystanders will not pay much attention to you; but if you should get down on your knees in the street and pray to Almighty God, or if you should stand bareheaded while a company of old soldiers march by with their flag to the breeze, some people will think you are showing off.

But don't you mind! When Old Glory comes along, salute, and let them think what they please! When you hear the band play The Star Spangled Banner, while you are in a restaurant or hotel dining-room, get up, even if you rise alone; stand there, and don't be ashamed of it, either!

For of all the signs and symbols since the world began there is never another so full of meaning as the flag of this country.

That piece of red, white and blue bunting means five thousand years of struggle upward. It is the full-blown flower of ages of fighting for liberty. It is the century plant of human hope in bloom.

It means the answered prayer of generations of slaves, of the helots of Greece, of the human chattels of Rome, of the vassals of feudalism, of the serfs of Russia, of the blacks of America, of all who, whipped and cursed, have crawled from the cradle to the grave through all time.

Your flag stands for humanity, for an equal opportunity to all the sons of men. Of course, we haven't arrived yet at that goal; there are many injustices yet among us, many senseless and cruel customs of the past still clinging to us, but the only hope of righting the wrongs of men lies in the feeling produced in our bosoms by the sight of that flag.

It stands for no race. It is not like an Austrian, Turkish or German flag. It stands for men, men of any blood who will come and live with us under its protection. It is the only banner that means mankind.

It stands for a great nation on earth free from the curse and burden of militarism and devoted to the arts of peace.

It means the richest, happiest, youngest people on the globe.

Other flags mean a glorious past, this flag a glorious future. It is not so much the flag of our fathers as it is the flag of our children, and of all children's children yet unborn. It is the flag of to-morrow. It is the signal of the "Good Time Coming." It is not the flag of your king, it is the flag of yourself and of all your neighbors.

It has a power concealed in its folds and scatters abroad an influence from its flutterings. That power and influence mean that in due time, slowly and by force of law, yet surely as the footsteps of God, the last ancient fraud shall be smitten, the last unearned privilege removed, the last irregularity set right, the last man shall have a place to work and a living wage, the last woman shall have all her rights of person and of citizenship, and the last and least of children shall be sheltered and trained and equipped by the sovereign State, and so have their right to live.

Don't be ashamed when your throat chokes and the tears come, as you see it flying from the mast of a ship in the Bay of Gibraltar or the port of Singapore. You will never have a worthier emotion.

That flag is the cream of all religions, the concentrated essence of the best impulses of the human race; reverence it as you would reverence the signature of the Deity.

By hundreds and by thousands, the wretched victims of old-world caste are streaming westward, seeking here the thing that flag stands for—**OPPORTUNITY.**

It stands for the quick against the dead, the youth of the world against its senility

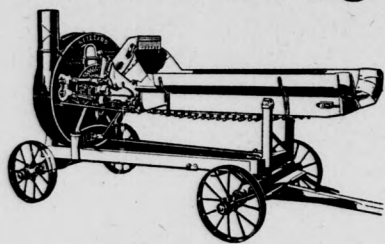
FRANK CRANE.

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## Dick's "Blizzard" Ensilage Cutters

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to Suit  
Every Need



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MOST  
DURABLE.

See our full line on display at COLISEUM ANNEX, Commerce Ave.

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Ask Your Miller in Your Town

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Our co-operative advertising plan  
makes the flour you sell the best  
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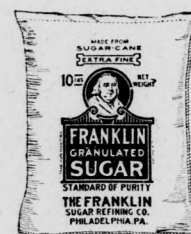
THE CLEVELAND-AKRON BAG CO., CLEVELAND

## SAVE THE FRUIT CROP

Our newspaper advertising is  
teaching housewives the economy  
and nutritive value of preserved  
and canned fruits. This will tend  
to stop the great waste of fruit  
and to increase the consumption  
of jams, jellies and preserves.  
This advertising will also greatly  
increase the sale of Franklin  
Granulated Sugar.



Franklin Granulated  
Sugar is sold in 1, 2  
and 5 lb. cartons and  
in 2, 5, 10, 25 and  
50 lb. cotton bags.



The Franklin Sugar Refining Company

PHILADELPHIA

# Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at  
Minneapolis, Minn.

**Judson Grocer Co.**

The Pure Foods House

Distributors

GRAND RAPIDS, MICHIGAN

# MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 15, 1917

Number 1769

## SPECIAL FEATURES.

Page	
2.	Conservation Movement.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	How to Keep Fit After 45.
8.	Editorial.
9.	Successful Salesmen.
10.	Butter, Eggs and Provisions.
11.	Successful Salesmen.
12.	Financial.
14.	Bloody Bill Kaiser.
15.	Community Betterment.
16.	Hardware.
18.	Shoes.
19.	Upper Peninsula.
20.	Woman's World.
22.	Dry Goods.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

## WAR PRICES IN DRY GOODS.

Buyers of dry goods are complaining of war prices in the primary markets. The consumers have little cause for complaint up to the present time, as any fair study of retail values throughout the country will show that they are low compared with the rising costs of production or with the prices current at first hands today. The rising values have not been passed along for speculative purposes as food costs, fuel costs and other things were moved on. No one disputes that prices are high, that producing profits have been good, that mercantile returns have been generous. To say that they have been exorbitant in comparison with some things noted in other markets is at least an exaggeration.

Left to natural influences dry goods prices are likely to be higher before they are lower, if the war continues. Whether unnatural influences, such as Government control of prices, can make them lower, or can even make them fair in the broadest sense of that popular term, is at least doubtful. Measured by the standards of supply existing in 1865, there is nothing like a scarcity of dry goods in this country and will not be for some years to come. Measured by the supplies in many European countries, scarcity in this country will not appear for a long time, for the reason that raw material supplies are not cut off to a famine point and there is an immense reserve of cloths to be drawn upon in this country before even real economy in wearing apparel will become imperative. Supplies are less in many directions than in normal years, but this is very far indeed from real scarcity.

In markets where real scarcity has existed prices have risen far beyond anything heard of in general dry goods lines. Chemicals and medicines have gone up, in some instances, a thousand per cent. Coal at one time went up 300 per cent. Food prices at retail went up in a number of cases at least 300 per cent. Where a real shortage of materials has been due to reliance upon foreign supply

the barometer of prices shows a much higher level than anything attained in dry goods lines.

The natural forces that have been moving dry goods prices higher, aside from the limited speculation seen from time to time in spots where purchases were being made to secure profits from a rise that was certain to come, have included a larger export trade, a quickened consumption at home due to the full employment of the masses, and latterly, the entrance of the Government into the field as a large buyer. These do not take into consideration other causes having to do with financial conditions, which have affected all markets and will continue to affect them.

In order to be fair about the whole situation it may be well to point out again that profits have been good. The failures in the trade, even those provoked within the trade by the Clafin debacle in 1914, have shown from month to month that business men have been able to adjust themselves satisfactorily to the new conditions. Money conditions up to this time have not been such as to restrict trade at a time when added capital requirements have been enormous in consequence of the rising prices. Credits for those entitled to them are liberal even now, when many stores are doing business on a capital that is relatively small.

## BAD BUREAU METHODS.

The Tradesman is requested to state why it opposes the adjustment bureau method of settling losses by fire. The reasons are several, as follows:

1. The methods used by bureau adjusters are almost invariably unfair, unjust and contemptible. To men of influence and position, the adjuster is as humble as Uriah Heap, but in the case of men of small means whose capital is mainly tied up in the business involved by the fire they assume a dictatorial attitude which makes it next to impossible to arrive at any satisfactory conclusion. They resort to deceit, cajolery, threats and other practices which frequently border on the criminal. This line of action usually enables them to accomplish their nefarious ends by methods closely akin to those of the highwayman.

2. Adjustment bureaus do not live up to the letter or spirit of the law. The standard form provides for an appraisal when the insured and insurer cannot agree, with the proviso that the finding of the appraisers shall be final, so far as determining the actual amount of the loss is concerned. The Supreme Court of Michigan has held that such an appraisal can only be overturned by the allega-

tion of fraud, yet in the case of the Valley City Chair Company loss in this city last year, the adjustment bureau repudiated the appraisal—expressly asked for by the bureau—on the ground that its own member of the appraisal board was incompetent! When adjustment companies set at defiance statutory law and Supreme Court decisions, it is time to call a halt.

3. The methods of the adjustment bureaus tend to litigation, which is the last thing the fire insurance companies ought to encourage. Resort to the courts is held as a club over the heads of the insured and all sorts of illegal subterfuges are resorted to in the effort to coerce men who can be intimidated by threats, uttered by cunning lawyers and unscrupulous adjusters. When all other expedients fail, the adjustment bureaus have taken unfair advantages of their victims by securing injunctions in a distant part of the State, enjoining the insured from starting suit against the companies to secure a legal adjustment of the losses. Of course, such injunctions are clearly illegal and will quickly be set aside by resort to the higher courts, but the adjustment bureaus usually accomplish their nefarious objects by subjecting the insured to legal expenses and court costs which he is too often in no position to face.

The Tradesman believes it has presented three valid reasons why no policy holder should place himself in a position to be made the victim of the methods pursued by the adjustment bureaus. He can easily relieve himself of his burden and cancel the license his policy form gives him to sue and be sued by insisting on the following paragraph being embodied in the riders on his policies:

"It is a condition of this contract between insurer and insured that, in the event of fire, the loss be adjusted by an officer or employe of the insurer and not by an adjustment company."

## WHEN WILL THE WAR CEASE?

Many are asking the question, When will the world war end?

Easy enough to ask, very difficult to truthfully give answer.

Now that America has gone into it, the outlook for peace without victory, such as the President once advocated, is nil. There can be no peace without complete victory on the part of the Allies, of which combination we are one.

We, the American people, have taken up the gantlet flung down by the house of Hohenzollern; have ceased to grovel at the feet of the would-be world conqueror and have decreed that the German monster

must be throttled at whatever cost.

From the blood-drenched fields of Belgium, from the smoking ruins of once fair France goes up a cry which cannot be misunderstood, a cry from the mouths of slaughtered babes, ravished women and murdered men that their sufferings and death be avenged. It is a cry of the helpless, trodden beneath the feet of a blasphemous soldiery who are led by tools of the hideous murderer of Wilhelmstrasse!

The world outside of Germany has arisen in its might determined to right the wrongs of the helpless, to give back to Belgium her confiscated homes, to return to France the ravished provinces of Alsace-Lorraine, to smite the villain Kaiser who plunged the world into the bloodiest war in history for mere personal aggrandizement—and he did this hideous thing in the name of God and Germany!

The days of this apostle of Attila are numbered. Already is seen, even in the dens of the infamous pretender, and wholesale murderer, the handwriting on the wall. All peace overtures from Berlin will have no force with the Allies while a German soldier remains on French and Belgian soil.

Not until the last man of the vandal crew is hauled back beyond the Rhine can even the suggestion of peace be entertained by the forces of democracy. Berlin, capital of the offending country, must be leveled to the ground. Within her walls must be signed the peace schedule which is to prove lasting. The Kaiser, who began the most causeless war in all human history, must needs come before the proper tribunal to answer for his many crimes. He, with all those militarists who have upheld him in his wanton rage for the murder of helpless women and children, shall have justice meted out to them. Every mother's son must stand to meet his just deserts if it requires all the timber left in the empire to erect scaffolds on which to hang these miscreants, modern highwaymen and Dick Turpins, higher than Haman.

It is idle to talk peace, to think peace even while one-tenth of France and all of Belgium lie prostrate beneath the feet of the savage soldiery of the bloody and despotic Kaiser. Nothing but war to the knife, the knife to the hilt, must be expected until the Hindenberg line is swept forever beyond the Rhine.

The former flower garden that is producing beans or potatoes is "doing its bit for the country."

Many a hero is sticking to his job to-day—and doing his work a little better than formerly.

**CONSERVATION MOVEMENT.****Some Effects It Will Have on Food Sales.**

The one thing that is causing anxiety about Federal food control is the prospect that the public at large is in a fair way to be grievously disappointed in the practical outcome. There has been altogether too much hysteria abroad as to the need for conservation, or, at least, it has given rise to a misapprehension as to what kind of conservation and in what field it is needed.

Unquestionably the general attitude toward conservation and economical use of food is wholesome and in the long run will do much to reduce the high cost of living. But, whereas the general public look for marked recessions in prices, they are not commonly expected by well informed tradesmen. Much of the public agitation has been based on exorbitant claims that prevailing high prices are wholly artificial and based on manipulation and the "middleman's" fancy, whereas men in the business know that this is not commonly the case and the great bulk of foods will be affected very little by price fixing carried on by the governmental formula.

But there will be trade effects from this spirit of conservation. For instance, there is no doubt that the home gardens are having their effect upon the sale of commercially produced goods. In turn, the farmer's production has been forced to turn to the canner, the dehydrator

or the storage facilities of his neighborhood and this respite from domestic demand will add to the available surplus for foreign shipment just that much.

Until this week there has been a very common complaint and apprehension that the housewife was not doing as much as had been anticipated in the way of home preserving and manufacturers of glass jars complained at the small demand from jobbers and retailers. But within a few days a different note has been sounded, which tends to indicate that it was, after all, only a belated demand and that from now on both jobbers and retailers will have their hands full of business.

Only last week the Department of Agriculture issued a circular complaining of the slow buying of jars, and in twenty-four hours another story came from the same source to the effect that manufacturers of one type of jar alone 900,000 gross have been distributed during the present season. The manufacturing capacity for this type of jar is approximately 6,000 gross per day, or 85,000,000 jars during the next hundred days, and the capacity can be increased if necessary.

Manufacturers of other types of glass containers are prepared, it is stated, to turn out many thousand gross a day. Glass companies recently were ready to distribute immediately enough containers to hold over 18,000,000 quarts of fruits and vegetables.

The new jars to be manufactured in time for this season's canning, it is estimated, will enable American housewives to put up over 2,000,000 pecks of beans, corn, peas, tomatoes, peaches, plums, pears and apples, raised in home gardens or bought in the market when the supply is plentiful.

These figures do not take into account the great quantities of jars in stores and on housewives' shelves.

Now, of course, this amount of food cannot be suddenly created from unusual sources without making itself felt in a competitive way in the commercial market. It is estimated by conservative traders that the trade of the next three or four months, at least in the canned food field, will suffer some slackness because of the reversion of the housewife to canning. In all probability this will in turn be compensated for by an increase in foreign demand, but it will mean the temporary carrying of larger stocks than usual by first or second hands.

What the psychological effect of this will be on holders' ideas of prices can be better imagined than described. Everyone knows what the effect of the reverse condition was last year when canned foods disappeared from the shelves of the jobber and retailer as fast as received and started a buying mania which was not checked until comparatively recently. Prices naturally reacted upward. Will the reverse condition lead to a reverse price movement?

**Why Discontinue Rural Delivery?**

Ann Arbor, Aug. 14—It has taken our Government twenty years to establish and perfect the present rural mail system. The system is not yet perfect or entirely adequate to the needs of patrons, but it saves rural residents in the aggregate from five to ten times the number of miles travel that the carrier has to cover. If more men are needed for the army, this work could largely be done by women.

The re-establishment of small country postoffices would mean a smaller army of star route carriers to carry mail to and from railroad stations to inland offices. These men may not now find freight and passengers to haul to eke out a living with the meager postal compensation of former days. Since rural carriers are now so well paid, \$300 a year for carrying mail twelve miles and back and transferring at four postoffices would not appeal to many. This I have known.

The re-establishment of country postoffices, star mail routes and re-routing mail would require a year or more and many a country merchant who has learned that he can get along just as well without the postoffice duties would not take up the burden again for the inadequate pay. An enterprising merchant can utilize the time and brain power formerly given to postoffice duties to add new lines or features and build up trade.

The rural telephone and the automobile take the place of the country postoffice as a place or a means of securing hired help or arranging for threshing bees and the like. As to mail order competition, we can't see why rural mail delivery can not be utilized by the local merchant as well as by any one else.

E. E. Whitney.



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

**Barney says—**

*By Golly, I found that one of our customers who was in the other day didn't have any fire insurance on his stock. I should not think that you could afford to give that man credit, and I'll bet he is a slow pay customer, too.*

**WORDEN GROCER COMPANY**

**GRAND RAPIDS—KALAMAZOO**

**THE PROMPT SHIPPERS**

**Honks From Auto City Council.**

Lansing, August 14—B. J. Warner, Secretary-Treasurer of our Council, has mastered the ins and outs necessary for the successful operation of a tin lizzie and hereafter, or until something happens, will cover his territory with one of these double acting instruments of transportation.

Our entertainment committee announces that extensive preparations are being made for our annual picnic to be held at Pine Lake on Saturday, August 25. It is expected that this will be one of the most pleasurable events in the history of our Council.

M. M. Young (Cudahy Bros. Co.) and George S. Armstrong (Hallett & Davis Co.) were initiated into the mysteries of our order at our last Council meeting in spite of the sultry atmosphere and other conditions. Had they been different, more impressive ceremonies would have been inflicted.

A very pleasant Sunday's outing was arranged by B. J. Warner, of Lansing, and H. G. Gill, of Grand Rapids, wherein ten people from each city drove to Lake Odessa, renewing old acquaintances and making new friends. The day was spent in water sports and a sumptuous picnic dinner was served in the woods adjoining the lake.

A wedding recently occurred in Lansing which severed the relations of the Grand Trunk Railway Company with Miss Zella Moyer, who for several years has been one of its most trusted clerks. Last Thursday evening ten of her former fellow workers, headed by Miss Jennie Kenyon, drove out to her new home, West of the city, and presented her with a beautiful gift suitable for the occasion, as a token of their friendship, returning after an hour of good natured fun and congratulations.

We are informed that several Tradesman correspondents are asking what has become of Bullen? We

happen to know that he is one of the busy men of our "burg." He puts in about sixteen hours every day, Sundays included, looking after details connected with wholesaling and retailing motor cars and one of the largest service stations in Central Michigan. He tries to answer a thousand questions a day and keep good natured. He eats three times a day (when he has the price), but has lost twenty-five pounds in weight since last November and the gray hairs are coming thicker and faster. He has learned the true worth of a conscientious traveling salesman and what a pest certain others can make of themselves. All are given a courteous hearing, but we wonder sometimes if the real Ananias is still living. Bullen finds very little time to gather news, hence the infrequent appearance of Honks. He is, however, among the few members of our Council who answer roll call at every regular meeting.

H. D. Bullen.

**Boomlets From Bay City.**

Bay City, Aug. 13—Hower & Seaman, Inc., has leased one of the Center avenue stores in the Phoenix block and will occupy it with a stock of women's ready-to-wear garments. The new store, which will be known as the Vogue, will be opened about Sept. 1. The Bay City store will be the third which Hower & Seaman has in Michigan, the others being at Jackson and Muskegon.

Charles A. Alter, retail grocer of Saginaw, has filed a petition in bankruptcy, scheduling his assets at \$1,115.76 and his liabilities at \$1,894.11.

The National Mutual Automobile Insurance Company, recently organized in this city, has opened offices in the Shearer building. The officers elected are: President, Morley E. Osborne, Standish; Vice-President, R. H. Lane, Bay City, and Dr. R. P. Alden, Saginaw; Secretary, Richard H. Fletcher, Jr. The purpose of the company is to insure against fire,

theft, tornado, cyclone, wind storms and other hazards also protecting owners of cars against damage suits as the result of personal injury and property damages for which the owner is liable.

E. E. Dougherty, Augres, dealer in shoes and groceries, is closing out his shoe stock preparatory to putting in a stock of drugs.

The commissioners elected last spring to form a new charter for Bay City have completed their work and have decided on a commission form of government which will be submitted to the voters November 5 for their approval or rejection. If adopted, it will go into effect April 2, 1918.

Lloyd E. Cady, a buttermaker of Caro, has filed a petition in bankruptcy. Liabilities, \$2,513.76; assets, \$150, which consist of exempted property.

Members of the Bay City Rotary Club will go to Battle Creek next Thursday to attend a Get Acquainted meeting of the Michigan Rotarians which is to be held at Camp Custer.

W. T. Ballamy.

**Gabby Gleanings From Grand Rapids**

Grand Rapids, Aug. 14—Charles C. Perkins has taken the position of city salesman for the Burtless Motor Sales Co. Mr. Perkins is a man of strong parts and the Tradesman congratulates him on his alliance with so strong a house in the truck line.

Walter E. Mellinger has leased his residence on North Prospect street and left Saturday for San Diego, Calif. where he and the missus will remain for a year or more. Walter will be missed in U. C. T. circles.

Charles Kipp, who formerly resided on West Leonard road, but is now a resident of California, is visiting old friends in Grand Rapids for a few days. He recently contributed to a fund to bring to California a Belgian family whose father had been murdered by order of Bloody Bill Kaiser. When the family arrived it

was found that both of the boys had suffered the loss of their right hands through the order of the Kaiser.

Truman L. Gillett, formerly Secretary and Treasurer of the Michigan Hardware Co., has purchased a residence on West Lovett street, Charlotte, and is removing his household effects to that thriving city. He has been spending the past few months at Eaton Rapids, where his mother is seriously ill. The report that Mr. Gillett had purchased the interest of Mr. Spencer in the grocery house of Lamb & Spencer, at Charlotte, is contradicted by him.

**Late News From the Cereal City.**

Battle Creek, Aug. 14—Robert Hus-senger, formerly manager of the Portage Hotel, at Kalamazoo, has purchased the Hotel Harvey, at Constantine, and will aim to give the public the same service that O. K. Harvey has done since he opened the hotel nine years ago, Sept. 1.

Boyd Courtright and wife are spending the week end in Detroit, driving through in their car.

The streets of our city in the evening are beginning to look like a city of 50,000 population.

H. W. Wilson, of the credit department of the National Grocer Co., Jackson branch, started on his vacation Saturday, driving to Traverse City and other points of interest. We may expect some fish stories when he returns.

Our city welcomes F. W. Seymour, of Grand Rapids, who becomes Vice-President and General Manager of the Calhoun Gas Co. David Frazer, while retiring as General Manager, will continue in the active affairs of the company as Vice-President.

Saturday, Aug. 18, is our regular U. C. T. meeting. Don't fail to come. Jack.

Many a man who follows a band wouldn't have the nerve to face the music.

# ROYAL BAKING POWDER

**Pleases  
Customers**

Millions of families  
Use ROYAL  
exclusively and  
always find  
it satisfactory.



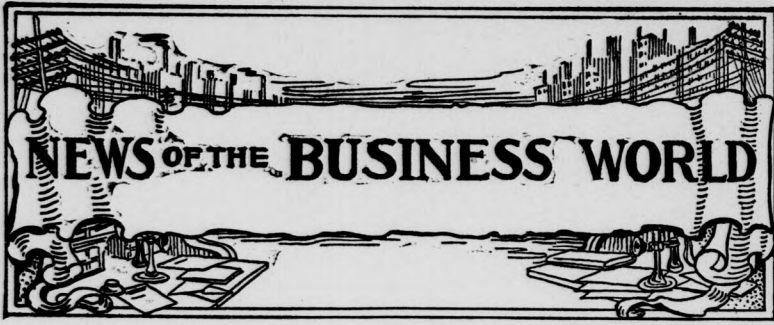
**Pays  
Grocers**

Thousands of grocers  
Sell ROYAL  
steadily and never  
find it  
dead stock.

Unquestioned merit, persistent advertising and wide use have firmly established ROYAL as the "Absolutely Pure" high grade standard baking powder

**No Alum**

**No Phosphate**



### Movements of Merchants.

Hart—Charles Taylor has engaged in the restaurant and cigar business.

Manistee—Miss Minnie Lunberg has engaged in the restaurant business.

Belding—Mrs. Margaret Wright succeeds Robert Moore in the restaurant business.

Owosso—George W. Finch & Son succeed C. H. Rhodes in the grocery business.

Detroit—The Isbell Bean Co. has increased its capital stock from \$50,000 to \$100,000.

Ewart—The Miller Michigan Potato Co. is building a two-story addition to its warehouse.

Muskegon—The Square Clothing Co. has increased its capital stock from \$5,000 to \$35,000.

Detroit—The Cadillac Coal & Coke Co. has increased its capital stock from \$10,000 to \$30,000.

Leslie—Miss Maud Wood has closed out her stock of millinery and retired from business.

Cass City—The Cass City Grain Co. has increased its capital stock from \$50,000 to \$200,000.

Alden—Ernest A. Coy is closing out his stock of hardware and furniture and will retire from the retail trade.

Owosso—Karl M. Newman succeeds J. M. Stewart in the garage and automobile accessories business.

Fountain—Edward Rasmussen, of Manistee, has purchased the C. M. Gray drug stock, taking immediate possession.

Muskegon Heights—Carlson & Butcher have removed their grocery stock to a larger and more modern building at 1435 Peck street.

Charlotte—The Charlotte Drug Co. has engaged in business, making a specialty of buying medicinal herbs, roots and leaves.

Hart—C. Van Allsburg has sold his stock of meats and butcher's equipment to Fred J. Kokx, who will continue the business.

Otsego—Gamble & Newman, dealers in clothing and shoes, have fitted up a bargain department in the basement of their store building.

Belding—Joseph P. Lynch, of Grand Rapids, has contracted to conduct a sale in the dry goods store of E. C. Lloyd, starting Aug. 16.

Shelby—Mrs. Daisy LaDue has sold the Shelby hotel to Claude Piefer, recently of Grand Rapids, who has taken possession and will continue the business.

Addison—George Lutes, of Cadmus, has purchased the Richmond store building and stock of general merchandise located at the head of the lake and will continue the business.

Reading—C. W. Stone has sold his interest in the grocery stock of Smith & Stone, to his partner, H. D. Smith, who will continue the business under his own name.

Ionia—Bertram Lampkin, clothing dealer, has admitted to partnership his son, Harold, and the business will be continued under the style of Bertram Lampkin & Son.

Pellston—Fire destroyed the store building and dry goods stocks of F. E. Leonard & Son, causing a loss of about \$25,000. Only a small amount of insurance was carried.

Reading—Ellsworth C. Corbet has sold his clothing stock and store fixtures to C. W. and B. B. Stone, who will continue the business under the style of Stone Bros.

Coral—Fred U. O'Brien has formed a copartnership with Charles P. Massey, of Howard City and engaged in the undertaking business here under the style of the Massey Co.

Fremont—Miller & Sessions have contracted with J. P. Lynch, of Grand Rapids, to conduct a special sale in their clothing and furnishing goods store, starting Aug. 30.

Charlotte—Hugh B. Streck has purchased the interest of his partner, Floyd H. Griffin, in the Streck-Griffin Co. dry goods stock and will continue the business under his own name.

Ypsilanti—The General Stores Corporation has been organized with a capitalization of \$30,000 and has commenced the erection of its store building on West Cross street.

Detroit—The Harbridge Co. has been incorporated to deal in auto parts and accessories, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$2,000 paid in in cash.

Midland—The Midland Co-Operative Co. has been organized to buy and sell grains, live stock, etc., with an authorized capitalization of \$20,000, of which amount \$11,070 has been subscribed and \$3,540 paid in in cash.

Alma—Symons Bros. & Co., conducting wholesale grocery houses at Saginaw, Flint and Lansing, has purchased the old Sloan property on Wright avenue, where it will erect a three-story building with a frontage of 100 feet and open a branche wholesale grocery.

Ludington—A. F. Keseberg has purchased the interest of A. Waters in the stock of the Waters Hardware Co., which has been conducted as a copartnership since April 26 of this year, when Mr. Keseberg entered the firm. He is now sole owner and will continue the business under his own name.

Croswell—The Fargo Bean & Produce Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in, \$3,000 in cash and \$3,000 in property.

Coral—C. J. Stoughton has sold his stock of meats and general merchandise to Frank Wellbaum, who will close out the dry goods and shoe stock and devote his entire attention to conducting a grocery store and meat market.

Saginaw—The Cornwell Co. is herding a flock of 9,000 sheep on its ranch at Wolverine, mostly yearlings, there being about 500 lambs. The purpose of the company is to sell to farmers this fall for restocking, the supply of sheep on Michigan farms having diminished alarmingly during the past year or two.

### Manufacturing Matters.

Ypsilanti—The Crossman Stamping Co. has engaged in business on River street.

Howell—Chas. E. Slater has opened a creamery here.

Detroit—The Schnell-Cobb Machine Co. has changed its name to the Schnell Machine Co.

Bay City—The Smalley General Co. has increased its capital stock from \$20,000 to \$50,000.

Ann Arbor—The Ann Arbor Lace Co. has changed its name to the Handicraft Furniture Co.

Detroit—The F. A. Chapper Iron Works has changed its name to the F. A. Chapper Iron & Wire Works.

Hastings—Fire destroyed the plant of the Hastings Creamery & Cheese Co. Aug. 11, causing a loss of about \$10,000.

Brimley—Thompson & Washburn have added new equipment to their creamery here, which will enable them to manufacture cheese as well as butter.

Menominee—The Ladysmith Potash Co. has been incorporated to manufacture and sell potash, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Frankenmuth—The Frankenmuth Brewery has increased its capitalization from \$40,000 to \$50,000 and is installing machinery preparatory to manufacturing soft drinks of all kinds, beginning about Oct. 1.

Ann Arbor—The Star Motor Company's plant has been sold to a group of local men who bid \$10,000 for the realty holdings and \$1,000 for the personal effects of the concern at a sale last week.

Niles—The Viking Refrigerator Co. has been organized with an authorized capital stock of \$40,000, common and \$16,000 preferred, of which amounts \$30,000 has been subscribed and \$24,500 paid in in property.

Jonesville—The Universal Truck Body Co. which has for nearly a year been doing business on a small scale, is taking steps to enlarge its force of workmen. The company has been operating in what was formerly the Deal factory buildings, recently taken over by Alma parties. The brightening prospects are backed by large orders for the output of the plant.

