

# MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 22, 1917

Number 1770

## THE SPIRIT OF '76

On the farthest backwoods byway—on the smooth paved city street,  
Sounds the swinging tramp and rhythm of a million marching feet.  
In the flower bordered plaza—on the dusty public square,  
Ring the clear and crisp-toned orders, for the boys are drilling there.  
Beardless boys, too young for soldiers, but with eager shining eyes,  
Getting ready to be ready if the need for them shall rise!

Every lodge room, every school room, every dingy old town hall  
Fills with sturdy forms in khaki when the bugler sounds the call.  
Awkward hands seize wooden rifles, squads guide right, and wheel and turn,  
For at last there is a lesson that a boy is keen to learn.  
Little boys, too young for warfare, but apprenticed to its trade,  
Getting ready to be ready, if the time comes, unafraid!

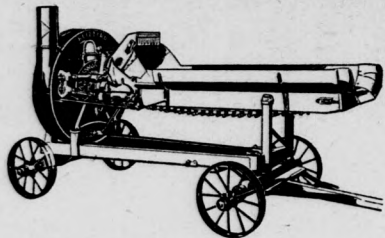
Heaven grant the prayer of mothers that the day may never come  
When these boys, scarce more than children, march away behind the drum.  
But the spirit that is in them is the same that in the past  
Called their fathers to the colors, like a stirring bugle blast.  
And whenever war clouds threatened, on the land or on the sea,  
They were ready for the trial, as these marching boys will be.

Half grown boys, too young for battle—who have scarce begun their lives—  
Getting ready to be ready when the time to fight arrives.  
Full of youth, and grit and courage, asking only to be taught  
How to fight as well and nobly as their country's fathers fought.  
And to stand with stern, grim faces, and with hearts that laugh at fear,  
That the flag that floats above them may be safe through all the years!

*James J. Montague.*

## Dick's "Blizzard" Ensilage Cutters

Made in  
Eight Sizes  
to Suit  
Every Need



SAFEST,  
LIGHTEST-  
RUNNING,  
MOST  
DURABLE.

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

Where we have temporary offices until our  
new building is completed.

**CLEMENS & GINGRICH CO.**

Wholesale Distributors

Grand Rapids, Michigan

## Pere Marquette Railway Co.

### FACTORY SITES

AND

### Locations for Industrial Enterprises in Michigan

The Pere Marquette Railway runs through a territory peculiarly adapted by Accessibility  
excellent Shipping Facilities, Healthful Climate and Good Conditions for Home Life, for the  
LOCATION OF INDUSTRIAL ENTERPRISES.

First-class Factory Sites may be had at reasonable prices. Coal in the Saginaw Valley  
and Electrical Development in several parts of the State insure Cheap Power. Our Industrial  
Department invites correspondence with manufacturers and others seeking locations. All in-  
quiries will receive painstaking and prompt attention and will be treated as confidential.

Address

**GEORGE C. CONN,**

Freight Traffic Manager,  
Detroit, Michigan

## DUTCH MASTERS SECONDS



Will stimulate your trade

Handled by all jobbers

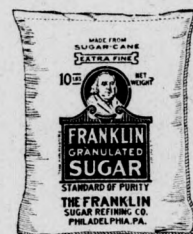
**G. J. JOHNSON CIGAR CO., Makers**  
GRAND RAPIDS

## 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 22, 1917

Number 1770

**SPECIAL FEATURES.**

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**WHERE WILL IT STOP?**

Agents are wondering where hosiery prices will stop, and several of them assert that we have not seen high prices yet. One reason that is holding back openings of lines for next spring is because it is felt that prices cannot be made now that would measure up the situation later on.

That yarns will continue high as long as the war lasts seems to be the general belief, and hosiery prices must cover the manufacturing costs. It is all right to talk advancing the old standard 25c goods to a retail price of 35c, but to-day these goods cannot be made at sell at 35c. The summing up of the situation in this paragraph just set forth was done by a large New York hosiery dealer, who asked how, if the consumer was going to be obliged to pay double for his hosiery, could he be expected to buy as many pairs as he always had been in the habit of purchasing at the old price? "In other words," he asked, "if prices go much higher, won't the demand naturally be curtailed?"

The scarcity of infants' and children's goods still continues, and in several quarters can be heard complaints as to a scarcity of men's half-hose. As to the dearth of the merchandise first mentioned it is the result of agents having opened and sold up their predetermined proportion of mills' production and then retired from the market with their lines. The scarcity of half-hose, if it exists, may be attributed in a measure to the demands the Government is making on present hosiery production, not to mention countless mill difficulties, such as labor, needle shortage, shipping delays and countless other reasons for holding back production to a great extent and causing unavoidable backwardness in shipments of merchandise.

Fibre goods for the women's trade are also scarce, particularly the misses' sizes in the 50c grades, and agents are obliged to hold down orders so as to make what goods are available go as far as possible.

Whether as the season progresses the Government's buying will create a scarcity of half hose that will last

fairly long remains to be seen. In connection with this thought is the fact that the retailer may not feel the diverting of so much goods to the Government for the simple reason that, because so many young men have gone into the army, his demand will be lessened just in proportion to the number of men who have entered army life in his district.

It is evident that the army's needs for spring delivery have been covered to a certain extent if not entirely. Several hosiery manufacturers admit having received Government business for cotton hosiery within the month for as late as October, November and December delivery.

Several buyers have reported being instructed to obtain all the white goods they can lay hands on for export. Particularly mentioned in this desire to get white goods are several countries in South America. Merchandise continues to be shipped to England under license, and new business has also been received in one or two instances during the week from English buyers.

**SKIRTS TO BE TAKEN IN.**

Dress styles of the coming winter are designed to economize on woollen fabrics as much as possible. The Master Dressmakers Association of Paris has decided that not more than five and three-quarters yards of cloth shall be used in making a dress. This compares with an average of ten or twelve yards two years ago and of seven yards last year. The same Association also has decided to use silk and national products as much as possible and decrease the amount of cloth imported. The Paris Tailors Association and the large fashionable shops have agreed to this reform and are creating new models to conform to it.

**GERMAN ABSOLUTISM.**

We went to war because Germany's defiance of international law destroyed American lives and property. We are in the war to cause such a change in the German government that in the place of the present absolutism there shall be a head of state responsible to the German people—a head of state which can be trusted to keep faith.

Until this has been brought about there can be no basis upon which we and our Allies can begin peace negotiations? To accept any promise from the present German government would mean that the world would have to stay perpetually armed to see that it was kept.

A fool and his money make a noise like a good thing.

Air castles are built on a foundation of impossibilities.

**ONE WEEK OF FOOD CONTROL**

A week of food control has shown that the administration of the drastic and autocratic law enacted by Congress as a war measure is in the hands of intelligence, and whether or not it succeeds, it will honestly test a number of theories as to the possibility of hobbling natural economic law. Temporarily it looks as though it will go far to curb strictly speculative movements that ultimately act to build up inflated prices.

One thing it is likely to prove—through the work of the Gartfield commission on fixing the price of wheat—is that not all the inflation has been due to the despised and much cursed "middleman." Figures obtained from authentic sources generally admitted to be reasonably dependable show that wheat can be raised at less than a dollar a bushel, but that the farmer will not sell it for less than \$2.25 or \$2.30; that oats can be produced for 30 cents, but cannot be had from the farmers for less than 65 cents; that corn costing 40 cents or less is held at above \$2 a bushel, and that cotton costing materially less than 10 cents a pound is not marked unless the price is around 25 cents.

In other words, the farmer is not satisfied unless he can obtain a profit of 100 to 150 per cent. an aggregate of about \$6,000,000,000 this year. And the same thing is reported to be true of garden truck, canning stock and general farm produce. Surely this ought to go far with fair-minded men to show where much of the advance in cost comes from—middlemen or no middlemen. No business man, merchant or distributor ever thought of exacting such profits, unless by chance they came to him incidental to rapid advances in the market. But the farmer is absolved from hoarding; is coddled by the Government with all sorts of favorite laws; is even protected in 100 per cent. profit by the new law itself, and is given a wide variety of favorite petting to "encourage" him to keep on producing.

The movement to exempt medical students from the draft seems in the right direction. It would be stupid to put young men already partially trained in an almost indispensable branch of work into the trenches. If the war goes on the Government will need the services of all these students, and have to recall them from the firing line, if sent there. And there are other conscripts who, if not actually engaged in industries immediately necessary to the successful prosecution of the war, nevertheless have special skill or education which may make them indispensable in a very short time. To send educated and

capable chemists to the front, for instance, when on all hands it has been admitted that the present is largely a struggle between chemists, does not appear the part of common-sense. Yet that is exactly what is being done. The chemists are being drafted like the book-keepers and bankers. Perhaps the Government has plans of its own in this matter, and is merely now calling everybody liable to service, and later on will sift the material. Certainly, it would be a mistake to waste in the trenches experts who could be used with much more benefit to the country in some other branch of the Nation's defense.

A far-sighted German general shouts that peace without the Flanders coast in Germany's possession means preparation for the next war, which will attain this desirable objective. The mistake this peppery old martinet makes is the same that has been, and still is being, made by many persons. The world's majority is swinging around to the point of view of the little boy eating an apple, who said to an envious onlooker: "There ain't going to be no core." The hope pervading the masses is just that; that there won't be left over any core of hatred, bitterness, and vengeful feelings to contain the seeds of future fruits of discord. There is to be reached an international arrangement guaranteeing permanent peace. The old generation of skeptics, who can't believe in the roundness of the earth because they can't span it with the arms of imagination, shout and shriek and explode like the little Prussian general, and threaten endless repetitions of the bloody squirrel-cage revolution of war. But not all brains, either in Germany or France and England, are so set and cement-hardened that the horror of this conflict has not jarred them into new ideas.

The labor shortage in the canning industries has led canners to consider packing tomatoes with their skins on. It is said that tomatoes packed this way can be put up more cheaply, because the cores are removed and they go directly into the can without further handling, and also that tomatoes with their jackets on have a much finer flavor than those which have been scalded and their skins removed. This method has been advocated for several years, but the packers have hesitated to enter upon the work of educating the public to the new product. Now it is believed that war conditions will make this education of the work easy.

There is a lot of foolishness in the world and we all contribute to the output.

## UPPER PENINSULA.

## Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Aug. 20—Isaac DeYoung, our popular and well-known Government engineer, entertained a number of his friends at a berry picking contest in honor of his brother, Richard, of Chicago, who has been visiting here for the past two weeks. The party went to Salt Point and the contest resulted as follows: A. G. Fletcher, first prize; Richard DeYoung, second prize. After the contest a sumptuous picnic luncheon was served on the grass and an old fashioned picnic party concluded the entertainment. This was Mr. Young's first visit to the Soo and the entertainment accorded him was enjoyed as a rare treat. He was much impressed with the Soo and the farming community hereabouts and expressed himself as never having seen crops look so good as they do throughout Chippewa county. This speaks well for Cloverland farmers, as Mr. Young is an expert in agricultural lines and his extensive travels make him a good judge on the subject.

W. L. Murdock, one of our esteemed citizens, will accept the nomination for Mayor, running against Mark Tyman, the present Mayor. Mr. Murdock is manager of the Northwestern Leather Company and director in one of our leading banks. He is also interested in numerous other enterprises. He is a thorough business man and all of his enterprises have been marked with success. If elected, he will make one of the best mayors under the commission form of government.

W. R. Cowan, popular manager of the Prenzeur Bros. Co. store, was a New York visitor last week on a buying expedition.

"The man who sits down and waits for fortune to come and smile on him needs a soft cushion."

Frank Ockree, one of our leading barbers for nine years, has gone to Bay City, where he expects to engage in the real estate business. Mr. Ockree has many friends in the Soo who are sorry to learn that he has decided to take up his residence elsewhere, but wish him every success in the live town he is going to.

Detour was the scene of a pretty wedding last week, when Gertrude Munroe, daughter of R. Munroe, one of Detour's leading merchants, was united in marriage to Owen Frederick, one of the Soo's prominent young men and assistant engineer for Uncle Sam at the locks. Miss Munroe is a highly accomplished young lady and a popular teacher in the Detour high school last year. They left by boat to Sailor's Encampment to spend their honeymoon for the next few weeks in Mr. Frederick's commodious bungalow.

"A sentimentalist is a man who treasures a picture of his best friend, but forgets to pay a note he persuaded his best friend to indorse."

George Bailey, manager of the Prenzeur Bros. Co. shoe department, has opened up summer quarters at the famous Bailey cottage, on Sugar Island. Mrs. Bailey is at present visiting relatives in Toronto, while Mr. Bailey is preparing to start the canning campaign so as not to be caught short by the HCL during the winter.

Clyde Hecox, editor for the Enterprise, at St. Ignace, has got over being scared by the end-of-the-world prediction which is being preached by some of the evangelists in the neighborhood of St. Ignace. Clyde well remembers his boyhood days, when the first evangelist preacher stirred up St. Ignace with this prediction, which had a marked effect on our well-known editor and scared him out of about a year's growth. If it had not been for this happening Clyde would have had the satisfaction of coming within the regular height for military service. That was

in the good old days long ago. He has since found out that it does not pay to worry about such trifles and expects that the end of the war will come before the end of the world.

It begins to look like being on the Dixie-Highway around the Snows. All that is necessary to complete the Dixie-Highway is some road work between St. Ignace and Pickford. We then will be able to welcome our friends from the South and shake hands in the North. It will also be looked for, as many of us Northerners would spend the winter in the South, providing we have another repeater like last winter.

"The world is looking for the man who can do something, not for the man who can explain why he didn't do it."

William G. Tapert.

## What the Food Production Bill Provides.

Eleven million three hundred and forty-six thousand dollars to be used in stimulating production, for protecting and conserving foods, and for a survey of the country's food resources.

Staff of county agents to be increased until at least one agent will be stationed in practically every agricultural county in the United States that will co-operate with the department and the state agricultural college.

Women county agents for demonstration work in home economics to be increased in rural counties and similar agents to be placed in towns and cities for the first time.

Farm-help service to be extended in co-operation with United States Department of Labor to assist in bringing farmers and farm laborers together.