Wallace—J. P. Melchoir, who has conducted a cheese factory for several years at Pulaski, Wisconsin, has disposed of the business in that place and engaged in the manufacture of cheese at this place.

Detroit—The Service Tool & Machine Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$13,000 has been subscribed, \$100 being paid in in cash and \$12,900 in property.

Detroit—The C. M. Smilleiard Co. has been organized to manufacture tools and auto parts, with an authorized capital stock of \$25,000, of which amount \$16,000 has been subscribed, \$1,000 paid in in cash and \$15,000 paid in in property.

Detroit—The Walker Universal Joint Co. has been organized to manufacture auto and machinery parts with an authorized capital stock of \$350,000, of which amount \$175,000 has been subscribed and \$49,350 paid in in property.

Benton Harbor—The Benton Harbor Auto Machine Co. has engaged in business to manufacture machinery, parts of machine work, etc., with an authorized capital stock of \$174,000, of which amount \$87,000 has been subscribed and paid in in cash.

Saginaw—The Saginaw Malleable Iron Co. has been organized to manufacture metal and other goods, wares, etc., with an authorized capitalization of \$250,000 common and \$150,000 preferred, of which amount \$200,000 has been subscribed and \$190,000 paid in in cash.

Detroit—The Bockstang Brother Co. has been organized to manufacture cleaning material and machine and janitors' supplies, with an authorized capital stock of \$50,000, of which amount \$42,600 has been subscribed, \$3,000 paid in in cash and \$39,600 paid in in property.

Detroit—The Detroit Heater Corporation, Inc., has been organized at 428 Woodward avenue to conduct mercantile and manufacturing business, water heaters, heating building etc., with an authorized capital stock of \$10,000, of which amount \$7,500 has been subscribed and \$1,500 paid in in cash.

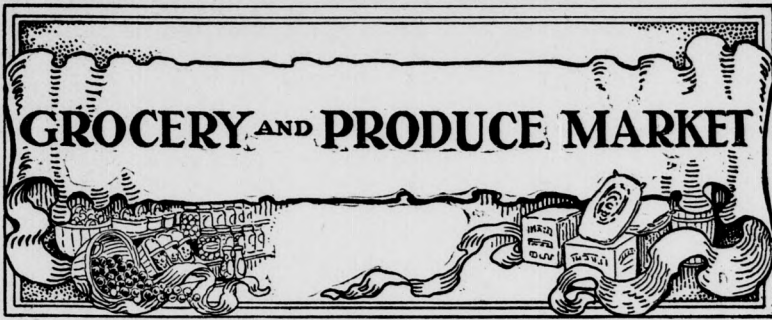
Detroit—The McDonough Automatic Regulator Co. has been incorporated to manufacture damper regulators, water regulators, stokers' valves, etc., with an authorized capitalization of \$50,000, of which amount \$41,000 has been subscribed, \$4,725.13 paid in in cash and \$36,274.87 paid in in property.

### Two Happy Fathers.

Roy Baker is rejoicing over the advent of a new boy at his home. The little stranger arrived Sunday to keep company with the 17 months old sister who preceded him.

Jacob Dyke, credit man for the Vinkemulder Co., is celebrating the arrival of a new son at his home to act as escort for the two sisters who preceded him.

Ebel J. Norden, grocer at 1109 West Leonard street, has sold his store building and stock to Siebrand Kooistra, who has taken possession.



### The Grocery Market.

**Sugar**—The American is asking 8.40c, but accepting no orders. Howell is asking 8 $\frac{3}{4}$ c, but accepting only a limited number of orders. Arbuckle is asking 9.15c and making prompt shipments. Unless the future holds in store new sensations in the way of further advances, the past week will go down in the history of the sugar trade as a memorable one. Prices made new high records constantly, and the market soared steadily under the influence of an urgent demand both for refined and raw sugars. The principal bullish factor in the situation was a big foreign demand, brought about by the war in Europe. This was supplemented by an active domestic trade, which was thought to be the direct result of the efforts on the part of the administration toward laying up supplies of preserved fruits as a help in the solution of the food problem. Great Britain was a conspicuous factor in the buying both of refined sugar here and raws in Cuba. The shutting off of Great Britain's usual supply of beet sugar from Austria and Germany as well as from Russia and the interference with beet culture in other countries by the war has turned a big demand in this direction. There is said to be a very large crop in Java, part of which is owned in Europe, but owing to the scarcity of ocean tonnage and the long haul from the East Indies this has not been available and consequently the Cuban market, including the domestic refined market, has been without competition. In some quarters it is thought that the market shows signs of a culmination of the upward movement, as buyers are less disposed to follow the advance. There is little prospect of much relief in the way of supplies, however, until the American beet crop and the Louisiana cane crop becomes available.

**Tea**—It appears to be accepted as settled that the revenue tax of 5c per pound will be extended to floor stocks of tea, but the holdings are so small that it is not expected that it will have much if any influence on the market situation. The factor causing the greatest concern is the shipping situation, which holds in check import trade which is only too ready. While the spot market cannot be called active, there has been a very good distributing trade throughout with buyers evincing no disposition to haggle over prices.

**Coffee**—The market continues in a very unsatisfactory condition from the seller's standpoint. Prices are unchanged on the basis ruling for several weeks. Nobody is interested

in buying any more coffee than he needs at the moment. News from Washington is that the war tax will be 2c on all coffee in the country, with an exemption of 200 pounds to retailers.

**Dried Fruits**—Generally speaking, the week has offered very little in the way of interesting developments in the dried fruit situation. As to spot prunes, there has been considerable pressure to sell which, however, has met with little success in the absence of demand. As to future prunes, the situation has offered little in the way of new features. The association has not made any further attempts to book business, but independent operators have shown a tendency to meet opening prices named by the association, which is interpreted here as an indication that there are plenty of prunes in sight on the Coast. Some reports received during the week were to the effect that the drop caused by the hot weather has been exceptionally heavy, but this view was not shared by persons who were in close touch with conditions. There has always been a drop, and with a larger crop this year the amount of fruit falling would be larger, even if the percentage remained the same; consequently, there is no reason to believe that the association has been relieved of its burden of marketing a large crop. Interest has also been attached to the developments in the peach situation, the growers having advanced prices just as soon as it was found that there was a demand at the preceding price. At the same time it is admitted by the association, that the crop this year will run about 40,000 tons, as against 28,000 tons last year, but considering the ease with which last year's crop was marketed there seems to be no fear that the additional 12,000 will be disposed of just as easily. Of course, the consumer is yet to be heard from, although it may turn out that he will not be heard from quite as freely as he was last year. It is pointed out, however, that a good portion of the crop last year was marketed at higher prices than those now prevailing.

**Canned Fruit**—There is not much business being done at present, but the market remains firm for such items as are available.

**Canned Vegetables**—The tomato market is about unchanged. The pack is coming forward, although comparatively little packing has been done so far. The market for new pack Baltimore No. 3s averages \$1.55 in a large way, which is a shade under the prices which were asked for the earliest pack. It is impossible to forecast the crop or the pack at the present writing, as it depends entirely on the weather. Corn and peas are

firm, with a very firm market for corn. In the South the situation looks a little better than it did.

**Canned Fish**—Considerable surprise was occasioned in the trade by the announcement that the salmon pack would be a short one. This is the big year for sockeye, and press reports that have been coming forward within the last few days have led the trade to take an entirely contrary view. This report was received from the Coast by wire Friday, and was declared to be absolutely authentic and to be worthy to be taken at its face value. Nevertheless there was considerable skepticism among jobbers, who believed that the way was being prepared for high prices to be named later. From the very outset there have been warnings from the Coast that the sockeye run this year would prove disappointing, but those who disseminated them were credited with being possessed with an unusual degree of prevision. It is rather difficult to reconcile these conflicting reports as to sockeye, although it is generally conceded that the Columbia River run of salmon is exceedingly light. Consequently reports from now on will be awaited with the keenest interest. The salmon situation at the beginning of the season was such that any normal run of salmon would have furnished a surplus production this year that would have made possible a carryover into next year, unless some extraordinary demand should develop from some source now unforeseen. If, however, the present reports are to be borne out by subsequent events, there will be little basis for expecting a surplus from the year's production, but, on the contrary, every possibility of a shortage. Domestic sardines are a little easier, but still comparatively high. There is no present sign of their ever getting into the 5-cent class again.

**Molasses**—There is nothing new in the molasses situation. The market has a firm tone, but is affected by the dullness usual at this time of year.

**Rice**—The local situation is one of waiting for crop developments, of which, so far as can be learned, there is no fresh news from the growing fields. There is a firm undertone of the market and prices remain unchanged.

**Brooms**—Manufacturers are doomed to disappointment in their desire to offer the dealer and consumer lower prices with the advent of a new crop of broom corn this fall. A considerable portion of the corn crop in Oklahoma has been damaged to such an extent by drought and hot winds that it is beyond recovery. The broom corn market of the entire United States is based on the Oklahoma crop, that State growing about three-fourths of the country's supply. For two years in succession the crop has been short and as a result many broom factories are now closed and will remain so until new corn is available. Unfortunately for the consumer the situation promises little, if any, relief in the way of lower prices for brooms. Even though broom corn should ease up slightly in price, other materials are steadily advancing and

manufacturing costs continue to increase, it is said.

**Fruit Jars**—The Government finds there is no shortage. It quotes a manufacturer thus: "We have not received enough orders to take care of our daily capacity and even have offered to sell jobbers jars on consignment to be paid for as sold."

**Cheese**—The market is very firm, showing an advance of about  $\frac{1}{2}$ @1c per pound on the different grades. There is a fair home consumptive demand, a moderate supply and some expert enquiry. A further advance is looked for in the next few days. The receipts are much lighter and we do not look for a large make until September.

**Provisions**—The market on lard is very firm, following an advance, due to a good consumptive demand and a moderate supply. The killing of hogs is very light this season of the year. Compound lard is very firm at unchanged prices, trading being somewhat heavier than in the last few weeks, due to a firmer feeling in the cottonseed oil market. Higher prices are looked for in compound in the near future, there being a light supply and a heavy consumptive demand. Smoked meats are very firm, with a light supply and a good consumptive demand. The killing is light and the market being very firm, higher prices are looked for next week. Dried beef and canned meats are very firm, with unchanged quotations, a light supply and a good consumptive demand. Barreled pork is firm at unchanged quotations, with a light supply and very light consumptive demand.

**Salt Fish**—The supply of shore mackerel is light and prices high. As long as buyers continue to pay as high prices for fresh mackerel as they have paid so far this season, the quotation on salt mackerel will probably remain firm and high.

### Go a Little Slow.

The promoters of the Grand Rapids Wholesale Grocery Co., which recently filed incorporation papers at Lansing, called at the Tradesman office Tuesday and requested that a correction be made of the statement in the Tradesman of Aug. 1 to the effect that the new corporation would sell goods direct to farmers. The correction is cheerfully made.

It appears that the plan of the promoters is to place the capital stock of the corporation in the hands of merchants in \$300 lots, which gives the purchasers of the stock the privilege of buying goods of the corporation at less than the regular wholesale price. The project looks a little peculiar on the face of it, because the men connected with the undertaking do not appear to possess great ability or ample capital to conduct the business on their own account.

The gentlemen who are engaged in soliciting stock subscriptions in this territory have promised to make full disclosures to the Tradesman before another issue appears. Pending these disclosures, the Tradesman advises its friends of the trade to go a little slow in subscribing to the stock of the undertaking.

## HOW TO KEEP FIT AFTER 45.

### Instruction Issued to the Senior Service Corps.

Drink without eating and eat without drinking.

Five glasses of water a day, none with meals, will make you free of the doctors.

Warm feet and a cool head need no physician.

A bath, cold if you please, hot if you must, with a good rub, starts the day right.

If you will save your smoke until after luncheon you'll never have smoker's heart.

Wearing the same weight under-clothing the year round will save you a lot of colds.

Dress cool when you walk and warm when you ride.

Your nose, not your mouth, was given you to breathe through.

Clean skin, clean socks, clean underwear every day.

Don't sit still with wet feet. Walk until you have a chance to change.

Never let a day pass without covering four miles on foot.

See how high you can hold your head and how deeply you can breathe whenever you are out of doors.

Hot water quick is the best thing for a sprain.

Short shoes and shoes that don't fit cost a lot in the long run.

Getting mad makes black marks on the health.

Envy, jealousy and wrath will ruin any digestion.

When you rob the trolley company of a nickel by walking you add a dime to your deposit of health.

You'll never get the gout from walking.

Sleep woos the physically tired man, she flouts the mentally exhausted.

The best record in golf is the record she has made of restored health to the middle aged.

Tennis up to the 30s, but golf after 40.

Nature never punished a man for getting his legs tired. She has punished many for getting their nerves exhausted.

Two hours of outdoor exercise by the master never yet made him over-critical of the cook.

Don't ask the heart to pump extra blood to the brain all day and then to an overloaded stomach all night.

Tight shoes have sent many a man to bed with a cold.

Leg weariness never yet produced brain fog.

Loose clothes, loose gloves, easy shoes spell comfort and health.

No wise athlete stands still after exercise without putting something over him.

Open windows don't make half as many colds as closed ones do.

Too many drinks at the nineteenth hole undo all the good of the other eighteen.

The best way to use the Sunday supplement is to stick it under your vest while you walk an hour against the wind and then come home and read it.

Blood pressure does not come to the men who walk a lot out of doors;

instead it looks for those who sit and eat a lot indoors.

Many a man finds too late that his motor car has cost him more in health and legs than it has in tires and gasoline.

A four or five mile walk daily makes your credit at the bank of health mount up steadily.

Nature won't stand for overdrafts any more than your bank.

The men who chase the golf ball don't have to pursue the doctor.

You never saw a dog fill his mouth with food and then take a drink to wash it down.

### Turning a Grocers' Stock Twenty-Seven Times.

There are so very few grocers who are able to turn their stock over in trade even seven or eight times in a year that the story of an Ohio retailer, Walter Engard, in System, is attracting a good deal of attention, for he tells how he turned his stock over twenty-seven times in a year and it in accordance with a very definite programme, carefully adhered to.

In his story the hustling retailer explains that the features of his plan were the following:

(1) Keeping a careful watch on our buying; (2) featuring Nationally advertised goods; (3) developing an effective sales force; (4) making our window displays sell more goods; (5) holding special sales; (6) keeping records that tell us all the time just what we are doing.

Referring further to his methods, Mr. Engard writes in part:

"To be a success, a grocery store must always be well stocked. However, goods must be fresh at all times, and therefore large quantities cannot be purchased. Spoilage soon eats up profits. We avoid waste by buying what we need at the time. If one case of canned goods will fill our needs, one case is all we buy. We would rather pay a cent or two more for the goods than to stock something we do not need or that may be kept in stock for some time.

"We divide our business between two good wholesale grocers and two commission men. We buy a few things from others—such as 'specials' offered as baits, which we always take advantage of—but these four houses get fully 80 per cent. of our business. This makes a pretty good business for each of them, and we find the wholesalers are willing to give us the quantity price even when we do not buy the quantity to get it.

"Our second general policy deals with featuring and specializing on Nationally advertised goods. We handle these goods because we don't have to 'sell' them—the manufacturer sells them—we merely distribute. A grocer, according to our experience, seldom has call for an unadvertised article.

"One evening every two weeks we conduct a training school. At these meetings we talk over methods by which we can increase our business, and changes that can be made to secure better work or make the work more pleasant and effective.

"Our fourth method of increasing our turnover is one to which, in my

opinion, merchants sometimes do not give enough attention. I refer to interior displays. In our store we make the displays a big factor in introducing new articles and encouraging sales.

"We display the goods we are advertising and those we are offering as 'specials.' We watch the magazines closely and display the products most extensively advertised. In this way we get the benefit of the manufacturers' National advertising.

"We have one counter on which we place merchandise just received, or articles we want to push. We find it a wonderful help in increasing our turnover and a means of suggestion to the customer who does not know just what he wants. We have ten or twelve articles displayed at one time.

"We have figured that if we sell each customer 25c worth of goods more than he had any intention of buying—and each salesman served an average of fifteen customers a day—figuring three hundred working days a year, the increase in sales amounts to \$1.125 for each clerk. And as we employ five salesmen, each doing practically the same, it means a \$6,000 increase for one year.

"It pays to be thoughtful. We believe in selling all we can while the opportunity is with us, and we never let a sale slip by us through failing to suggest some reasonable article or one on which we are making a special effort. Thoughtfulness in suggesting an article that may be just what the customer wants, but does not know it, is—we believe—real salesmanship.

"We were anxious at one time, among other things, to increase our sales on Saturdays. We learned that our salesmen like to concentrate their selling efforts upon a single article, so we tried the plan of offering an article at an especially attractive price for Saturday only.

"In selecting the article for these sales, we always demand the best. We never sell inferior goods, because the continued success of these sales depends upon the confidence the people place in our advertisements.

"In planning for the Saturday 'specials' we try to pick up something during the week on which we can give an exceptionally good price and still make a profit. For instance, we have held several 'banana days.' In planning for them we went to our commission merchant and told him our plans. We said we wished to buy fifteen or twenty bunches of bananas at a price that would enable us to sell them at 12½c a dozen. We got them at 10c a dozen.

"For our first 'banana day' we purchased fifteen bunches and sold all of them by 11 o'clock in the morning. This sale proved so successful that we decided to repeat. The next Saturday we purchased twenty bunches and again we sold out before the demand was satisfied. The next Saturday we had twenty-five and still the demand was greater than the supply.

"Special sales on other fruits were just as successful. Our 'strawberry day' resulted in the sale of 720 quarts

of berries in two and three quart lots.

"At the beginning of the year we considered the possibility of increasing our sales \$10,000 for the year. This meant, of course, an increase of over \$800 a month. To succeed we realized that we must do something to create more business, and each month must make its own increase or we would fail.

"During the year we held ten special sale weeks—one each month excepting June or July. These months we skipped, as we were very busy handling the berry crop.

"Another plan we find effective to increase our business is to solicit quantity orders during the fall for future delivery of some brand of goods on which we have the exclusive sale. We are able to sell not only to our own customers, but to others also. Benefits are derived from this method during the entire year, as many people after they once use a certain brand of goods prefer to continue using the same brand—provided, of course, it proves more satisfactory.

"Perhaps in summing up the most effective thing I can say about these methods is that they made it possible for us to increase our sales \$10,000 during 1915 and \$18,000 during 1916. We are planning to make an increase of \$25,000 during 1917."

### Butter, Eggs, Poultry, Bean and Potatoes.

Buffalo, Aug. 15—Creamery butter, extras, 41c; first, 39@40c; common, 36@38c; dairy, common to choice, 33@38c; dairy common, all kinds, 30@32c.

Cheese—No. 1 new, fancy, 23c; choice, 22c.

Eggs—Choice, new laid 37@38c; fancy henner, 42@45c.

Poultry (live)—Fowls, 21@24c; broilers, 23@28c; old cox, 16@17c; ducks, 20@22c.

Beans—Medium, \$8.50@8.75; pea; \$8.50@8.75; Red Kidney, \$7.50@8.00; White Kidney, \$9.00; Marrow, \$9.00.

Potatoes—New, \$4.50 per bbl.

Rea & Witzig.

### He Was Born in Illinois.

H. L. Proper, who travels in Western Michigan for Burnham Stoepel & Co., of Detroit, was in Detroit last week, and during his visit he took occasion to visit Windsor. On his return he was stopped by an immigration official and was asked if he was born in "the states."

"No, sir," he replied vehemently, "I was born in Illinois."

The patriotic farmer will have a plow-share in this country's ultimate victory.

Most good fellows at night are mighty bad fellows in the morning.

For Good Lumber Call this Number  **JARDINE** GUARANTEED GOOD LUMBER GRAND RAPIDS Prompt attention given to mail orders



¶ BUNTE BROTHERS company is not in the market for funds or financing. It does not need more money, operates with a very large cash surplus and more cash could not be used economically in the business. The shares we have purchased, a part of which we offer for sale, are simply the holdings of two of the older shareholders who are retiring from business because of advanced age. The management and control remain with Theodore W. and Charles F. Bunte, who have conducted the business for many years, during which time it has grown to its present national importance.

# BUNTE BROTHERS

## CHICAGO

ESTABLISHED 1876

Manufacturers of Candy, Chocolate and Cocoa

### Seven Per Cent Cumulative Preferred and Common Stock NOT TAXED IN ILLINOIS

¶ The Preferred Stock is preferred as to assets and dividends. No lien or mortgage indebtedness exists nor may be created without the consent of 95% of the Preferred stockholders.

¶ This business was established 41 years ago and incorporated in 1901. Within that time neither the firm nor corporation, with one minor exception, has ever borrowed from bank or individual.

¶ Every year since the concern began business, each succeeding year has witnessed a substantial increase in business and profits. Last year, 1916, the net sales were \$2,360,736.25 of candy, chocolate and cocoa, for which the consumer paid over \$5,000,000.

¶ Over 511% upon its original capitalization, or an average of 35% per year, was earned by Bunte Brothers during the 14 years of its corporate existence ending December 31, 1916.

¶ The Company occupies the highest credit position, always paying cash for its raw materials and discounting its bills.

¶ The assets of the Company are net assets. There are no liabilities other than the daily spindle accounts for goods just received, weekly payroll, etc.

¶ Because of the lack of manufacturing space, the Company has had to refuse \$50,000 to \$75,000 of good business per month and for a long time the salesmen have virtually been off the road.

¶ The Company intends to build a new factory immediately which will double and eventually quadruple the present manufacturing capacity.

We will accept reservations at \$101 per share for the Seven Per Cent Cumulative Preferred Stock (Par Value \$100). For a limited period the privilege is extended to buyers of the Preferred Stock to buy 5 shares of the Common Stock at \$5.00 per share (Par Value \$10) with each share of Preferred. For the first six months of 1917 the business earned 7% for the Preferred and 15% for the Common on the total capitalization. The last six months of the year, which include the Christmas period, are by far the most profitable, so it is conservative to estimate \$250,000 net available for dividends for the entire year or 7% for the Preferred and 18% for the Common. This showing is very attractive, yet only in line with the consistent progress of the Company for the last 41 years. Based upon the present selling price of the Common, the earnings available for dividends for 1917 will be over 35% on the \$5.00 price.

The right to reject any and all subscriptions or to allot a smaller number of shares than subscribed for, is hereby reserved.

## F. A. BREWER & CO.

### BANKERS

Continental and Commercial Bank Building

Long Distance Telephone Harrison 8590

CHICAGO, ILLINOIS

# MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.

### Subscription Price.

Two dollars per year, if paid strictly in advance.

Three dollars per year, if not paid in advance.

Canadian subscriptions, \$3.04 per year, payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents; issues five years or more old, \$1.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

August 15, 1917.

## GROCCERS UNDER DICTATOR.

This is, in some respects, the most momentous week the American grocery trade ever faced. For the first time in history it goes to work distinctly "hobbled"—perhaps a kindly and welcome hobble, but none the less hobbled—and no longer dependent solely on the free operation of the law of supply and demand. Very likely it may lead to significant and lasting changes in the business conditions of the future.

The enactment of the Food Control bill is a far step in American traditions. First of all, it is a recognition of the fact that National safety demands extraordinary restraint on the natural competitive law, when the latter operates under stress of an agitated public opinion likely to become frequently agitated by the exigencies of war. Next, it recognizes that the ordinary forces of business are unable, in periods of great excitement, to control the movement of foods, or of prices, with safety for the common welfare. Therefore the voice and hand of a dictator is demanded during the war.

Again, it interjects into the field the tremendous power of the Government as a commercial competitor, empowered to encourage the production of foods, restrain the importation of competing foods and even to seize foods and plants, buy, sell, make prices and, in some things, to compel regular traders to buy and sell at dictated prices. It has the power to commandeer foods, to seize private property and to instantly put out of business any handler, producer or dealer in foods whom it regards as having transgressed the rules for the National food supply and that of our wartime Allies.

In a sense, the grocers of America, last week independent individuals in the commercial world, are now a part of a great Governmental machine, under conditions never known before and still untried as an agency for public efficiency, economy and service.

Among those best informed as to conditions in the trade and as to Mr. Hoover's ideas of food control, there is a striking optimism; a belief that in practical results the experiment in wartime dictatorship will prove favorable. But that need not, nor does it, alter the gravity of the situation nor the significance of our departure from tradi-

tions. The fact that it is an arrangement limited to the duration of the war is its chief safeguard, but many are disposed to watch every step of its progress with some apprehension as to its effect upon the fundamental trade ideals after the war. For unquestionably it will have effects and—as with everything else in the world—business conditions will never be wholly as they have been in the past.

Through the country at large—especially among those whose only touch point with the food trade is as "consumers"—there is rejoicing and little if any appreciation of how widely we are departing from our traditional freedom of individual action in setting up the new plan. This is born of our superficial habit of flying to the law as the cure-all of every ill, without overmuch regard for underlying causes or principles. The average consumer knows that prices are high, that the average family expenses were growing unbearable, and if the law—or anything else—could bring them down he will be happy. And, under the feeding of a careless and sensational press, such people have swallowed whole the idea that high prices were the sole product of the wicked speculator and the ubiquitous and unnecessary middleman.

For such there is at hand an immediate and vast disappointment. It is quite likely that there will be some recession in prices and in certain articles governmental intervention and threat will probably bring down inflated values. Speculation of the glaring type will be lessened, but, as a rule, prices will still be high, in response to the law of supply and demand, even when checkmated by the imperial dictum, and there will be much surprise and disappointment that Mr. Hoover will not instantly change conditions. Before many months a great many people will be clamoring as loudly as ever about manipulation and it will be surprising if their chagrin will not take the turn of charging that Mr. Hoover and the President are being throttled by "the Food Trust," whatever that may be.

Unquestionably, the authorities will be called upon to do the impossible. It is unlikely that they will ever exercise to the limit their powers of confiscation, or governmental trading, or of price fixing; because Mr. Hoover and his associates have a realization of the causes that have led to high prices and will realize that not even Uncle Sam as a monopolist can accomplish more than thousands of honest, intelligent business men, working under the efficiency-inspiring influence of individual initiative and the impetus of earning a living. The exception to this will possibly be recourse to the charitable selling of goods at less than cost—and in the long run that will be ruinous in more ways than one to legitimate trade and to public economy.

There are far too many people who believe that the law can do arbitrarily whatever it wants to. They forget alike constitutional rights of the individual and the inevitability of the economic law. The people who would have the cold storage houses thrown wide open that they may gorge themselves for a day forget that the reaction is starvation and that cold storage, if it be an eco-

nomie factor at all, must naturally be an agency of "hoarding." People who would wholly eliminate middlemen are in for a lesson in the fact that middlemen cannot be wholly eliminated; not even by the Government; else there would be no conservation.

The farmer who finds it hard to market his whole inflated production promptly will come to have a new appreciation of the value of the "middlemen" commission house; also something of what it costs to carry over a surplus and of the real value of cold storage houses. He will discover that any marketing system must have an elastic factor to take up the disparity between supply and demand, and that private initiative will not respond to the call for that task without an adequate and reasonable reward.

The public is destined to learn something of the functional elements of "service" and to discover that it all costs money. This is already being emphasized in the agitation for cutting out superfluous delivery service or exercising economy in the home; of reducing the privileges of the grocer to return "stale" bread, etc.; of cutting down extra packaging and adopting a sharper scrutiny of service in the quest of eliminable burdens. If this results in a new discovery of some of the unnecessary burdens of the merchant it will be a good thing for the grocer.

The movement for "doing it yourself" is also bound to have an enlightening effect. The housewife who reverts to the frugal habits of her grandmother and "puts up" foodstuffs, only to find that it costs her more than she expected and probably more than the grocer charged her for factory-packed products that were probably better in quality, is going to discover that costs were not wholly fanciful. But will she continue to exchange convenience for a few pennies saved?

Probably the most valuable lesson for everyone will be the gradual adoption of a new attitude toward economy and efficiency. If the American people can be made to analyze costs—and in our fool's paradise of recent years we have generally forgotten to do so—they will be wiser and less prodigal. They will unconsciously reduce their waste if they do not curb their wants; possibly will do both.

The grocer will learn to exercise a sharper outlook as to careless credits. He will realize the real value of small purchases and quick turnover and the wastefulness of unnecessary "overhead." He will curb many of his careless leaks in trade, and under the guidance of a common manager, will eliminate many of the unnecessary things that came from blind competition.

There has always been a limit to just what the individual grocer could do in pruning his expenditures to the limit of "bare bones," even if he would. The competition for patronage led him to do not only what his competitor did, but something more if he was to win. The things he would have liked to do in combination with his competitor he could not without violating the anti-trust laws. Now the dictator may compel them all to eliminate waste alike, and thus restore trade parity on a more sensible and less wasteful basis.

The grocer has seldom known how to watch his own expense account; his accounting system was weak and inefficient. He "guessed" he was making money, and was surprised to find that when his books showed profits the money drawer did not. Now he will be obliged to do as Uncle Sam tells him, for Uncle Sam is a partner in any excess profits, also in the income, of a grocer and will doubtless require uniform and more accurate and intelligent accounting.

So, the grocer will have, under the dictation of a boss for a limited period, a far better chance than for year past to get back on a safe and sane and economical basis. So has the public. So has the manufacturer. That the lesson will be fully learned is not to be supposed, but it is highly probable that a dictatorship, intelligently grasping the opportunity, can during the life of the war greatly improve the efficiency of the Nation's food supply machinery. Its influence can be the greater because freed from the necessarily wasteful influences of wide-open competition. But it will be a happy circumstance that it will come to an automatic ending.

One of the dangers is bound to be that, if it succeeds, there will arise a more or less general demand for its permanence after the war is over. Never before was any government allowed to intrude so far into individual rights or to exercise such a wide measure of Socialistic control over the intimate affairs of a people. If it outwardly succeeds popular clamor will demand its continuance, by reason of mistaking result for agency, and it is doubtful if all the paternalism will disappear after the war. Nor is this true alone of America; it will be equally true in England and France and in other Allied lands, just as it is true now and has been for years in Germany.

And right there will lie the menace. There has in recent years arisen a very dangerous state of public mind in this country regarding food; a conception that food is not to be regarded as "merchandise," but that because of its universality as a human need, the law must lift it out of the mercantile class and apply to it a community interest of the consumer that shall ride over the rights of private owners. For years the clamor for governmental interference in the food trade has been building up a formidable structure of Socialism and—through the exigencies of war and a war statute—it has temporarily triumphed. It is now to go on trial, and momentous evolutionary events hang upon the measure of its success. The grocery trade may well have a care.

The Tradesman has been requested to make a list of pro-Germans who discontinued the paper because of its anti-German and pro-American utterances. It is not unlikely that these men will find they have something coming to them as the result of their attitude toward the country of their adoption, which they do not properly support in time of trial when civilization and human liberty are at stake. A few years at Ft. Leavenworth will give any man ample time for reflection and reparation.

No man ever brings suit against the assessor underrating his worth.

## SUCCESSFUL SALESMEN.

**George Sargeant, the Well-Known Notion Manager.**

George Sargeant was born at St. Joseph, Mo., Jan. 18, 1873. His father was a wholesale hardware dealer. Both of his parents were of English descent. He completed his grammar school course in 1888 and sought employment with R. L. McDonald & Co., of St. Joseph, importers and jobbers of dry goods and manufacturers of overalls, work shirts and duck clothing—at that time one of the largest wholesale dry goods houses on the Missouri River. He grew up in their employ from stock boy to salesman on the road, covering parts of Missouri, Kansas, Oklahoma and Texas. In 1896 he came to Grand Rapids and took charge of the notion and fancy goods departments for Charles Trankla & Co. (The Boston Store) as buyer and manager. After ten successful years with Charles Trankla & Co., he went to Washington, D. C., and identified himself with one of Washington's most progressive department stores, King's Palace, as buyer and manager of the same departments he had conducted so successfully in the Boston Store, remaining in that position until Feb. 1, 1917, when he returned to Grand Rapids to take the position of buyer and manager of the notion and fancy goods departments of the Grand Rapids Dry Goods Company. He found the departments in anything but good condition and has worked faithfully to bring them up to standard, which he has succeeded in doing. His floor is now one of the most attractive in the establishment and he has other and still larger plans for the future which will result to his credit, to the profit of his house and the satisfaction of his customers. He has been buying on the New York market over twenty years and is well acquainted with all the large manufacturers and importers in the notion and fancy goods lines.

Mr. Sargeant was married twenty-three years ago to Miss Jennie A. Ver Bryck, of St. Joseph, Mo. They have two sons. The older, George G., Jr., 21 years old, a member of the District of Columbia National Guards, is stationed at Fort Meyer, Va. The younger son, Richard A., aged 19, is employed with his father in the notion department of the Grand Rapids Dry Goods Company.

Mr. Sargeant is still a member of the Congregational church of St. Joseph, Mo., having taken an active part in the management of that institution for several years. He now attends Grace Episcopal church. He has no fraternal affiliations whatever.

Mr. Sargeant owns a fine farm fifteen miles northeast of Washington, which he occupied as a home during the five years he resided in Washington. It is a home in all that the term implies, having been equipped with every creature comfort it was possible to secure and maintain in a home outside of a city.

Mr. Sargeant attributes his success to his determination to handle only such goods as the people want and to give as good service as can be se-

cured anywhere in the country. His motto has always been, "He serves best who profits most," and he has always shaped his career in conformity with that theory.

In addition to being a popular salesman, buyer and manager, highly esteemed by his friends and associates, Mr. Sargeant is an excellent business man, his business acumen and judgment being held in great respect by his employers and by all with whom he comes in contact in a business way.

Mr. Sargeant is a seven days in the week Christian gentleman. Perhaps unconsciously and unthinkingly, he follows in the footsteps of Him who went about doing good, not because he wants the applause or the approval of the multitude, but because he has cultivated the inborn, the old-



George Sargeant

fashioned virtue of fairness and brotherly love.

**Breaking the News.**

Little Marie stood in the doorway, one hand on the doorknob. For a moment she gazed at her mother, who was preparing to go out.

"Mother," she said, "do you know what I am going to give you for your birthday when it comes?"

"No, dear," answered the mother. "Please tell me."

"A nice hairpin tray with gold flowers on it all around," said the little girl.

"But, my dear," exclaimed the mother. "I have a nice one like that already."

"No you haven't, mother," Marie answered. "I have just dropped it on the floor."

**Possibilities of Sorghum and American Storax.**

Two neglected commodities of American production, sorghum and storax, that are of economic importance, especially at this time, are made the subject of study by Dr. Stroud Jordan, in articles contributed to the August number of the Journal of Industrial and Engineering Chemistry. In urging the questions presented by Dr. Jordan upon the attention of chemists of the Southern states in particular the edition of that journal refers to the fact that much work was done nearly thirty years ago by the United States Department of Agriculture to develop the sorghum as a source of sugar, which failed of success because of the difficulty of crystallization due to the presence of invert sugar, starch, dextrine and gums.

much thicker stands than corn adds all the more to its value. The seed may be used as raw material for alcohol manufacture.

There are many places in South-eastern Georgia in the old denuded turpentine belt, where land is very cheap and where agriculture does not seem to thrive, that are admirably adapted to the cultivation of sorghum, as shown by the fact that every home there has a patch of it alongside.

In the article on storax, Dr. Jordan points out the full equivalency of the exudate of the "sweet gum" tree with the Oriental storax, hitherto imported, the price of which, because of present restricted importations, has increased thirty-fold. If there is added to this the further fact that the imported product is grossly adulterated with rosin, Burgundy pitch, castor oil and extracted storax, the relative cost of the storax itself is still further enhanced.

"In the midst of this period of scarcity of this product," says the writer, "let us remember that there is in the South a source of this material amply abundant to supply all of our needs. Again problems of collection and of marketing must be solved, but there has never been a more suitable time in our history for such exploitation."

**Wholesale Murder Crusade by Bloody Bill Kaiser.**

It is now clearly established, by authentic testimony, that the captain of the German submarine which sunk the steamship Belgian Prince acted upon orders issued personally by the Kaiser when he smashed all the lifeboats, took forty-one members of the crew on his deck, and steaming away far enough to be free of all wreckage that might support them, submerged, leaving them to drown.

The case is not unique. The rapidly growing German record of sheer murderous brutality already bears several such crimes, although the number of men ruthlessly slaughtered in this instance exceeds anything hitherto recorded. It had been thought that the normal Prussian zest for cowardly slaughter explained these murders, but this latest one suggests a more official reason.

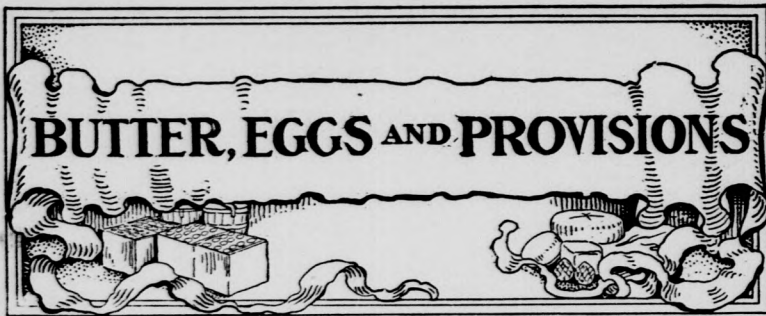
It is apparent that the terror which Germany strives to spread among her foes by her submarine warfare would be enhanced if it became generally known that no mercy, only instant murder, awaits the crews of ships, even neutral ships, which encounter a submarine. If one after another ship silently disappears from the surface of the sea leaving no survivor to tell the story of their end it may become increasingly difficult to get crews. This possible result may impel Germany to order submarine captains to commit acts of wholesale murder, for which they need little enough encouragement.

This form of campaign ought not to tolerate any further talk about "peace without victory" and the like pacifist sentimentalities. Man eating tigers are subdued only by death.

What grafters need is insurance against exposure.

This difficulty becomes an advantage if the product be considered from the standpoint of invert sugar syrups, such as are used in the manufacture of tobacco, confectionery and in baking, in which a non-crystallizing syrup is needed. Moreover, this sorghum syrup will take up about 14 per cent. of water, practically the same as glycerine.

For the continually increasing quantities of invert sugar syrups demanded by industries, raw or granulated sugar has been artificially inverted. The high price of glycerine because of munitions demands, and the necessity for conserving the sugar supply in every possible way, suggest the substitution of the ready to hand natural product. The fodder value of sorghum cane is also considered. The fact that this crop can be planted in



**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.

#### Butter Grading Undertaken By Dairy Department.

Lansing, Aug. 14—It is the Department's intention in announcing the inauguration of a State Butter Grading Service to provide what apparently constitutes the missing link in the economic chain of production, manufacture and marketing of Michigan creamery butter. The consumer has certain well-defined individual preferences in the matter of butter values. Our distributing machinery caters to such preferences. The Department in its butter grading service will endeavor to interpret and express these preferences to the creameries who may in turn receive their raw material on a grade basis, based on these market preferences.

The Department has from time to time called attention to the ever-increasing importance of uniformity as an essential factor in the marketing of creamery butter. The tendency on the part of large receivers and storers of butter in demanding a more uniform quality has become so marked as to actually cause a premium being paid over the quotation for "extra" creamery butter for long lines of uniform, low-acidity, ninety-point butter. That this condition entails a heavy loss to creameries in Michigan who have failed to attach sufficient importance to the fact that uniformity, and the keeping quality of a staple product such as butter is of the highest importance in successful marketing is clearly evident, from the foregoing facts, a condition that should cause Michigan creameries to give immediate attention to the problem involved in the solving of which the service herein outlined is intended, and the Department is confident that creameries availing themselves of the service liberally will find therein a highly practical means of improving the quality and uniformity of their butter to a marked degree.

The following condensed rules and regulations governing the service above referred to hereby promulgated, effective September 1, 1917:

1. Samples. Representative samples, one from each churning, packed in a standard package holding five pounds net weight of butter (style of package to be determined later) shall be used in the scoring, grading and classifying of creamery butter under the service.

2. Accumulating, Storing and Marking of Samples. Sample packages shall be permitted to accumulate in the creamery refrigerator until butter is shipped, when they must be promptly forwarded to the grading station designated by the Department, and the Department notified by card provided for that purpose, giving the number of samples in the shipment and the markings on same which must always be the same, for identification purposes, as the markings on the entire number of packages packed from the churning from which the samples were procured. Creameries who

have made formal application for the service will be provided with further instructions as to the system of marking to be used. Rubber stamps for this purpose will be provided by the Department at cost.

3. Time of Grading. On receipt of samples at the grading station sufficient time will be permitted to elapse approximating the time the butter which these samples are reported to represent is in transit, in order that the samples may be as near the same age and condition as the butter when it reaches the market.

4. Grading Rules. In scoring, grading and classifying butter under the service cognizance will be taken of the market grades established by the various wholesale produce organizations in the different markets. In this connection it is hoped that the matter of uniform scores, grades and classifications now before the produce exchanges of the large butter centers, such as New York, Chicago, Philadelphia and San Francisco, will be adopted as this would facilitate the work greatly.

5. Score Cards and Grade Certificates. These will be forwarded to the creameries promptly and the samples held in storage for a period of four weeks (unless sooner released) in order to facilitate the settlement of possible disputes between the creamery and the receiver as to the grade of the butter which these sample packages represent. Note: In this connection it is understood that the service is performed at the request of the creamery and the Department assumes no liability in any matter of dispute that may arise between the creamery and the receiver. The Department will, however, forward to any given address upon the written request of the creamery and at the creamery's expense, any specified sample or samples together with a copy of the grade certificates covering such sample or samples.

6. Proceeds. After holding the samples for four weeks as provided in paragraph five, they will be sold by the Department for the creamery's account, the Department endeavoring to secure a price that will represent the full relative market value of the butter and the proceeds, after deducting the cost of transportation, if any, paid by the Department, will be forwarded to the creameries.

7. Applicants for Service. Creameries are required to execute a formal application (blank enclosed) on receipt of which detail instructions as regards packing, marking and shipping of the samples will be forwarded to the applicants.

The need for close co-operation between Michigan creameries in the manufacturing and marketing of their butter is made clearly apparent in our introductory remarks. Creameries should seriously consider their present position and immediately formulate and adopt plans that will remove the handicap existing against them in the market. The grade service herein outlined is as stated before, designed to assist creameries in solving the problem under consideration—that of improving the quality, unifying and standardizing Michigan butter in such a way as will meet the seasonable demands of the market.

H. D. Wendt.

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

Use Half as Much  
**Champion Motor Oil**  
 as of other Oil  
 GRAND RAPIDS OIL CO.



**WILSON & CO.**  
 We are the Largest Buyers  
**Poultry, Eggs, Packing Stock  
 Butter and Veal**  
 IN THIS CITY  
 If not receiving our quotations write us.  
 Get in touch with us before selling.  
 20-22 Ottawa Ave., N. W.  
 Grand Rapids Michigan

## Rea & Witzig

**PRODUCE  
 COMMISSION  
 MERCHANTS**

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

Established 1873

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

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

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

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

**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.

Mr. Flour Merchant:  
 You can own and control your flour trade. Make each clerk a salesman instead of an order taker.

Write us today for exclusive sale proposition covering your market for

**Purity Patent  
 Flour**

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

GRAND RAPIDS GRAIN & MILLING COMPANY.  
 GRAND RAPIDS, MICH.

The Sack that keeps the flour IN and the dirt OUT.

**Vinkemulder  
 Company**  
**Specials for This  
 Week**

Red Star Brand  
 Virginia Irish Cobbler  
 White Potatoes  
 Stock the Best  
 Prices Always in Line

Georgie Pink Meat  
 Lopes  
 12-15 in Crates

Georgia Elberta  
 Peaches  
 6 Basket Crates

Also All Kinds Fruits  
 and Vegetables

**Vinkemulder  
 Company**  
 Grand Rapids, Michigan

**WANTED** at Moseley Station, experienced capable man to take charge of warehouse and do the work in buying Beans, Potatoes, Seed, and selling Coal, Cement, Salt, etc. Must have temperate habits and furnish good references in regard to ability, habits and character. Man with wife, preferred, to live in our house at Moseley. Address, MOSELEY BROTHERS, Grand Rapids, Mich.

**EGGS WE BUY WE STORE WE SELL EGGS**

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

KENT STORAGE CO.

GRAND RAPIDS, MICHIGAN

**SUCCESSFUL SALEMEN.**

**A. T. Edmunds, Representing Sprague, Warner & Co.**

A. T. Edmunds was born in Treherbert, South Wales, June 4, 1875, his antecedents being Welch on both sides. When he was one year old the family came to America, locating in Chatham, Ontario. Six years later the family removed to Ottumwa, Iowa, where Mr. Edmunds attended school until he was 16 years of age, when he entered the retail grocery store of his father, with whom he remained three years. He then entered the wholesale grocery establishment of J. H. Merrill Co. as shipping clerk. Some years later he was promoted to a position on the road, where he covered the trade of Southern Iowa and Northern Missouri. After five years



**A. T. Edmunds**

of service in this department he was taken into the store, where he served the house five years as assistant in the sales end of the business.

Jan. 1, 1916, he was engaged by Sprague, Warner & Co., of Chicago, to take a portion of the territory formerly covered by David C. Smith, who retired from the house on that date after a continuous service of about twenty-five years. He immediately took up his residence in Grand Rapids and undertakes to see the retail grocery trade every three weeks in the territory lying between Grand Rapids and the Straits of Mackinac.

Mr. Edmunds was married Aug. 3, 1899, to Miss Mary Cecilia Fisher. They have three boys and a girl and reside at 116 Grand avenue.

Mr. Edmunds is a member of the Fountain Street Baptist church and Grand Rapids Council. He has two hobbies—his home and a careful and conscientious study of his business. He is trying to emulate the example of his illustrious predecessor, who was one of the most unique characters who ever carried a sample case in Michigan or any other state. Mr. Edmunds is undertaking to hold up the volume of sales established by Mr. Smith and to create for himself the atmosphere of good fellowship which always accompanied Mr. Smith on his travels. He at all times attempts to conduct himself as a Michigan man, with Michigan ideas, cater-

ing to Michigan merchants with goods adapted to the Michigan trade.

**No Grape in Grapefruit—No Bread in Breadfruit.**

The use of the trademark "Limestone Brand" was recently denied the manufacturer of a cathartic medicine by the United States examiner of trademarks on the general grounds that the application of the word "limestone" to something that contained no limestone was un-descriptive and deceptive.

The applicant took an appeal, the case hinging on whether a word with a well-defined meaning of its own can be divorced from that meaning and used as a more or less suggestive part of a phrase in some other connection. The decision of the examiner was sustained, in spite of the cleverness of appellant's attorney, a part of whose amusing brief is herewith quoted:

"There is no cream in cream of tartar, in cold cream or in chocolate creams, no milk in milk of magnesia, in milkweed, or in the coconut. These are all as remote from the cow as the cowslip.

"There is no grape in grapefruit or bread in breadfruit. A pineapple is neither pine nor apple; a prickly pear is not a pear; an alligator pear is neither a pear nor an alligator, and a sugar plum is not a plum.

"Apple butter is not butter. All the butter is taken out of buttermilk and there is none in butternuts or in buttercups, and the flies in the dairy are not butterflies.

"Peanuts are not peas and it is doubtful if they are nuts. Sailors wear pea jackets—peas do not, they have peacods, which, by the way, are not fish.

"Monkey wrenches are neither made by nor of monkeys. Poles are not made from polecats or badges from badger.

"A lathe-chuck is a contrivance fixed to the mandrel to hold the wood—it is not a woodchuck. A woodchuck is a groundhog, which is not a hog and is not ground—ground hog is sausage. And a lathe mandrel is not a monkey, although a mandrill is.

"Angel food is eaten by everybody. There are no sponges in sponge cake and the eating of lady fingers does not import cannibalism.

"Chickenpox has nothing to do with chickens, neither has an egg plant, nor a cocktail.

"A horse chestnut is as far removed from horses as a saw horse, clothes horse or horseradish. A horse chestnut is a nut, so is the thing that goes with a bolt, so is a doughnut.

"Sweetbreads are not sweet and are not bread.

"Catgut is no more feline than pussy willow or cat-tails, and fire-dogs are andirons and are frequently of brass. A copper is a policeman or a bull, but an Irish policeman is not an Irish bull.

"Whiffletress, boot trees, hall trees and family trees are as out of place in the woods as a railway frog, a fish plate, a fish story, a mackerel sky, or a crabapple in the water.

"Perhaps the court may remember the 'Country Summer Pastoral,'

which was written by a learned but city bred scholar from knowledge derived from etymological deductions rather than from actual experience. He was an advocate of the back-to-the-land movement and sang:

I would fly from the city's rule and law,  
From its fashion and form cut loose,  
And go where the strawberry grows on its straw,  
And the gooseberry on the goose;  
Where the catnip tree is climbed by the cat,  
As she crouches for her prey,  
The guileless and unsuspecting rat,  
On the rattan bush at play.

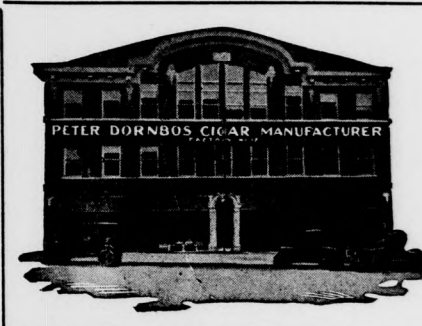
O. P. DeWitt, wholesale grocer at St. Johns, in renewing his subscription to the Tradesman writes as follows: "The paper is worth more money."

The more a man talks the more trouble he piles up for himself.

Bell Phone 596      Citz. Phone 61366

**Joseph P. Lynch Sales Co.**  
**Special Sale Experts**

Expert Advertising—Expert Merchandising  
44 So. Ionia Ave. Grand Rapids, Mich.



**Don't Despise the Drinking Man—Help Him**

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

**Coleman**  
(Brand)  
Terpeneless  
**LEMON**  
and  
Pure High Grade  
**VANILLA**  
EXTRACTS  
Made only by  
**FOOTE & JENKS**  
Jackson, Mich.

Cigar                      Cigar  
**DORNBOS**  
**Single Binder**  
Overflowing with Quality  
Try them.  
It will bring you friends  
and business.

**Housewives Demand**  
**Jersey Brand**  
**Peanut Butter**

Because it is Delicious in  
Choice Peanut Flavor

Try it and You'll  
Understand

Order From Your Jobber  
To-day



**Perkins Brothers, Inc.**  
Bay City, Michigan



**Business Men Accommodating Themselves to War Conditions.**  
Written for the Tradesman.

Decidedly more cheerful is the outlook for business. It was better in July than it was in June. Much of the "gloom," and uncertainty caused by the entry of this country into the war has been dispelled. The lesson that the war is really an industrial enterprise is being learned. People are also reconciled to the idea that they are going to be taxed, directly and indirectly, for the war's huge cost and are not worrying over much as to whether these taxes are to come as taxation on income or profits or are to be derived through loans, taxes on manufactured articles, amusements, etc. This fact of reconciliation is cheering and a better sentiment has been created. Optimism is taking the place of pessimism and its effect on business is becoming more and more apparent. The undercurrent of stimulus to business is recognized as a coming event, due to the fulfillment of Government orders and the movement of unexpectedly good crops.

Another stabilizing influence is the announcement that the second Liberty Loan will not be floated before Nov. 15. This enables the accumulation of more savings, as well as the utilization of some of the proceeds of this season's crops. An indication of how this is looked upon in financial circles is found in the over-subscription of \$3,000,000,000 U. S. certificates of indebtedness issued in anticipation of the Liberty Loan, maturing so as to be taken up from the proceeds of the Liberty Bonds. There is no question but that these new bonds will be quickly absorbed. Plans for launching the loan are already under consideration. Bankers all over the country have been sounded and skeleton organizations, carried over from the last campaign, are preparing for the addition of large numbers of workers to ensure the success of the new loan when it is offered to the public. Five million Liberty Loan buttons have already been ordered and this order may be enlarged to eight millions as soon as the amount of the new issue of bonds is made known. Posters have been selected, forcefully advertising the bonds, and other forms of publicity to bring the bonds to the attention of the public are being worked out. Informal conferences have been held by the Treasury officials and leading bankers for the purpose of ascertaining the views of the latter as to the amount of the loan, rate of interest, terms, disposal of the bonds and other matters relating to the flotation.

An additional cheering indication is the stability of the prices of securities on the New York Stock Exchange, which invariably act as a barometer of business conditions. Speculative selling exhausted itself last December when it became apparent that this country was to enter the war. Current liabilities of business men have been largely reduced through liquidation in bonds and utilization of profits, and plans and programmes have been curtailed to a war basis, thus setting the ship of business nearly on an even keel.

It has been remarked that the securities markets have been but little influenced by peace talk. This is due, probably to the fact that the great majority of the American people have come to realize the improbability of peace in the near future. The situation is one which renders peace at present improbable if not impossible. Germany could not accept peace on terms acceptable to the Allies for the reason that her armies and people would refuse to accept the loss of her colonies and liability for damages to Belgium, France and others. France could not do it because of German occupation of her soil. Great Britain would not make peace with Germany in possession of Belgium and Northern France, as the end of the British sea power and British national existence would be in sight, while if Russia made a separate peace it would isolate her from the remainder of Europe and leave her an easy prey to future German aggression. These reasons are all brought to hear by business men, with the result that German peace talk is brushed aside as valueless.

A further indication of the settling process in general business is the reactionary tendency in prices of foods, textiles and metals, with the possible decrease in manufacturing and operating costs if this decline continues until prices approach the normal. Corporate financing has temporarily abandoned the issuance of bonds, short term notes selling on 6 to 6½ per cent. basis having been adopted by such corporations as the General Electric Co., Southern California Edison Co. and the Chicago & Western Indiana Railway Co., whose short term obligations aggregate \$40,000,000. Investors open preference for short time investments has caused this change, with a consequent dullness in the bond market. Municipal bonds yielding 4½ per cent. or better, however, are in fair demand by conservative investors, many of these bonds being serial in maturities and combining tax exemption and safety of principal. All of these circum-

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Combined Capital and Surplus.....	\$ 1,724,300.00
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## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

stances point to the fact that capital will continue to be high priced until the end of the war, but that the needs of well managed corporations will be taken care of.

There was a rumor recently that Liberty Bonds would be subjected to a tax. While the proposition itself is self evidently silly, still it has created a feeling of uncertainty. There is little chance of so stupendous a blunder being made by the Government, even with its penchant for making mistakes. The only way a tax on Liberty Bonds could be put across would be to materially increase the interest rate, and this would only rob Peter to pay Paul.

Dealing in billions in figuring war cost is apt to give the uninformed the shivers and cause a gloomy view as to the financial present and future. There is no reason why pessimism should hold full sway. As a consideration let us compare the wealth of the United States with that of other great nations, England, France and Germany. The estimated total wealth of these countries is:

Great Britain,	\$ 82,500,000,000
France,	65,000,000,000
Germany,	80,000,000,000

Combined total	\$227,500,000,000
United States,	230,000,000,000

And we are still growing. In 1903 our total wealth was \$42,642,000,000. Our gold supply is \$3,100,000,000 or more than one-third of the world's total and our wealth is more than \$2,000 for every man, woman and child in the country. These figures show conclusively that war time conditions cannot shake the basis of our industrial life and that the country forms the safe basis for investment it always did.

A ruling of the Treasury Department, issued by the Collector of Internal Revenue, is an example of some of the strange interpretations placed upon the laws by Government departments. In the absence of further legislation, however, these rulings govern much to the detriment of the pocketbooks of the corporations. This ruling is of importance as affecting organization. It is as follows:

"Numerous enquiries have been made of this office (Internal Revenue) with respect to the treatment by corporations in their returns of annual net income of what are known and commonly designated as organization expenses—that is, attorney's and accountant's fees, together with fees paid to the state authorities prior to, or coincident with, the securing of a charter and incorporation of the company. In the absence of a formal and definite ruling on this question there appears to have been some conflict in the holdings and instructions issued by this office in regard to this matter. Therefore, in order to make definite the position of the bureau and promote consistency, it is held that organization expenses constitute a capital investment, such expenses being offset by the asset value of the corporate franchise—an intangible asset of a somewhat permanent character and in many instances of substantial value. Such

expenses are very similar in character to the discount at which the stock of the company is being sold, the only effect of such expenses and discounts being to reduce the amount of capital available for use and employment in the business of the corporation. The discount at which the stock is sold is not a less within the meaning of the law and, therefore, not deductible. Likewise, organization expenses—that is to say, expenses incidental to and connected with the incorporation of a company—are not ordinary and necessary expenses of maintenance and operation, which are the only expenses authorized by the income tax law to be deducted from gross receipts. Hence it is held that organization expenses do not constitute an allowable deduction from gross income of any taxable year, nor do such expenses constitute a proper item to be added to the cost of any physical property to be provided for through the authorized annual allowance for depreciation."

To the man on the street, uninstructed in governmental interpretation of the law, such a ruling looks like rank injustice, an unnecessary penalization of business along the line of taxation of railroad property in Michigan during Governor Pingree's time. A certain professor of Ann Arbor placed a new \$74,000 coal chute on the Michigan Central at Jackson in the physical valuation, which was entirely correct. Along comes another professor placing intangible, or, as the late Ashley Pond used to say, "metaphysical value" on properties. He said, "That coal chute is new and should go into capital account," where he promptly placed it. He, however, did not take it out of the physical inventory. Then, for purposes of assessed valuation he multiplied the capital account by five, thus fixing the intangible value. As a consequence that coal chute, originally costing \$74,000, became \$504,000 for assessment purposes, upon which basis the Michigan Central was obliged to pay taxes. One might as well say a man should pay income tax on his marriage license and minister's fee because his wife became an asset, and "sometimes of substantial value."

Summing up the entire business situation, we are without precedent in the kaleidoscopic changes which are being brought about through the war and the future has yet to be unfolded. Times are extraordinary, but any way one looks at it the general outlook is favorable, whether peace be measurably near or indefinitely removed. Our merchants and manufacturers have gained and are gaining valuable experience and the markets of the world are opening to us as never before. Financially, we have reached a place and power which will remain ours long after the war. When peace shall have arrived, the problem of how the greatest producing machine in the world can be slowed down without producing an ill National effect will be solved. Prosperity will be ours so long as we maintain our integrity and put into practice in business as far as humanly possible, the Golden Rule.

Paul Leake.

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Wm. N. Senf, Secretary.

**BLOODY BILL KAISER.****Address to the Lord of Life and Death.**

You have taken Naboth's vineyard and killed its owner—taken millions of vineyards, killed millions of owners—and now you are trying to make peace with the avenger while retaining the stolen lands and escaping the price of blood. You are using paid agents in all lands to provoke peace talk among light thinkers, hoping to dupe humanity into relinquishing a just fight and weaken the armed law which is being enforced against you.

For many years you collected murder tools and trained men to use them in readiness for "The Day." Should "The Day" not arrive you intended to manufacture it. The assassination at Sarajevo gave you your opportunity. You were asked "to press the button," to name your own terms; every concession, every surrender was offered, provided this war could be avoided. You refused because you felt you were ready, while others were not, and thought you could satisfy your Hohenzollern lust for territory and world power.