Country-wide survey to be made of food on farms, in storage, in shops and in homes. Estimates of family consumption of food to be made.

Extension of crop estimating to crops not hitherto reported and to include special enquiries to gather information on extraordinary farm conditions.

Hog and poultry production to be stimulated as far as practicable.

Increased production and conservation of dairy foods to be encouraged.

Animal diseases to be combated on larger scale.

Increased efforts to be made to combat insect pests of plants and animals.

Further steps to be taken to destroy animal pests and predatory animals which injure crops and kill live stock.

Work for the control of plant diseases to be extended.

Survey of seed supplies and needs to be made and results published so that farmers will be assisted in obtaining a sufficient supply of good seed. Seed to be purchased and sold to farmers by the department if necessary in restricted areas.

Demonstrations to be carried out in the proper handling, packing, shipping, and marketing of perishable fruits and vegetables to decrease spoilage.

News service for various farm products to be extended so that producers and consumers can be better informed as to the supply and demand and can sell and buy with less expense, less spoilage, and less lost motion.



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

## Barney says—

*By Golly, Mr. President, I don't want to try and run the whole place, but I do wish you would get another Coffee Roaster. The boys up there are working overtime again.*

*Surely the people who know good coffee appreciate the kind we are putting in packages.*

## WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

**Fifteen Ways to Help Win the War.**

1. Remove the erroneous impression that the present war will be of short duration and urge constant preparation on the basis of a long war of at least three years.
2. Help make better known the principle at stake and the dire results of a victory for the enemy.
3. Practice and preach the elimination of waste by the checking of actual extravagance and eliminating as promptly as practicable the production of nonessentials.
4. Take a census of employes of military age and plan in advance, so far as possible, for their replacement by men not of military age or by women.
5. Conserve the supply of tin plate by packing coffee and other food products in containers other than tin where tin is not absolutely necessary and act in harmony with the committee on conservation of tin plate in the cancellation or suspension of contracts for nonperishable canned foods.
6. Discontinue the publication of monthly price lists and otherwise conserve the supply of paper, substituting a cheaper type of paper bag in connection with the sale of bulk coffee.
7. Prevent the waste that occurs in the sale of goods in less than original packages and request manufacturers to adopt original packages of sizes that make it possible for the retailer to order without buying more than his wants require.
8. Economize in men and trucking equipment, arranging with customers to accept sidewalk deliveries, that

more deliveries per day per truck may be effected, and so arrange our various delivery zones and days for delivery that maximum loads may be assured and the territories covered by each track reduced.

9. Urge the adoption, wherever possible, of co-operative delivery both by wholesalers and retailers.

10. Urge the discontinuance of the buying by consumers of excessive quantities for hoarding purposes, and thereby avoid wastage of food caused by improper care and higher prices by reason of sudden and abnormal increases in the demand.

11. Encourage communities, so far as possible, to consume home-grown and home-produced goods, thereby helping to relieve the congestion prevailing on the railroads.

12. Urge the establishment of canneries and abattoirs in small centers or communities, as far as it is economically possible, to obviate the necessity of sending fruits, vegetables, and live stock to distant points only to have them reshipped to the vicinity of their origin after they have been canned or killed and dressed.

13. Hold frequent meetings in each community to discuss plans for saving and for the recital of individuals of (1) savings effected, (2) waste still prevailing and means to eliminate it, and (3) ways to stimulate war service, military and industrial.

14. Adopt the war pay envelope, using it as a means of getting correct information to employes concerning the war.

15. Inaugurate a campaign in each

locality for greater efficiency in freight shipping, including prompt loading and unloading.

**Go Slow on German Fire Insurance Companies.**

Saginaw, Aug. 21—You ask for friendly criticism. We are more than pleased at your bold stand on the war question and, hard as the dollars are to get now, feel it to be our duty to continue our support of your valuable journal.

We are interested in your insurance campaign, but would like your advice as to the so-called German-American insurance companies which are doing business in this State.

The local agent whom we all admire and respect tells us that American policy holders are fully protected by reserves and deposits in this country.

How about it? C. A. Judd.  
Your local insurance agents may be men of high character, but in telling you what they do about the hyphenated companies they are simply repeating what the officers of these companies write to them.

In the light of the events of the past three years, the word of any German official or officer should be taken with a grain of allowance, because experience has shown that the German word is no longer good. For fifty years diplomatic Germany has been the most unreliable thing in the world. The same spirit appears to have infected men in every walk of life in Germany, so that the manner in which solemn treaties have been ignored and repudiated by Germany has created little surprise among the civilized nations of the world, who have long regarded the German people as

thoroughly unreliable. It pains the writer to record this fact because one-quarter of the blood coursing his veins is German blood.

Considering how Germany repudiates her obligations on the least provocation, and the flimsy excuses she offers for her perfidy, the only course left open for American citizens—in fact, the citizens of any civilized country—is to decline to do business with any organization which persists in retaining a German title when the time to discard the obnoxious name is so opportune and the necessity so manifest. So long as there are plenty of American insurance companies whose standing is unquestioned, it is suicidal to continue to do business with organizations which insist on retaining a name which is cursed for all time to come.

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

Buffalo, Aug. 22—Creamery butter, extras, 41@42c; first, 40@40½c; common, 37@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 38@40c; fancy hennery, 45@48c.

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

Beans—Medium, \$8.20; pea, \$8.20; Red Kidney, \$7.50; White Kidney, \$8@8.50; Marrow, \$8@8.50.

Potatoes—New, \$4.00 per bbl. Rea & Witzig.

Hastings is getting ready for the Barry county fair, to be held the first week in September.

## Good Butter

always has the rich, golden color got by using Dandelion Brand Butter Color, and is in big demand. Specify that your butter must be colored with

# Dandelion Brand Butter Color



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

WELLS & RICHARDSON CO.

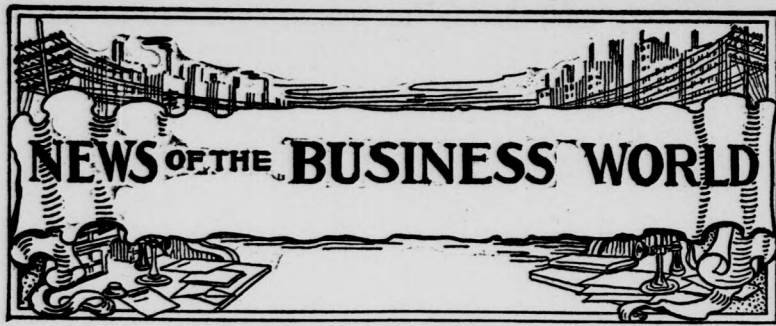
BURLINGTON, VERMONT

And 200 Mountain St., Montreal, Canada



# Dandelion Brand Butter Color

The color with the golden shade



#### Movements of Merchants.

Hastings—The United Sales Co. is reducing the dry goods stock of Roblin & Roblin.

Flint—The Raymond F. Warner Co. has increased its capital stock from \$2,400 to \$15,000.

Lawrence—The Lawrence Co-operative Co. has increased its capital stock from \$10,000 to \$20,000.

Saranac—G. P. Adgate is reducing his clothing stock. The United Sales Co. is handling the proposition.

Clinton—Middlebrook & Sanford are closing out their stock of bazaar goods and will retire from business.

Fennville—W. H. Fouch has sold his drug stock and store fixtures to R. H. Thiel, who will continue the business.

Charlotte—George A. Williams has leased the Williams Hotel to A. P. White, of Kane, Pa., who has taken possession.

Bellevue—A. M. Smith & Co., wholesale dealers in butter, eggs and poultry at Eaton Rapids, have opened a branch here.

Bangor—The Wagner Drug Co. has sold its stock to Henry Karsten, recently of Holland, who will take possession Sept. 1.

St. Louis—The Bernard Elevator Co. has sold its plant to the Bad Axe Grain Co., which conducts a chain of elevators in the State.

Kalkaska—Adolph Swanson has purchased the Courtright Hotel and will continue the business under the management of Mr. Peterson.

Hancock—The Central Grocery & Meat Market, under the management of Earl Tilton, has opened for business in the new Mason block.

Alden—Ernest O. Coy has contracted with the United Sales Co. to close out his hardware and furniture stock. The sale starts Aug. 25.

Lowell—The Lowell Home Goods store is closing out its stock and retiring from business under the direction of the United Sales Co.

Howell—Henry T. Jubb, hardware dealer, dropped dead at his home Aug. 16, following a short illness from which he seemed to be recovering.

Scottville—Thieves entered the store of the F. J. Reader Hardware Co., Aug. 15, and carried away some stock and the contents of the cash register.

Butternut—The Butternut Elevator Co., Inc., has been organized with an authorized capital stock of \$10,000 all of which has been subscribed and paid in in cash.

Hastings—Fire destroyed the grocery stock and store fixtures of Jay Mead Aug. 16. The loss was partially covered by insurance. Mr. Mead will resume business at once.

Big Rapids—The Big Rapids Dairy Co. has engaged in business with an authorized capital stock of \$2,500, of which amount \$1,250 has been subscribed and paid in in cash.

Ewen—The Fair Co-operative Association has been organized with an authorized capital stock of \$3,000, of which amount \$1,000 has been subscribed and paid in in cash.

Whitehall—Addison Ainger and Charles Lauterburg have formed a copartnership and will engage in the meat business under the style of Ainger & Lauterburg about Sept. 1.

Fountain—W. W. Boughner has sold his stock of coal and wood to the Booth-Schoenherr Lumber Co., which will continue the business in connection with its lumber yard.

Jackson—S. F. Houck, of Stockbridge, has purchased a half interest in the stock of the Union Roofing Manufacturing Co. and the business will be continued under the same style.

Owosso—George Finch and son, Leslie, have purchased the E. D. Horne grocery stock and will continue the business as a branch to the store recently purchased of C. H. Rhodes.

Jonesville—W. E. Lang & Son, grocers, have purchased the W. M. Hanson property and will erect a modern brick and steel business block on it which it will occupy with its stock, when completed.

Petoskey—W. Wartenbe, who has conducted a shoe store here for a number of years, has sold his stock to out of town parties who will remove it, thus enabling Mr. Wartenbe to retire from business.

Kalamazoo—The American Sign Co. has been granted permission by the Michigan Securities Commission to sell \$150,000 additional stock for the purpose of extending its business and taking on new lines.

Butternut—Banton & Kerr, grain and produce dealers, have dissolved partnership and the business has been merged into a stock company with a capitalization of \$10,000 under the style of the Butternut Elevator Co.

St. Louis—George Vliet has purchased the interest of the his partner, C. P. Hanna, in the Vliet & Hanna stock of women's ready-to-wear clothing and furnishing goods and will continue the business under his own name.

Flint—The Doty Salisbury Co. has been incorporated to buy, sell and deal in house furnishings with an authorized capital stock of \$100,000 common and \$50,000 preferred, of which amounts \$96,000 has been subscribed and paid in in property.

Alpena—The Oliver Hansen Co. has been organized to handle electric motors with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$20.47 paid in in cash and \$3,379.53 paid in in property.

Fenton—About 100 farmers in this vicinity have organized a company under the style of the Fenton Co-operative Association and engaged in the grocery, hardware and shoe business. The store is managed by John D. Orin, who was formerly engaged in the hardware business at Elsie. A store building was purchased and completely remodeled and equipped.

Battle Creek—Several weeks ago a local dry goods store offered a line of handsome and tasty overalls for women to wear in the homes and back yards gardens. That display started something. Now in half a dozen factories where women are employed, the factory girls are wearing overalls and calling each other Jack and Bill and Pete. Battle Creek factory girls did not buy the fancy stuff offered in the dry goods stores. Instead they bought the regular old-fashioned blue jeans, with seventeen pockets, and to-day these same blue jeans are as greasy and worn as those of the men. The jeans are worn mostly by girls working around machinery in food and paper box factories and in machine shops where they do light work. But the girls are still clinging to their high-heeled shoes. So far the older women working in these plants have not fallen for the new apparel.

Holland—Hendrik Iliohan has passed his sixty-fourth year post as a cobbler, and at present is still pegging away, although possibly with not the same spirit as of yore, being 76 years of age. Very possibly no other cobbler in the State can dispute his claim of being the veteran of the last. In the spring of 1853 Iliohan, at the age of 12, started to learn the cobbler's trade and nothing since has attracted him away from it. His small, bent form in the window of his little shop is a familiar sight to Holland people. Hendrik Iliohan is a Hollander. He was born in Zutphen, province of Gelderland, Netherlands, in 1841. In 1873 he left his native country and came to America, locating in North Holland. Eight years later he came to Holland and opened the little shop where he has been working ever since. This shop has been the scene of his pegging for the past thirty-six years.

#### Manufacturing Matters.

Evart—The Evart Tool Co. has decreased its capital stock from \$40,000 to \$4,000.

Detroit—The New York Trimming & Lining House has changed its name to the New York Shops.

Jackson—The Riverside Machine & Plating Co. has changed its name to the Riverside Machine Co.

Marcellus—The creamery owned by George P. Sunday was damaged by fire, Aug. 14, entailing a loss of about \$1,200.

Muskegon—The Lakey Foundry & Machine Co. is building an addition to its plant which will enable it to triple its capacity.

Muskegon—The Muskegon Extract Co. is installing a new evaporating system which will enable it to increase its output 50 per cent.

Kalamazoo—The Victor Wire Wheel Co. has leased the old plant of the Gibson Mandolin Co., which it will occupy until its new plant is completed.

Detroit—The J. H. Reardon Piano Co. has been organized with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Detroit—The Crex Patent Column Co. has been incorporated with an authorized capital stock of \$1,000 of which amount \$520 has been subscribed and \$250 paid in in cash.

Jackson—The Blashfield Furnace Co. has been organized with an authorized capital stock of \$12,000, of which amount \$6,200 has been subscribed and \$5,000 paid in in property.

Detroit—The Smith-Sprague Co. has engaged in the manufacture of iron products with an authorized capitalization of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Jackson—John E. Van Horn, formerly president of the Pontiac Paint Manufacturing Co., has organized the Jackson Paint Manufacturing Co., which will commence manufacturing paints as soon as its plant is erected and equipped.

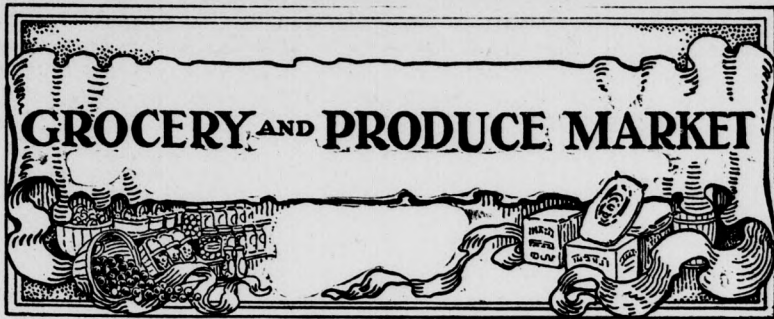
Saginaw—Hall Brothers, who handle general merchandise and farm products, have re-incorporated under the same style with an authorized capitalization of \$275,000, all of which has been subscribed, \$3,209.79 paid in in cash and \$271,790.21 paid in in property.

Lakeview—The Lakeview Creamery, which has been owned and conducted the past two years by Frank Bettys, was purchased recently by S. Dykhous of Grand Rapids. The present buttermaker, H. J. Shirley, will be retained and will have active charge of the business.

Saginaw—The first model of the new Jumbo commercial truck, manufactured by the Nelson Bros. Company, of this city, made its appearance last week when it was placed on exhibition at the salesrooms of the Coleman-Frank Co. The display also marked the introduction of Saginaw to the motor truck industry, which promises to become an important factor in the city's development. Within the next two months, fifty Jumbos will be manufactured, with a ready market assured.

#### Claimed To Be a Bad Combination.

The Dairy and Food Department is considerably concerned over a couple of decoctions which, when combined, produce a decidedly exhilarating effect closely resembling a hilarious drunk. The preparations are put up by L. Perrigo & Co., of Allegan, and comprise an extract of ginger which is alleged to be 95 per cent. alcohol and a small vial of sweet spirits of nitre. The Department is understood to be considering the idea of prohibiting the sale of these preparations.



### The Grocery Market.

**Sugar**—The market for refined has been extremely quiet during the past week. Export business was unimportant and the attitude adopted by the home trade is one of watchful waiting pending developments in Washington. Prices are on a nominal basis. The only change is a decline by Arbuckle, who marked hards down to 9c and soft down to 8 $\frac{3}{4}$ c. With the Government increasingly exercising control over the production and distribution of foodstuffs it is recognized that the ordinary operation of the law of supply and demand is becoming less and less of a basis for deductions. While sugar has not yet been taken over by the Food Administration, there is little doubt that after matters relating to the control of wheat have been adjusted it will be put on the list of controlled commodities, something more than a hint of which has been given by Mr. Hoover's appointment as executive head of the Sugar Bureau of George M. Rolph, formerly general manager of the California & Hawaiian Sugar Refining Co. Much satisfaction is expressed in the trade at the selection of a practical sugar man for the office, as it eliminates the possibility and probability of confusion and annoyance from efforts of an amateur to handle the situation.

**Tea**—The market for all China teas is strong and advancing as a result of continued rising exchange in conjunction with the constantly increasing scarcity of tonnage and advancing freight rates. Similar influences affect Japan and India goods. General trade is more active, but confined within comparatively narrow limits by the paucity of supplies.

**Coffee**—The renewed talk of peace encouraged the coffee market slightly and probably all grades of Rio and Santos are  $\frac{1}{8}$ c higher for the week. Business is a trifle better, but not much. If the latest peace plan fails, the market will probably go back where it was before. Milds are unchanged. Java and Mocha grades are unchanged and quiet.

**Canned Fruit**—The market continues firm with only moderate business being accomplished, and in many respects it is to be considered on a nominal basis.

**Canned Vegetables**—The tomato market is easing off slightly as the pack proceeds. Sensational report was published during the week that this year's pack would be close to 25,000,000 cases. There seems to be absolutely no confirmation of this or anything like. Some new tomatoes are being offered as low as \$1.42 $\frac{1}{2}$ ,

but the quality is doubtful, and \$1.50 is still the price for anything first class. These prices, f. o. b. factory, in a large way. Corn is unchanged but firm. They are talking half acreage in Maine, but it remains to be seen what kind of a yield they will get. Peas are strong, with pack in all sections almost over. Government requisitions for canned goods are undoubtedly a factor.

**Canned Fish**—Prices for sockeye salmon have been named by the J. K. Armsby Co. on a basis of \$3 for one-pound flats; \$2.90 for talls, and \$1.75 for halves. Other telegrams from the Coast reported \$1.75 for pinks for one-pound talls and \$2.00 for medium reds. The pack of sockeyes for British Columbia is placed at 320,000 cases, with 275,000 in Puget Sound, making a total of 595,000 cases, which, assuming that the run is over, would make the comparison with four years ago 2,645,277 cases. While there seems to be no doubt that the pack of sockeye is short, there is still considerable to be said in regard to pinks and other varieties which may bring up the total considerably. As a matter of fact, there is considerable dissatisfaction in the trade here over the entire situation. Prices that have been named for pinks, for instance, are regarded as entirely out of line and some of the packers here who are large handlers of salmon have declined to do anything to push the sale until canners assume a more reasonable attitude. The opinion prevails that Pacific Coast canners, particularly of fish, are out to get the last cent and are pushing the traffic for a little more than it will bear. So far as tuna is concerned, the canners seem to have won out and the trade is humbly paying the exorbitant prices asked, and it is even said that some jobbers who held out in the beginning are now buying their tuna and paying an advance over the canners' opening prices. Some jobbers say there has been a fair demand from retailers, but retailers are still to be heard from as to how the public is likely to take hold. There is a feeling that all canned goods are too high, and while there are not many who are willing to come out and enter the crusade against the canners there is nevertheless an undercurrent of feeling that there is justification for the protest.

**Dried Fruits**—While there has not been much activity in dried fruit for the past few weeks, there are evidences that prospects are brightening. The demand for export is said to have been larger than generally supposed, and several lots have been cleaned up that have been held for some time.

The trade is beginning to look for some new buying very shortly, and it would not be surprising if active business developed to make up for the suspension of business during the summer thus far. There has been a demand recently for seeded raisins on the spot, with some expectation that remaining lots will be cleaned up very shortly. The Raisin Company will name opening prices some time this week unless unforeseen circumstances intervene. It is said that there have been considerable quantities booked subject to approval of prices, with every indication of an active business later. With peach prices withdrawn there is a suspension of business, although there were intimations that independents would be inclined to offer at lower prices except for the top grades. There has been an offer of apricots at about  $\frac{1}{2}$ c below the association's opening prices, and as these came from large outside packers they were taken as an indication that the prices already named were too high, or else the supply of apricots would be larger than at first estimated.

**Rice**—Pending receipts of new crop on this market, trade, as usual at this season, is confined within narrow limits. Buyers are filling in stock where necessary but are not anticipating wants. Export demand has been of an intermittent character, but on the whole has absorbed a fair quantity of goods at the full market. New Orleans reports an active market there, millers taking up current receipts freely and paying fancy prices for choice grades.

**Spices**—Advances in freight rates combined with limited spot stocks tended to increase the strength of tone heretofore characterizing the market without causing material price changes.

**Corn Syrup**—There has been no change in the situation, trade showing no particular animation. Prices are nominal.

**Sugar Syrups**—Business is confined within narrow limits by the paucity of supplies, and the usual reluctance is manifested at this season by buyers to exceed actual requirements in their purchases. The tone of the market is decidedly strong.

**Molasses**—Business has been of fair volume with a tendency to increase and prices are firmly maintained.

**Cheese**—The market is very firm, following advices from the country markets of about 1c per pound advance during the last week. There is a good home consumptive demand and some export business. The receipts of fresh-made goods are about 25 per cent. lighter than they were a month ago. A great many of the best marks show heat defects, due to extremely hot and dry weather in the producing sections. Continued high prices are looked for in the cheese market in the immediate future.

**Provisions**—The market on pure lard is very firm, due to a very light supply and a good consumptive demand. Local packers are killing as few hogs as possible. Hogs have reached the highest point that they

have ever reached. The market on compound lard is very firm, with unchanged quotations. An advance in this commodity is looked for in the very near future, due to a short and relatively high price on pure hog lard. The market on smoked meats is steady at unchanged quotations, due to a heavy consumptive demand and a moderate supply. The market on dried beef is firm at unchanged quotations, with a light supply and a fair consumptive demand. The market on canned meats is very firm, with unchanged quotations, due to a moderate supply and a good consumptive demand. Barreled pork is very firm at unchanged quotations, with a light supply and a fair consumptive demand.

**Salt Fish**—New shore mackerel continue scarce and high in price. There will be little or no change until the catch increases.

Ice-cream manufacturers have had difficulty in getting enough sugar for their products, and are beginning to use invert sugar. It is said to be very much better than the granulated sugar for this purpose, as it is sweeter than granulated sugar; causes no waste by sticking to the mixer because it is liquid, and saves time in mixing, as well as producing a better "swell." Figuring sugar at 8 cents a pound the invert sugar costs about 6 cents. Pure sugar is a compound consisting of carbon, twelve parts; hydrogen, twenty-two parts; and oxygen, eleven parts. It will be seen that the proportion of hydrogen and oxygen are the same as in water. Cane sugar (sucrose) is a double sugar, called disaccharid, and so is milk sugar and malt sugar. Grape and fruit sugars are single sugars, called monosaccharids. By a simple chemical process, called inversion, cane sugar can be split into two other sugars; thus sucrose becomes dextrose, the same as grape sugar, and levulose, the same as fruit sugar. This combination is called invert sugar. This inversion can be brought about by heat and dilute acids, by heat or by fermentation. Certain ferments, known as enzymes as a generic term, but invertase in the process of inverting sugar, will produce the results. All sugar when eaten must be inverted in the stomach by invertase before it can be absorbed by the blood. Thus invert sugar is at once ready for assimilation the second it reaches the stomach."

J. B. Shaughnessy, Secretary of the Michigan Hardware Company, was called to Saginaw to-day by the death of his sister, Esther, which occurred at the family home Tuesday morning. Deceased had been ill with tuberculosis for the past three years. The funeral will be held at Saginaw Thursday. The interment will be at Flint.

The Special Furniture Co. has increased its capital stock from \$8,000 to \$20,000.

All the disagreeable people don't live on cross streets.

A wasted opportunity comes home to roost.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Aug. 21—A petition for adjudication in bankruptcy was filed by the creditors of John R. Williams and Jottie E. Parker, doing business as Williams & Parker, adjudication has been made, and the bankrupts were ordered to file their schedules. The schedules have been filed, and the first meeting of creditors has been called for Sept. 4. The schedules as filed, show assets, consisting of debts due on open accounts, amounting to \$4,488 and liabilities amounting to \$11,962.47. Following is a list of the creditors listed by the bankrupts:

Table of creditors and amounts. Includes sections for Preferred Creditors (Ernest Eadie, Jack Timmer, Arthur Abbott, William Hoaglin), Unsecured Creditors (Bolt Hardware Co., Muskegon Cement & Fuel Co., Muskegon Stone & Monument Co., The Wiselugel Co., P. J. Connell Co., Edwards Lumber Co., Buckley Hardware Co., George Messer, Melrose Mill Co., Nels Peterson, Heights Lumber Co., Muskegon Home Bldg. Co., Holland Furnace Co., G. T. Railroad Co., Townner Hardware Co., Peoples Hardware Co., Art Glass Works, W. L. Tenny, Christiansen & Wenk, Belknap Cement Products Co., Edwards Lumber Co.), and a long list of other creditors with amounts.

Clement W. Alldredge and J. Russe Alldredge, of Muskegon Heights, co-partners doing business as sewing machine agents and operating a private boarding house, filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. No meeting has as yet been called. The schedules of the bankrupt show: liabilities of \$903.30, assets, consisting of household goods wearing apparel, etc., \$390, all of which is claimed as exempt.

Table of unsecured creditors for Clement W. Alldredge and J. Russe Alldredge. Lists names and amounts, including J. W. McCoy & Co., L. H. Price, Harry Hudson, Little & Co., Haan & Son, Julius Tacats, Buckley & Co., H. Bontelle, Royal Tea Co., Dr. Busard, Anderson Market, Eggert Coal Co., D. Fritz, Mack Vancare, King Clothing Co., Peoples Clothing Co., Alberts & Hise, Curtis Vulcanizing Co., Prudential Nursery Co., Dewalt, The City Dairy, Inc., R. H. Eckhorst, Axel Johnson, Peter Swanson, Gust Johnson, M. Lindenbaum, Fred Ewald, W. A. Christianson, Peter Johnson, H. Veitel, Gustafson Bros., J. A. Poulsen, H. Junke, T. Christianson, A. Langlois, R. Nicholl, Frank Krehn, Frank Dupret, D. Stepanlis, A. Jensen, J. Johnson, Harry Brondyke, O. M. Johnson, John Middlevelt, V. W. Johnson, S. Dawson, D. Diephouse, Isaac Brown, Henry Bont, J. C. Vanderwall, Mose Lemeux, Waldo Hanson, William Falk, A. Sundquist, Aug. Berg, Wm. Nelsen, Peter Stad, Aug. Anderson, Joe Beyrle, C. P. Erickson, Mrs. J. W. Kent, A. Jarvis, Charles Bard, Peter Klaug, H. Gustafson, Paul Westerlund, Iver Dall, Edw. Rasmussen, Clem Ross, Jacob Jensen, Lrs Jensen, Harrison Gordan, Martin Olsen, Erickson Sons, Frank Anderson, H. C. Christian, J. C. Johnson, Phebe True, Peter Rohde, John Hogan, Geo. McMillan, Thure Erickson, Herman Kahler, Peter Dahl, L. M. Nelson, L. Seaburg, Fred Fenner, M. Boeorsema, D. Lofstrom, N. Brandstrom, J. Dalson.