Every second, of every minute, of every hour, of every day, for three years, the spirits of men, women, boys, girls and babies, of mothers with child, of violated maidens have passed to the beyond. Never since the creation have such millions of shrieks risen to heaven from so many hundreds of battlefields, from so many burned cottages, devastated farms, bombarded cities. Never has blood been spilled so ferociously, so recklessly. Never has any so-called civilized nation deliberately adopted murder as a policy. You are responsible.

You sank the Lusitania with mothers and their babies, you fired on lifeboats of torpedoed ships, you took provisions and water from refugees afloat on stormy seas, you turned ship's companies adrift in open boats hundreds of miles from shore in winter and assured their death from exposure, you sank hospital ships with their wounded and nurses, you sank hospital ships carrying food and medicine to the dying, you dropped air bombs on school children, you ordered your soldiers to outrage young girls, rape women, cut the breasts off Red Cross nurses, castrate men and boys who fall into your hands and inoculate the women of enemy and neutral countries with the germs of smallpox, tuberculosis, leprosy and syphilis. You treat your prisoners worse than mad dogs, you steal their clothes, you starve them until they are skeletons, you let them die delirious in their own filth on stinking straw. Foul as it is, Hell has nothing fouler than the things done by you personally and in your name and by your express order and command. You are a fiend incarnate, blacker than the blackest devil in Hell.

You treacherously dragged thousands of Belgians from their homes and tried to force them to make shells to fire at their brothers. When they refused, and most of them were steadfast, you broke their spirit and wore away their flesh by torture. You sent them home maimed for life. You

forced other Belgians to march ahead of your troops and to stop bullets intended for them. You set French men and boys to digging your trenches and saw them killed by the unwitting fire of their own countrymen. Your soldiery defiled the womanhood of France. You have hacked, bayoneted, shot, clubbed, brained and burned your way through the world's fairest scenes. You have made a desert and called it victory.

Through your generals you frankly avow the policy of letting conquered peoples die so that their lands may the more easily be possessed. Millions have died in Poland; hundred of thousands of babies perished as their shelterless mothers hid in holes in the ground and under bushes. Millions are starving to death even now. Serbia has ceased to exist, an ever-diminishing army of worn-out old men being all that is left. You forced your partner in crime, the Turk, to kill a million and a half of Armenians, to disembowel, bastinado, violate, strangle and decapitate. The Armenian nation is almost exterminated. You and the Turk work well together in the trade of butchery.

You sank American ships without warning, you killed American sailors, you sent American women and their children to the bottom of the sea. You filled our country with spies and plotters. You conspired to blow up factories, to foment strikes among our workmen, to deceive our people by a vicious and false propaganda. You plotted to stir up our neighbor, Mexico, and our ally, Japan, to war against us. All this while we were at peace with you.

Sacred shrines spared even by Attila, the Scourge of God, have been razed by your order. In their place you have left piles of grinning skulls, making the pyramids built by Tamerlane look insignificant. All this in three years. If you continue as long as he did you will depopulate the world and plunge it back to prehistoric chaos.

You boldly adopted the policy "Might is right." This brought you into direct conflict with the American Republic, founded on the ideal, "Right makes might," and with other democracies which think as we do. The issue is clear cut between these two doctrines and the world will not be safe to live in until right enthrones itself. Peace on the basis you seek would be to pardon you and allow you to retain the offense. It would leave you lord of life and death and the high, low and middle justice of the universe.

But the dark charioteer of doom, your Jehu, is coming, Bloody Bill. The dust from his chariot wheels rises afar off. In his quiver are the darts of God, the same God who refused to allow Napoleon longer to carpet Europe with corpses.

**The Immortal Few.**

"Father," said Chester, "what is a diplomat?"

"A diplomat, my son," answered the father, "is a man who remembers a woman's birthday and forgets her age."

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## COMMUNITY BETTERMENT.

## How It Is Being Accomplished At Charlotte.

Charlotte, Aug. 7.—The idea of doing business in a business way has become of most vital concern, not only to the manufacturer and the merchant, but it has been carried into every feature of industrial, commercial and social activities.

The industrial world has made immensely rapid strides during the past four years, building constantly for higher efficiency from every angle and for some time manufacturers have been organized in a National way to promote the best interest and development of their specific line of business. The interchange of ideas and the observation of systematic methods and co-operation between employers and employees have brought the industries of the United States into a state of great advancement.

Until five years ago the United States was one of few Nations that had not organized its business in a National way. The merchants in every community were concerned in organizing themselves under the caption of retail merchants' associations, chambers of commerce, commercial clubs and boards of trade. The principal object of these organizations was to promote the bringing in of new industries through the bonus idea; to protect themselves against bad credits; to advance in trade customs and extension.

While the industrial fraternity was advancing, the inefficiency of scattered effort became apparent to the merchant and President Taft called together at Washington many of the leading business men throughout the country and suggested a National organization through which the business fraternity could cooperate in the promotion of better business efficiency. Out of this conference the Chamber of Commerce of the United States was given birth and in the brief period of five years has made more wonderful strides than any other Nation of the world as an organization for the promotion and best welfare of the business fraternity of the United States. This is, no doubt, chiefly due to the fact that the organization was based and is being conducted along the most modern lines profiting by the shortcomings of other National organizations, until today it is doing the most efficient work for the elimination of waste and impractical conduct in business customs.

Over one thousand of the leading commercial organizations of the United States are affiliated with the National body. Its work in connection with the conservation of food, better legislation and higher community efficiency has brought about remarkable and greatly beneficial changes throughout the Nation. The tendency for higher efficiency has spread into every fiber of the Nation from the National and state government into the municipality and the community. The strength of organization is uppermost in the mind of the people at present. The great strength of co-operation on a common plain is based upon democracy, government for the people, by the people and the unselfish brotherhood of man which inspired our fore-fathers to formulate the Declaration of Independence and which has saturated the rank and file of the cosmopolitan mass known as the American people.

Years of toil and pioneer work has brought us into the present day atmosphere of a world-wide democracy and the freeing of humanity from all manner of oppression and autocratic rule. Communities have felt the strength of great co-operation for the common good of all of its people and out of this National wave of American loyalty and patriotism has come a new manifestation of co-operation.

A practical plan has been evolved for organizing the county unit through Community Associations into a practical, active body through which all of the community activities are intensified for greater betterment and the elimination of clique and factional strife into a fertile field of harmonious co-operation.

The first Community Association was organized the early part of this year at Crawfordsville, Indiana, and within a few months wonderful county co-operation has sprung up, through which Montgomery county, Indiana, has demonstrated the practicability of co-operation for the common good of all of the people of the county. Already this community has brought the merchants into a better feeling among themselves. The various classes of business men being brought together in groups through which the details of their specific business are thrashed out and put upon a better basis and through which they have eliminated overlapping energies and waste.

The farmer has also found himself a great benefactor through the Standard Departmentized Community Association. Many seeming difficulties have been overcome through the open forum of this new idea. The systematic way in which the organization is conducted through its various departments has based it upon the highest dignified business plan and the organization stands as an education-

al factor in the reflection of harmony and efficiency into every fibre of the community.

It is divided into five great departments, the department of the interior which deals with the inside operations of the organization itself, the department of industry in which all industrial matters of the community are promoted and extended, the business department in which all of the mercantile and professional interests are taken care of, the civic department in which all of the municipal, educational and community welfare work is extended and the agricultural department through which the farmers' interests are thoroughly looked after, each department being subdivided into divisions to suit the specific needs of the community in which the association is operated. The plan is not cumbersome and unwieldy, on the contrary is simplified to an extreme. The officers are nominated by referendum. The three receiving the highest number of votes for each specific place as a director, which consists of a board of nine members, are placed upon an Australian ballot. All being elected upon a basis of qualification for each place. A president, vice-president, director of the department of the interior, department of industry, department of business, department of civic affairs and department of agriculture are elected and become responsible for their specific departments and two directors at large are added to the seven already mentioned who act as a balance to the Board.

The treasurer and secretary are appointed by the board of directors and the latter is the only paid officer of the organization.

The especially new feature of this plan is the Members Council. After the general membership is enrolled, it is divided into groups. For illustration the grocers group, lawyers, physicians, dry goods, shoe dealers, etc., will assemble, each group appointing delegates in accordance to the number of memberships represented who attend the meetings of the Members Council which is presided over by the vice-president, this body having initiative power only, providing a forum for the membership to formulate public opinion and to thrash out the community problems. From the Council meeting all matters are referred to the Board of Directors and if the particular problem needs committee work, the same is assigned to the proper department having jurisdiction which must report back to the Council, either approving or disapproving the matter thus guaranteeing prompt and efficient action on every measure and the elimination of the side tracking which under the old plan was employed as the means of a few men to hide or side track measures with which they were not personally in accord.

The new Community Association idea provides something for all of its members to do, thereby keeping them actively interested in the moral as well as the financial support of the organization since every individual has some specific fancy or interest along certain well defined lines. It becomes easy through systematic observation and records to assign duties to men who are willing and pleased to execute them. The system provides and encourages a continuous means of education along community improvement of every nature and is the most practical and efficient method of promulgating harmony and efficiency since all matters pertaining to the municipal and other public activities are thrashed out in an educational way through the clearing house of the organization, thereby giving a clear and dignified expression of public opinion to guide the public officials in the discharge of their duties.

The members of the Association are constantly in touch with legislation whether local, state or National and the Association by affiliation with the Chamber of Commerce of the United States expresses its viewpoint by referendum in all matters of National legislation through which the law makers of congress are aided in giving the best service to their constituency.

The new Standard Community Association idea provides for the community a practical, efficient and dignified business clearing house and forum through which all of the activities of the community are cleared and through educational development the people of the community become familiar with what is manufactured in their community and what good business practice consists of since the question of all disputes and differences are directly traceable to a lack of understanding and information on the subject, in short the farmer and the merchants become acquainted with one another.

Charlotte has the distinction of having the first Community Association in Michigan and even though not formally organized at this time, has already accomplished many things. Among the most striking accomplishments at Charlotte which is of National interest has been the practical solution of the farm emergency labor idea.

Ten days ago there came a rush demand for farm labor. The county agent, who was acting under the War

Preparedness Board of the State, supplied many men to the farmers, but was not able to meet the demands, owing to the fact that all other localities were in like need of emergency labor for the harvesting of the crops. The Emergency Labor Bureau was immediately organized and the merchants of Charlotte were solicited to enroll for active service.

All of the merchants who were able enrolled themselves, agreeing to furnish from one to six days service each. This idea became so popular that the merchant was drawn upon to the limit. The factories were then enlisted to join in the farm emergency labor service. The Duplex Truck Co., employing 200 men, was the first to respond, Wednesday, August 1, was set aside to close down the factory. The men all agreed to volunteer in the service. The farmers were notified in advance and every preparation was made to avail themselves of the 200 men employed at the factory.

On Wednesday the men assembled at the factory, checking in as usual, marched up to the Community Association headquarters, where the volunteer automobile brigade, composed of the merchants, were in waiting with fifty automobiles. The men were promptly taken to the various farms throughout the county. After the day's work was finished, the merchants again called for them and brought them back to the city, where the ladies of Charlotte had prepared a dinner for them on the court house lawn. Great enthusiasm prevailed and the spirit of patriotism and community co-operation ran high. After the men were fed they assembled in the court house, where they were addressed by Mr. Town, mayor of Charlotte, and John P. Wagner, of Chicago, thus closing the most eventful day in the history of Eaton county from the standpoint of successfully harvesting a bumper crop.

Everybody was pleased. It brought the shop man, the merchant and professional man and the farmer and the manufacturer into closer contact with each other and has given the Nation a new idea of community co-operation and has kindled the fire of community loyalty and patriotism with a broader view of National co-operation and a better understanding of how to aid in the great conflict for a world wide democracy and the fulfillment of the idea of the great brotherhood of man.

John P. Wagner.

Keep your eye on the humble man. Perhaps he is lying low for the purpose of humbling you.

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

#### Early Start Is Necessary in Selling Stoves.

Written for the Tradesman.

An early start is half the battle. Particularly is this so with the hardware dealer's stove and paint campaigns. The dealer who plans his campaign well ahead of time, who starts to advertise before people commence to think of buying, who puts the idea of purchasing into the customer's hand, has the inside track when the actual purchase is to be made.

An early start in the stove business has this added value, that it is a good safeguard against the inroads of mail order competition. The mail order houses are always on the job; but the hardware dealer who starts business coming his way instead of waiting for business to come to him, is the better able to cope with this competition.

The most important reason for starting the stove campaign early, however, is that business in stoves must be worked up gradually, patiently, carefully. People do not rush off to buy stoves on the spur of the moment. If a woman wants a new sauce pan, she goes right down to the hardware store and buys it; but if she thinks she needs a new kitchen range, she puts off discussing it, and even when she does broach the subject to the nominal head of the household, there are still further discussions and still more postponements. The bank book has to be consulted, stove advertisements read, advertising literature studied, neighbors who have had practical experience of this, that or the other make of stove consulted—in short, the matter is gone over most deliberately, and months may elapse between the first discussion and the actual purchase.

The dealer who brings his stoves to the attention of the prospect early in the season is, therefore, most likely to influence them. When a customer comes in voluntarily to look at a range or heater, it may be taken for granted that the whole matter has been already discussed at length, and that probably a preference has already grown up in the customer's mind in favor of some particular model.

Right now is a good time to start work on your stove campaign, if you have not already done so.

There is one hardware firm on my list which starts its preliminary work on the stove campaign in July. In

that month the dealers begin to get a line on prospects. The last season's prospect list is gone over and revised, additions are made to the list, and the advertising side of the campaign is carefully planned.

This firm's stove campaign is, actually, an all the year round undertaking. The fall campaign is merely an extra heavy drive. A display of stoves is kept on the main floor throughout the year. As a result of this policy, the firm long ago discovered that customers quite often ask for information regarding stoves many months before they expect to buy. The customer who sees that the hardware dealer has stoves in stock, and who is even remotely thinking of purchasing one, will often look it over; where, if there are no stoves in sight, the customer will either conclude that there are none in stock or will shrink from the inconvenience of looking at them in some remote warehouse.

Hence, this firm keeps its stoves in sight all the year round. If a customer even hints at stoves, the salesman straightway shows him one. As a result, he makes a more definite and more favorable impression on the customer than if he merely asked the latter to call a month later and see the stove stock. At the same time the clerk secures the prospect's address to be used in the follow-up campaign.

This firm also uses newspaper advertising extensively, and begins to advertise while the season is still young. Advertising is not expected to sell stoves, but to bring in new prospects; and the whole aim of the copy is to get the man who reads it into the store. Hence, technicalities are little used. The broader features are made the chief line of appeal. Perfect baking—fuel economy—extra large oven—these and other range features are dwelt on, climaxing with a cordial invitation to come in and see what the new range is actually like.

This line of advertising may not sell stoves at once, but it attracts the attention of interested prospects. Particularly is it effective when coupled with a demonstration. Several merchants have told me that there is nothing like a demonstration to draw women to a store; and it is the women particularly that the merchant desires to reach in selling stoves.

Incidentally to an early start in the campaign, preparations should be made well beforehand for dealing with customers when they come, and particularly when the actual selling is on. The stoves should be on the

**HARNESS** OUR OWN MAKE  
 Hand or Machine Made  
 Out of No. 1 Oak leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.  
**SHERWOOD HALL CO., LTD.**  
 Ionia Ave. and Louis St. Grand Rapids, Michigan

**TAKING INVENTORY**

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

### United Agency

Reliable Credit Information  
 General Rating Books  
 Superior Special Reporting Service

#### Current Edition Rating Book now ready

Comprising 1,750,000 names—  
 eight points of vital credit  
 information on each name—  
 no blanks.

#### THE UP-TO-DATE SERVICE

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

#### AGRICULTURAL LIME BUILDING LIME

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

## HORSE SHOE TIRES

Wrapped Tread System

Guaranteed For 5,000 Miles

Made in All Styles and Sizes

The Treads are thick, tough and long wearing. The non-skid prevents skidding and insures uniform speed by clinging to solid bottom on muddy, wet thoroughfares.

Red and Gray Inner Tubes  
 Batteries, Spark Plugs  
 Auto Shawls and Robes

Wholesale Distributors:

**BROWN & SEHLER CO.**  
 GRAND RAPIDS, MICH.



## Elevators

Electric and  
 Hand Power

Also Dumbwaiters

**Sidney Elevator Mfg. Company**  
 Sidney, Ohio

Mention this paper.

## Leitelt's Pattern Room

Contains the largest assortment of stock patterns in Western Michigan. Gears, Grates, Boiler Fronts, Dead Plates, Arch Bars, Buck Stays, Doors and Frames, Manhole Covers, Engine Parts, Pistons, Rings, Sheaves, Wheels, Sprockets, and if we don't have a stock pattern we can make it in short order. Send your order for castings to

**Adolph Leitelt Iron Works**  
 213 Erie Street Grand Rapids, Michigan

## Foster, Stevens & Co. Wholesale Hardware

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

floor early. Right now a few leaders; a little later a thoroughly comprehensive showing.

Then see to it that every stove is in perfect condition and ready to be shown at any moment. The firm I have mentioned are very particular about this point. They hold that the sample stoves should be always clean, bright and attractive. Season makes no difference. They do not allow their sample stoves to be piled with boxes or merchandise. Too often ranges particularly are allowed to become "catch-alls" upon which the hurried, thoughtless clerk piles anything he wants to get out of the way. The stove so cumbered is in no condition to show to a prospect; but in this store the stove samples reveal a high state of preparedness.

If your stoves are not ready to show, get them ready now.

Another item of early preparation for the campaign is to train your salespeople to answer questions. Even a naturally capable salesman is handicapped if he does not know the goods. It is good policy to have all your men thoroughly drilled in this respect, and now is the time to do it.

At the same time, train them against the over-use of technical information. The arguments that appeal most strongly to the average customer are the simple things, such as perfect cooking, fuel economy—these, and any attractive new devices a range may have. The salesman should be trained to show the customer what attractive results this range or heater will produce in his home. But the more detailed technical information is great stuff for meeting the inevitable counter-attacks. When the customer asks questions it is good to be able to show him that you know, and are not merely guessing.

An early start in preparation for the stove campaign will mean a bigger, better campaign than if you wait until the season is right upon you, and then plan hurriedly, or go to work without any plan at all.

William Edward Park.

#### A Community Sale.

Substantial reductions on merchandise were made possible by means of the co-operative community sale held recently in a Pennsylvania city. Forty-nine of the leading merchants joined in the sale.

The following guarantee, which was given prominence in the publicity matter, inspired confidence in the buying public and did much to aid the cause of truthful advertising:

"The Business Men's Bureau guarantees the honesty of every announcement. If any patron of any store participating in this sale finds any reason to doubt the honesty of any advertising or any offer—if he believes the values offered are not exactly as stated—he is invited and urged to present his complaint to the secretary of this organization. Investigation will be made, and if the complaint is justified a public denouncement will be made of the firm that has been found guilty of making the misleading or false statements."

Warren Jackson.

#### Some Facts Your Book-keeping Should Show.

Here are some questions your books ought to answer. If they don't, you are not getting your money's worth out of your book-keeping investment.

Do you know the amount of daily sales made by each of your clerks?

If not, how can you tell which clerk is the most profitable?

Do you know the amount sold daily of each class of goods?

If not, how can you tell which lines are profitable and which are tying up space and capital?

Do you know daily how much you owe?

If not, how can you plan ahead to meet obligations?

Do you know daily the amount owed you?

If not, how do you know when to press collections harder?

Do you go over customers' bills before presenting them, to locate errors in figuring?

If not, what proof have you that you are not losing money through undercharging or losing customers through overcharging?

Do you know the value of your stock on hand?

If not, what proof can you furnish the insurance company in case of fire?

Do you know how many times you turn your stock yearly?

If not, how can you know whether you are buying in the most advantageous quantities?

Do you know the actual amount of your expenses—salaries, rent, light, insurance, postage, express, cartage, and other expenses?

If not, how can you figure the proper cost of doing business in marking up your goods?

Do you check your invoices before paying them?

If not, how can you tell that you are not being overcharged through errors in figuring?

Do you have before you every day a simple statement, showing the true condition of your business?

If not, how can you know where there are leaks, or whether you are losing or making money?

There are other important facts your book-keeping should tell you—uncovering leaks in your methods and those of your employes—bringing into the spotlight the lines that are costing you money instead of paying you profits.

#### Nothing on Him.

A Western merchant is inordinately proud of the fact that one of his ancestors affixed his name to the Declaration of Independence. Once a salesman called as the merchant was signing checks with many a curve and flourish. The patience of the salesman becoming exhausted as he waited during this performance, he finally observed:

"You have a fine signature, Mr. Hancock."

"Yes," admitted the buyer, "I should have. One of my forefathers signed the Declaration of Independence."

"So," said the caller, with rising inflection. "Well, you ain't got nottings on me. One of my forefathers signed the Ten Commandments."

# Honest Value

Although low in price, Gem motor trucks and pleasure cars have the strength, the stamina, the appearance, the workmanship and the plus value you want in any kind of a car or truck.

It is conceded by successful motor car dealers that an exclusive territory for a well-advertised car or truck which has proved its worth and sells at a reasonable price is the very best proposition obtainable.

We are still in a position to offer stock in the Gem Motor Car Corporation for \$10 per share.

## DEUEL & SAWALL, INC.

Murray Building, Financial Agents

Citz. 7645 Grand Rapids, Mich. Bell M. 2849



A power wagon with one inefficient unit; is like a chain with one weak link—Every unit in

## The Higrade Truck

is the best we know of. Take the radiator for instance. More engines are ruined from inefficient cooling systems than from any other cause. We use a dependable all weather radiator, matchless in cooling efficiency, ruggedness and appearance, and freezing can't damage the core. Let the water freeze as many times as the radiator is exposed to the cold! No harm can result.

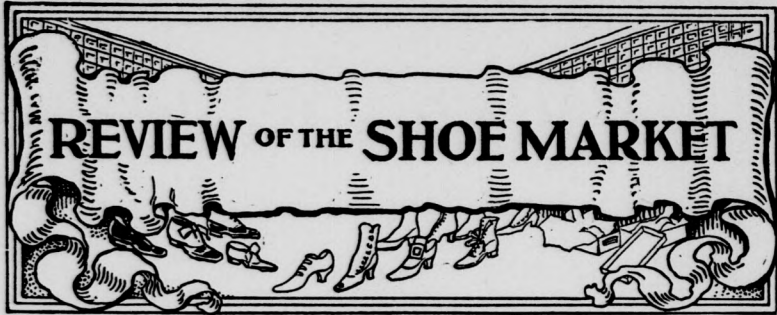
How many power wagons do you know of with a feature like this? This is but one of Higrade's high grade units. Worm drive, electric lighting, starting and Sim's magneto high tension ignition, and other features not found in combination on any power vehicle we know of.

### HIGRADE MOTORS COMPANY

SALES OFFICES  
23 VOORHEES AVE.  
BUFFALO, N. Y.

EXECUTIVE OFFICES  
GRAND RAPIDS, MICH.  
PLANT, HARBOR SPRINGS





### High Cost of Shoe Repair Work.

Written for the Tradesman.

Charley Clayton has written Washington for a patent on half-sole shoes with remnants of worn auto tires. "Auto tires only wear out in patches," said Clayton. "Other parts are good. Anything that will half-sole an automobile for a 5,000-mile guarantee will half-sole anything that walks. Think of a 5,000-mile guarantee on a pair of half-soles."

Some pipe-dream!

To start with the patent office couldn't, to be sure, grant a patent to the resourceful gentleman who incubated this luminous idea, for the idea of using rubber for shoe soles had already been hit upon. The rubber sole idea isn't exactly patentable.

And then, of course, it wasn't exactly stated how these auto tire remnants were to be attached to the shoes.

Wanted—A Cheap Sole Leather Substitute.

But this half-baked idea at least has the merit of indicating one of the greatest needs of the present time insofar as the shoe industry is concerned, namely the need of a good inexpensive sole leather substitute. Oak, union and hemlock sole at a dollar a pound and better, means that the price of half and full soles must range from 75 cents to \$2.25, and 50 cents for a pair of heels alone. And the cost of dependable fiber is approximately as high as leather, so that repair charges are the same in most shops.

Under the head of War Contracts and Army Leather, the Shoe Retailer, in a recent editorial, gives some amazing figures covering options for leather with which to fill army orders placed in this country during the last few weeks. The figures tabulated show a grand total of sides upper leather and sides sole leather for United States army shoes, United States harness, and Russian army shoes, 7,900,000 sides, or 3,850,000 hides; more than one-half the total take-off of hides in the United States during the year 1916.

And the question naturally arises, Where is the civilian coming in?

Why anybody should imagine that the price of leather and leather products is going to be any cheaper in the near future is an anomaly. There will most likely be a stiffening of leather prices.

In view of which it would seem that some less expensive fiber substitute ought to be hit upon by some inventive genius. It is very much in demand just now. Many of the shoes that are being brought in to the repair shops are perceptibly below the

grades of two and three years ago. The upper stock is not nearly so good, and the linings, trimmings—and especially the insole, the foundation of the shoe, is generally poorer in quality. In other words, by the time the original sole is worn through, the shoe is pretty well shot. The owner does not feel that it is worth while to run up a repair bill of from one to two dollars putting them in condition for further wear. He doubts the wisdom of such an expenditure. And yet there is a certain amount of wear in the shoes which he would like to secure, provided he could get the repair work done for a nominal charge. And here is where an inexpensive sole leather substitute would greatly help both the repair shop and the shoe consumer.

Can we look forward with any degree of confidence to the appearance of such an article? Let us hope so.

A Repair Man's Complaint.

"I wouldn't mind paying the exorbitant prices they are now asking for sole leather," complained a bright little repairer the other day, "if I could only get quality along with price; but I can't get it. Leather that I would have turned down three years ago at 60 cents a pound, now costs me twice that amount. The price has gone up—skyhigh—but the quality has gone down."

"How do you account for that?" the writer enquired.

"It's a result of the speeding-up process that's now on. The orders are coming in so fast and the demand is so great, tanners can't take time to tan leather any more. They force the whole process.

"I used to be able to give my customers some sort of assurance with reference to the work I turned out—not a guarantee, you understand, but a strong statement with regard to wear they'd be able to get out a pair of shoes we'd re-bottomed or half-soled. But I can't do that any more. I can't get the right sort of material with which to do the work."

It seems a very unfortunate thing that, along with the high cost of shoe repair work, there should also be this element of uncertainty.

Cid McKay.

### The Companion Picture.

"A cozy picture, eh? A man lolling in an easy chair and his beautiful wife leaning over him to light his cigar."

"You haven't seen the companion picture of it have you?"

"Why, no."

"It's the same man savagely chewing the end of his cigar and writing a check."

Seasons do not affect the dealer who centers his business on the

**H. B. HARD PAN and BERTSCH**  
(Service) (Dress)

SHOE LINES.

Day after day—week after week—the demand is steady.

Every number is a good selling style—a style that is right and will please a big majority of the people you have to serve

You can build and hold a substantial trade among the substantial people of your community on these lines.

Every pair has in them the very best material obtainable for the service intended.

That is why the H. B. HARD PAN and BERTSCH shoe lines are superior to any other similar lines on the market.

You are absolutely safe in recommending them to your trade.

**THEY WEAR LIKE IRON**

**HEROLD-BERTSCH SHOE CO.**

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

The continued superiority of

# Hood Tennis

is not only a source of

**GREAT PLEASURE AND PROFIT**

to thousands of discerning Shoe dealers, but really is a CAUSE for WONDERMENT as well.

The

## NEW HOOD LINE

SHOWS many points of SUPERIORITY in Tennis Shoe designing and construction.

Our distribution ratio is only 8000 cases, with a possible 2000 more. Your duty to your pocketbook demands that you get your needs covered.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

Largest Rubber Dealers in Michigan

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Aug. 13—Grover Welsh, one of Dafter's highly respected and well-known young men, was drowned in the swamp near Dafter while picking blue berries last Saturday. The young man was 25 years of age and a son of Joseph Welsh. The family have the sympathy of a large circle of friends throughout the country.

The Dixie Highway Association has arranged for another meeting, which will be held at Cedarville on Thursday, August 16, at which time the problem in connection with the completion of that portion of the Dixie highway between St. Ignace and the Soo will be discussed. The county road commissioners of Chippewa and Mackinac counties will be present, as well as a large number of supervisors, officials and other citizens from both counties. Commissioner Hotchkiss is looking after arrangements for the meeting from this end of the line and hopes to interest all of the supervisors and many others from Mackinac in the meeting. The State Highway Commissioner will be present and it is hoped that ways and means may be found for an early completion of the road, so that this section may reap the benefits of an increased travel by autos next summer. The hotels are beginning to realize that auto travel is the coming hope and, with the interest taken in the Dixie highway, the completion of this link will be a foregoing conclusion.

"When a man loses faith in humanity, he hits himself a solar-plexus blow."

Major J. D. Wilson has returned to the city and taken command of the local post affairs at the Fort, after an absence of several months. His arrival here releases Captain Parker from command at the Fort. Major Wilson has made many friends while here who are pleased to hear of his return.

The farmers throughout the county are now busy haying and from present indications there will be an abundance of hay in this county. Joe Quinn cut a five acre field of hay on his farm in St. Ignace township which will run between three and four tons to the acre. He was the first on record to use a ford in the hay field. He attached a rig to the rear with a boy to do the tripping. He completed the job in less than an hour getting back home in time to enjoy an early supper. Joe says that the motor makes farming a pleasure. Clyde tells us, however, that Joe broke a wrist the next day, trying to crank the little wonder.

J. R. Berry, well-known merchant of Oak Ridge Park, was a business visitor here last week. He has been doing considerable timber business during the summer on the side.

"Ride your hobby if you will, but don't play horse with your friends."