Table of unsecured creditors for M. Barsema, Frank Johnson, J. P. Nordstrom, A. Olsen, H. W. Rich, A. Carlsen, M. Nelson, Wm. Peterson, O. Eklund, H. Kaule, Co-operative Creamery Co., W. W. Andrews, Boyd's Book & Stationery Co., Muskegon, A. H. Barber, Brundage Drug Co., Colby Gear Co., Creamery Package Mfg. Co., Chicago, Central Machine Co., D. Christie, Duhamel Printing Co., Davis Milk Machinery Co., Delavel Separator Co., DeKruyter & Son, B. R. De Young, Drinnen, Roach & Co., Donaldson Lithographing Co., Dewitt, J. H. Erneuein, W. S. & J. E. Graham, Grand Rapids, Grandville Dairy, E. J. Hughes, Hoffman Billings Mfg. Co., Paul J. Kalman Co., John W. Ladd Co., Lange Transfer Co., Muskegon News Chronicle, Magoon & Kimball Co., Muskegon Boiler Works, Mathews Tanzey Corporation, Muskegon Chamber of Commerce, Single Service Package Co., Standard Oil Co., W. S. Smith, Schlitz, S. Steinder, F. N. Steele, Tower Hardware Co., Travis Glass Co., Unique Illustrating Co., United Home Tele. Co., P. Wurtzler, Muskegon Savings Bank, Muskegon Savings Bank, Arthur A. Curtis, Portland Auto Sales Co., Muskegon Savings Bank, Muskegon Savings Bank, J. Herman & Son, Arthur A. Curtis, W. S. Jenkins & Sons, Webber State Savings Bank, Becker Motor Car Co., Elba Stevenson, Maynard Allen State Bank, Crane Drug Co., World Whip Co., Goodyear Rubber Co., Goodyear Tire Co., Becker Auto Co., Standard Oil Co., Frank C. Teal, Michigan Tire Co., C. J. Litscher Electric Co., Julius Andre & Son, G. R. Press, B. D. Coates, Barclay, Ayers & Bertsch Co., S. F. Bowser & Co., Rader Tire Repair Co., Ft. Wayne Iron Store Co., Tisch Auto Supply Co., Champion Refining Co., Remy Electric Co., Cummings Bros., Beckley, Ralston Co., M. Esch, Lawrence Christ, Frank Christ, Anthony Pung, Maynard & Allen Bank, Economy Clothing Co., Heyman Furniture Co., Gibson Co., Chapman & Phelps, Dr. Watkins, Dr. Campbell, Lansing.

Table of unsecured creditors for Firestone Tire & Rubber Co., Grand Rapids, C. Crown, Sturgis, Commercial Investment & Trust Co., New York City, Mark Probert, Portland, John Patterson, of Boyne City, Michigan, Archie French, Jackson, Traverse City Mattress Co., Traverse City, Schwaz Mfg. Co., Arcadia Furn. Co., Detroit Chair Co., Cornwell Co., Gamble Robinson Shaw Co., Petoskey, National Biscuit Co., W. H. White Co., Second Nat'l Bank of Bay City.

Sparks From the Electric City.

Muskegon, Aug. 21—Much has been written about the possibilities of the small town merchant, but I think that a visit to Fred Sheringer's store, at Sullivan, will prove that Mr. Sheringer has solved the problem. Starting in an exceedingly small way, Fred has done what but few men can do. He has trebled the capacity of the store, carries fully twenty-five times the original stock and is now busy redecorating the interior. Mr. Sheringer has unlimited credit and full confidence of jobbers and customers alike and is exceedingly popular with the traveling salesmen. John Conklin is getting into his hardware store at Sullivan. He is taking over the hardware stock of Fred Sheringer and, with new stock on the way, will soon be ready to take good care of the trade.

Muskegon will soon have the entire office as well as manufacturing plant of the Newark branch of the Stewart Hartshorn Co. Muskegon may be a little weak in her batting average in base ball, but she surely can score when it comes to landing new industries.

Trout Lake has a pocket edition of last year's bear story.

Northwestern Michigan has the finest stand of potatoes and beans known for years and has had three good rains in two weeks. Over one-half of Michigan has one of the best oat crops in years and with the good wheat just harvested and a fine show for sauerkraut we surely will have plenty in good old Michigan.

E. P. Monroe.

Death of T. D. McManus, of Traverse City.

Traverse City, Aug. 20—T. D. McManus passed away at his home in this city, Monday, August 13, after only about two days' illness. On Saturday, Aug. 11, he fell, hurting himself internally, which was, no doubt, the direct cause of his death.

Mr. McManus was born near Kingston, Ontario, coming to Traverse City in 1866, where for nearly fifteen years he was closely associated with the lumber business, both in Petoskey and Traverse City.

Afterwards, with his brother, Angus M. McManus, he went into the photograph business and few are the homes in the Grand Traverse region which do not have one or more pictures made by McManus Bros.

Upon the death of Angus McManus, in 1894, he took up the business at the Famous, a bazaar and notion store, which business he continued until his death. He leaves a wife and two sons, Benjamin B., and Theron F. McManus, as well as two brothers and three sisters, besides a host of friends among the settlers of the Grand Traverse region.

The Grand Rapids Auto Products Co. has engaged in the manufacture of auto products with an authorized capital stock of \$10,000, of which amount \$6,950 has been subscribed and paid in cash.



**PROPER AGE OF CONSCRIPTS.**

The conscription of men between the ages of twenty-one and thirty years was adopted as a compromise between the Senate and House bills without adequate consideration; no investigation has been made of the ages at which soldiers are most efficient or at which the men can be spared with the least loss to the Nation. It is a matter which can and should be settled by scientific research; in the meanwhile it may be that the views of a student of psychology have as much validity as those of a Congressman or of an army officer.

The Tradesman believes that the proper age of conscription should be between thirty and forty, rather than between twenty and thirty.

For prolonged work men are physically at their best in the thirties and mentally at their best then and in the forties. At a younger age they learn more quickly and are more likely to have new ideas; they can stand more violent exertion and more extreme fatigue for short periods. But their habits are less stable and their physical and mental endurance is inferior. For the air service and some other purpose the younger age may be preferable; for the ordinary conditions of trench warfare men in the thirties are the more reliable and the more capable, as they are for work on farms, on railways, in factories and in mines.

There are considerations applying especially to the army. A selection which must be made once for all can be more exact with men in the thirties than at an earlier age. The physically unfit have been eliminated or are more clearly designated; the mentally unfit can be more easily discovered. Since modern science has obtained control of smallpox, the plague, cholera and typhoid, the diseases most dangerous to an army are venereal disease and tuberculosis; these are far more threatening to men between twenty and thirty than at an older age. Fifteen thousand Canadian recruits are said to have been sent home with venereal disease; five hundred thousand French soldiers are reported to have tuberculosis. It is into this infected area that our soldiers are to be sent; those should be selected who are most immune.

The argument for drafting a younger and less capable army is based on fear of economic loss if men engaged in their life work are taken away, and especially married men. This argument is fallacious; the economic and social loss to the Nation is only postponed.

In drafting men over thirty years old it would be possible not only to select those best for the army, but also to reserve those who have special fitness for other forms of National service. If a potential Darwin or Lincoln is killed at the age of twenty-one, the loss to the Nation and to the world will never be known, and this only emphasizes what occurs in ordinary cases. Ten years hence the young men now in the twenties must take the places of those now in the thirties, and what we save at present by taking the younger men we shall later lose with usury. The loss when

a man in the twenties is killed, maimed, or demoralized is larger than at an older age. It is a curious fact that, while the world has never before been so prodigal of lives, it has cost the Allies in actual expenditure of money about \$50,000 to kill a German, and it will cost us from two to five times as much. But whatever the economic value of a life may be, it is far greater at twenty-five than at thirty-five.

In regard to marriage, older bachelors and childless husbands should be drafted first, next those with children and last those who have not had an opportunity to marry. The Government does not want married conscripts, because it is unready to support the widows and children, but the saving is due only to the fact that the unmarried conscripts who are killed will have no children, and those maimed or diseased are less likely to have them. It is not cheaper to let an unmarried man of twenty-five be killed rather than a man of thirty-five with children. On the contrary, we lose the economic productivity of ten of the best years of a man's life, and while we save the expense of the children, we lose the wealth that they would have created a generation later. However grievous it may be for a woman to be left a widow, she at least may have her children; whereas, when a young man dies he leaves a woman who will never have lover, husband, or children. The prevention of the birth of children to save the cost of rearing them is the form of economy most disastrous to a nation; it has made France helpless before Germany. The fact that men in the twenties have not had an opportunity to marry or to complete their families is one of the most urgent reasons for exempting them from the draft.

The coercive argument against conscripting our young men is common human sympathy. It is not fair play for us older men—politicians, traders, intellectuals—to use their youth and our power to turn them over to death and to disease. The best of life is just before them—love, children, performance, experience—the sweetness and the bitterness of it all. If any army of conscripts is inevitable, it should be of men who have had a chance to live.

**Record Price Ever Paid For Coal.**

Probably a record price for coal was recently paid by the captain of an American cargo steamship returning from Genoa to New York after delivering a war cargo at the Italian port. At Genoa the Yankee skipper was compelled to pay \$90 a ton for coal enough to carry him to Fayal, in the Azores.

At the island port he was able to purchase coal at the comparatively reasonable rate of \$30 a ton, and got 500 tons, enough to bring him to New York. The extremely high price of coal nowadays is somewhat of an offset to the big profits to be made in war freights.

Some men who don't trust themselves wonder why others won't trust them.

**TROUBLES OF THE FARMER.**

Along with the reluctance to have the price of his crop fixed, the farmer is just now greatly exercised at the draft taking the farm boys. Even unmarried young men if they are employed in farming are making efforts for exemption. Organizations are sending committees to Washington to see if these men cannot be kept on the farms, on the theory that they must be there if crops are to be raised. Talk is heard of proposed meetings of farmers at centers of the grain section to protest against interference, and it is likely that some such will occur.

If, however, there is a liberal treatment of those actually on farms and needed there, as seems likely, and the price of wheat is fixed, either directly or indirectly through the regulation of flour prices, at a reasonable figure—one that the farmer will recognize as just in view of all the conditions—it is likely that the situation will be accepted in good grace. It means a great deal to look forward to \$2 wheat next year without any guesswork, and it will mean a good return if \$2.50 is fixed for this year's crop. Once accepted, the movement of grain will start with a rush and the interior will have abundance of incoming funds with which to finance the winter and to sow an increased acreage for the coming season.

**Preserving Vegetables By Fermentation.**

The fermentation method is widely used abroad for preserving string beans, beets, cabbage, cucumbers and other garden crops.

Sauerkraut and pickles put up in this way are fairly well known in this country, but comparatively few persons have thought of trying it as a household measure for preserving these and other vegetables. Those who like acid foods and who have too few canning containers to hold their surplus products may find this method useful. The following description of this method of fermenting vegetables is prepared by one of the bacteriologists in the Bureau of Chemistry of the United States Department of Agriculture who has been experimenting with this process.

The vegetables are not cooked, but are put down in salt brine in any non-metal water tight container and are sealed up with paraffin and are otherwise made air tight. Under this treatment lactic acid will develop, and this acid, the value of which as food has been recognized, acts as a preservative. Whether Americans will develop a taste for such fermented foods highly prized in Europe remains to be seen, but the process is worth trying.

The War Department has taken gratifying action in reversing its previous decision to segregate the negro troops in the army, break up existing brigade organizations along color lines, and rigidly to keep the colored troops out of the South. It has now decided to treat them just like the others, and so the Eighth Illinois Regiment will go to Texas with the

other Illinois troops. This is not only in accordance with justice and military efficiency, but with good sense. In France colored troops have been fighting with a bravery that no one denies. No Frenchman has thought of drawing the color line; and nothing would astonish the French more than to learn that there should be social distinctions among men who are giving their lives to a joint cause. They have not forgotten over there how a colored battalion of French troops vacated a perfect shelter to give place to a column of wounded men, suddenly brought under German fire. These gallant natives of Africa were decimated as they left their place of safety. The Wilson administration, which has heaped every possible indignity on the colored race, has suddenly reversed itself, having evidently come to the conclusion that our colored troops must not be sent into action to carry democracy forward, while smarting from anti-democratic discrimination at the hands of the country for which they are asked to give their blood.

A man usually has to change cars several times on the road to success.

**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

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# MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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E. A. STOWE, Editor.

August 22, 1917.

## IS WAR HELPING AT ALL?

There are so many sources of worry and anxiety in business transactions every day that a question as to whether war is helping at all is very likely to be answered in the negative. Even those who are making money very fast regret that they must divide a part of it with the Government in the way of taxes, while those whose business has been reconstituted successfully prefer to think that the world might have been as well off if they had been allowed to go on and eventually drop into the discard as a failure.

A merchant who never paid much attention to the shipment of his goods before the war, that work having been done very satisfactory by a subordinate, has become converted to the idea that one of the great reformations that should be undertaken in this country during and after the war is the elimination of great wastes in the methods of distribution. Curiously enough, in such a hidebound country as England, where trade customs are regarded as unchangeable as human things may be, a propaganda is under way to lessen the wastes of frequent cartages, and the returns of empty wagons over the roads they traveled full.

The railroads have been so pressed for cars and other things that they have instituted rules in many sections prohibiting the receipt of anything under carload lots for long hauls, except in cases of absolute necessity. Some railroads prefer to run whole trains of empty cars one way than bother with half filled cars that must be stopped or unloaded, partially, at most inconvenient points. Even the very efficient catalogue houses are learning that the costs of delivering goods to consumers in certain territories must be lessened if they are to hold trade against new competition based upon lower cost deliveries.

Every one in the trade is familiar with the abuses and wastes of duplicate retail delivery in thickly settled zones. Some men want to reform it by making people take home all their bundles. Others see in the frequent running of delivery wagons a good means of advertising. But dispassionate observers sitting at vantage points and counting the duplications

of delivery service on a city street have become convinced that this is one of the great wastes of the day.

Under the impetus of war some merchants and manufacturers engaged in similar lines of business are learning to co-operate with each other for common purposes. Even those among them who cling to the idea that a man can be most successful if he runs his own affairs in his own way an admission is procurable to the effect that there are some men engaged in a business like their own who are mighty good fellows and they did not know it. Some merchants have learned that the most unsafe thing to depend upon for final decision is a salesman's report of trade conditions, unless full discount is made of the peculiar bias a good salesman must have.

War has forced into the minds of many a merchant the idea that co-operation for the purpose of understanding the varying influences of competition is an essential of efficient business to-day. New light is being shed upon the effects of small things in trade, such as prejudice against the seller of goods because he is a new comer, and may really be proceeding on a sound business theory as any ever evolved. Trade acquaintanceship is now regarded as a business asset by some merchants who refused to know competitors until war forced them to meet around a table every day to secure supplies for the Government they each supported in their own way.

The exhaustion of German manpower has so frequently threatened a German collapse within the last two years that the latest emphatic declaration on the subject by a Swiss observer, will be received with proper caution. On the other hand, we must not underestimate the strain upon Germany's human resources. In the latest bulletin of a Copenhagen society for the study of the social consequences of the war, from which very careful statistical investigations have come before this, we find an estimate of the extent to which Germany has drawn upon her available man-power. At the outbreak of the war there were thirteen and one-half million men in Germany between the ages of seventeen and forty-five. From the number of members of the trade unions who have been called to the colors it would appear that by the end of 1915 Germany had summoned 67 per cent. of all men liable to military service. That was more than a year and a half ago. If we make allowance for men between the ages of seventeen and forty-five who are physically disqualified for army service, we see that at the end of 1915 Germany was fairly close to the limits of her human reserves. Principally she has kept going since then by drawing upon the 600,000 youths who attain military age every year. This is hardly equal to the joint yield from the corresponding classes in France and Great Britain, not to speak of the advent of the United States.

Some men are born liars, and the rest speak the truth occasionally.

## NEW SLOGAN IS ADOPTED.

A maximum tonnage with a minimum number of cars, is the slogan that a number of Western railroads are working on. It is a good one that is bringing beneficial results to all who have tried it, and a number who have not are considering it. It is really surprising at the way it works on one of the largest of Western systems. In other words, it is a reduced number of loaded cars moved, with increased earnings. Railroads have men out among the shippers at leading loading points doing educational work, and good results are shown. Load to the maximum, is their instructions. It gives the railroads better returns, requires the use of fewer cars, and does not need any more motive power, in the aggregate.

In these times of great demand for cars and motive power and terminals, with the immense tonnage in hand and in sight, the utmost care has to be used to conserve the car supply and secure the largest movement per mile on all cars. Returns show that this is being done. Shippers, by loading to the maximum, and loading and unloading promptly, do a great deal of good toward assisting the railroads in all sections and prevent congestion. Some of the railroads here are holding back cars loaded with merchandise until they are full. If there is not enough freight one day to fill the car, it is laid out a few days until there is. By this method only full loads are hauled, and more money earned.

Loading on practically all railroads indicate a reduction from the big business of last year, but earnings are showing up well, and are for the most part ahead of last year. Coal tonnage is heavy, and exceeds last year's, while in miscellaneous and merchandise reductions are shown. Grain loadings are increasing, but are below the average at this season, and fall far below those of last year's. In the car supply there is a mixed situation. Grain men in Illinois and Iowa complain about a scarcity, although the movement of grain at present is the lightest at this time in years. Most of the big systems report a fair supply of cars. There was a shortage August 1 of 33,776 cars, while in May it was 148,627 cars. From now on the shortage is expected to increase, as there will be more freight to move, especially of grain, and it is expected to be limited by the ability of the railroads to furnish cars.

## COTTON GOODS SALES.

Cotton goods purchases for other than Government and export needs have been lighter so far this week. The market holds generally steady, concessions being possible only in some lines of gray goods and some lines of fine cottons that are being cleaned up for this year.

Leading lines of dress ginghams for spring have been sold up and withdrawn and large sales of staple ginghams have been made for future delivery. Prints rule quiet and bleached cottons are in moderate request on new orders. Deliveries on old orders are wanted promptly.

A more active enquiry is evident for winter cottons, such as blankets and napped goods, of which supplies are short in first hands. Production of cottons is below capacity because of scarcity of labor in mill centers.

Government buying continues full and is affecting more lines than merchants believed would be affected by actual war needs. The demand for export is active and broad and sales are being made rapidly when goods can be supplied.

A 4 per cent. war loan as suggested by late Washington dispatches, being free of the normal income tax, would retain the advantages of the present loan for all investors with an income below \$5,000. Of the applications for the recent \$2,000,000,000 3½ per cents, \$1,296,000,000 were for lots of \$10,000 or less. A fair proportion of these must have come from investors who would still be free of tax under the new proposal, while receiving ½ of 1 per cent. more in interest, besides the privilege of converting their 3½ per cents. into 4s. Presumably, their subscriptions to such a new loan would be increased. How far the larger subscriptions would be affected, depends on the other question, how much of the \$3,035,000,000 applications for the recent loan were attracted by its immunity from the income super-tax. There would remain, in case of the new experiment, some other considerations. One is, that a policy which has always worked well for the Government—not only in floating its past loans, but in converting and redeeming them—would be at least partially abandoned. Another is that a 4 per cent. loan, free of the normal tax, would presumably affect, more unfavorably than the last loan, outstanding investment bonds and savings bank accounts. The force of that consideration would depend, in large measure, on the practical questions whether another loan could be floated at 3½ per cent.

"Can now" is a very pertinent and timely word from the Secretary of Agriculture to our housewives. The regular canning factories have not the facilities for greatly expanding their output; labor this year is more than ever scarce. The workers available in the neighborhood of preserving establishments have not been increased, but rather diminished, by war's exigencies, by enlistment, by the call of war industries, and, last but not least, by prosperity. The womenfolk and youngsters do not this year, with farm prices what they are, have to leave off scooting around in their husbands' and fathers' automobiles. Moreover, even were other conditions favorable, there happens to be a famine in tin-plate; housewives, for the most part, put up fruit and vegetables in glass jars. They, therefore, will really be able to add something to our next year's stock of food by saving thousands of tons from condemnation, if they will roll up their sleeves and turn vigorously to the not disagreeable work of "putting up things" for next winter. "Home-made" ought to be the ladies' slogan of this season.

**THE SUPERLATIVE BARBARISM**

The steady progress in criminality of German barbarism has brought the Berlin government to a point in its career where the only crime left uncommitted is cannibalism. This at first may seem like an extreme arraignment, but when we consider all the outrages ashore and afloat the junkers have commanded or perpetrated and all the unspeakable horrors they have permitted to their allies, the Turks, it is not easy to find exaggeration in the statement. Readings of the Bryce, Armenian and Belgian reports, stories of innumerable witnesses from the unoccupied territories and from the high seas, the German official admissions themselves, indicate that every species of treachery, every cruelty, every indecency the mind of man has conceived, has been committed, except possibly the one wickedness we have noted.

This is a new thing in modern history, perhaps in all the history of so-called civilized nations, for heretofore every government has shown respect for something; it has had regard for its honor, or for humanity, or for decency. The new depth of degradation reached by the Berlin autocracy is due to its superior capacity. It provides an epoch-making example of the accuracy of the old theory that the greater the intellectual capacity and development of an individual or a nation, the greater the power for depravity. The Berlin regime, the product of unexampled genius for organization and preparation, has gone vile and the stench exceeds any that ever before rose to heaven.

This Teutonic barbarism being the barbarism resultant from moral, religious and intellectual overtraining is decadent, and unlike the barbarism of a developing people it has nothing natural or spontaneous or instinctive about it. It is cold, deliberate, base, the barbarism of those who believe nothing, have no heart and no joy and no fear. It possesses a relationship to the hideous and repulsive degeneracy one sometimes finds among the fallen of our great cities. Until the German people as a whole are able to shake off this horrible incubus they are a nation under a curse.—Detroit Free Press.

**GOVERNMENT ECONOMY.**

If every family in the land wastes only one ounce of food per day it is throwing away in the aggregate enough food for some million meals. Every housewife is urged to can and dry every bit of fruit she possibly can and let none go to waste. People are urged to live more on fruit and vegetables in season and use less bread and meat.

All very good. But let us tell some of our executives how they are wasting resources. In a certain county the first call of more than 500 men for medical examination did not result in filling the county quota. Two hundred more were called. The notice read to come to an appointed place at 8 o'clock a. m. Some eighty men were examined before noon and had the remainder of the day to work or do as they pleased. There were farmers there who had threshers at home; others had grain in the field ready to draw; but they had to lose the day's work.

Now, if fifty men had been notified

to appear at 8 a. m.; fifty at 10 a. m.; fifty at 1 p. m. and 50 at 3 p. m., 200 men could have planned for at least one-half day's work. Take the whole country over, if every drafted man must unnecessarily lose one-half day at productive work, how does that compare with saving an ounce of food or a handful of berries?

Who is responsible for this economic loss?

**PRESERVATION BY DRYING.**

Whatever the Government does with the new method of drying vegetables and fruits, there is no reason why private individuals should hesitate to put it into operation on an enormous scale. The women are doing a splendid work in canning, but the crying necessity of the time is for great quantities of this new inexpensive, but delicious, fresh-dry product.

Germany, efficient and long since well prepared for war, had between four and five hundred of these establishments, of the large size, already in operation before the war. It is not known how many she has now. The belligerents who are fighting Germany have the habit of following quickly upon her methods, and no less urgent than shrapnel, big guns, and poison gases is the food for our fighting armies.

We shall show a lamentable lack of wise patriotism if we do not preserve the abundant crops of vegetables. The season is so far advanced what is to be done must be done at once.

Unforeseen advantages to the Entente—that is, unforeseen by the Germans when they defied the whole world—may result from the entry into war even of the smaller or weaker nations. This is being proved by the co-operation of Cuba with Mr. Hoover's department in an agreement to forward planting of crops which will supply the island republic with certain food materials it now imports from this country. Here is an endless field for development. By a proper co-ordination of the agricultural and industrial activities of practically the whole of South America and most of Asia, production can be controlled and directed towards the needs of the Allies. Things not necessary for the successful prosecution of the war will not be raised or made if our Government can bring about agreements to this effect with the governments of South America and Asia; and things that are necessary, directly or indirectly, in order to relieve the United States from sending them elsewhere than to Europe, will be planted or manufactured. The entry of Cuba, or Brazil, or China, into the war may turn out to be less of a comic-supplement feature than German officials and, through them, the German people at first supposed.

Patriotism that recognizes that war is no picnic, is patriotism with the real punch.

Blessed are they who know enough to let well enough alone.



We extend a cordial invitation to all merchants interested to visit us and inspect our lines of

# Holiday Goods

IN

CELLULOID AND METAL TOILET AND MANICURE SETS, LEATHER GOODS, CHINA, CUT-GLASS, TOYS, DOLLS, BOOKS, GAMES, BRASS HOUSEHOLD WARES, SILVERWARE, CLOCKS AND NOVELTIES OF EVERY DESCRIPTION.

We are showing choicest selection of goods from over

## Eleven Hundred Factories

Our display is a wonderful revelation of

## New Goods

## Lowest Prices and Immense Variety

that should not be overlooked as the early buying merchants are showing by their orders every day since the opening week of June 5th.

Don't say "I can't get away."

Other men are as busy as you but they have learned that goods "well bought are half sold," and in this year of wonderful changes IT IS IMPERATIVE that you see a line of goods like ours before buying.

To attempt to order from your home town with so many NEW, NOVEL AND SNAPPY THINGS as we are showing would be an injustice to your business as the people are depending upon you to save them from ordering elsewhere.

PRESENT PRICES WON'T LAST and our early orders cannot be duplicated as raw material and labor are constantly rising. Besides there is a greater shortage in these lines than last year and factories cannot be depended upon for re-orders.

WE TRY TO SERVE YOU

We mark our goods in plain figures. We have increased our sample tables ONE THIRD to accommodate goods NEVER SEEN BEFORE in preparation for the greatest Fall and Holiday business you have ever had.

We will hold orders until shipment is desired. We give Holiday dating, sell to merchants only and have no connection with any retail store.

COME AND SEE US—CORRESPONDENCE INVITED

## H. Leonard & Sons

MANUFACTURERS' AGENTS & WHOLESALE DISTRIBUTORS  
Grand Rapids, Michigan



### 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.

### Ten Suggestions for Milk Consumers

1. Buy only the best milk obtainable. It is cheapest in the long run.
2. Consult the Health Department before selecting your milk dealer.
3. Buy only bottled milk if possible. Dipped milk is often dirty and deficient in cream.
4. Take milk into the house as soon as it is delivered, and place it in the refrigerator immediately. Bacteria increase rapidly in milk which stands in the sun or warms up, and such milk will sour quickly.
5. Keep milk in the original bottle in the refrigerator until the moment of serving. Milk which has been poured from the bottle should not be returned to it.
6. Keep the bottle covered with a paper cap or an inverted tumbler, to prevent the entrance of flies and dust, which may carry dangerous bacteria into the milk.
7. Keep the refrigerator clean and sweet by means of proper drainage and frequent washing with scalding water and sal soda, since milk quickly

absorbs unpleasant odors and becomes less palatable.

8. Wash milk bottles as soon as emptied, by rinsing first with lukewarm water and then with hot water. If there is an infectious disease in your house, do not return any bottles except with the knowledge of the Health Department and under conditions which it may prescribe.

9. Return empty bottles promptly, and do not use them for anything except milk. Remember that they are the property of the dealer and represent cash.

10. Remember that clean milk, properly cared for, is one of the best foods obtainable. It is nourishing, digestible and usually economical.

Judging by the amount of litigation now in the courts of this State between policy holders in stock fire insurance companies and the insurers, the acceptance of a policy in a stock fire insurance company nowadays amounts to a license to sue and be sued. Every technicality is seized upon by the adjustment bureaus which attend to most of the adjustments to annoy and confound the insured, in order to secure settlements on an unfair and dishonest basis. How long the business public will stand for this sort of treatment remains to be seen.