The auto bus line between the Snows and the Soo is again in operation and, from present indications, will be doing a big business during the remainder of the season.

Herbert Fletcher, popular Assistant Cashier of the Sault Savings Bank, accompanied by his family, are enjoying a two weeks vacation. They have been traveling in their large touring car and have visited most of the points of interest throughout Cloverland. They stopped on the huckleberry plains one day last week and entertained a number of their friends at a picnic.

C. R. McDonald, of St. Ignace, has taken over the harness business of the Simmons harness shop and will continue business as heretofore. Mr. Simmons has retired, but will continue to make St. Ignace his home.

The auto owners of the Soo are about to form an automobile club. The Soo Civic and Commercial As-

sociation is backing the movement to organize an automobile club in Chippewa county, the object of which will be to promote the construction and maintenance of good roads. W. S. Galbraith, Manager of the Detroit Automobile Club and father of the Dixie highway extension in Cloverland, expects to address the meeting. "When in doubt, keep quiet."

A. C. Smith, the busy Trout Lake merchant, has purchased a new auto truck.

A new grocery and mercantile house was opened at Detour last week in the McQuire building which has been remodeled and put in first class condition. The proprietors are William McGuire and James Garfield, both well known and highly respected young men of Detour. Mr. McGuire was for a number of years chief clerk for Thos. Watson. Mr. Garfield is superintendent of the Detour school. They are both ambitious hustlers and their future success is assured.

Thomas Rothwell, well-known merchant at Stalwart, reports very satisfactory business there this season. His dairy butter business is showing a large increase this year, requiring additional delivery accommodations. He is at present negotiating for a large auto truck to take care of his increased business.

"The man who boasts of small feet may have a head to match."

William G. Tapert.

A Musical Family.

The following is an exact copy of a letter received by a young lady who wished to spend a holiday in a small country town, and advertised for a room:

"Dear Miss—We think we kin suite you with room and board, if you prefer to be where there is musick. I play the fiddell, my wife the orgin, my dotter Jule the akordion, my dotter Barry the Bango, by son Hen the gittar, my son Jim the fload and wornet, and my son Slem the base drum, while all of us sings hims, in which we would be glad to have you take part, both vocal or instrumental, if you play on anything. We play by ear, an' when we all git started ther is real musick in the air. Let us know if you want to come here to bord."

Turn About Is Fair Play.

After carefully examining the shoes the physician brought in for repairs the German cobbler handed them back, saying: "Dem shoes ain't worth mending, doctor."

"Very well, Hans," said the doctor, "then, of course, I won't have anything done to them."

"Vell, but I charge you feefty cents already yet."

"Why, what for?"

"Vy, ven I came to see you de udder day you sharged me t'ree dollars for telling me dot dere ain't noddings der matter mit me."

**Our Specialty: "Royal Oak"**  
**FOR SHOEMAKERS**  
 Bends, Blocks and Strips  
 Shoe Store Supplies  
 Wool Soles, Socks, Insoles, Etc.  
**THE BOSS LEATHER CO.**  
 744 Wealthy St. Grand Rapids, Michigan



OUR TRADE MARK ON YOUR SHOES

A SMALL THING TO LOOK FOR



BUT A BIG THING TO FIND

This trademark represents the ground floor plan of our factory. Look for it, ask for it; it stands for wear, comfort and service.

Rindge, Kalmbach, Logie Company

ESTABLISHED 1864

ORIGINAL MAKERS OF

"THE GRAND RAPIDS SHOE"

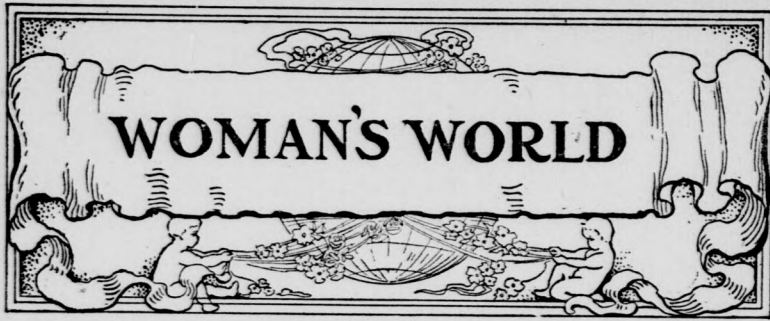
Troublesome Feet

Are as Uncomfortable as a Toothache



Hirth-Krause Co.'s Shoes fit well—wear well. These satisfying qualities make permanent customers. We tan the leather and make the shoes. Write us.

Hirth-Krause Company  
 Grand Rapids, Michigan



### Finding Real Enjoyment in Inexpensive Recreation.

Written for the Tradesman.

These are strenuous times. A tenseness, an anxiety pervades the very air. We are confident of our ultimate success in the struggle in which this Nation has been compelled to take a part, but our confidence is clouded with forebodings of the sacrifices that may be required before success can be achieved. Only those who are old enough to remember the dark days of the Civil War have had any previous experience similar to that through which we now are passing. When matters of such weight and moment are the issues of the hour, when civilization itself, the welfare of the whole human race, may be said to hang in the balance, pastimes and pleasures naturally are given a very subordinate place in our programme of life. With so much of suffering and woe in the world, to the serious-minded man or woman, enjoyment of any kind, however innocent and harmless, just now seems almost wicked. By conscientious persons everywhere, pleasures are being abridged from a sense of the fitness of things.

There is another reason, a very practical one, for curtailing our recreations, or at least our expenditure for recreation. It is the homely reason of dollars and cents. True, employment is plenty and wages good. No one need be without work. Nor is there any scarcity of money. But the high cost of food and other commodities makes the expense budget a constant problem in the homes of all but the wealthy.

"I never before have known a time when it was so hard for people in what we call comfortable circumstances to make ends meet, as it is now," I heard a shrewd woman remark yesterday. She cited a typical case of a family with some property and a bank account, who are "keeping even" only by constant scrimping.

The person who has a fixed income is finding that the purchasing power of that income is far less than it was two years ago. And even those who have plenty of means are feeling that with the future so uncertain there should be stern retrenchment on all unnecessary outgoes. While hoarding is not advisable and will work general hardship, economy, real economy, of a kind and degree that many never have known before, should be the order of the day. We can not omit contributing to the much needed work of relief—we must save on luxuries and pleasures. Extravagance of every kind must be taboo.

While recognizing the full force and importance of all this, let no one make the sorry mistake of trying to cut out pleasure and enjoyment altogether. When nerves are being stretched almost to the breaking point, Nature imperatively demands intervals of relaxation. When we feel it is wrong to laugh, just then some loyal friend may do us the greatest kindness by saying or doing something to provoke our merriment irresistibly. When we are putting forth extraordinary effort, when we think that we can in no wise afford to take a vacation or even a day off, then is likely to be the time when we can ill afford to deny ourselves at least brief periods of rest and recreation. How to maintain the normal poise, how to keep a blithe, brave heart, a cool, clear head, and physical health and strength under the strain of hard work and continued suspense—this is one of the urgent problems of to-day. We must toil and toil strenuously, but we must also recuperate. Recreation and reasonable pleasures still are indispensable in any right scheme of living.

Many are very properly reducing on their vacation outlay this season. A costly trip is found to be out of the question. I am glad to see that some sensibly are seeking to find a good outing for only a little money. A friend of mine, an office worker, is this week trying the merits of a co-operative vacation. By virtue of large numbers and careful financial management, expense is kept to the minimum. She gets transportation to and from the beautiful place—some fifty miles away—where the grounds are located, with food and lodging while there for a week—all for six dollars. And the accommodations are far better, I understand, than one has on an ordinary camping expedition. For eight dollars and a half she could stay two weeks. I am greatly interested in the success of such experiments.

But maybe it is no trip at all for you this summer, and possibly no vacation more than an occasional afternoon away from your regular work or your home duties. And perhaps you honestly feel that when you have a little time to yourself you can spend scarcely any money, because of the high prices of the necessities of life. What then? Turn your attention to extracting the pleasure to be found in resources that are close at hand and cost little or nothing. A rocking chair on a shady lawn of a warm summer day, a good book or magazine, and you can for the time forget all your worries and take royal enjoyment. If one is tired to the point of exhaustion, there may be no

better place to rest than right in one's own home. If the need is not for absolute idleness, but rather for change and something new to think about, then are there not places easily accessible that are well worth visiting?

### Why Not 3 Flavors?



Why continue to sell but two flavorings—lemon and vanilla? Crescent Mapleine, the rich "Golden Flavour," is just as staple as either. Has more uses. Blends with all flavorings—and nearly all foods. Makes a wonderful syrup. Sell lemon, vanilla and Crescent Mapleine. Crescent Mfg. Co., Seattle, Wash. Order of your jobber or Louis Hilfer Co., 1503 Peoples Life Building, Chicago.

**CRESCENT  
MAPLEINE**

### Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

#### Merchant Millers

Owned by Merchants

Products sold by  
Merchants

Brand Recommended  
by Merchants



#### New Perfection Flour

Packed in SAXOLIN Paper-lined  
Cotton, Sanitary Sacks

### American Sugar Refining Company

## SAVE THE FRUIT CROP

Our advertising is telling millions of people that if they use more canned and preserved fruits they will not only help to stop the great waste of fruit, but will also have delicious, healthful and economical foods to vary winter's menus.

This advertising will create a greater demand for Domino Granulated, the best sugar for canning and preserving.

### American Sugar Refining Company

The Most Complete Line of Sugar in the World

## Double A Candy

### The Candy for Summer

Get ready for your resorters

They will want good candy

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

**Putnam Factory** Grand Rapids, Michigan

## Largest Mutual Automobile Insurance Company In the World

About 27,000 policies issued and \$70,000.00 in cash in the bank. The company has selected responsible and careful automobile owners in the small cities and country districts of Michigan. The policy is carefully drawn, and has been approved by the Attorney General's Department and the Insurance Commissioner.

With fire, theft and liability hazard increasing, no automobile owner should go without insurance. Join the large Mutual, which has stood the test of three seasons. Join the company that can stand the shock of serious losses.

Cost only \$1.00 for policy and 25c per horsepower.

**Citizens Mutual Automobile  
Insurance Company**

Howell, Mich.

Recently I went to a park in a neighboring city. It is a beautiful spot, and quickly reached from where I live, still I never had been there before. In the park is a large building which houses a remarkably good museum. Here one might spend days and weeks with interest and profit. I will not attempt to describe the bugs and butterflies, the birds, the rare collection of skeletons of pre-historic animals from a very rich "find" a few miles out of the city, and the many, many exhibits of historic interest and value spread out for the entertainment of visitors. Here weary workers from factory and kitchen and store and office may go and find that rest that comes from engaging the mind in what is interesting and curious. And when one has looked long enough, one may pass outside and let the eyes be further delighted with acres of green sward adorned with lovely trees and shrubs and flowers. And all this wealth of beauty and instruction is placed before the residents of that city for only the price of street car fare, while from a score of near-by towns, this park and museum, free to all comers, can be reached at a cost that is trifling.

Further suggestions regarding inexpensive recreations might be made, but they will not be needed. Every bright person can think out for himself or herself how to have little good times at small outlay. Let these be indulged in, not only during the vacation season, but occasionally throughout the year. Are we wary of thus trying to secure bargains in the matter of enjoyment? Having often found cheap things unsatisfactory in the using, do we conclude that we can not have any real pleasure without paying a high price? We make a serious mistake if we do. While it is true that commonly we can not obtain for one dollar what is worth five or ten, this also is true, that enjoyment is not necessarily in direct ratio to expenditure.

A good time does not depend wholly or even mainly on the amount of money spent. Very likely my friend will not find her six-dollar vacation equal in every respect to an outing that would cost say sixty dollars or a hundred dollars, but I see no reason why it may not embody the real essentials of rest and change. To any right-minded person, inexpensive pleasures may be made to yield hearty enjoyment, enjoyment that will have no aftermath of the regrets sure to follow costly recreations for which debt has been incurred, or which have been obtained by undue pinching on necessities. Quillo.

**Cut-Price Sales Should Be Discontinued.**

Shelbyville, Ind., Aug. 14—In my opinion, there is little that can be said in defense or to justify cut-price and clearance sales, but on the contrary, there is every reason that they should be discontinued and discontinued by every reliable retailer. Next to the old-fashioned and now almost obsolete method of selling goods without a fixed or stated price, the cut-price sales have done more to demoralize and discredit the retail clothing business than any other evil. These sales create a suspicion well-founded that excessive profits have

been charged at the early buying period in order to balance or overcome the greatly reduced prices offered at the latter end of the same season.

Clearance sales are not fair. The merchant who does business under this old plan must boost his prices in the regular selling season in order to make up his losses at clearance time. A clearance sale means that a few men at the end of each season pay less for clothes than your best customers who buy early. The clearance sale puts a premium on buying late and encourages the suspicious bargain hunter. The man who buys his spring suit early ought to get as low a price as the man who buys late. I have no doubt that most of you will agree that this is all good

logic; but say, "I won't try it just yet; I'll wait and see what my competitor is going to do."

I will admit it takes a little nerve to be the first to inaugurate this no-sale plan. It has been adopted and proven a success by leading retail clothiers in the large cities. Why not try it out this season? The time is ripe for the adoption. Under normal conditions, I would hesitate to advise this no-sale plan, but under present conditions of an advancing market, your customer will not expect clearance sales, but on the contrary will look with suspicion and distrust on the merchant who under these conditions inconsistently advertises a clearance sale. I would suggest that they be discontinued and discouraged. Leon Rothchild.

**Sand Lime Brick**

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

**Brick is Everlasting**

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

**Bevo**  
REG. U.S. PAT. OFF  
A BEVERAGE

for the boys in khaki

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

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

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

**Bevo—the all-year-'round soft drink**

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

**ANHEUSER-BUSCH—ST. LOUIS**

**Anheuser-Busch Branch**  
Dealers GRAND RAPIDS, MICH.

M. T.



### Retail Stores Selling Goods Too Cheap.

The retail dry goods stores of the country cannot hope for real co-operation on the part of consumers in reducing the present high expense of doing business so long as they keep selling goods below their present replacement cost, according to a local business man who has made a careful study of current conditions. Nor can they hope for this co-operation, which has been requested by the Commercial Economy Board of the Council of National Defense, unless they impress upon the public that an era of the highest prices, especially on yard goods, since the civil war days is at hand.

Until the retailers do this, the man in question asserted yesterday, it will be difficult for them to convince many of their customers that they should stop abusing the returned-goods privilege and stop demanding unreasonable delivery service, both of which increase the stores' costs of doing business and which, as a result of this, increase the cost of the merchandise to the consumer.

"One thing that has kept the average consumer skeptical when predictions have been made about the coming of higher prices," he went on, "is the fact that many retailers in various parts of the country—especially the larger ones—still have merchandise in stock that they bought at prices lower than the mills are quoting to-day. These stores are still letting this merchandise out at prices based on the old buying costs, unmindful of the fact that a day of reckoning is to come.

"The effect is that the consumers who buy the goods at the old figures laugh up their sleeve when the stores that sell them ask for co-operation on the part of the purchasers in order to keep prices down. The question that naturally arises in the minds of the latter is this: Why should we put ourselves out to keep prices down when they have not gone up?

"What real chance has any retailer of getting the desired help in this matter—which, by the way, is really necessary if many things are to be kept within the reach of the persons who are only moderately well off financially—if the consumer assumes that attitude? And how can the retailer correct that attitude by advertising or other propaganda if he goes on selling his low-priced stock at the old prices? And there is this to be remembered by the retailer who comes in this category—that in selling the merchandise in question at too low prices he not only is pilling up

trouble for himself when he can do it no longer, but he is putting a heavy burden on other retailers who are not so fortunate as he in owning low-priced goods. While the latter point may not make him 'see the light,' the sight of the noose into which he is putting his own head should do so.

"It is indeed a backward retailer who does not recognize where the present trend of prices in the wholesale markets is going to bring him. But, on the other hand, it is a more than ordinarily well-informed consumer who knows this. The reason is that the average retailer has not played it up strongly enough in his advertisements. Announcements of this sort have been more or less sporadic so far, and, for the most part, they have been vague. And this in spite of the fact that there are a number of things that can be told with a great deal more benefit than detriment to the retailer.

"For instance, many women have by this time learned from experience that it is practically impossible to get an all-linen tablecloth at anything like the price that prevailed before the war, and that even union goods—part linen and part cotton—cost more at retail than all-linen ones used to. But how many women know that a nicely finished, all-cotton tablecloth costs more now at wholesale in some cases than an all-linen one did three years ago? An illustration of this is an instance where, of necessity, a fine all-linen damask that formerly wholesaled at 67½ to 75 cents a yard has been replaced by an all-cotton one wholesaling at 82½ cents.

"Then take cotton goods. To begin with, how many retailers have pointed, out that cotton is four times as high as it was in August, 1914, and that it is nearly twice as expensive now as it was only a year ago? How many have shown that the prices on the finished merchandise have gone up in proportion? How many of them have shown that a staple gingham of standard make that a year ago cost 8 cents a yard at the mill now costs 14? How many have said that the mill prices of well-known brands of domestic dress ginghams, which last year could be bought at 9½ to 10½ cents a yard, are now 16½ to 17½ cents a yard? How many have shown the advances that have taken place in bleached goods and in novelty dress cottons as well?

"It is no secret that silks cost more than they used to, but it may not be known generally that they are going to cost a lot more within the next year. Not only is raw silk quoted

at record prices, due to crop shortages, heavy demands, and high rates of exchange and war risk insurance, but the scarcity of ships is retarding deliveries to the manufacturers in this country to such an extent that they are paying more than the current market prices for the limited amount of silk available here for quick shipment to the mills. In view of this, and the increased manufacturing costs that inevitably must follow, where is the justification for a retailer's selling staple silks at the present time on the bases of old buying costs!

"Almost every woman can remember the time when she could buy a pretty fair quality of cotton-warped storm serge over the counter at 50

*President Suspenders*  
for comfort

Of All Jobbers  
PRESIDENT SUSPENDER CO., Shirley, Mass.



cMc Ready-Made  
**PRICE CARDS**

are neat and attractive and cheaper than you can make them—40 cts. per 100 and up.  
**Write for Samples**  
CARNELL MFG. CO.  
Dept. k, 338 B'way, New York

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 Goods! Net Prices!

When you receive "OUR DRUMMER" catalogue regularly you always have dependable answers to these two important questions:

*What is the lowest net price at which I can buy goods?*

*Where can I get the goods?*

Items listed in this catalogue have the goods behind them.

The prices are net and are *guaranteed* for the time the catalogue is in force.

### Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago

St. Louis Minneapolis

Dallas

## A New Line of the Famous "Kloffit Petticoats"

has just been received.



No. 3045—All Silk Taffeta. Silk Jersey Gussets at waist. Elastic waist band.

No. 3044—Silk Jersey top. All Silk Taffeta Flounce. Elastic waist band.

These styles come in black, emerald, Belgian blue, blue to green changeable and green to blue changeable.

Lengths 36-38-40.

Boxed individually.

Price \$42.50 per doz.

The best \$5.00 retailer on the market.

We solicit a sample order.

### Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



cents a yard. A guarantee of eternal salvation could safely be offered the woman who will find them on the retail counters at this price a few months from now. In the great majority of cases they have been missing for months gone by, but here and there it may be that some well-stocked retailer is cleaning up at the old price, regardless of the past, present, or future. But, without mincing words, it can be said that the mill price for next spring's delivery on one of the best known cotton-warp storm serges in the country is 55 cents a yard. That is, the manufacturers are asking five cents a yard more for these goods now than the retailers did in the days before the war. Under this condition, how can the consumers hope to buy these goods at anything but a sharp advance over the prices that formerly obtained?

"It is my candid opinion that if the merchants of the country expect their customers to help them in the present move for economy through the elimination of waste, duplicated efforts, etc., they must 'trim ship' themselves. Not only must they avoid giving consumers false ideas of present and future values by selling goods now at prices lower than they are honestly entitled to charge, but they must let the public know why these low prices can no longer stand. This being done, I believe consumers will be in the mood to listen and give serious attention to the appeals that are now being made for price-lowering co-operation.

"It is not the purpose of my suggestions to have the stores scare consumers into buying as little as possible. Instead, it is to have them show their customers the value and benefits of buying as freely as they may desire, but with real forethought and care."

#### Late News Notes From the State's Metropolis.

Detroit, Aug. 14—Plans of the National Biscuit Co. for construction in Detroit of a plant costing about \$1,500,000, which in size will be the company's third largest, exceeded only by those in New York and Chicago, have come to light with the purchase of a site on the southeast corner of Baltimore avenue and Forsyth street. The property is purchased from Frank B. Holmes, of F. B. Holmes & Co., and comprises about one and one-quarter acres, having frontage of 153 feet on Baltimore and about 312 feet on the Grand Trunk railroad, extending along Forsyth from Baltimore south to the railroad. The sale was negotiated by George F. Schmeltz, who represented all principals in the transaction. The price is not disclosed. Real estate men estimate value of the property at nearly \$100,000. There are several frame houses on the land, part of which is used for storage purposes. It is understood the National Biscuit Co. contemplates erection of a ten-story plant in the near future and will proceed at once with the construction of a barn and building to accommodate the sales department of its Detroit branch, now at 42 East Woodbridge street. Completion of the new building, it is said, will give the company three times as many ovens as it now has in Detroit, while the number of its employes will be increased from 500 to 1,500 or 2,000 persons.

More than 18,000 non-English speaking employes of 250 Detroit fac-

ories will be urged to attend night school this year. Last year thirty firms co-operated with the Americanization committee of the Board of Commerce in this campaign. These factories will notify employes that preference will be given those with good night school records.

With approximately 60 per cent. of the Detroit grocers still hesitating to put into effect the one-delivery-a-day plan, by which the Government hopes to bring about conservation of man-power during the war, and which, in addition, is expected ultimately to result in a saving to both dealer and consumer, C. A. Day, Secretary of the Detroit Grocers' Association, dispatched a second letter to its members Monday, urging them to comply. Some firms plead that it will require time to educate their consumers to the new departure, others have contracted with outsiders to conduct their system at once, while still others merely do not seem disposed to heed the Nation's call for co-operation.

The Michigan State Fair will take place at Detroit, August 31 to Sept. 9. This is an occasion always important to retailers. It will bring thousands and thousands of people from up-state to Detroit, and a large percentage of them will shop at the stores.

Gustav Lindke, of the Lindke Shoe Co., returned unexpectedly from his vacation last week. He was on his way East via motor car to his summer home, when he received a telegram that a sister at Port Huron was seriously ill. He hurried home and got to her bedside just before she passed away. He has abandoned his tour for the present.

Owing to the hot weather last week the shoe retailers who had arranged a mass meeting at the Hotel Statler to hear Norval A. Hawkins deliver an address, decided to "call it off" for the present only. As August is also a pretty warm month, the meeting will probably not take place before September. Mr. Hawkins has promised to deliver his address whenever the trade are ready for him providing they give him sufficient advance notice to arrange his other plans.

It was a great shock to Wilmer F. Butler, of the shoe firm of Ertell & Butler, to find upon entering his home after a two weeks' vacation that thieves had broken in and had stolen his silverware, considerable wearing apparel and household things of value. Although reported to the police, no trace of the stolen property had been found up to the time of writing. Mr. Butler resides at 103 East Philadelphia avenue.

Thomas Jefferies, manager of the shoe department at the Crowley, Milner Co., has returned from his Eastern buying trip. Mr. Jefferies placed some big orders while East, and got a good line on fall style conditions.

The J. L. Hudson Co. is now making only two deliveries per day to each part of the city, one in the morning and one in the afternoon. Salespeople are required to say to their customers "It will be convenient to send it in the morning, will it not?" in order to take off the heavy afternoon load.

#### Dry Goods Houses Work on War Plan.

Practically all the large dry goods firms in this State have entered enthusiastically upon the plan of the National Retail Dry Goods Association to reduce to a period of seven days the time limit for returnable goods. While it is still too early to judge what effect this measure will produce, the Secretary of the Retail Dry Goods Association is optimistic concerning the project. The measure was adopted at a conference held

in Washington during the middle of July, at which meeting many of the important dry goods firms of the country were represented.

This plan is expected to prove a great asset to the efficient management of large houses. It is a measure aimed to discourage thoughtless and promiscuous buying of merchandise, and with the National backing that the venture has thus far received, men high up in the dry goods trade are hopeful concerning its ultimate success. It is too early to say anything definite about the plan. Not until the end of September, when the first full reports are forwarded to the headquarters of the National Retail Dry Goods Association, will it be possible to obtain first-hand information on the matter.

# Fiegler's

## Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design

## The Sanitary Flexible Rubber Fly Swatter



A big hit! Breaks all records for Sales and Satisfaction!

Display the Sanitary Rubber Fly Swatter on your counter and you ought to be able to sell one to almost everybody that comes in.

You make a good profit on every sale and favor your customers by giving them better value than heretofore obtained.

Once you start to sell these swatters, you will thank us for calling them to your attention.

Better lay in a generous supply and be ready for your share of the trade.

**PAUL STEKETEE & SONS**

Wholesale Dry Goods

GRAND RAPIDS

MICHIGAN

## In Times of Uncertainty

When markets are unsettled, shipping uncertain and rumor is busy, producers, consumers, dealers and shippers must be on the alert constantly.

The Long Distance Telephone

is the route to immediate information; over it your question is answered at once; you get what you want and when you want it.

The grain area, the seaboard, the lakes and the waterways, the railroad and shipping centers are joined in one huge commercial network of Bell wires.

From any one of 10,000,000 local stations information is available via the

**BELL SYSTEM**

In these stirring times, minutes count. Long distance service is invaluable.

**USE IT LIBERALLY**



**Michigan State Telephone Company**

Grand Rapids, Michigan



**Grand Council of Michigan U. C. T.**  
 Grand Counselor—John A. Hach, Coldwater.  
 Grand Junior Counselor—W. T. Balamy, Bay City.  
 Grand Past Counselor—Fred J. Moutier, Detroit.  
 Grand Secretary—M. Heuman, Jackson.  
 Grand Treasurer—Lou J. Burch, Detroit.  
 Grand Conductor—C. C. Starkweather, Detroit.  
 Grand Page—H. D. Ranney, Saginaw.  
 Grand Sentinel—A. W. Stevenson, Muskegon.  
 Grand Chaplain—Chas. R. Dye, Battle Creek.  
 Next Grand Council Meeting—Jackson.

**Lively Notes From a Lively Town.**

Owosso, Aug. 13—Last week a nice looking gentleman went out with the writer to show us how to sell axle grease. First town we struck we called on a hardware merchant and the spiel Fitz gave him on the easy running propensities of that grease put any line of talk on the blink that we had ever before listened to. The merchant fell for it and allowed it that grease would do what is cracked up to accomplish he would stand for a nice large fat order. A farmer who had just bought a new lumber wagon which stood out in front while waiting to have his team shod remarked that if that grease would make a wagon run as easily as was claimed for it he wanted a can. Fitz, not to be outdone, was willing to demonstrate and the three went out and greased the wagon good and proper. While the farmer was standing around and Fritz was getting the order in, the farmer looked out and there was the wagon going down the road all alone. The merchant and the farmer and the axle grease man all took after it and we haven't seen any of the three gentlemen since. Pretty slippery grease that!

Fred Hanifin, who has been reading up on agricultural harmonizing, became particularly interested in the farmer who specialized on colors and was raising chickens the same color as his cows. Yesterday when Mrs. Hanifin went down town to purchase a rug, Fred insisted in lending his assistance in the selection of colors that would match the cat. Fred is a fastidious cuss and somewhat astute at times, but not bad all the time.

W. S. Lamb, of Vernon, has added a line of groceries to his meat market.

G. W. Finch & Son have purchased the grocery stock of C. H. Rhodes, also the Hickory street stock of E. D. Horn, both of Owosso, which will be conducted as the Finch cash grocery. Honest Grocerman.

**Honors For Father of State Good Roads.**

Elaborate plans are being made for the Good Roads Field day to be observed in Cass City, on August 24. At this time a monument to the memory of Horatio S. Earle, father of good roads in Michigan, will be erected a mile out of Cass City at the point where the first mile of state reward road was built some years ago.

Motorists from all parts of the State will make the pilgrimage to

the Thumb town by automobile to do homage to the man who fought the early battles for good roads in Michigan when the average citizen was ready to accuse a man of having ulterior motives when he spoke of the need or possibility of building better roads. Mr. Earle, with the Detroit delegation, will motor to Saginaw, and in that city all the visitors will assemble for the final drive to Cass City on the morning of August 24.

William H. Loutit, of Grand Haven, President of the West Michigan Pike Association and one of the liveliest road boosters in Western Michigan, is at the head of the committee having the arrangements in charge. Mr. Loutit reports that the programme is about completed and that on it will be a number of the best known men in Michigan as speakers.

**Working Together.**

Better and more effective work, a New Jersey chamber of commerce has found, can be done by organizing its membership into divisions. The retail merchants' division, the retail grocers' division, and the automobile division, are the three that have done exceptionally good work.

One hundred and five retail merchants organized in the retail merchants' division have, for a period of two years, engaged in an extensive advertising campaign covering the community within a radius of forty miles. This co-operative spirit has greatly improved shopping conditions in the city. Much trade that formerly went elsewhere has been retained. Store owners have come to know each other and rules and regulations on the exchange and approval of merchandise have been formulated and adhered to. At least twelve special trade days throughout the year have been held, and it has all been done at a small cost to each merchant.

Members of the division are known by an emblem affixed to their store windows. The motto of the organization is "quality and service."

The retail grocers' division has proved a big help to the grocers in meeting outside competition. These grocers have adopted an emblem and run consolidated and co-operative advertising each week. By forming a purchasing bureau they are able in many instances to make exceptional prices.