### CHEESE

Let's consider at our ease the diversities of cheese, Freshly made by Anne or Susan in some farmhouse 'neath the trees, Moulded by flax-pated Gretchen, or by snapping eyed Therese, Long ago across the seas. Meek and mild, or mighty cheese, Hearty diners to embolden, jaded epicures to tease.

With a slice of claggy rye bread goes a slab of podgy cheese, Switzer cheese, Its curious interstices filled with faintly odorous breeze, Ponderous and placid cheese.

But the brown crisp-surfaced doughnut needs a wedge-shaped chunk of cheese, Yankee Cheese. Since they will not end together, take another doughnut, please, Then another chunk of cheese.

Eat with hardtack, or with biscuit, slices of some orange cheese. English cheese. Sound, substantial, and full-flavored, there is nutriment in these Even-tempered kinds of cheese.

But for soft and crumbling richness choose the Gorgonzola cheese, Luscious cheese. 'Tis ridiculed in music halls with loud rude-mannered glees, Graceless insult to good cheese!

And don't forget the Camembert, that creamy, melting cheese, Perfect cheese. Spread on freshly-heated crackers, when without the waters freeze. It's a poem of a cheese.

Let us toast each noble cheese made our hunger to appease, Every sort of native cheese, any brand the traveler sees, With some palate it agrees. Pass the cheese.

Edna A. Collamore.

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

**EAT SKINNER'S**  
 THE BEST  
**MACARONI**

MY SIGNATURE  
*Paul Skinner*  
 ON EVERY PACKAGE

**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.

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

## EGGS WE BUY WE STORE WE SELL

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

**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.

## USED AUTOS

—My Specialty. Largest Stock—  
 Runabouts \$65-\$350 Touring Cars \$150 and up  
 What have you to trade? Easy terms.  
 Dwight's Used Auto Ex. 230 Ionia, N. W.

### 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

**Milk Does Not Carry Infantile Paralysis.**

The infantile paralysis epidemic of last summer in New York City was not caused by contaminated sources of milk supply or other foods, nor was it communicated by lower animals or insects or by clothing or other extraneous objects. That is the opinion expressed by the special committee of physicians appointed to aid the Department of Health in combating the disease, on the offer of the Rockefeller Foundation to finance the research work.

The report, which was submitted to Mayor Mitchell, gives the record of a study of 2,496 cases diagnosed by the Department as poliomyelitis, out of a total of 9,023 cases. It was found that males apparently develop the disease more frequently than females. This is the consensus of opinion among foreign medical authorities also. In more than 10 per cent. of the cases visited in that city there was conclusive evidence that infection was through personal contact with previous cases.

The fewest number of cases occurred among nursing children and the greatest number were among children receiving various forms of cow's milk, and by far the majority of these were using bottled pasteurized milk in which no microbes of the disease could be presumed to exist. Several cases of supposed milk infection disclosed upon investigation no evidence that the disease was so carried.

The following conclusions are drawn by the committee:

1. Infantile paralysis is communicated by personal contact.
2. Slight and non-paralytic cases are the most frequent sources of infection. As these cases arouse no suspicion, others come more in contact with them.
3. The disease usually develops from three to ten days after exposure.
4. Previous good health does not give immunity from attack.

Points cited as of most practical importance to parents are as follows:

Children who are ill should be kept away from others until it is definitely certain the ill child has not a communicable disease.

If one's own child develops suspicious symptoms the child should be kept away from others until it is known he has not a communicable disease.

Early diagnosis of suspected cases and prompt isolation of the patient are held to be of the greatest importance in preventing spread of the disease.

**Cheese Factories vs. Condenseries.**

Cheese factory owners and manufacturers in the vicinity of Valders, Wis., where a new condensing plant has just opened, have appealed to the State of Wisconsin in a fight to curb the alleged attempt of the condensery company to put them out of business, by securing a monopoly on the milk supply in the territory. Claim is made that the condensery is paying \$2.55 per cwt. for 4 per cent. milk, which is an advance of 65 cents on prices paid

at Burlington, where the same company is said to operate a plant, and cheese men say that the purpose is to corral the milk supply with the consequent closing of cheese factories in the territory, as cheese manufacturers are paying \$2.20, although the cheese factories are returning whey which farmers use as feed. Meetings with a view to advising farmers of the advantages of the cheese factory and educate the farmer to his interests in retaining the factories by providing milk supply are being held. Representatives of the State Agricultural Department will attend and speak. Ruling is said to have been asked by the attorney general on the grounds that the condensing company is discriminating in prices paid at its plant here and at Burlington, and it is said that the attorney general's department has taken the matter up and has conferred with District Attorney Brady. The new condensery was opened this year and is said to have secured a large supply of milk formerly delivered to the cheese factories, by offering increased prices.

**Enlarging Trade Territory.**

To enlarge the trade territory of its industries the Chamber of Commerce of Austin, Texas, has distributed return postcards to all of its members. On the back of these are listed the products manufactured in the city. The cards are distributed to all the members.

Enclosed with correspondence and invoices, these cards are widely circulated. All that a prospect has to do to receive full information relative to any of the products listed, is to check the ones in which he is interested, place his name and address on the card, and mail it to the secretary. The returns have been extremely good.

W. E. Long.

LUBRICATED TUTHILL TITANIC SPRINGS



No Center Hole—No Center Nib—No Center Breakage.  
They are constructed with a special lubricating rust-preventing compound made from graphite—forming a long lived lubricant inserted between the leaves of the spring.

Distributors,  
**SHERWOOD HALL CO., Ltd., 30-32 Ionia Ave., Grand Rapids, Mich.**

**Perkins Brothers  
Jersey  
Peanut Butter**

Has a rich delicious peanut butter flavor the children love to taste. Wise mothers serve it because they know it makes strong, healthy children and reduces the high cost of living.

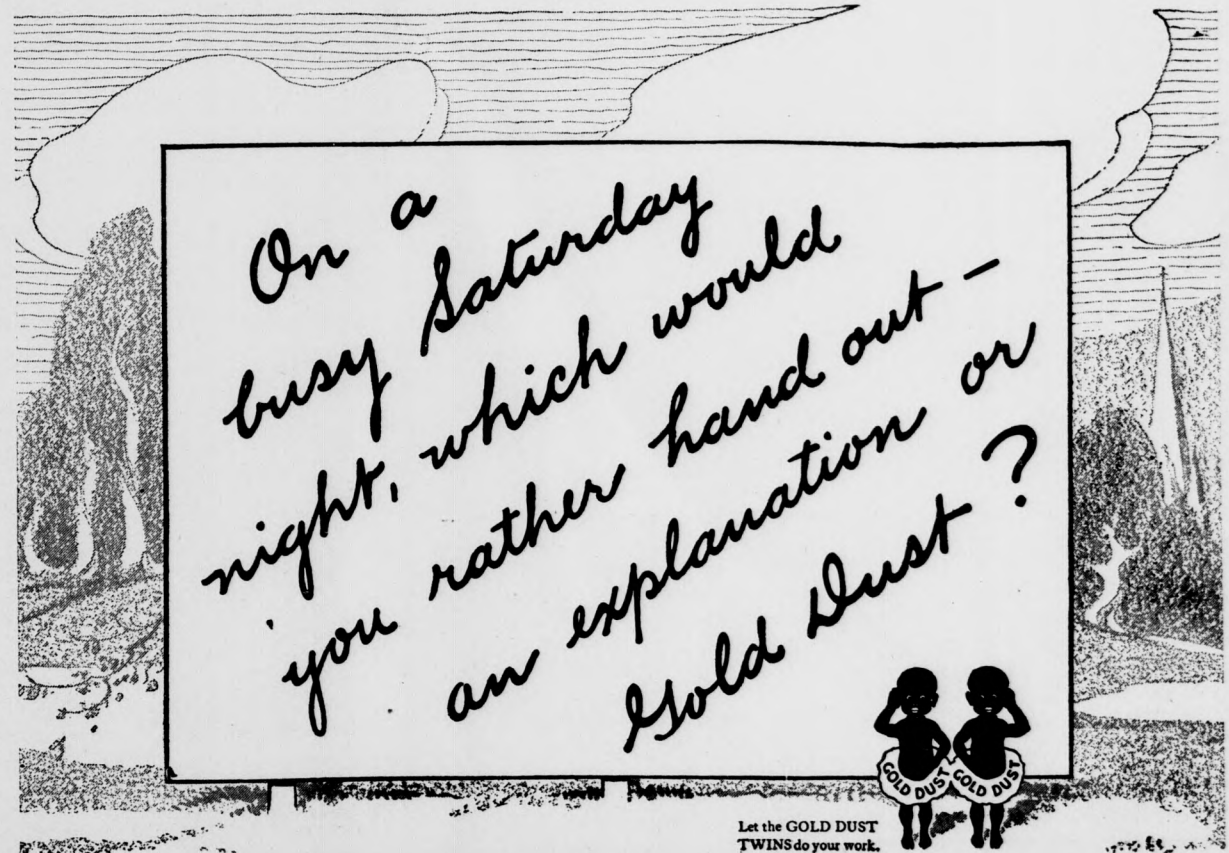
Mr. Grocer, demand Jersey Peanut Butter from your jobber and watch your sales on this product increase.

Only the best peanuts are used in making Jersey Peanut Butter. Quality comes first.


Write us if you cannot buy from your jobber.



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



*On a busy Saturday night, you rather hand out an explanation or Gold Dust?*



Let the GOLD DUST TWINS do your work.



### Wherein Our Farmers Fail to Do Their Part.

Written for the Tradesman.

Because certain writers proclaim the Food Control Bill "the longest step toward State socialism," is no reason that it is true. As an Eastern financier points out: It is the essence of socialism to destroy private ownership of the means of production. Now the food bill deals directly with the means of production, only so far as they consist of farm lands and with these only to protect them. The new law not only arbitrarily fixes a minimum of \$2 a bushel for wheat until May 1, 1919, but authorizes the President to determine what price it may be necessary for the Government to guarantee the wheat grower in order to stimulate production. Apropos of this phase of the food law, it is pertinent to call attention to the fact that in face of the great solicitude for the "dear farmer" on the part of the Government, this protected and pampered individual is the lowest in the list of purchasers of the original Liberty Bonds. As a class, the farmers were indifferent, sluggish and sullen. They could not be roused to see that in thus assisting the Government they would become possessors of the safest securities in the world. To use the expression of a Western correspondent, "All the farmers out here can see is 8 per cent, for their surplus money." And yet everything is done to secure them ready markets and good prices. Profits, not patriotism, seems to be their slogan, a piece of selfishness of which they should be heartily ashamed. If country banks have any backbone at all, they will spur their farmer customers to a more patriotic action when the next issue of Liberty Bonds is placed on the market. Working girls, factory employes, unskilled labor, all came forward nobly. Why should the farmer hang back?

To return to the food bill, outside of the clause first mentioned the law deals chiefly with methods of distribution in which reforms are badly needed even in times of peace. It is true it intervenes in the law of supply and demand, but is revolutionary only as to controlling distribution. The President may seize either commodities or facilities of production, the use of which is necessary for National defense, as he might have done under the constitution anyway. As to the needs of the civilian population, he may only purchase, store and sell the principal articles of food. Under the new law, upon requisitioning property of any sort, the President or his representatives may fix the price to be paid, and the owner

may sue the United States to recover the value if he thinks he has not been fully compensated. The law is a war measure with its life specifically limited to the duration of the war. It is probable that it will have a more or less definite effect on our economic life after the war, and it may be that the Nation will learn sufficiently from this lesson to live when peace is declared without further restrictive and coercive measures.

A Boston student of war financing says: "The wiser course for the Government to pursue would seem to have been to allow economic laws to play their natural part, even though this involved some excessively high prices. Extortionate profits would have automatically reverted back to the Government in the form of taxes." For the sake of argument grant what the careful student says. What relief would the masses of the public receive from piratical practices of food speculators? The argument that price fixing will eliminate the little producer is fallacious. The Government's intentions are not to ruin industry and commerce, but to regulate them. Section five of the food law empowers the President to license the importation, manufacture, storage, mining or distribution of foods, feeds or fuel. Section 12 authorizes him to take over pipe lines, factories and packing plants whenever he deems it necessary, while section 25 gives him power to take possession of coal mines and operate the same or, if he sees fit, to compel any or all mine operators or coke manufacturers to sell their entire output to the United States through a duly organized agency, which, in turn, will regulate the resale to the public. There is no question but that only the peril of a war that is shaking the entire world to its foundation could procure the enactment of such a law. In the face of our peril, which is coming to be better understood, the people gladly temporarily surrender their individual rights, liberties and privileges to their Government, realizing these will be restored to them at the conclusion of the war. This spirit, begotten of a necessity which threatens our National life, has led to intelligent regulation which is by no means socialism. As the Wall Street Journal sagely remarks: "Heretofore regulation has been on the theory of destruction. All large concerns have been considered bad and therefore, to be destroyed. There is however, outlined in section 25 of this law a clause which should encourage coal companies to produce to the limit of capacity and at the

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same time do wrong to no man. There is also in the section an assurance that wrong will meet with an arbitrary power to curb it. From this experience should come something easily better than socialism or Government ownership—those twin sterilities of modern economies."

Wall Street, ever a reliable business barometer, failed to be depressed by the Government price fixing cry, as prices went up, instead of down, when President Wilson announced that munition prices to the Allies must be cut. Financial circles believe prices will not be cut so as to materially diminish the profits now being made by munition manufacturers. Reasoning on this basis, because the War Industries Board is composed of such men as Henry P. Davison, of J. P. Morgan & Co., and Barnard Baruch, it is probable the Board will determine what prices will be fairly satisfactory, both to the people and to the producers.