The automobile division has held two very successful automobile shows. The last one was so successful that 80 per cent. of the amount of money paid by the exhibitors for space was rebated and it is anticipated that next year the show can be held without any expense to the exhibitor. Harry B. Salter.

**Keeping Track of Competitors.**  
 "Our plan of assigning each man who has a responsible position in our organization to watch one or two competitors has been very successful," says an executive of a company in a line where rivalry runs high. "Each man keeps an eye out for advertising and sales plans, and all other information about the particular concern assigned to him. Thus we always have in the organization someone who knows everything we can know about our competitors. It has been the source of a great many suggestions that have benefited our own business."

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

**ELI CROSS**  
**Grower of Flowers**  
 And Potted Plants  
 WHOLESALE AND RETAIL  
 150 Monroe Ave. Grand Rapids

**NEW MERTENS**  
 FIRE PROOF  
 One half block East of the Union Station  
 GRAND RAPIDS MICH

Five Stories Completed April, 1917  
**HOTEL BROWNING**  
 GRAND RAPIDS NEWEST  
 Fire Proof. At Sheldon and Oakes.  
 Every Room with Bath.  
 Our Best Rooms \$2.00; others at \$1.50.  
 Cafeteria - Cafe - Garage

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

**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 9:00 P.M.**

**Chicago Boats**  
 DAILY  
 9:00 P. M.  
 VIA  
**Muskegon Interurban** (Train with Electric Star)  
 and  
**Goodrich Line**  
 The All Year Route  
**FARE \$3.00**  
**Grand Rapids Station**  
 162 N. Ottawa Ave.  
**City Ticket Office**  
 127 Pearl St., N. W.

**Your Citizens Phone**



Places you in touch with 240,000 telephones in Michigan; also with points outside the state.

117,000 Telephones in Detroit  
 16,127 Telephones in Grand Rapids

**DIRECT COPPER METALLIC LONG DISTANCE LINES**

**Citizens Telephone Company**

## GONE TO HIS REWARD.

## Sudden and Unexpected Death of David S. Haugh.

D. S. Haugh, one of the oldest and strongest grocery salesmen of this market, died at his home at 6 o'clock this morning as the result of an attack of pleurisy. Mr. Haugh came home feeling ill August 3 and immediately took to his bed. Dr. Boise did not consider the illness at all serious and insisted that the patient would surely recover. Mr. Judson called at the house yesterday afternoon and was assured by Mrs. Haugh that she felt much encouraged over Mr. Haugh's condition and confidently believed he would recover. He grew worse during the night, however, and passed away shortly after daybreak. The two sons were immediately notified by wire and are now on their way to Grand Rapids to co-operate with the widow in making arrangements for the funeral, which will be conducted under the auspices of the Knights Templar. The funeral will probably be held at the family residence, 527 Terrace avenue. The interment will be in Oakhills cemetery.

Mr. Judson, with whom Mr. Haugh had been associated nearly twenty-four years, is very much affected over the death of his friend, who had always been regarded as one of the most loyal members of the Judson business family. The relations of the deceased with Mr. Judson were more than that of an employe to an employer, on account of the close personal friendship which existed between the two for so many years.

## Biographical.

There are a few men who have gathered up in their own experience a large proportion of the grocery business of Michigan, who have taken a more intimate part in the development of the business and whose personal history can not be written without involving much of the history of the trade. Such a man was D. S. Haugh, whose career was always characterized by enterprise, by ability, by sterling integrity. He had been a part of the development of the Northern part of Michigan during the past forty years. He kept his heart young, his mind active and his sympathies keen, so that up to the day of his death he was an active and useful factor in the grocery business.

Mr. Haugh's life was an exceptionally active and an exceptionally useful one. While the outcome of his activities were not personal wealth of the sort that can be counted in hundreds of thousands, it brought him a wealth of esteem and affection. It brought him the higher rewards of work well done, of kindness to others and of no ordinary influence in behalf of the best interests of the grocery trade of Michigan.

David Spencer Haugh was born in Galen township, Wayne county, N. Y., Jan. 26, 1852, and lived there until 8 years of age, when he removed with his parents to Johnstown, Barry county, this State, where the family remained nine years. In the meantime, his father served in the army, and David, being the oldest of five

children, was practically the head of the family during his father's absence. In 1869 he returned with his parents to Wayne county, N. Y., leaving there in the fall of 1872 to go to Battle Creek, where he entered the employ of C. B. Parker, hat, cap and fur dealer. Mr. Parker dying fifteen months afterward, Mr. Haugh entered the employ of C. R. Thompson, grocer, remaining with him four years and going thence to Nashville, where he was identified with L. J. Wheeler, general dealer, for two years. About this time he conceived the idea that he was cut out for a traveling salesman, and, acting on that impulse, he sought and obtained employment in the wholesale and retail grocery house of Rice & Moore, which occupied the corner store where the Grand



The Late David S. Haugh.

Rapids Savings Bank is now located. This change took place Jan. 1, 1879, so that on next New Year's day Mr. Haugh could have celebrated the completion of thirty-eight consecutive years as a wholesale grocery salesman. He was the only traveling representative of that house, covering all the available towns on the G. R. & I., North and South, C. & W. M., Michigan Central, L. S. & M. S., F. & P. M., and Newaygo division. Three years later he dropped all but the G. R. & I., North and the F. & P. M. July 23, 1883, he changed to Cody, Ball & Co., taking the entire territory on the G. R. & I., North of Morley, and making a point of seeing his trade regularly every three weeks. He continued in this position for ten and one-half years, retiring from the house January 1, 1894, to accept a similar position with the Judson Grocer Company. His territory comprised all the available towns on the G. R. & I., North of Petoskey, and on the P. M., North of Traverse City. He saw his trade every two weeks and his visits had long come to be looked forward to with pleasure as well as profit by his customers.

Mr. Haugh was married October 18, 1876, to Miss Harriet L. Warburton, of Maple Grove. Two sturdy boys blessed the union—Clarence D., aged 28, and Frank E., aged 26. The former represented the Judson Grocer Company in the Petoskey district for five years. Both boys are well grounded in life and are a credit to themselves and their parents.

Mrs. Haugh died several years ago, after a long and lingering illness. Mr. Haugh was married Oct. 16, 1916, to Mrs. Millicent Wever, who survives him. The union was an exceedingly happy one and received the hearty approval of Mr. Haugh's sons and the friends of both parties.

Mr. Haugh was a member of the U. C. T. and was a Mason all the way up to the Shrine and Templar degrees. If he had any hobby outside of groceries and masonry, his friends never discovered it.

Mr. Haugh was a quiet, unassuming man, never taking time to tell funny stories or engage in lengthy conversations which were devoid of a business bearing. He attended to his duties faithfully, seldom allowing anything to interfere with their prosecution and never going out of his way to introduce a subject foreign to his ideas of what constituted a "strictly business" career. He attributed his success as a salesman to the fact that he sold his customers just what they needed and never over-estimated his goods. He always endeavored to interest himself in his trade and to get them to feel an interest in him and his goods.

## This Is Not a Bear Story.

Ishpeming, Aug. 13—One night recently a ford car was being driven from Michigamme to Herman. The driver, who was an Americanized Finn, and a good citizen, was perfectly sober. His ford was working splendidly, and he was bowling along in expectation of a good supper despite the lateness of the hour. While going through the big timber west of Nestoria several miles, he saw ahead of him in the road four burning lights, red as fire. Two were on the right-hand of the road he was going over, and the other two held place on the left-hand track. He had worked in the woods and was accustomed to the luminous, sulphurous glow from rotten wood. This was a little different. He saw no movement of the glowing spots so he speeded up his engine a bit resolved to take the danger spot at the best speed the car was capable of. In an instant he was on the scene. He heard a soft thud, and the impact was as if he had hit a bag filled with grain. He stopped the car and went back to investigate, as he discovered the four red lights no longer glowed. And what do you suppose he found? Two wolves dead on the road. They were more than six months old, and he put the animals in his car and went on his way. The next day he went to L'Anse with the scalps and secured the bounty. The bounty was \$27 for a wolf, so that he earned \$54 by getting the wolves. Had he held the scalps until August 10, he would have received \$70. It's a good story and absolutely true, because we talked with the man who owns and drove the car and he had a paper to show he had received the bounty. The record of Baraga county will also substantiate the story. If there is any car that can beat this as a wolf killer we would like to hear about it. Some meanly disposed people, jealous of the ford owners, say one of these cars will kill a man to ride in to say nothing of killing a wolf by running over it, but it is a pretty good car that can get a wolf right in the open road.

George A. Newett.

W. J. Klein has recovered from his recent illness and resumed his calls on the Eastern Michigan trade of the Michigan Hardware Company.

## No Compulsory Military Training in England.

Cedar, Aug. 14—Would it be possible for you to inform me if they have compulsory military training in England? I have a little wager that they have and that it has been in force before Jan. 1, 1917. Any information you could give me regarding this would be greatly appreciated.

J. J. Shonek.

So far as the Tradesman's information goes, there has never been compulsory military training in England.

All of the Teutonic countries, Switzerland and several other nations have maintained such training for many years.

Strange to say, England was not forced to resort to the draft, as America has done, until one year ago. All of the armies sent over from England prior to that time were raised by voluntary enlistment.

The same is true of Canada, which depended solely on voluntary enlistment until about a month ago, when the Canadian Parliament enacted a draft law, very similar in its provisions to the American conscription measure. This was done to force action by the French Canadians in the Eastern provinces of Canada, who have reversed historical precedent by standing out in opposition to the war. Although of French descent, they have permitted the men of Central and Western Canada to fight for the liberty of France and refrained from taking any part in the great conflict. Even now they announce their intention of opposing the draft and seceding from Canada, if necessary, to defeat the attempt of the Canadian government to send more soldiers to the front. Their position in this matter is unexplainable.

## Late Banking News.

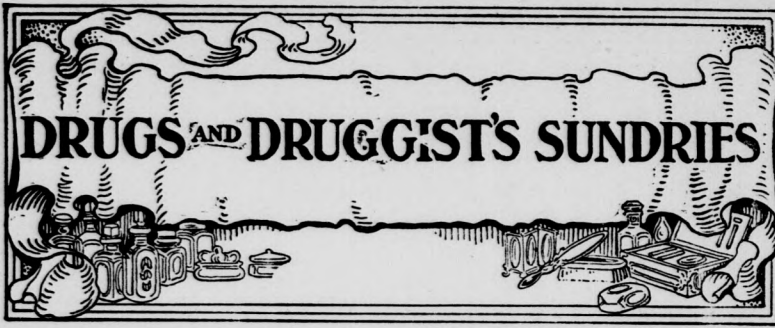
Pontiac—The Pontiac Savings Bank has engaged architects to prepare plans for remodeling the interior of the bank's offices. The architects will receive bids on separate contracts.

Roscommon—The Roscommon State Bank is doing a real work for the farmers in its county. The Bank already has furnished forty-one graded Holstein cows to farmers, at cost, taking the farmer's note for a year and insuring each animal for that length of time. The notes bear 7 per cent. interest and the farmer turns in half of his cream check each week as part payment. The bank retains security on the cow and its off-spring. The first day the local creamery opened its doors it took in 1,100 pounds of cream.

William Judson spent five days last week on a trip to Buffalo and Niagara Falls with his family. They went from Detroit to Buffalo by boat, putting in the remainder of the time at Niagara Falls and near-by American and Canadian points.

Peter Van Dommelen and H. E. Shaw, for many years associated with the Limbert Furniture Co. of Holland, have formed a copartnership and taken over the plant of Snyder Furniture Co., increasing the capital stock from \$25,000 to \$86,750.

The business pessimist is an enemy of his country just now. Shoot him with steady optimism!



**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.  
 Future Meetings—Houghton, August 22 and 23; Grand Rapids, Nov. 20, 21 and 22.

**Michigan State Pharmaceutical Association.**

President—P. A. Snowman, Lapeer.  
 Secretary—F. J. Wheaton, Jackson.  
 Treasurer—E. E. Faulkner, Delton.  
 Next Annual Meeting—Detroit.

**Michigan Pharmaceutical Travelers' Association.**

President—W. F. Griffith, Howell.  
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

**Drugs and Chemicals Still Advancing.**

Prices of drugs and chemicals continue to rise, although few phases of the situation present themselves. The same factors responsible early in the war for the upheaval in values are still to a large extent operative. The chief reason, of course, is that the importation of these products has been cut off. Furthermore, there has developed such an unprecedented demand from European countries for every kind of drug and chemical that exports have greatly increased. American products are finding a ready market abroad—both crude and manufactured goods are going forward.

The situation is aggravated because some of the crude materials used in the manufacture of these necessities are no longer available for refining purposes. Increasing scarcity of ocean tonnage is indirectly responsible for the further contraction of imports. High freight and insurance rates must also be reckoned with. The result is a state of general uncertainty and fluctuation in prices.

A comparison of prices quoted on chemicals and drugs before the war, in the early part of 1917, and at the present time shows that the situation has grown steadily worse. Saccharine, a German product, which sold at \$1.15 per pound in July, 1914, jumped to \$35 in the early part of the current year and now holds at \$46 per pound. In fact, it is practically out of the market.

The prevailing opinion among the men who handle chemicals and drugs is that there is no relief in sight at the present time. What changes there are in market values will be but temporary, they say, since there is no steady import trade. When a supply of drugs comes in the situation is relieved for a short time and prices drop. But as soon as the heavy demand is felt, as is invariably the case, the supply becomes exhausted and conditions become the same as before.

The following table shows the pre-

vailing prices prior to the war, and in the early part of 1917, as compared with the prices quoted now, at the end of the third year of the war. The unit of weight, except when otherwise specified, is the pound avoirdupois.

	1914 July 31	1917 Feb. 1	1917 Current
Opium	\$7.45	\$14.50	\$23.00
Morphia, sulph.	4.70	7.80	9.80
Acetphenetidin	.80	20.00	19.00
Alcohol, U.S.P., gals.	2.52	2.72	4.08
do denatured, gals.	.34	.65	1.00
Antipyrine, bulk	.22	1.25	23.00
Caffeine alk.	3.65	10.75	11.00
do citrated	3.00	6.75	7.50
Chloral hyd., jars	.29	1.28½	1.55
Cocaine—			
Alkaloid, oz.	1.60	5.00	7.00
Coumarin	3.15	11.00	18.00
Codeine sulph., oz.	5.50	9.30	10.05
Glycerine, C. P.	.19½	.52	.63
do dynamite	.19¼	.50	.62½
Paris green, kegs	.13	.30	.44
Quicksilver, flasks	35.00	84.00	115.00
Saccharine	1.15	19.00	46.00
Sugar of milk, p'd.	.13½	.35	.40
Thymol, crys.	2.75	11.50	17.00
Venice turp., true	.23	3.35	3.75
Acids—			
Benzoic, ex. gum.	.85	11.00	3.60
Balsams—			
Copaiba, S. A.	.40	67½	.90
Peru	1.40	3.25	4.25
Fir, Canada	8.75	5.50	6.00
Roots—			
Sarsap., Mex.	.30	.14½	.26
Flowers—			
Arnica	.11½	1.10	2.40
Gums—			
Arabic, amber s'ts	.09¼	.15½	.31
Asafoetida, lump.	.23	.85	1.50
Camphor, dom.	.44½	.86½	.94½
Leaves—			
Belladonna	.50	1.35	1.60
Buchu, long	1.30	1.25	1.30
Oils—			
Codliver, N.F., bbls.	70.00	78.00	
do Norwg., bbls.	17.00	112.00	115.00
Haarlem	1.65	3.40	6.50
Olive, yellow	1.05	1.25	1.75
Arsenic, white	.03	.09	.16½
do, red	.05½	.25	.50
Epsom salts, 100 lbs.	.65	2.25	4.25
Formaldehyde	.08½	.12	.16½
Potash—			
Permanganate	.08¾	4.00	4.00
Prussiate, yellow	.12½	.92½	1.06
Soda—			
C'stic, 76% 100 lbs.	1.80	4.25	7.35
Sulphur flour, 100 lbs.	2.00	2.10	3.85

**Difference of Opinion.**

Recruit: "If you was to put the lid on, you wouldn't get so much dust in the soup."

Cook: "See here, me lad, your business is to serve your country."

Recruit: "Yes, but not to eat it!"

**Birth of Bromo Seltzer.**

A man named Isaac Emerson owned a drug store. One morning a male individual who appeared to be much the worse for wear as a result of his efforts of the night before, alcoholically speaking, entered the store and asked for something that would "put him on his feet."

The prescription clerk retired to those fume-laden precincts behind the big glass partition, measured and mixed for a few moments, and soon emerged bearing a preparation of flaky white.

"Take this," said the clerk.

The man did, and walked out.

Two or three mornings later he was back again.

"Let me have some of that stuff you gave me the other day," he said. "I met some more friends last night and feel like an unredeemed promise."

The prescription clerk measured and mixed some more.

Isaac Emerson, proprietor, overheard the conversation.

"What was that you gave him?" he asked the clerk. And the clerk, dutifully, told him.

Isaac Emerson had an idea. He planted it, and nursed it when it began to grow, and now the big Emerson Hotel in Baltimore, and a flock of other buildings, and acres of real estate, bear testimony to the worth of that idea and give evidence that Bromo Seltzer has made money.

**Cleaning the Windows.**

"To properly clean store windows is an art in itself," says a grocery clerk. "On the inside I never use soap or powder of any kind but use only warm water and a piece of chamois. Then I wipe this off dry with another piece of chamois leather and polish with cheesecloth. The outside of the window I wash with one ounce pulverized whiting, one ounce grain alcohol, one ounce liquid ammonia, and this mixture put into about a pint of water. This washing compound should only be used after the window has been sprayed to remove all the surface dirt. The window should be allowed to dry and then be rubbed with a soft cloth. If there are bad scratches on the glass I apply a filler consisting of white wax dissolved in pure turpentine. This is the way I take care of my windows, and if I do say it myself, they always look pretty fair."

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

**Criterion**  
**WALL PAPERS**  
**PAINTS**  
**WINDOW SHADES**  
**HEYSTEK & CANFIELD CO.**  
**GRAND RAPIDS, MICH.**

**Signs of the Times**  
**Are**  
**Electric Signs**

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

**THE POWER CO.**  
 Bell M 797      Citizens 4261

**LAC-A-FLY**  
 "The Perfect Fly Killer"



**Puff Lac-a-fly high in air!**

Watch it rise like **smoke** and catch the demon fly on the **ceiling**—in the air—on the **stock**—everywhere!

**Lac-a-fly is absolutely harmless to man. Has a pleasant odor.**

Kills **every fly** in your place in **one night** at a cost of one to ten cents according to the size of your store

**Over 75,000 Merchants**

now use and endorse Lac-a-fly. Scores of the largest retailers in the world are among them.

**Sold on a money-back** guarantee through wholesale Grocers, Baker's and Butcher's Supply Houses exclusively.

**For merchants' use only—not sold at retail.**

NOTE—Merchants who have large places, usually order a \$2.50 pkg. and a \$1.00 pump blower. Those having small stores, a \$1.50 pkg. and a \$1.00 pump blower. Two sizes only. Manufactured only by

**Pontiac Exterminating Co.**  
 Dept. 10      Pontiac, Michigan

**It's Pure, That's Sure**

**Piper Ice Cream Co.**  
**Kalamazoo, Michigan**

**Activities in Michigan Cities.**  
Written for the Tradesman.

The retail price of milk has advanced from 8 to 9 cents a quart at Corunna.

A survey made of the war gardens at Saginaw, West Side, shows 334 acres, of which 275 acres have been planted to potatoes.

Marshall's newest industry is the All Season Top Co., which has started manufacturing operations in the factory of the Page Bros. Buggy Co.

Marquette has passed an ordinance forbidding the sale or use of fireworks in that city after Jan. 1, 1918.

Dean Cooley of the U. of M., Ann Arbor, is combing the country for instructors in chemical engineering. Of the faculty of seven professors in this branch six are away on leave of absence in active war duty. There are more than 200 students at the University specializing as chemical engineers and this course must be dropped unless teachers can be found.

Manistee is vigorously opposing the action taken by the Michigan East & West Railway, which asks the privilege of tearing up its tracks and going out business. The City Council has passed a resolution which intimates there may be an agreement between this road and the Pere Marquette which will give the latter a virtual monopoly of the city's transportation facilities.

The Manistique Chamber of Commerce has arranged for the opening of a city market Aug. 24. The tabernacle site on Cedar street has been

chosen and it is planned to hold markets once a week. Business men have donated prizes to encourage farmers to bring in their produce.

Members of the police and fire departments of Battle Creek have been granted a 5 per cent. increase in wages, dating from Aug. 15. It is the second raise this year, a 10 per cent. advance having been made in April.

Bay City will vote Nov. 5 on the new charter and commission form of government.

Constantine is building a new municipal lighting plant and waterworks. Almond Griffen.

**Proof That Courtesy Pays.**

The value of unflinching courtesy was impressed on a Minnesota grocer one-day when his store was crowded. A well-dressed woman pushed forward in an effort to have him wait on her, but he politely put her off and waited on a workingman who had been there before her. By the time he had been served the woman's discomfiture had had time to cool.

The merchant soon noticed a steady flow of new customers who told him that their janitor had recommended his grocery as the best and cheapest in the neighborhood. He could not understand the large amount of this business he was getting until by chance he learned that the poorly dressed laborer whom he had served in his turn some weeks before was the janitor of several large apartment houses nearby.

W. B. Mayer.

**WHOLESALE DRUG PRICE CURRENT**

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

Acids		Cubeb		Capsicum	
Boric (Powd.)	17@ 25	Cubeb	7 25@7 50	Capsicum	@ 1 55
Boric (Xtal)	17@ 25	Eigeron	1 75@2 00	Cardamon	@ 1 75
Carbolic	61@ 65	Eucalyptus	1 25@1 35	Cardamon, Comp.	@ 1 25
Citric	36@ 90	Hemlock, pure	1 50@1 75	Catechu	@ 95
Muriatic	3@ 5	Juniper Berries	20 00@20 20	Cinchona	@ 95
Nitric	3@ 15	Juniper Wood	2 75@3 00	Colchicum	@ 1 90
Oxalic	60@ 70	Lard, extra	1 90@2 00	Cubeb	@ 1 80
Sulphuric	3@ 5	Lard, No. 1	1 85@1 95	Digitalis	@ 1 10
Tartaric	1 05@1 60	Lavender Flow.	7 00@7 25	Gentian	@ 1 15
Ammonia		Lavender, Gar'n	1 25@1 40	Ginger	@ 1 55
Water, 26 deg.	10@ 15	Lemon	2 00@2 25	Guaiaic	@ 1 40
Water, 18 deg.	6 1/2@ 12	Linseed, boiled bbl.	@ 1 26	Guaiaic, Ammon.	@ 2 25
Water, 14 deg.	5 1/2@ 11	Linseed, bld less	1 41@1 45	Iodine	@ 2 10
Carbonate	14 @ 16	Linseed, raw, bbl.	@ 1 25	Iodine, Colorless	@ 2 10
Chloride	25 @ 35	Linseed, rw, less	1 40@1 44	Iron, clo.	@ 1 20
Balsams		Mustard, true, oz.	@ 2 25	Kino	@ 1 25
Copaiba	1 40@1 65	Mustard, artifil oz.	@ 2 00	Nux Vomica	@ 1 45
Fir (Canada)	1 25@1 50	Neatsfoot	1 80@1 95	Opium	@ 7 50
Fir (Oregon)	40@ 50	Olive, pure	3 00@4 50	Opium, Camph.	@ 1 25
Peru	5 50@5 75	Olive, Malaga,		Opium, Deodorz'd	@ 9 00
Tolu	75@1 00	yellow	2 40@2 50	Rhubarb	@ 1 05
Barks		Olive, Malaga,		Paints	
Cassia (ordinary)	25@ 30	green	2 40@2 50	Lead, red dry	13 1/4@13 3/4
Cassia (Saigon)	90@1 00	Orange, Sweet	4 25@4 50	Lead, white oil 13	@13 1/2
Elm (powd. 35c)	30@ 35	Origanum, pure	@ 2 50	Lead, white oil 13	@13 1/2
Sassafras (pow. 35c)	@ 30	Origanum, com'l	@ 75	Ochre, yellow bbl.	@ 1 1/2
Soap Cut (powd.)		Pennyroyal	2 25@2 50	Ochre, yellow less 2	@ 5
35c	23@ 25	Peppermint	4 00@4 25	Putty	@ 3@ 6
Berries		Rose, pure	26 00@28 00	Red Venet'n bbl.	1 1/2@ 5
Cubeb	1 20@1 30	Rosemary Flows	1 50@1 75	Red Venet'n less	2@ 5
Fish	15@ 20	Sandalwood, E.		Whiting, Amer.	25@ 30
Juniper	10@ 15	I.	15 00@15 20	Whiting, bbl.	@ 3
Prickley Ash	@ 30	Sassafras, true	1 50@1 75	Whiting, 3 1/4	@ 6
Extracts		Sassafras, artifil	1 50@ 60	L. H. P. Prep'd.	2 15@2 25
Licorice	55@ 60	Spearment	3 00@3 25	Miscellaneous	
Licorice powdered	85@ 90	Sperm	1 15@1 25	Acetanalid	65@ 72
Flowers		Tansy	3 50@3 75	Alum	10@ 12
Arnica	@ 3 00	Tar, USP	30@ 40	Alum, powdered and	
Chamomile (Ger.)	75@1 00	Turpentine, bbls.	@ 48	ground	12@ 15
Chamomile Rom.	2 00@2 20	Turpentine, less	55@ 60	Bismuth, Subnitrate	3 60@3 70
Gums		Wintergreen, tr.	5 50@5 75	Borax xtal or	
Acacia, 1st	75@ 80	Wintergreen, sweet		powdered	10@ 15
Acacia, 2nd	65@ 75	birch	4 00@4 25	Cantharades po	2 00@6 00
Acacia, Sorts	45@ 50	Wintergreen art	1 25@1 50	Calomel	2 56@2 60
Acacia, powdered	60@ 70	Wormseed	6 50@6 75	Capsicum	35@ 40
Aloe (Barb. Pow)	30@ 40	Wormwood	4 75@5 00	Carmine	6 50@7 00
Aloe (Cape Pow)	20@ 25	Potassium		Cassia Buds	@ 40
Aloe (Soc. Pow. 60)	@ 55	Bicarbonate	1 90@2 00	Cloves	35@ 40
Asafoetida	@ 2 25	Bichromate	55@ 60	Chalk Prepared	6@ 8 1/2
Asafoetida, Powd.		Bromide	1 70@2 00	Chalk Precipitated	7@ 10
Pure	@ 2 50	Carbonate	1 60@1 75	Chloroform	85@ 93
Camphor	99@1 02	Powdered	60@ 65	Chloral Hydrate	1 92@2 12
Guaiaic	45@ 50	Chlorate, gran'r	95@1 00	Cocaine	9 15@9 35
Guaiaic, powdered	@ 60	Chlorate, xtal or		Cocoa Butter	60@ 70
Kino	70@ 75	powd.	70@ 75	Corks, list, less 55%	
Kino, powdered	75@ 80	Cyanide	@ 1 25	Copperas, bbls.	@ 2
Myrrh	@ 40	Iodide	3 50@3 60	Copperas, less	2 1/2@ 7
Myrrh, powdered	@ 50	Permanaganate	@ 25	Copperas, powd.	4@ 10
Opium	35 00@35 20	Prussiate, yellow	@ 1 50	Corrosive Sublim.	2 30@2 40
Opium, powd.	35 00@35 20	Prussiate, red	@ 3 50	Cream Tartar	60@ 65
Opium, gran.	35 00@35 20	Sulphate	@ 90	Cuttlebone	65@ 70
Shellac	75@ 80	Roots		Dextrine	10@ 15
Shellac, Bleached	90@ 95	Alkanet	2 00@2 10	Dover's Powder	3 75@4 00
Tragacanth	2 50@3 00	Blood, powdered	20@ 25	Emery, all Nos.	6@ 10
Tragacanth powder	2 50	Calamus	50@3 50	Emery, powdered	5@ 8
Turpentine	10@ 16	Elecampane, pwd.	15@ 20	Epsom Salts, bbls.	@ 5 1/2
Insecticides		Gentian, powd.	30@ 35	Epsom Salts, less	6@ 10
Arsenic	23@ 30	Ginger, African,		Ergot	1 25@1 50
Blue Vitriol, bbl.	@ 12	powdered	20@ 25	Ergot, powdered	2 75@3 00
Blue Vitriol less 12 1/2	@ 20	Ginger, Jamaica,		Flake White	15@ 20
Bordeaux Mix Dry	22 1/2@ 30	powdered	22@ 30	Formaldehyde lb.	19@ 27
Hellebore, White		Ginger, Jamaica,		Gelatine	1 75@1 85
powdered	33@ 45	powdered	22@ 30	Glassware, full cs.	65%
Insect Powder	40@ 60	Golden Seal pow.	8 00@8 20	Glassware, less 54%	
Lead, Arsenate	20@ 40	Ipecac, powd.	3 25@3 50	Glauber Salts, bbl.	@ 1 1/2
Lime and Sulphur		Licorice	35@ 40	Glauber Salts less	2@ 5
Solution, gal.	15@ 25	Licorice, powd.	30@ 40	Glue, Brown Grd.	25@ 35
Paris Green	55@ 60	Orris, powdered	30@ 35	Glue, White	30@ 35
Ice Cream		Poke, powdered	20@ 25	Glue, White Grd.	30@ 35
Piper Ice Cream Co.,		Rhubarb	75@1 00	Glycerin	73@ 85
Kalamazoo		Rhubarb, powd.	75@1 25	Hops	45@ 60
Bulk Vanilla	80	Rosinweed, powd.	25@ 30	Iodine	4 50@4 60
Bulk Special Flavored	90	Sarsaparilla, Hond.		Iodoform	4 60@4 80
Brick, Plain	25	ground	75@ 80	Lead, Acetate	5 68@5 75
Brick, Fancy	30	Sarsaparilla Mexican,		Lycopodium	@ 2 00
Leaves		ground	35@ 40	Mace	@ 2 00
Buchu	1 75@1 85	Squills	35@ 40	Mace, powdered	85@ 90
Buchu, powdr'd	1 85@2 00	Squills, powdered	45@ 65	Menthol	4 25@4 50
Sage, bulk	67@ 70	Tumeric, powd.	13@ 20	Morphine	13 00@13 65
Sage, 1/4 loose	72@ 78	Valerian, powd.	@ 1 00	Nux Vomica	22 1/2@ 30
Sage, powdered	55@ 60	Seeds		Nux Vomica, pow.	@ 20
Senna, Alex	70@ 75	Anise	25@ 40	Pepper, black pow.	35@ 40
Senna, Tinn.	40@ 45	Anise, powdered	40@ 45	Pepper, white	@ 45
Senna, Tinn. pow.	50@ 55	Bird, Is	@ 10	Pitch, Burgundy	@ 15
Uva Ursi	18@ 20	Canary	10@ 15	Quassia	12@ 15
Oils		Caraway	85@ 90	Quinine	90@1 00
Almonds, Bitter,		Cardamon	1 80@2 00	Rochelle Salts	48@ 55
true	15 00@16 00	Celery (Powd. 50)	38@ 45	Saccharine, oz.	@ 3 00
Almonds, Bitter,		Coriander	36@ 45	Salt Peter	39@ 50
artificial	7 00@7 20	Dill	25@ 30	Seidlitz Mixture	41@ 45
Almonds, Sweet,		Fennel	90@1 00	Soap, green	20@ 25
true	1 35@1 60	Flax	7 1/2@ 12	Soap mott castile	22 1/2@ 25
Almonds, Sweet,		Flax, ground	7 1/2@ 12	Soap, white castile	
imitation	65@ 75	Foenugreek pow.	19@ 25	case	@ 13 00
Amber, crude	1 75@2 00	Hemp	8 1/2@ 12	Soap, white castile	
Amber, rectified	2 50@2 75	Lobelia	40@ 50	less, per bar	@ 1 40
Anise	2 00@2 25	Mustard, yellow	19@ 25	Soda Ash	4 1/2@ 10
Bergamont	8 00@8 25	Mustard, black	19@ 25	Soda Bicarbonate	2 1/2@ 6
Cajeput	1 35@1 60	Mustard, powd.	22@ 30	Soda, Sal	2@ 5
Cassia	2 75@3 00	Poppy	@ 1 00	Spirits Camphor	@ 75
Castor	2 70@2 80	Quince	@ 1 25	Sulphur, roll	4 9-10@ 16
Cedar Leaf	1 50@1 75	Rape	15@ 20	Sulphur Subl.	4 1/2@ 10
Citronella	1 00@1 25	Sabadilla	@ 35	Tamarinds	15@ 20
Cloves	3 50@3 75	Sabadilla, powd.	35@ 45	Tartar Emetic	@ 85
Cocoonut	40@ 50	Sunflower	7@ 10	Turpentine, Ven.	50@4 75
Cod Liver	4 75@5 00	Worm American	@ 25	Vanilla Ex. pure	1 00@1 50
Cotton Seed	1 65@1 75	Worm Levant	1 00@1 10	Witch Hazel	1 10@1 50
Croton	1 75@2 00	Tinctures		Zinc Sulphate	10@ 15

**HOLIDAY GOODS**  
**Druggists' Sundries**  
**Stationery**  
**Books and Novelties**

The sample lines of the above are now in Saginaw, Michigan, at 119-121 Franklin Street, South.