When the cost of this war is inspected staggering figures are presented. Its cost, from its beginning in 1914 to August 1 this year has approximated \$90,000,000,000 and at the present time is costing \$117,000,000 a day for both sides. These figures are based upon the reports of leading statesmen of Europe, as reported in press dispatches. Since this country entered the war it has expended \$1,629,000,000, of which \$1,337,500,000 has been advanced to the Allies, leaving the amount actually spent on our own war programme about \$300,000,000. It is estimated at Washington that the cost of the war to the United States to June 30, 1918, will be \$17,000,000,000 of which \$7,000,000,000 will consist of loans to the allied governments. The actual daily expenditures by this Government would be \$21,700,000. During the past year Great Britain's cost ran up to nearly double that amount, being above \$40,000,000 per day. Current costs, according to Bonar Law, Chancellor of the Exchequer, have been reduced to \$35,000,000 per day. Germany has expended \$19,750,000,000 or about \$25,000,000 per day; Austria-Hungary, \$9,700,000,000 or \$13,000,000 per day; Bulgaria and Turkey, \$1,450,000,000 or \$2,000,000 per day, making a grand total for both sides of \$89,721,500,000 or \$116,700,000 per day.

A report became current in Eastern financial circles to the effect that Paine, Webber & Co., of Boston, had bought the entire control of the American Public Utilities Co., and of Kelsey, Brewer & Co., of Grand Rapids. This proved to be incorrect and arose from the disposal some time ago by Charles B. Kelsey of his interests in Kelsey, Brewer & Co., to a member of the firm of Paine, Webber & Co. There is no further change in the firm or the American Public Utilities Co. Joseph H. Brewer, whose great ability has built up these prosperous organizations, remains at their head and will continue to dictate their policies and, with the assistance of his able staff of officers, continue their successful operation.

Paul Leake.

#### Encouraging Workers to Save.

Realizing that employes who save money are better employes, more ambitious, and cleaner in their habits of living, one large firm worked out a method to help them. At the entrance to each door of this concern is a receptacle on the order of the corner mail box. In it employes may deposit money in any amount less than \$10.

Many employes, it was found, were too indifferent to go to a bank with such a small sum as 25 cents, but they would leave it at intervals in the mail box. In this way, they soon got the habit of saving. Workers who at first placed only small amounts in the box almost always continued by saving more and more money that might perhaps have been used by them in ways that would have been harmful to themselves and to the company as well.

Passbooks like regular bank books are used, while the money itself goes with the passbooks into manila envelopes that the firm supplies. The men and women who stay with this firm are usually the ones who save. The company knows, moreover, what each person saves, and when one of two men is to be dismissed, generally the man with the saving habit remains.

I. H. Fairfield.

#### A Hobby Put to Work.

A camera helps a salesman in a specialty field to keep on the right side of his customers, and breaks down the barrier separating him from new trade. Photography is his hobby, so he combines business with pleasure.

His plan is to take a picture of the dealer's store—interior and exterior—or to snap a particularly attractive window-trim. Sometimes he photographs the retailer himself or members of his family. At the earliest opportunity he mails the results to his future and present customers. This gives him a good chance to call again, to find out what the dealer thought of the pictures, and bring his selling arguments to bear on a favorably inclined prospect. The number of his sales to such men has been very satisfactory, he says.

W. B. Mayer.

Successful borrowers always get credit for their efforts.



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## ETERNAL IGNOMINY.

## No Forgiveness Ever Possible For Germany.

Can Germany ever be forgiven? Behind all the vain-glorious talk of the arrogant aristocrats who have deluded the German people into thinking that they are God's chosen instruments is the disturbing, terrible feeling that in the sight of the world they are eternally damned, and that, long after the war is over, the name of Germany will be loathed and spurned.

They see the great democratic nations of the world allied against them, and although they are offered many excuses for this tremendous hostile world coalition, yet in their heart of hearts there are those who are not deceived. They are conscious that the world is in arms against them because the world brands them as enemies of the human race and barbarians more brutal and bloodthirsty than the most savage tribes recorded in history. And they wonder whether it will always be so; whether a hundred years after the war's end, in the sight of mankind, they will still be unforgiven.

The world loathes Germany primarily as the author of this awful conflict, with its crushing burden of misery and suffering, a conflict prompted by greed and dynastic ambitions. But the loathing would not be nearly so intense or permanent if Germany, by her inhuman methods, had not made the war needlessly horrible.

The world could have found it easier to forgive Germany for the war itself than for the introduction of such devilish devices as air bombs on undefended towns, sinking at sight of merchantment, the castration of enemy prisoners, the inoculation of innocent women and children with the germs of smallpox, tuberculosis, leprosy and syphilis.

The argument that, after all, Germany has put up a plucky fight would have appealed to the sportsmanlike instinct of humanity at large and helped to assuage the bitterness of feeling against the Germans. But what argument can lessen the sense of hatred inspired by such crimes as the destruction of historic Louvain and the murders of Edith Cavell, Captain Fryatt, and the innocent women and children of the torpedoed Lusitania?

They are not all mad in Germany, although every means possible is adopted to make us think so. There are still a few level-headed persons among the blatant and credulous population; and, with the third anniversary of the war reached, they are asking themselves into what fearful abyss of eternal ignominy are they and their compatriots being driven.

It was different when the sense of victory sustained the Germans. Then they did not care what the world thought of them. "If we are all powerful," they said, "what does it matter whether we are liked or not? If necessary, we can force the others to like us."

But the prospect of defeat makes those who are not hypnotized by Hindenburg's sugary lies look beyond

the immediate present, and what they see frightens them.

It is an awful thought that henceforth to confess oneself a German is to be regarded as a pariah, an unclean thing among all the nations who stand in the vanguard of civilization. Great indeed must be the crimes of a people which has earned such universal reprobation!

The nearer Germany's doom approaches the more vivid that terrible vision of a future cut off from intercourse with the remainder of the human family becomes. All her desperate and bestial expedients will not avail to stave off defeat. Defeat is inevitable, and, with defeat the eternal contempt of the nations whose blood and treasure has been prodigally poured out to crush the beast in Germany.

Germany may avert the evil day for a considerable time yet, the power of defense being so great; but the lesson of history is that an invading army which cannot advance must either retreat or be destroyed: and where Germany stands she is being decimated, and when she retreats it is back towards the Rhine, the ultimate objective of her enemies.

Is there no way out? Must Germany ever tread the path of universal hatred and loathing? Can she ever atone for her sins against the world?

There is only one way. If Germany brings about a democratic revolution within her borders and takes away from the Hohenzollerns their terrible power to plunge the world into war; if she is willing to make reparation for the evil that she has done, and gives guarantees of good conduct for the future, then the nations—perhaps a thousand years hence—may decide to admit her into their comity once more, and allow the centuries to bring healing and forgetfulness.

## Timely Topics as They Look in Mears.

Mears, Aug. 20—Too blamed busy to write or read these days. This isn't writing, only scribbling. I do peep into the Tradesman if I don't have time to read all the war news.

Was tickled to read that foot note the editor put under E. P. Monroe's write up a week ago. Bet it got under E. P.'s hide all right.

I want to thank you for inserting my last effusion. I didn't think you would print it, because you are so anti-German and pro-American.

To relieve Honest Groceryman, please inform him that Fritz, the Farmer and the lumber wagon passed through Mears this evening at 5:30, heading due West. The wagon was 82¾ rods in the lead. As old Lake Michigan is only seven miles West of here, the chances are it has received the wagon before this. There was a trail of axle grease along the road, so the wagon is about dry anyway. Fritz was panting like a heavy horse and the Farmer still shedding hay seed. The wagon was spurring easily, but its tongue was sticking out, although it was not sprinting. Hereafter, believe anything the Honest Groceryman tells, even if you know it is not the truth. Safety First. Chronic Kicker.

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## MAIL ORDER MENACE.

## Secretary Bothwell Has a Panacea for the Evil.

Cadillac, Aug. 20—The Michigan Tradesman of Aug. 15 is replete with most valuable pointers for the retail merchants if they would but make use of them. "Bad Bureau Methods," "Conservation Movement" and "Go a Little Slow" are particularly good. The splendid value of co-operation would be more apparent if merchants generally would get together more and discuss such subjects as these.

Recently I was at a meeting at Merrill, held the Monday evening that it was so hot, and although merchants to the number of fifty or sixty from Midland, Hemlock, Breckenridge, and Merrill turned out to partake of the banquet provided, consisting of both edibles and speeches, it was so hot that a fellow should be exempt from censure if he did not attend, yet, notwithstanding the temperature was around the 100 mark, the fellows did not get away from the hall until 12 o'clock and I want to say that the spirit of co-operation manifested amongst the merchants of this locality is, indeed, encouraging and bespeaks the success that is bound to result when the legitimate distributor of food products realizes how valuable an asset is the good will of his competitor. The medal is due our friends of those towns for the complete way in which they have eliminated that old time spirit of antagonism and the magnificent way in which they get together as friends and, if I may use the word, "copartners" for a discussion of the problems which are of mutual interest. Although the night was so extremely hot that surplus clothing and wilted collars were discarded, it did not dampen the ardor of those present and the problems affecting their business were handled without gloves and I want to say to you, Mr. Stowe, that a little more ginger and a little more pep of this sort in other parts of the State will do more to induce the retail merchant to handle knotty problems of his business in a co-operative way, and thereby make him a financial success.

Last week it was my privilege as well as pleasure to meet with the merchants of Fremont where with these men I am planning a campaign to counteract the mail order and soap club problem, so that with the energies of these men centered on the problems which are hindering the prosperity of their community there is no power strong enough to stop their march to success. Although many of our weak-kneed brothers throughout the State say, "it can't be done," these men have the nerve to tackle the octopus known as the mail order house which is sapping the vitality of the retail men in all lines and all towns. I bespeak for them the success they deserve, since it is human instinct to be loyal and it is simply a duty every man owes to his community to be loyal to it in the same degree as he is loyal to his family and his business. It is a well-known fact that any business cannot attain a greater measure of success than the community in which it is located and we who are directly affected should place the facts before those who are not in a position to investigate and show them that the enormous profits of the mail order house can only produce one result to the community—drain it of the profit that should go to paying wages, taxes, rent, light, heat, etc., in the locality where that profit belongs. As an example: A farmer settles on a quarter section of land which he gets from the Government and on which he annually pays a certain tax. He builds a house of materials bought from the mail order house. The 30 @40 per cent. profit, as the case may be, has all been retained by the mail order house. No retail lumber yard is necessary, no hardware store nor

construction company is necessary to do things for this farmer. He is absolutely independent of his neighbors. The Government furnished him with the land, the "stranger," the mail order house furnished his house, his clothes, implements, groceries and provisions, so up to date our farmer has gotten along very nicely, but Sunday morning has arrived and the farmer's wife wants to go to church, but there is no church to go to, and on searching the mail order catalogue they do not find any churches listed and no contribution with which to build one or pay the preacher, and not even a bill of lumber with which he might build a church, same as he can his house, barn or garage, so this Sunday he must preach his own sermon and teach his own Sunday school.

Monday morning the children look up their school books, but they are advanced pupils and the books they had in the other state are not usable here, so it is necessary to buy new ones in order that the children may have that God-given privilege, education. The school is there, the teacher is there, but where are the text books? Again the farmer turns to the mail order catalogue. He cannot wait to send there. It will take ten days or two weeks to get them! But it can't be helped. There is no other place to get them and he must get them by mail so they will get there sooner than by freight. But see what it costs—I cent for two ounces to come by mail! It will make pretty expensive books. Let's see the catalogue. Here are gift books, novels, copyright fiction, games, toast books, adventure books for boys and girls, Bibles, prayer books, book-keeping books, automobile books, mechanic books, book bags and holders, but I do not find any text books. Here are pencils, pens and other things but no text books.

What in the world are we going to do? These poor children must certainly go to school and I do not see any way but that we must put in a little stock of the things which are not in this catalogue. Yes, that is all very well, but we will have to pay taxes on them and insurance, too; but there is no body here in the insurance business and I don't find it in our catalogue, John, we must go back home, this is a horrible place to live, where our children can't get the same advantages as where we came from.

But John is sick next morning and is not able to sell his catalogue house. Nobody wants it. He is unable to work to pull it down and ship it. The catalogue people will not take it back. They do not do that kind of business. Well, lets leave it and go any how, but John has been sick so long and the drugs out of the catalogue did not seem to do him any good and we have no money to pay our fare—get the catalogue! No, there is no charity listed and we cannot wait long enough to write to them. We must have help now. But there is no doctor, so John dies and a casket is necessary and must be had at once. Telegraph the catalogue house, they can send it by express, but we must send the money along with the order, get the catalogue and see how much they are? What, none there? Well, we have no money, even if there was, what in the world are we going to do? Our trouble is more than we can bear. Let us tell the neighbors and ask the storekeeper if he will trust us for a casket and the county buy tickets for us back home. In future we will depend more on our neighbors and less on catalogue houses.

This is a simple word picture of the disaster to a community of patronizing unrestrainedly the catalogue houses and the practice is slowly but surely sapping the life blood of many of the men who—because of the human interest they take in their neighbors—are forced to provide all the

attributes which give to a commodity the things which makes it a place fit to live in and for which regular taxes do not provide, so I say it is the duty of every loyal citizen to see to it that every resident of the community is fully familiar with the consequence of buying his supplies at retail in some locality in which he has no other interest. As an association of retail merchants, I believe it is a duty we must perform for the benefit of the community, as well as our business, and for this purpose I have worked out a plan which is proving effective and is designed to give facts not ordinarily made public and by which the average person may understand the real result of the mail order menace.

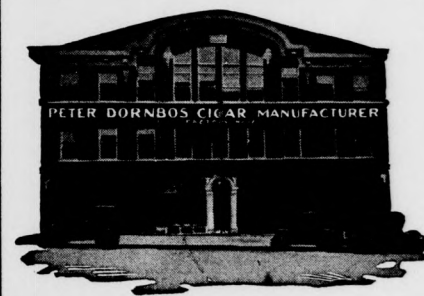
There may not be anything in this that you can use to put in the columns of the Tradesman, but if there is you can fix it to suit.

J. M. Bothwell.

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#### Pointers in Regard to Selling Builders' Hardware.

Written for the Tradesman.