Our Mr. L. W. Hoskins is in charge and headquarters are at the Bancroft Hotel.

We advise early buying and shipping on account of conditions of the markets.

This exhibit will be in our store in Grand Rapids on or before September 1st.

An early date for your call at either location will be appreciated.

Yours respectfully,

**Hazeltine & Perkins Drug Co.**

Grand Rapids, Michigan

GROCERY PRICE CURRENT

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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

- Canned Blackberries.
Canned Pumpkin.
Canned Raspberries.
Fibre Pails.
Cod Fish.
Rape Seed.

DECLINED

Flour.

Index to Markets

By Columns

Table with columns for market categories (A, B, C, D, F, G, H, J, M, N, O, P, R, S, T, V, W, Y) and corresponding items like Ammonia, Baked Beans, Butter, etc.

Table with columns for market categories (1, 2) and corresponding items like Arctic Ammonia, Axle Grease, Baked Beans, etc.

CHEWING GUM: Adams Black Jack, Adams Sappota, Beeman's Pepsin, Beechnut, Chiclets, Doublemint, Flag Spruce, Hershey Gum, Juicy Fruit, Sterling Gum Pep, Sterling 7-Point, Spearmint, Wrigleys, Spearmint, 5 box jars, Spearmint, 6 box jars, Yucatan, Zeno, Smith Bros. Gum, Wrigleys 5 box lots, O. K. Gum.

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

CLOTHES LINE: No. 40 Twisted Cotton, No. 50 Twisted Cotton, No. 60 Twisted Cotton, No. 80 Twisted Cotton, No. 50 Braided Cotton, No. 60 Braided Cotton, No. 80 Braided Cotton, No. 50 Sash Cord, No. 60 Sash Cord, No. 72 Jute, No. 60 Sisal, Galvanized Wire.

COCOA: Baker's, Cleveland, Colonial, Colonial, Epps, Hershey's, Hershey's, Huyler, Lowney, Lowney, Lowney, Van Houten, Van Houten, Van Houten, Wan-Eta, Wilbur, Wilbur.

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

COFFEES ROASTED: Rio, Common, Fair, Choice, Fancy, Peaberry, Santos, Common, Fair, Choice, Fancy, Peaberry, Maracaibo, Fair, Choice, Mexican, Fair, Choice, Guatemala, Fair, Choice, Java, Private Growth, Mandling, Aukola, Mocha, Short Bean, Long Bean, H. L. O. G., Bogota, Fair, Fancy, Exchange Market, Steady, Spot Market, Strong Package, New York Basis, Arbuckle.

McLaughlin's XXXX, McLaughlin's XXXXX, package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extracts: Holland, 1/2 gro. bxs., Felix, 1/2 gross, Hummel's foil, 1/2 gro., Hummel's tin, 1/2 gro., CONDENSED MILK: Carnation, Tall, Carnation, Baby, Dundee, Tall, Dundee, Baby, Hebe, Tall, Hebe, Baby.

CONFECTIONERY: Stick Candy, Horehound, Standard, Standard, Small, Twist, Small, Jumbo, Jumbo, Small, Big Stick, Boston Sugar Stick.

Mixed Candy: Broken, Cut Loaf, French Cream, Grocers, Kindergarten, Leader, Monarch, Novelty, Paris Creams, Premo Creams, Royal, Special, Valley Creams, X L O.

Specialties: Auto Kisses (baskets), Bonnie Butter Bites, Butter Cream Corn, Caramel Bon Bons, Caramel Croquettes, Coconut Waffles, Coffy Toffy, National Mints 7 lb tin, Fudge, Walnut, Fudge, Choco, Peanut, Fudge, White Center, Fudge, Cherry, Fudge, Coconut, Honeysuckle Candy, Iced Maroons, Iced Gems, Iced Orange Jellies, Italian Bon Bons, Jelly Mello, AA Licorice Drops, 5 lb. box, Lozenges, Pep., Lozenges, Pink, Manchus, Molasses Kisses, 10 lb. box, Nut Butter Puffs, Star Patties, Asst., Chocolates: Assorted Choc., Amazon Caramels, Champion, Choc. Chips, Eureka, Climax, Eclipse, Assorted, Ideal Chocolates, Klondike Chocolates, Nabobs, Nibble Sticks, Nut Wafers, Ocoro Choc Caramels, Peanut Clusters, Quintette, Regina, Star Chocolates, Superior Choc. (light).

Pop Corn Goods: Without prizes, Cracker Jack with coupon, Cracker-Jack Prize, Checkers Prize, Cough Drops: Putnam Menthol, Smith Bros.

NUTS-Whole: Almonds, Tarragona, Almonds, California, soft shell Drake, Brazils, Filberts, Cal. No. 1 S. S., Walnuts, Naples, Walnuts, Grenoble, Pecan nuts, fancy, Pecans, Large, Pecans, Ex. Large, Shelled: No. 1 Spanish Shelled, Peanuts, Ex. Lg. Va. Shelled, Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Almonds, Jordan Almonds.

PEANUTS: Fancy H P Suns, Raw, Roasted, H P Jumbo, Raw, Roasted, CREAM TARTAR: Barrels or Drums, Square Cans, Boxes, Fancy Caddies, DRIED FRUITS: Apples: Evap'd Choice blk., Evap'd Fancy blk., Apricots: California, Citron: Corsican, Currants: Imported, 1 lb. pkg., Imported, bulk, Peaches: Muirs-Choice, Muirs-Fancy, Fancy, Peeled, Peel: Lemon, American, Orange, American, Raisins: Cluster, 20 cartons, Loose Muscatels, 4 Cr. 9, Loose Muscatels, 3 Cr. 8 1/2, L. M. Seeded, 1 lb 10 1/2 @ 10 1/2, California Prunes: 90-100 25 lb. boxes, 90-90 25 lb. boxes, 70-80 25 lb. boxes, 60-70 25 lb. boxes, 50-60 25 lb. boxes, 40-50 25 lb. boxes, FARINACEOUS GOODS: Beans: California Limas, Med. Hand Picked, Brown Holland, Farina: 25 lb. packages, Bulk, per 100 lb., Original Holland Rusk: Packed 12 rolls to container, 3 containers (40) rolls 3 80, Hominy: Pearl, 100 lb. sack, Maccaroni and Vermicelli: Domestic, 1 lb. box, Imported, 25 lb. box, Pearl Barley: Chester, Portage, Peas: Green, Wisconsin, bu., Split, lb., Sago: East India, German, sacks, German, broken pkg., Tapioca: Flake, 100 lb. sacks, Pearl, 100 lb. sacks, Minute, 36 pkgs., Minute, 10c, 3 doz., FISHING TACKLE: 1/2 to 1 in., 1 1/4 to 2 in., 1 1/2 to 2 in., 2 in., 3 in., Cotton Lines: No. 1, 10 feet, No. 2, 15 feet, No. 3, 15 feet, No. 4, 15 feet, No. 5, 15 feet, No. 6, 15 feet, No. 7, 15 feet, No. 8, 15 feet, No. 9, 15 feet, Linen Lines: Small, Medium, Large, Poles: Bamboo, 16 ft., per doz., Bamboo, 14 ft., per doz., Bamboo, 18 ft., per doz., FLAVORING EXTRACTS: Jennings D C Brand, Pure Vanilla, No. 1, 7/8 oz., No. 2, 1 1/4 oz., No. 4, 2 1/2 oz., No. 3, 2 3/4 oz., Taper, 2 25, 2 oz. Flat, Terpeneless, Pure Lemon, No. 1, 7/8 oz. Panel, No. 2, 1 1/4 oz. Panel, No. 4, 2 1/2 oz. Panel, No. 3, 2 3/4 oz. Taper, 2 25, 2 oz. Flat.

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FLOUR AND FEED

Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 13 80 Fancy Spring 15 00 Wizard Graham 13 00 Wizard Gran. Meal 11 00 Wizard Buckw't cwt. 6 00 Rye 12 50 Valley City Milling Co. Lily White 12 75 Light Loaf 12 35 Graham 5 30 Granena Health 5 40 Gran. Meal 5 30 Bolted Meal 5 20 Watson-Higgins Milling Co. New Perfection 12 75 Tip Top Flour 12 25 Golden Sheaf Flour 11 85 Marshalls Best Flour 13 00 Watertown Wisconsin Rye 12 00 Worden Grocer Co. Quaker, paper 13 00 Quaker, cloth 13 00 Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/8s 14 00 American Eagle, 1/4s 13 90 American Eagle, 1/2s 14 00 Spring Wheat Judson Grocer Co. Ceresota, 1/8s 14 80 Ceresota, 1/4s 14 70 Ceresota, 1/2s 14 60 Worden Grocer Co. Wingold, 1/8s cloth 15 00 Wingold, 1/4s cloth 14 30 Wingold, 1/2s cloth 14 80 Meal Bolted 10 80 Golden Granulated 11 00 Wheat Red 2 30 White 2 25 Oats Michigan carlots 92 Less than carlots 95 Corn Carlots 2 35 Less than carlots 2 40 Hay Carlots 20 00 Less than carlots 21 00 Feed Street Car Feed 87 00 No. 1 Corn & Oat Fd 87 00 Cracked Corn 87 00 Coarse Corn Meal 87 00

FRUIT JARS Mason, pts., per gro. 7 00 Mason, qts., per gro. 7 40 Mason, 1/2 gal. per gro. 9 85 Mason, can tops, per gro. 2 75 GELATINE Cox's, 1 doz. large 1 45 Cox's, 1 doz. small 90 Knox's Sparkling, doz. 1 75 Knox's 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 40 Plymouth Rock, Plain 1 25 GRAIN BAGS Broad Gauge, 12 oz. 24 Climax, 14 oz. 29 Stark, A, 16 oz. HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25

HIDES AND PELTS Hides Green, No. 1 23 Green, No. 2 22 Cured, No. 1 25 Cured, No. 2 24 Calfskin, green, No. 1 1 35 Calfskin, green, No. 2 3 1/2 Calfskin, cured, No. 1 33 Calfskin, cured, No. 2 3 1/2 Pelts Old Wool 75@2 00 Lambs 50@1 50 Shearlings 50@1 50 Tallow No. 1 @12 No. 2 @11 Wool Unwashed, med. @60 Unwashed, fine @55 HONEY A. G. Woodman's Brand. 7 oz., per doz. 20 oz., per doz. 3 25 HORSE RADISH Per doz. 90 JELLY 5lb. pails, per doz. 15lb. pails, per doz. 1 05 30lb. pails, per doz. 2 00

Jell-O

Assorted Case 3 doz. 2 85 Lemon (Straight) 2 85 Orange (Straight) 2 85 Raspberry (Straight) 2 85 Strawberry (Straight) 2 85 Chocolate (Straight) 2 85 Peaches (Straight) 2 85 Jell-O Ice Cream Powder. Assorted Case 3 doz. 2 85 Chocolate (Straight) 2 85 Vanilla (Straight) 2 85 Strawberry (Straight) 2 85 Lemon (Straight) 2 85 Unflavored (Straight) 2 85 Jiffy-Jell Straight or Assorted Per doz. 1 15 Per case, per 4 doz. 4 60 Seven Flavors: Raspberry, Strawberry, Cherry, Lemon, Orange, Lime, Pineapple.

JELLY GLASSES 1/2 pt. in bbls., per doz. 25 1/2 pt. in bbls., per doz. 27 8 oz. capped in bbls. per doz. 27 MAPLEINE 2 oz. bottles, per doz. 3 00 1 oz. bottles, per doz. 1 75 16 oz. bottles, per dz. 18 00 32 oz. bottles, per dz. 30 00 MINCE MEAT Per case 3 45 MOLASSES New Orleans Fancy Open Kettle 50 Choice 43 Good 37 Stock 37 Half barrels 2c extra Red Hen, No. 2 1/2 2 90 Red Hen, No. 5 2 90 Red Hen, No. 10 2 80 1/2 lb. 6 lb. box OLIVES Bulk, 1 gal. kegs 1 10@1 20 Bulk, 2 gal. kegs 1 05@1 15 Bulk, 5 gal. kegs 1 00@1 10 Stuffed, 5 oz. 1 10 Stuffed, 8 oz. 1 60 Stuffed, 14 oz. 2 50 Pitted (not stuffed) 14 oz. 2 50 Manzanilla, 8 oz. 1 10 Lunch, 10 oz. 1 50 Lunch, 16 oz. 2 60 Queen. Mammoth, 19 oz. 5 00 Queen. Mammoth, 28 oz. 6 25 Olive Chow, 2 doz. cs. per doz. 2 25 PETROLEUM PRODUCTS Iron Barrels Perfection 9 Red Crown Gasoline 20.5 Gas Machine Gasoline 34.9 V M & P Naphtha 20 Capitol Cylinder, Wood Bale 33.9 Capitol Cylinder, Iron Bale 32.9 Atlantic Red Engine 19.9 Winter Black 10.4 Polarine 37.9 PICKLES Medium Barrels, 1,200 count 9 50 5 gall bbls., 600 count 5 25 5 gallon kegs 2 20 Small Barrels 11 00 Half barrels 6 25 5 gallon kegs 2 50 Gherkins Barrels 14 00 Half barrels 6 75 5 gallon kegs 2 75 Sweet Small Barrels 24 00 Half barrels 11 50 5 gallon kegs 4 20 PIPES Clay, No. 216, per box Clay, T. D. full count 80 Cob 90 PLAYING CARDS No. 90, Steamboat 85 No. 15, Rival assorted 1 50 No. 20, Rover, enam'd 1 75 No. 572, Special 2 00 No. 98 Golf, Satin fin. 2 25 No. 808, Bicycle 2 25 No. 632 Tour'n't whist 2 50 POTASH Babbitt's, 2 doz. 1 90 PROVISIONS Barreled Pork Clear Back 42 00@43 00 Short Cut Clr 41 00@42 00 Bean 40 00@41 00 Brisket, Clear @43 00 Fig Clear Family 29 00 Dry Salt Meats S P Bellies 19 @20 Pure in tierces 22 1/2@23 Compound Lard 19 @19 1/2 80 lb. tubs 1/4 80 lb. tubs 1/2 50 lb. tubs 1/2 50 lb. tubs 1/4

20 lb. pails advance 1/2

10 lb. pails advance 1/2 5 lb. pails advance 1 3 lb. pails advance 1 Smoked Meats Hams, 14-16 lb. 25 1/2@26 Hams, 16-18 lb. 21 @22 Hams, 18-20 lb. 20 1/2@21 Ham, dried beef sets 29 @30 California Hams 21 @21 1/2 Picnic Boiled Hams 19 1/2@20 Boiled Hams 38 @39 Minced Hams 17 1/2@18 Bacon 33 @36 Sausages Bologna 15 Liver 12 Frankfort 17 Pork 14@15 Veal 11 Tongue 11 Headcheese 14 Beef Boneless 25 00@27 00 Rump, new 30 00@31 00 Pig's Feet 1/2 bbls. 1 75 3/4 bbls., 40 lbs. 3 40 1/2 bbls. 6 00 1 bbl. 12 00 Tripe Kits, 15 lbs. 90 1/2 bbls., 40 lbs. 1 60 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 35 Beef, rounds, set 19 @20 Beef, middles, set 45 @55 Sheep 1 15@1 35 Uncolored Butterline Solid Dairy 22 @25 Country Rolls 25 @27 Canned Meats Corned Beef, 2 lb. 6 60 Corned Beef, 1 lb. 3 40 Roast Beef, 2 lb. 6 60 Roast Beef, 1 lb. 3 40 Potted Meat, Ham Flavor, 1/4s 55 Potted Meat, Ham Flavor, 1/2s 1 00 Deviled Meat, Ham Flavor, 1/4s 55 Deviled Meat, Ham Flavor, 1/2s 1 00 Potted Tongue, 1/4s 55 Potted Tongue, 1/2s 1 00 RICE Fancy 8 @8 1/2 Bule Rose 8 @8 Broken ROLLED OATS Monarch, bbls. 10 00 Rolled Avena, bbls. 10 25 Steel Cut, 100 lb. sks. 5 10 Monarch, 90 lb. sks. 5 00 Quaker, 18 Regular 1 75 Quaker, 20 Family 5 60 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 20 Durkee's, small, 2 doz. 5 00 Snider's, large, 1 doz. 2 40 Snider's, small, 2 doz. 1 45 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 10 Wyandotte, 100 1/2s 3 00 SAL SODA Granulated, bbls. 1 40 Granulated, 100 lbs. cs. 1 50 Granulated, 36 pkgs. 1 40 SALT Common Grades 100 3 lb. sacks 2 15 70 4 lb. sacks 3 05 60 5 lb. sacks 3 05 20 10 lb. sacks 3 90 56 lb. sacks 48 28 lb. sacks 27 Warsaw 56 lb. sacks 26 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 43 Common Granulated, Fine 1 80 Medium, Fine 1 90 SALT FISH Cod Large, whole @11 Small, whole @10 1/2 Strips or bricks 12 1/2@16 Pollock @9 Holland Herring Standard, bbls. 13 50 Y. M., bbls. 15 00 Standard, kegs 85 Y. M. kegs 96 Herring Med. Fat Split, 200 lbs 8 00 Laborador Split 200 lb 10 00 Norway 4 K, 200 lbs. 16 50 Special, 8 lb. pails 70 Scaled, in boxes 17 Boned, 10 lb. boxes 17 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. 16 50 Mess, 40 lbs. 7 00 Mess, 10 lbs. 1 85 Mess, 8 lbs. 1 56 No. 1, 100 lbs. 15 50 No. 1, 40 lbs. 6 70 No. 1, 10 lbs. 1 75 Lake Herring 100 lbs. 4 00 40 lbs. 2 35 10 lbs. 58 8 lbs. 64 ANISE Canary, Smyrna 9 Caraway 75 Cardamon, Malabar 1 20 Celery 45 Hemp, Russian 7 1/2 Mixed Bhd 9 Mustard, white 20 Poppy 70 Rape 15 SHOE BLACKING Handy Box, large 3 dz. 3 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 43 SODA Boxes, English 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice, Jamaica 9@10 Allspice, lg. Garden @11 Cloves, Zanzibar @34 Cassia, Canton @20 Cassia, 5c pkg. doz. @35 Ginger African @15 Ginger, Cochin @20 Mace, Penang @90 Mixed, No. 1 @17 Mixed, 5c pkgs. dz. @45 Nutmegs, 70-80 @35 Nutmegs, 105-110 @30 Pepper, Black @30 Pepper, White @32 Pepper, Cayenne @22 Paprika, Hungarian Pure Ground In Bulk Allspice, Jamaica @16 Cloves, Zanzibar @40 Cassia, Canton @32 Ginger, African @24 Mace, Penang @1 00 Nutmegs @36 Pepper, Black @30 Pepper, White @30 Pepper, Cayenne @30 Paprika, Hungarian @45 STARCH Corn Kingsford, 40 lbs. 9 1/2 Muzzy, 48 lb. pkgs. 9 1/2 Kingsford Silver Gloss, 40 lb. 9 1/2 GLOSS Argo, 24 5c pkgs. 95 Silver Gloss, 16 3lbs. 9 1/2 Silver Gloss, 12 6lbs. 9 1/2 MUZZY 48 lb. packages 9 1/2 16 3lb. packages 9 1/2 12 6lb. packages 9 1/2 50 lb. boxes 6 3/4 SYRUPS Corn Barrels 16 Blue Karo, No. 1 1/2 2 doz. 3 05 Blue Karo, No. 2, 2 dz. 3 80 Blue Karo, No. 2 1/2, 2 doz. 4 60 Blue Karo, No. 5, 1 dz. 4 45 Blue Karo, No. 10, 1/2 doz. 4 30 Red Karo, No. 1 1/2, 2 doz. 3 20 Red Karo, No. 2, 2 dz. 4 05 Red Karo, No. 2 1/2 2dz. 5 00 Red Karo, No. 5, 1 dz. 4 85 Red Karo, No. 10 1/2 doz. 4 60 Pure Cane Fair 16 Good 20 Choice 25 Folger's Grape Punch Quarts, doz. case 6 00 TABLE SAUCES Halford, large 3 75 Halford, small 2 26 TEA Uncolored Japan Medium 20@25 Choice 28@32 Fancy 36@40 Basket-fired Med'm 28@30 Basket-fired Choice 35@37 Basket-fired Fancy 38@45 No. 1 Nibs 30@32 Siftings, bulk 9@10 Siftings, 1 lb. pkgs. 12@14 Gunpowder Moyune, Medium 28@33 Moyune, Choice 35@40 Moyune, Fancy 50@60 Ping Suey, Medium 25@30 Ping Suey, Choice 35@40 Ping Suey, Fancy 45@50 Young Hyson Choice 28@30 Fancy 45@56

Colong

Formosa, Medium 26@28 Formosa, Choice 32@35 Formosa, Fancy 50@60 English Breakfast Congou, Medium 25@30 Congou, Choice 30@35 Congou, Fancy 40@60 Congou, Ex. Fancy 60@80 Ceylon Pekoe, Medium 28@30 Dr. Pekoe, Choice 30@35 Flowery O. P. Fancy 40@50 TOBACCO Fine Cut Blot 1 45 Bugle, tin pail 4 50 Bugle, 10c 11 00 Dan Patch, 8 and 16 oz. 38 Dan Patch, 4 oz. 11 52 Dan Patch, 2 oz. 5 76 Fast Mail, 16 oz. 7 80 Hiawatha, 16 oz. 8 00 Hiawatha, 5c 5 76 May Flower, 16 oz. 9 38 No Limit, 8 oz. 1 95 No Limit, 16 oz. 3 90 Ojibwa, 8 and 16 oz. 4 40 Ojibwa, 10c 11 10 Petoskey Chief, 7 oz. 2 30 Petoskey Chief, 14 oz. 4 60 Peach and Honey, 5c 5 76 Red Bell, 14 oz. 4 20 Red Bell, 20c 2 10 Sterling, L & D, 5c 5 76 Sweet Cuba, canister 9 16 Sweet Cuba, 5c 5 76 Sweet Cuba, 10c 9 96 Sweet Cuba, 1 lb. tin 4 60 Sweet Cuba, 1/2 lb. foil 2 40 Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz. 2 45 Sweet Burley, 16 oz. 5 50 Sweet Mist, 1/2 gro. 5 76 Sweet Mist, 8 oz. 11 10 Telegram, 5c 5 76 Tiger, 5c 6 00 Tiger, 25c cans 2 50 Uncle Daniel, 1 lb. 6 00 Uncle Daniel, 1 oz. 5 23 Plug Am. Navy, 16 oz. 35 Apple, 10 lb. butt 41 Day's Work, 7 & 14 lb. 42 Drummond Nat. Leaf, 2 and 5 lb. 60 Drummond Nat. Leaf, per doz. 96 Battle Ax 32 Bracer, 6 and 12 lb. 30 Big Four, 6 and 16 lb. 32 Bull Jack, 2 lb. 90 Bullion, 16 oz. 96 Climax Golden Twins 46 Climax, 14 1/2 oz. 44 Climax, 7 oz. 47 Climax, 5c tins 6 00 Creme de Menthe, lb. 65 Derby, 5 lb. boxes 28 5 Bros., 4 lb. 66 Four Roses, 10c 90 Gilt Edges, 2 lb. 50 Gold Rope, 6 and 12 lb. 58 Gold Rope, 4 and 8 lb. 58 G. O. P., 12 and 24 lb. 40 Granger Twist, 6 lb. 50 G. T. W., 10 and 21 lb. 48 Horse Shoe, 6 and 12 lb. 48 Honey Dip Twist, 5 and 10 lb. 49 Jolly Tar, 5 and 8 lb. 40 J. T., 5 1/2 and 11 lb. 40 Kentucky Navy, 12 lb. 32 Keystone Twist, 6 lb. 45 Kismet, 6 lb. 48 Maple Dip, 16 oz. 5 04 Merry Widow, 12 lb. 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. 32 Patterson's Nat. Leaf 98 Peachey, 6, 12 & 24 lb. 47 Picnic Twist, 5 lb. 50 Piper Heidsieck 4 & 7 lb. 69 Piper Heidsieck, per dz. 96 Polo, 3 doz., per doz. 48 Red Cross 32 Scrapple, 2 and 4 doz. 48 Sherry Cobbler, 8 oz. 38 Spear Head, 12 oz. 46 Spear Head, 14 1/2 oz. 46 Spear Head, 7 oz. 50 Sq. Deal, 7, 14 & 28 lb. 30 Star, 6, 12 and 24 lb. 48 Standard Navy, 7 1/2, 15 and 30 lb. 36 Ten Penny, 6 and 12 lb. 35 Town Talk, 14 oz. 33 Yankee Girl, 12 & 24 lb. 33 Scrap All Red, 5c 5 76 Am. Union Scrap 5 40 Bag Pipe, 5c 5 88 Cutlas, 2 1/2 oz. 26 Globe Scrap, 2 oz. 30 Happy Thought, 2 oz. 30 Honey Comb Scrap, 5c 5 76 Honest Scrap, 5c 1 55 Mail Pouch, 4 doz. 5c 2 00 Old Times, 1/2 gro. 5 50 Polar Bear, 5c, 1/2 gro. 5 76 Red Band, 5c, 1/2 gro. 6 00 Red Man Scrap, 5c 1 42 Scrapple, 5c pkgs. 48 Sure Shot, 5c, 1/2 gro. 5 76 Yankee Girl Scrap 2oz. 6 00 Pan Handle Scrap 1/4 gr 6 00 Peachey Scrap, 5c 5 76

Smoking

All Leaf, 2 1/2 & 7 oz. 30 BB, 3 1/2 oz. 6 00 BB, 7 oz. 12 00 BB, 14 oz. 24 00 Badger, 3 oz. 5 04 Badger, 7 oz. 11 52 Banner, 5c 5 76 Banner, 20c 1 84 Banner, 40c 3 68 Belwood, Mixture, 10c 94 Big Chief, 2 1/2 oz. 6 00 Big Chief, 16 oz. 30 Bull Durham, 5c 5 88 Bull Durham, 10c 10 80 Bull Durham, 15c 1 45 Bull Durham, 8 oz. 3 80 Bull Durham, 16 oz. 6 73 Buck Horn, 5c 5 76 Buck Horn, 10c 11 52 Briar Pipe, 5c 5 76 Briar Pipe, 10c 11 52 Black Swan, 5c 5 76 Black Swan, 14 oz. 3 50 Bob White, 5c 6 00 Carnival, 5c 5 70 Carnival, 1/2 oz. 39 Carnival, 13 oz. 39 Cigar Clip's Johnson 40 Cigar Clip's Seymour 40 Identity, 3 and 18 oz. 30 Darby Cigar Cuttings 4 50 Continental Cubes, 10c 90 Corn Cake, 35c 3 55 Corn Cake, 20c 1 90 Corn Cake, 5c 5 76 Cuban Star, 5c foil 4 70 Cuban Star, pails 4 40 Chips, 10c 10 30 Dills Best, 1 1/2 oz. 79 Dills Best, 3 1/2 oz. 77 Dills Best, 16 oz. 73 Dixie Kid, 5c 48 Duke's Mixture, 5c 5 76 Duke's Mixture, 10c 11 52 Duke's Cameo, 5c 5 76 Drum, 5c 5 76 F. F. A., 4 oz. 5 04 F. F. A., 7 oz. 11 52 Fashion, 16 oz. 5 72 Five Bros., 5c 5 76 Five Bros., 10c 10 80 Five cent cut Plug 29 F. O. B. 10c 11 52 Four Roses, 10c 96 Full Dress, 1 1/2 oz. 72 Glad Hand, 5c 48 Gold Block, 10c 12 00 Gold Star, 50c pail 4 60 Gail & Ax Navy, 5c 6 48 Growler, 5c 3 00 Growler, 15c 1 50 Growler, 30c 3 00 Giant, 4c 6 00 Giant, 40c 4 18 Hand Made, 2 1/2 oz. 60 Hazel Nut, 5c 6 00 Honey Dew, 10c 12 00 Hunting, 5c 38 I X L, 5c 5 10 I X L in pails 4 95 I X L Dried, 16 oz. 3 50 King Bird, 7 oz. 2 16 King Bird, 10c 11 52 King Bird, 5c 5 76 La Turka, 5c 5 76 Little Giant, 1 lb. 28 Lucky Strike, 10c 96 Le Redo, 3 oz. 10 20 Le Redo, 8 & 16 oz. 40 Myrtle Navy, 10c 11 52 Myrtle Navy, 5c 5 76 Maryland Club, 5c 50 Mayflower, 5c 6 00 Mayflower, 10c 1 00 Mayflower, 20c 1 92 Nigger Hair, 5c 6 00 Nigger Hair, 10c 11 52 Nigger Head, 5c 5 40 Nigger Head, 10c 10 56 Noon Hour, 5c 48 Old Colony, 1-12 gro. 11 52 Old Mill, 5c 5 76 Old English Crve 1 1/2 oz. 98 Old Crop, 5c 6 00 Oil Crop, 35c 3 48 P. S., 8 oz. 30 lb. case 19 P. S., 3 oz., per gro. 5 70 Pat Hand, 1 oz. 63 Patterson Seal, 1 1/2 oz. 48 Patterson Seal, 3 oz. 96 Patterson Seal, 16 oz. 5 00 Peerless, 5c 5 76 Peerless, 10c cloth 11 52 Peerless, 10c paper 10 80 Peerless, 20c 2 04 Peerless, 40c 4 08 Plaza, 2 gro. case 5 76 Plow Boy, 5c 5 76 Plow Boy, 10c 11 40 Plow Boy, 16 oz. 5 40 Pedro, 10c 11 33 Pride of Virginia, 1 1/2 77 Pilot, 7 oz. doz. 1 05 Queen Quality, 5c 48 Rob Roy, 5c foil 6 00 Rob Roy, 10c gross 11 52 Rob Roy, 25c doz. 2 50 Rob Roy, 50c doz. 4 30 S. & M. 5c gross 5 76 S. & M., 14 oz. doz. 3 30 Soldier Boy, 5c gross 5 76 Soldier Boy, 10c 10 50 Stag, 5c 5 76 Stag, 10c 11 52 Stag, 3 oz. glass 4 50 Stag, 30c glass 8 40 Soldier Boy, 1 lb. 4 75 Sweet Caporal, 1 oz. 60

# SPECIAL PRICE CURRENT

12

Sweet Lotus, 5c .... 5 76  
 Sweet Lotus, 10c .... 11 52  
 Sweet Lotus, 16 oz. . . 5 50  
 Sweet Rose, 2 1/4 oz. . . 30  
 Sweet Tip Top, 5c .... 50  
 Sweet Tip Top, 10c . . . 1 00  
 Sweet Tips, 1/2 gro. . . 11 52  
 Sun Cured, 10c ..... 98  
 Summer Time, 5c .... 5 76  
 Summer Time, 7 oz. 1 65  
 Summer Time, 14 oz. 3 50  
 Standard, 5c foil .... 5 76  
 Standard, 10c paper . . 9 60  
 Seal N. C. 1 1/2 cut plug 70  
 Seal N. C. 1 1/2 Gran. . . 63  
 Three Feathers, 1 oz. . . 48  
 Three Feathers, 10c 11 52  
 Three Feathers, and  
 Pipe combination . . . 2 25  
 Tom & Jerry, 40c .... 4 00  
 Tom & Jerry, 20c .... 2 00  
 Tom & Jerry, 3 oz. . . . 76  
 Turkish, Patrol, 2-9 . . 5 76  
 Tuxedo, 1 oz. bags . . . 48  
 Tuxedo, 2 oz. tins .... 96  
 Tuxedo, 20c ..... 2 04  
 Tuxedo, 35c tins ..... 8 15  
 Union Leader, 5c coli 6 00  
 Union Leader, 10c  
 pouch ..... 11 52  
 Union Leader, ready  
 cut ..... 11 52  
 Union Leader 50c box 5 10  
 War Path, 5c ..... 6 00  
 War Path, 20c ..... 1 84  
 Wave Line, 3 oz. .... 40  
 Wave Line, 16 oz. .... 40  
 Way Up, 2 1/4 oz. .... 5 75  
 Way Up, 16 oz. pails . . 35  
 Wild Fruit, 5c ..... 6 00  
 Wild Fruit, 10c ..... 12 00  
 Yum Yum, 5c ..... 5 76  
 Yum Yum, 10c ..... 11 52  
 Yum Yum, 1 lb. doz. 5 40

### CIGARS

Peter Dornbos Brands  
 Dornbos Single  
 Binder ..... 35 00  
 Dornbos, Perfectos . . 35 00  
 Dornbos, Bismarck . . 70 00  
 Allan D. Grant ..... 65 00  
 Allan D. .... 35 00  
 Johnson Cigar Co.'s Brand  
 Dutch Masters Club 70 00  
 Dutch Masters Inv. 70 00  
 Dutch Masters Pan. 70 00  
 Dutch Master Grande 65 00  
 El Portana  
 Dutch Masters, 5c  
 S. C. W.  
 Gee Jay  
 Johnson's Straight

Above five brands are sold on following basis:  
 Less than 300 ..... 35 00  
 300 assorted ..... 35 00  
 2500 assorted ..... 33 00  
 3% trade discount on 300 or more.  
 2% cash discount on all purchases.

Worden Grocer Co. Brands  
 Worden's Hand Made  
 Londres, 50s Wood . . 33 00

### TWINE

Cotton, 3 ply ..... 44  
 Cotton, 4 ply ..... 44  
 Jute, 2 ply ..... 25  
 Hemp, 6 ply ..... 30  
 Flax, medium ..... 35  
 Wool, 1 lb. bales ..... 17

### VINEGAR

White Wine, 40 grain 12  
 White Wine, 80 grain 17  
 White Wine, 100 grain 20

Oakland Vinegar & Pickle Co.'s Brands  
 Highland apple cider 22  
 Oakland apple cider . . 17  
 State Seal sugar ..... 14  
 Blue Ribbon Corn . . . 12 1/2  
 Oakland white picklg 12  
 Packages free.

### WICKING

No. 0, per gross ..... 35  
 No. 1, per gross ..... 45  
 No. 2, per gross ..... 60  
 No. 3, per gross ..... 90

### WOODENWARE

Bushels ..... 1 20  
 Bushels, wide band . . 1 25  
 Market, drop handle . . 55  
 Market, single handle . 60  
 Splint, large ..... 4 00  
 Splint, medium ..... 3 50  
 Splint, small ..... 3 00  
 Willow, Clothes, large  
 Willow, Clothes, small  
 Willow, Clothes, me'm

### Butter Plates

Ovals  
 1/4 lb., 250 in crate . . 35  
 1/2 lb., 250 in crate . . 35  
 1 lb., 250 in crate ..... 40  
 2 lb., 250 in crate ..... 50  
 3 lb., 250 in crate ..... 70  
 5 lb., 250 in crate ..... 90

13

Wire End  
 1 lb., 250 in crate ..... 35  
 2 lb., 250 in crate ..... 45  
 3 lb., 250 in crate ..... 55  
 5 lb., 20 in crate ..... 65

### Churns

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

### Clothes Pins

Round Head  
 4 1/2 inch, 5 gross ..... 65  
 Cartons, No. 24, 24s, bxs. 70

### Egg Crates and Fillers

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

### Faucets

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

### Mop Sticks

Trojan spring ..... 1 35  
 Eclipse patent spring 1 35  
 No. 1 common ..... 1 35  
 No. 2, pat. brush hold 1 35  
 Ideal, No. 7 ..... 1 35  
 12lb. cotton mop heads 1 75

### Pails

10 qt. Galvanized .... 3 50  
 12 qt. Galvanized .... 4 00  
 14 qt. Galvanized .... 4 50  
 Fibre ..... 5 50

### Toothpicks

Birch, 100 packages . . 2 00  
 Ideal ..... 85

### Traps

Mouse, wood, 2 hoels . . 22  
 Mouse, wood, 4 hoels . . 45  
 10 qt. Galvanized .... 1 55  
 12 qt. Galvanized .... 1 70  
 14 qt. Galvanized .... 1 90  
 Mouse, wood, 6 hoels . . 70  
 Mouse, tin, 5 hoels .... 65  
 Rat, wood ..... 80  
 Rat, spring ..... 75

### Tubs

No. 1 Fibre ..... 16 50  
 No. 2 Fibre ..... 15 00  
 No. 3 Fibre ..... 13 50  
 Large Galvanized . . . 12 50  
 Medium Galvanized 10 75  
 Small Galvanized .... 9 50

### Washboards

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

### Wood Bowls

13 in. Butter ..... 1 75  
 15 in. Butter ..... 3 15  
 17 in. Butter ..... 6 75  
 19 in. Butter ..... 10 50

### WRAPPING PAPER

Fibre Manila, white . . 8 1/4  
 Fibre, Manila, colored 4 00  
 No. 1 Manila ..... 8 1/2  
 Butchers' Manila . . . 8  
 Kraft ..... 10 1/2  
 Wax Butter, short c't 16  
 Wax Butter, full c't 20  
 Parchm't Butter, rolls 19

### YEAST CAKE

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

### Window Cleaners

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

### CHARCOAL

Car lots or local shipments, bulk or sacked in paper or put. Poultry and stock charcoal.  
 DEWEY - SMITH CO. Jackson Mich  
 Successors: M. O. DEWEY CO.

14

### BAKING POWDER

K C  
 10c, 4 doz. in case .... 95  
 15c, 4 doz. in case .... 1 40  
 25c, 4 doz. in case .... 2 35  
 50c, 2 doz. plain top 4 50  
 80c, 1 doz. plain top 7 00  
 10 lb. 1/2 dz., plain top 14 00  
 Special deals quoted upon request.

K C Baking Powder is guaranteed to comply with A.L.L. Pure Food Laws, both State and National.

### Royal

10c size ... 1 00  
 1/4 lb. cans 1 45  
 6 oz. cans 2 00  
 1/2 lb. cans 2 55  
 3/4 lb. cans 3 95  
 1 lb. cans . . 4 95  
 5 lb. cans 23 70

### SALT



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

### SOAP

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

### Swift & Company

Swift's Pride ..... 4 75  
 White Laundry ..... 4 85  
 Wool, 6 oz. bars ..... 5 15  
 Wool, 10 oz. bars .... 7 00

### Tradesman Company

Black Hawk, one box 3 50  
 Black Hawk, five bxs 3 45  
 Black Hawk, ten bxs 3 40

### Scouring

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

### Soap Compounds

Johnson's Fine, 48 2 3 25  
 Johnson's XXX 100 5c 4 40  
 Rub-No-More ..... 4 50  
 Nine O'Clock ..... 3 85

### WASHING POWDERS.

Gold Dust  
 24 large packages .... 5 75  
 100 small packages . . 5 60

### AXLE GREASE



1 lb. boxes, per gross 8 70  
 3 lb. boxes, per gross 23 10

# The Only Five Cent Cleanser



Guaranteed to Equal the Best 10c Kinds

80 Can Cases ..... \$3.20 Per Case

Handled by All Jobbers

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

### FITZPATRICK BROTHERS' SOAP CHIPS

White City (Dish Washing) ..... 210 lbs. ....  
 Tip Top (Caustic) ..... 250 lbs. ....  
 No. 1 Laundry 88% Dry ..... 225 lbs. ....  
 Palm Soap 88% Dry ..... 300 lbs. ....

WRITE FOR PRICES

SEND FOR SAMPLES

# Bread is the Best Food

It is the easiest food to digest.

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

Increase your sales of bread.

## FLEISCHMANN'S YEAST

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

Sell bread made with FLEISCHMANN'S YEAST



# The Iron Safe Clause

in Fire Insurance Policies, which is frequently used as a club by unscrupulous insurance adjusters to coerce merchants who have suffered loss by fire to accept less than the face of their policies, has no terrors to the merchant who owns a York fire proof safe.

This safe is carried in stock and sold at factory prices by the Western Michigan representative of the York Safe & Lock Co.

## GRAND RAPIDS SAFE CO.

GRAND RAPIDS, MICHIGAN



# BUSINESS-WANTS DEPARTMENT

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

### BUSINESS CHANCES.

Wanted—Grocery clerks. Good salary and commission. M. E. Newman, Pontiac, Michigan. 250

Wanted—A variety stock in a Southern Michigan town of \$1,000 to \$2,000. What have you? Address No. 253 care Michigan Tradesman. 253

For Sale—Good paying business, large department store, three floors and basement; stock clean and desirable, good location in Battle Creek. Long lease given. Address B. Y. Michigan Tradesman. 255

For Sale—Established light manufacturing business in Kalamazoo, will sell controlling interest to right party who would manage same. Might take real estate as part pay. Goods easy to sell and pay good profit. F. H. Clay, Kalamazoo, Michigan. 256

Patent—Have patent on farm specialty. Will put out on royalty basis. Unlimited demand if properly handled. G. S. Washburn, Story City, Iowa. 257

For Sale—First-class tea, coffee, butter and egg business, established in best city in Michigan, 15,000 population. Address No. 258 care Tradesman. 258

For Sale—\$15,000 stock of general merchandise in live town of 800 inhabitants. Excellent farming community. Can reduce stock to suit purchaser. Will sell at right price. Snap for right party. E. M. Weiser, Elmwood, Wis. 259

Business—Established, requiring small capital. X 110 1/2 W. 2d, Tulsa, Okla. 260

To Exchange—320 acres of good land, Clare county, Michigan. Cash value \$15 acre. Will take stock of any kind of merchandise. Geo. W. Allen, Boscobel, Wis. 261

For Sale—Stock of dry goods, clothing, ladies' furnishings and ready-to-wear, doing good business, mostly cash. Goods bought before raise. Doing \$30,000 to \$35,000 business yearly. Stock will inventory \$15,000 to \$18,000. Am leaving on account of ill health. Store rent reasonable. I. Saulson, Munising, Mich. 262

For Rent—Store building, 16 x 50 feet, with basement 16 x 30 feet, also barn and garage room if desired. Splendid location for meat market, milk depot or laundry. Next to a grocery and feed store doing a good business. This is in one of the liveliest little cities in Western Michigan. Splendid opportunities for a hustler. Carlson & Butcher, 1435 Peck street, Muskegon Heights, Mich. 263

Automatic Daily Statement of Business—Fits any business; tells everything; worth thousands of dollars to any firm; never offered for sale before; send 35 cents for sample; box 260, McKinney, Texas. Salesman wanted, 50 cents for particulars. 240

Will Exchange—Good house and lot in Alma, Michigan, for merchandise. Address No. 242, care Michigan Tradesman. 242

For Sale—Grocers display counter, electric coffee mill, 100 lb. Detroit scale, 30 lb. Toledo scale, 4 drawer cash register, Bowser auto gasoline outfit. All nearly new. Address B. D. Co., Box 385, Battle Creek, Michigan. 249

### SPECIAL SALES

All Information Free  
All Correspondence Confidential  
Write or Wire

UNITED SALES CO.

431 Houseman Bldg. Grand Rapids, Michigan

For Sale—First-class grocery store doing a profitable business. Bear strictest investigation. Located in Muskegon, Michigan. Eight year lease on building at low rental. Owner going in wholesale business. Address No. 228, care Michigan Tradesman. 228

Paper Bags and Wrapping Paper—Salesmen wanted to sell paper bags, wrapping paper and toilet paper direct from factory to merchants. Freight allowance. Samples carried in pocket. Quick sales, liberal commission. Address The Bag & Paper Company, Pittsburgh, Penn. 230

Cash Registers—Let us quote you price on rebuilt cash registers. All makes—sizes—styles. Largest used machine dealers in Michigan. Save you money, terms to suit. Will exchange for your machine. The J. C. Vogt Sales Co., 215 So. Washington Ave., Saginaw, Michigan. 158

For Sale—Stock of merchandise consisting of ladies' furnishings and millinery located in a busy little town surrounded by good farming country. Including fixtures will inventory about \$2,000. Address Darke & Waggoner, Scottville. 217

### SPECIAL SALES

To raise money, reduce stock or retire from business, personally conducted. Any stock, anywhere. Small expense, big cash results. 17 years at it. Write for terms, date, etc.

ARTHUR E. GREENE,

Merchandise Sales Conductor, Jackson, Mich.

For Sale—Drug stock and fixtures at your own price. The trustees will sell between now and August 20, at private sale for an extremely low figure, the drug stock of Cook & Borne at Allegan, Michigan, with fixtures, including soda fountain. These fixtures are of the best and suitable for any city store. Correspond with Charles Thew, Attorney for Trustees, Allegan, Michigan. 234

Safes Opened—W. L. Stocum, 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

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

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

For Sale—General country store at Winn, Michigan, in the heart of an A 1 farming country and a lot of good farmers. Winn is located in the center of a circle of towns, like the hub of a wheel. It is 9, 10, 11, 12, 13 and 16 miles to the other towns. Nine miles to the nearest. Good territory to draw from. Best location in Isabella county for a country store. Brick store building 32 x 100, with L 18 x 50. Good farm house, barn, lots and teams. Everything to continue the business. Will sell the real estate or rent. Expenses cheap. Practically nothing when compared with city expenses. Stock and fixtures will invoice \$13,000. Doing good business. Come and see it if you are interested. Act quick for I am going to sell. E. M. Adams, Winn, Michigan. 224

Sales Conducted—Merchandise stocks reduced or closed out. Greene Sales Co., Jackson, Michigan. 213

Merchants wishing to sell stocks or a portion of same at an advantage, should get in touch with us.

Weickgenants Dept. Store, Battle Creek, Mich.

For Sale—Old established grocery location and meat market on main thoroughfare in Grand Rapids. Stock and fixtures will inventory about \$6,000. Annual sales, \$70,000. Address No. 225, care Michigan Tradesman. 225

For Sale—Clean stock of groceries and crockery in one of the best towns of Michigan. Good location and good trade. Will invoice about \$3,000. Address No. 164, care Tradesman. 164

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

### HELP WANTED.

Wanted—Experienced bookkeeper, one who can also take part as manager of retail and wholesale general store during absence of proprietor. This position is a good one for a good man. An opportunity to take share in stock to right party. Reference required. Apply by letter. Care Box "R," care Evening News, Sault Ste. Marie, Mich. 254

Book-keeper Wanted—For a general store. Good position for the right man. Andrew Westin & Company, Newberry, Michigan. 245

Wanted—Man experienced in groceries for responsible position. State experience as buyer, manager and salesman. Also state experience in dry goods, clothing and shoes and age and salary wanted. Give references. Address No. 227, care Michigan Tradesman. 227

Clerk wanted for country store in Northern Michigan. Some experience necessary. Married man preferred. Wages \$50 to \$75 according to ability. Address No. 204, care Tradesman. 204

### Liquor, Drug Addicts

#### TAKE SAFETY FIRST

The NEAL Remedies given at NEAL Institute will destroy the appetite at the end of treatment. A guarantee Bond, for every patient, with (3) day Liquor Treatments, upon request. Don't doubt nor hesitate, COME; make us prove it, at our expense if we fail; strictest privacy is maintained to patients, their friends, at our Home.

534 Wealthy St. S. E., City  
PERRY MILLER, Manager

### Conservative Investors

#### Patronize

### Tradesman Advertisers

### Economic Coupon Books

They save time and expense.

They prevent disputes.

They put credit transactions on cash basis.

Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

# LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



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

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

**COUNTRY SELF-SUPPORTING.**

If this country is to be driven into a long war it is now self-evident that in the matter of clothing the people may be self-supporting for years. This statement will be disputed by those who can point out that in some years we have imported two-thirds of the wool needed, all the silk, all the jute and all the flax we require. Yet, measured by the standards of dress economy that prevailed in the last years of the Civil War, when cotton was at famine figures and imports of all textiles were restricted and on a very high price level, this country is in a condition better than any other great nation of the world. We grow our own cotton and can continue to grow it. We can, at least, rely upon half the supply of wool we will need for normal purposes, and with real economy in wool supplies forced upon us, there will be plenty to go around.

The present generation of Americans has never had cause to know what real economy in clothing means. The mass of people in this country has not worn patched clothing as everybody wore it in 1864 and up to 1870. Only the most economically inclined foreigner at work as a laborer now expects to wear a patched shirt or overalls. The women are rare, indeed, who haven't more than one dress. Plenty of very poor women have several shirt waists and several skirts. Even the hoboes of the land have more than one suit of clothes.

The growth of fashion in this country has been unlike anything known in the world's history previous to fifty years ago, unless it be in some of the decadent civilizations one can find in history. What is called necessity in this country is really the height of extravagance in clothes to those who remember what went on when cotton was really scarce in the United States.

**KEEP FAITH WITH FARMERS.**

Since the farmers of the country disregarded the importunities of the grange officials and other false friends and traitors to good government not to increase their acreage of growing crops unless they were assured of a minimum price for their products by the Government and bent every energy to assist in the great work of redemption from the tyranny of Bloody Bill Kaiser, they are entitled to the best there is in this world.

Having responded to the appeal of humanity in the fullest measure, they are being drafted for the army just the same as if they had not done so. Of course, they can file claims for exemption as agriculturalists, but what does that amount to?

Here is a young man who is the only support of his mother. He works the farm. In his claim he must tell the number of acres, its value and whether any debt. His mother owns the farm and he is told that the farm will support her. She can get some one else to work it. Who will she get when even now farmers can not get all the help needed?

It is said farmers will not be called to the training camps until crops are

harvested. That may be all right for day or month laborers, but for the head of the farm there is no vacation any time of the year. His plans are not alone for the day or week, for every change of weather, for crop conditions and seasons, but for the whole year and extending forward into the future. To take away the farm manager and put all the care and responsibility on a younger brother, a widowed mother or an aged or infirm father is to result in greater lessened production of farm crops, even if hired help could be found.

Is this wise from an economic standpoint? Is it keeping faith with farmers?

The administration plan for insuring soldiers and sailors is an extension into the field of armed service of the principles of industrial compensation, with the important addition of separation allowances to dependents. The estimate of costs with which Secretary McAdoo accompanies the introduction of a tentative bill—filched from the draft prepared by Mr. Sweet—shows that, despite the exemptions under the Selective Draft Law, "family allowances" are expected to require nearly \$150,000,000 the first year and nearly \$200,000,000 the second. Already dependents of militiamen demand them, and in future draft calls exemptions may be fewer than in the first. The insurance clauses are liberal and despite protests from certain quarters, the administration does not hesitate to set itself up as an agency granting additional insurance to soldiers who wish to buy more than the fixed amount. The many-sided generosity of the plan, providing for widows and orphans, for the maimed, for the treatment of those who require extended treatment, and for re-educating the men who must take up new tasks, is only half of the reason why the plan will appeal to soldiers. It means that they can look forward to justice from the Government without dragging their claims through the mire of politics, and being humiliated by comradeship with pensioners unjustly battering on the Treasury.

Detroit, if its Board of Commerce has its way, will not suffer from a coal famine this year. A committee has been appointed to confer with the coal dealers of the city in an effort to make it certain that enough coal will be brought in at the outset to supply the city throughout the winter; this action following the denunciation by the head of one of the largest companies of certain dealers whom he accused of using a preventable shortage as an excuse for exorbitant prices. It is believed that it will be easy to ascertain just how much coal was used last year, and how much more will be needed this. If the estimate should fall short, it is proposed that the fuel on hand be distributed impartially, every customer having the same relative proportion of his order. The coal-dealer who turned on his fellow proposes that to facilitate distribution the dealers subordinate individual business to a system of zone distribution. "It is ridiculous for a coal-dealer in Grosse Pointe to make a delivery in the North Woodward district."

**Review of the Grand Rapids Produce Market.**

Apples—Home grown Red Astrachans and Duchess fetch \$2.50 per bu.

Bananas—\$3.50 per 100 lbs.

Beets—30c per doz. bunches for home grown.

Butter—The market is very firm following advances of 1c per pound on all grades during the last week, due to extremely light receipts and a good consumptive demand. Some of the finest marks, however, show that heat defects from the very warm temperatures in the producing sections. Continued firm market is looked for in the immediate future. Local dealers hold fancy creamery at 39½c in tubs and 40c in prints. Local dealers pay 34c for No. 1 in jars and 30c for packing stock.

Cabbage—Home grown 75c per bu.

Cantaloupes—Ponys from Arkansas command \$2.50 for 54s and \$3 for 45s and 36s; \$1.50 per flats of 12 to 15; Indiana Gems, 65c per basket; standards, \$2.50 per crate; flats, 75c.

Carrots—20c per doz. bunches for home grown.

Cauliflower—\$1.75 per doz.

Celery—Home grown, 30c per bunch.

Currants—\$1.50 per crate of 16 qts. for red. No white or black in market yet.

Eggs—The market is very firm, due to extremely light receipts of fine marks and a moderate supply of medium grades, the extreme hot weather causing heavy loss and heat defective qualities on the finest marks of eggs. The arrivals are very light and there is a good consumptive demand. No lower prices are looked for in the egg market in the near future. Local dealers pay 30@33c for fresh, including cases, loss off.

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

Green Corn—30c per doz. for home grown.

Green Onions—18c per dozen bunches for home grown.

Honey—18c per lb. for white clover and 16c for dark.

Lemons—California selling at \$9 for choice and \$9.50 for fancy.

Lettuce—75c per bu. for garden grown leaf; \$1.50 per hamper for home grown head.

Limes—\$1.25 per 100 for Italian.

Maple Syrup—\$1.50 per gal. for pure.

Mushrooms—75c per lb.

Nuts—Almonds, 18c per lb.; filberts, 16c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble; 15½ for Naples.

Onions—California, \$2.75 per 100 lb. sack; Illinois, \$2.50 per 100 lb. sack; Spanish, \$1.50 per crate.

Oranges—California Valencias, \$4.50@4.75.

Peas—\$1.50 per bu. for home grown.

Peaches—Elbertas from the Ozark region in Arkansas command \$3.50 per bu.

Peppers—Southern command 50c per basket.

Pop Corn—\$2.25 per bu. for ear, 6½@7c per lb. for shelled.

Potatoes—\$5.25 per bbl. for Virginia and \$4.75 for home grown.

Poultry—Local dealers pay as follows, live weight: heavy hens, 20@21c; light hens, 17@19c; cox and stags, 14@15c; broilers, 29@30c; geese, 15@20c; ducks, 21@22c. Dressed fowls average 3c above quotations.

Radishes—10c per doz. bunches for small.

Raspberries—\$2 for red and \$1.50 for black.

Rhubarb—Home grown, 75c per 40 lb. box.

String Beans—\$1.75 per bu.

Summer Squash—\$1.50 per bu.

Tomatoes—Home grown hot house 85c for 8 lb. basket.

Water Melons—\$3.50 per bbl. of 12 to 14 for Florida.

Wax Beans—\$1.75 per bu.

Whortleberries—\$1.50@2.25 per 16 qt. crate.

The grounds surrounding the residence of William Judson are among the most beautiful in the city. Mr. Judson planned the embellishment of his premises with much skill and foresight and nature has quickly and effectively responded in generous measure to his importunities.

Stop waste! Especially the waste of useless talk.

**BUSINESS CHANCES.**

For Sale—Grocery stock and fixtures invoicing about \$4,000. Doing a good business and a money maker. Located in a town of about 700 population, surrounded by good farming country. Address Grocer, care Michigan Tradesman. 264

For Sale—In a town of 700 in Southern Michigan, a clean stock of clothing, furnishings and shoes. Address No. 265 care Tradesman. 265

## Flash Lights and Batteries

As the days shorten and the nights lengthen the demand for these goods will be heavy.

If you want the best and most dependable, be sure and specify the Franco Flash Lights & Batteries.

We carry them in all styles and sizes. Send for beautifully illustrated catalogue.

**Michigan Hardware Co.**

Exclusively Wholesale

Grand Rapids, Michigan