Builders' hardware will probably figure to a considerable extent in this fall's business. The general market situation may hinder building operations to some extent; but people must have homes, and there is always need of stores and offices and factories, and the builders' hardware trade will adjust itself to conditions, and will continue an important factor in the hardware business.

In this department profit is largely a matter of good, courageous salesmanship. Too often the business is handled on a purely price basis. The dealers are convinced that, to get the business, they must figure closely in competition with other dealers. Then, too, there are some hardware salesman who know little of builders' hardware except the price.

To get your price, you must be able to urge strong quality arguments and to talk quality intelligently, you must know your subject. There is plenty of room and there always will be for the well trained salesman who can land business on a profit-making quality basis. The man who can sell goods on such a basis is always sure of a good living. His value to any employer is measured by his ability to bring in profits.

I was talking to such a salesman the other day and he told me how he did it.

"I was brought up in the grocery line," he said, "but I had to switch to hardware to get a job at all. Well, selling stove pipe was easy enough, and I got along fairly well with ordinary hardware lines. Then I got interested in builders' hardware. The department head discouraged me. 'You've got to know a lot to handle this line,' he told me.

"Well, I went to it. I took home the catalogues and studied them a lot closer than I ever studied anything at school. I memorized sizes and shapes. I found what each article was used for. I got hold of books on the subject and read them, too; but the catalogues helped me more than anything. Then I set to work to apply my knowledge to actual dealing with customers. I had to study people like I'd studied the catalogues. Well, I did it.

"Sounds easy, does it? Say, it meant a heap of hard work. If any young fellow wants to learn how to sell anything, he's got to make a thor-

ough-going job of it. He's got to learn everything about his line; and then he has to learn how to make use of the information he has salted down."

Good salesmanship will get the best money in this department, and accomplish the best results.

Another factor is knowing your community and its people. If it be true that the business is usually awarded on a price basis, yet the man who knows his prospect personally certainly has the inside track. The merchant who just sits in his store and waits for business won't get very much. A man has to hustle for this line of trade.

In many cases, of course, orders are placed by the builder or architect. It therefore is essential to keep in close touch and on good terms with both classes. At the same time, property owners themselves should be interested, if necessary by a personal call with samples. Show the owner what you have, help him to make a good selection, and he will instruct the architect or builder to turn the order your way. The average man building a house of his own is keenly interested in every detail; and a hardware salesman who knows his business and can make worth while selections is going to secure some trade.

As a preliminary, of course, the merchant will naturally watch the real estate and building news. Official building permits will supply some information, where such permits are issued in advance of actual building. In some places they are not issued until buildings are practically finished. Real estate and building items in the newspapers will give some worth while pointers. Then the dealer who knows in his community can often build up individual news sources which will help to place him promptly in touch with prospects.

It's good business to get in touch with such a prospect at once. If you can't see him personally, then telephone; if you can't telephone, write a personal letter. This line will hardly produce the best results without a liberal admixture of aggressive outside salesmanship. A personal talk with the prospect not merely brings sales, but often helps to sell goods of better quality.

In this connection, remember always to base your selling on quality. Even if the final issue is price, don't forget to urge that it is better to spend a little more and get the best. Sell cheap goods if you must, but sell quality goods if you can.

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 213 Erie Street  
 Grand Rapids, Michigan

careful attention. The "ready reckoner" who gives a careless glance at a building and quotes his figure on the spot is running considerable risks. The best method is to provide estimate and contract sheets. Enter on a sheet every item to be supplied and mark the cost price down. Then you know how much the goods will cost, and can fix the price accordingly.

Here is a suggested form of contract sheet. Have blanks at the top for date, owner's name, location of building, contractor's name and architect's name. Below, rule off the space into seven sections. Space 1 is for location of the door, window or room; where each article is to go; space 2, quantity; space 3, article; space 4, finish; space 5, cost; space 6, selling price; space 7, remarks. Thus: Hall to living room 1 set D. S. locks, O. B., 6864—\$5.00—\$6.00—1¾ inch door.

Enter every item required on your sheets, and you'll be sure of your profit, and will know, not guess, just what you have to supply.

These sheets should be duplicated and copies filed for reference. The sheets on file will help in figuring contracts, in checking over lists and comparing prices. The sheets will also be helpful in checking over deliveries.

The stock lends itself readily to display. If you can provide space for a separate show-room with each article shown as installed, it will pay. In smaller stores every article should be shown to the best possible advantage. Very effective window trims can be arranged. A touch of novelty helps. Thus, a miniature cottage, or even a picture of one on the background will emphasize the force of the slogan accompanying the display: "The Finishing Touch to Your Home." William Edward Park.

#### Predicts Ten Dollar Brooms.

Hillsdale, Aug. 21—Another harvest is here and the summing up of the Nation's efforts in this respect is now the order of the day. The broom industry, on account of its staple features, is mentioned only casually. This industry is one of the big factors of the Nation's affairs; therefore it should be given a prominent place in business matter, which it becomes a part of.

The year just passed marked a new epoch in the broom industry, notable for high prices and high grade goods on the market, and the unlimited demand for high grade standardized goods. The raw material of the past year was of the finest quality ever grown, but the supply was limited. The beginning of a new year finds the country practically barren of broom corn and the season of 1917-18 will set a new mark in high prices. Broom corn of 1917 is below the average in quantity and quality and the price for the new crop is beyond comprehension. In all conservativeness, before the close of the present year brooms will be demanding the unheard of price of \$10 per dozen, and in limited quantity only, and as the year progresses and material decreases, prices will go higher.

E. E. Holdridge.

#### Always With Us.

Until we reach the millennium we shall have drones and idlers, but humanity must always stand ready to cast the life-line whenever and wherever a fellow creature is battling against the undertow.

#### Those Who Stand Between Merchant and Customer.

Can you call your customers by name? If you cannot, make a special effort to learn their names and remember them. You have a big advantage in this. You get closer to your trade and people like to deal where they are known.

If the store has defects, study them and when you have a remedy, suggest it to the proprietor, but do not talk over weakness of the store with customers. Some clerks that I know appear to take a special pleasure in talking about the faults instead of the merits of the store in which they work. I was in a large store recently and the clerk was waiting upon me was called to the phone. He came back in a few minutes all heated up, face aflame and mad all over. Something that he had sold had gone wrong in the delivery department. Full of it, he commenced to rehearse the whole story to me and tore out the store most vigorously for lack of system, etc. Imagine, if you can, the effect of this upon the mind of a customer.

Do you ever take a particular article in the store and specialize on it for a day? This is the way to increase sales. Two girls in a certain store tried this recently and sold over 500 cans in two days. The ordinary sale of this article would be about one case in a month. The sale of this particular article created a demand for other articles which had to be used with it. There was an extra \$2 bill tucked in each girl's envelope on Saturday night as a bonus for the extra business.

Get in love with your work. You will never be a success in business unless your work appeals to you. The man who is in love with his work can accomplish a lot more than the fellow who considers work drudgery. I was being shown through a big tobacco factory in the South once where colored labor was employed. I noticed that the people were working in a slow, methodical fashion. The foreman was called and the gentleman who was my guide said, "Start up a song." He started a plantation melody and the change was magical. The hands of the men commenced to move more quickly and their faces were alight with joy. The joy of work was never so forcibly expressed as then.

One thing we must remember in life is that we must "grow or go." If your growth is retarded, find out if the fault is not with yourself. These are days of rapidity in business, quicker turnover. The really valuable man in business is he who responds to the spirit of the times and so adjusts himself that he can grow. None of us want to "go," in the sense that someone more able, alert or aggressive shoves us off the perch.

The true man is the one who realizes that his greatest development comes from overcoming resistances and triumphing over obstacles. To make good should be the chief concern of every man. Honest, loyal, conscientious endeavor will help us to accomplish that which we aim for.

Frank Stowell.



## SAVE WASTE

Apply HIGRADE economy to your delivery system.

Why do we use a Governor?

A Governor is necessary to prevent drivers from speeding cars, wasting gasoline and power.

## The Higrade Truck

car speed is 20 miles an hour. The Governor regulates this when running on high, but when in lower gears, the Governor does not interfere with engine speeds. This method enables the operator to get, when he needs it, all the power his motor is capable of.

### HIGRADE MOTORS COMPANY

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

EXECUTIVE OFFICES  
GRAND RAPIDS, MICH.

PLANT, HARBOR SPRINGS

## PEACE OR WAR

The battle of business goes on forever. The merchant must always be ready to wage a campaign to increase his sales. To do this successfully, he needs the Bell Telephone.

Bell Service keeps your lines of communication open. It puts you in direct touch with your customers. Dealers who use their telephone must do the most business.

Every Bell subscriber enjoys all the advantages of a comprehensive local service; in addition the long distance lines keep him in constant telephone reach with the national system.

Use the Bell Telephone



Michigan State Telephone Company

Grand Rapids, Michigan



**Getting Ready for the School Trade.**  
Written for the Tradesman.

The alert shoe dealer is now planning to round up the trade of school children, for it will not be long now until school days will be upon us.

This is important business, and worth going after. What have you done by way of preparation in order that you may get your share of it?

Have you thought out an attractive trim to be put on about the first week in September? Have you made your selection of souvenirs for little people to stimulate buying?

During the hot summer months most children are able to get by with shoes that are either pretty well shot or with types of specifically hot weather shoes, but when school open many of them must have new shoes. Under normal conditions September is a very good month for the shoe dealer—especially in children's lines.

It is a good plan to advertise "School Shoes." But what is a "school shoe?" Any sensible, practical last for little people that provides comfort and wear for little feet, and they may be of the popular priced kind, or of a better grade. But on general principles they ought to be strong and durable. Yes, and they should be comfortable. There should be plenty of room for the toes, and they ought to be fitted properly, which means they should never be fitted short.

Durability is a quality that appeals to the average parent, for little folks are hard on leather. No matter how good the shoes are, they are never too good. It is surprising how rapidly even the best of them wear out. In two or three weeks—sometimes even in less time—it's to the repair shop with many of them for half soles. But do not forget that little people take about ten steps to a grown-up's one—and they run and jump and slide on concrete and schoolyard playgrounds surfaced with gravel or granite screenings. Leather isn't armorplate, and it isn't possible for sole leather to be so tanned as to resist wear under such trying conditions.

Remind yourself of these simple little facts so as to be able to mention them incidentally when parents complain about how quickly their children's shoes are wearing out.

There should be a special school shoe window trim. In this window you should assemble the best shoe values for children you have in the store—shoes you have tried out and know to be dependable. And, it goes without saying, that they should be good fitters. There's a big difference in children's lasts. Let us hope

your selections have been judicious; that you have just the sort of shoes you ought to have to meet the footwear requirements of the little people in your community. That being the case, the rest ought to be fairly easy.

So arrange to put on a dandy good trim.

Make it suggestive of school days. Display the goods—and along with the shoes, souvenirs.

And this suggests a big field.

Souvenirs are of many kinds—and it pays to use them in connection with the children's department.

I happen to know something of the policy of a certain big metropolitan shoe store that enjoys a perfectly immense children's trade. It would be difficult indeed to find a store more popular with little people than is this particular store. I do not mean to imply that it's shoe values are out of the ordinary, price considered; on the other hand I should rate it in this respect as a good average store. But they believe in souvenirs for little people at this store—and they are always giving them—and at no time more conspicuously than in September. And the little people love the store. There are toy balloons for very little tots, baseballs, baseball bats, and baseball equipment of other kinds; rulers, pencil boxes and pencils, school bags—and many other kinds of toys and utilities of interest and value to little people. And there are novelties that surprise and interest. Not that they are giving all of these things away on equal conditions and at any one time—but these are things that have been given away, and some of them have proved to be so popular that they will be continued. And this doesn't begin to exhaust the list of their souvenirs or premiums.

The writer never did take very actively to the premium idea insofar as adults are concerned. But with children the case is different. I believe it is good merchandising to offer something to little people by way of expressing one's appreciation of their trade. Little people appreciate it. And as a result of their anticipation of such things, they are able to swerve parents from one store to another.

A good premium helps to improve a bad location insofar as little folks' trade is concerned. They'll steer their parents to the shop that offers an inducement over and above merchandise values.

And then, of course, the newspaper advertising must feature the school shoe idea.

## They're off AGAIN—Our Salesmen, with their **NEW LINE**

There are many features about the **New Line** that will specially interest dealers at this time—and we wish to show them to you.

Special emphasis is laid on

**Women's, Misses' and Children's Shoes**  
**Men's Work Shoes**

**Logan Shoes for Men and Boys**  
**Canvas and Barefoot Goods for 1918**

and

**Very special, the pacemaking Hood Tennis, the greatest line of Tennis Shoes the WORLD has ever seen**

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

*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.**

And there's no end of opportunities here for the exercise of cleverness.

If you never have made any special effort to get the children's school shoe trade, why not try it out at this time and see if it doesn't pay.

Cid McKay.

**Live Notes From a Live Town.**

Owosso, Aug. 20—The annual U. C. T. picnic of Owosso Council was held at McCurdy Park Saturday, Aug. 18. On account of several of the brothers and their families being away on their summer vacation, the crowd was not as large as usual, but made up in enthusiasm and good chuck. Mrs. S. B. Pitts won the prize in the fat ladies' race and Mesdames Bigelow, Hanifin, Northin and Ma Haskell were winners in the ladies' quilt pitching contest. Mrs. Gratz Cook caught the greased chickens, which confirms the old adage to the effect that chickens come home to roost. Senior Counselor Cook and wife were just a little the best committee on picnics yet. Ten dollars was raised by R. P. Bigelow, who placed a kettle with Red Cross and Old Glory decorations in the center of the table. Everybody got home without getting wet—first real dry day we ever had. Outside visitors included Paul Bombenek, of Flint, and Mrs. Retta Austin, Chicago. The bean eating contest was won by Fred Hanifan, but it was found out later that Fred had niggled, as he had been taking lessons from a correspondence school and the prize was turned over to J. D. Royce, of Corunna, who attended in citizen's clothes and ate beans with his knife same as anybody ought to.

J. D. Havens, grocer at St. Johns, has just returned from Buffalo, where he has been spending a two weeks' vacation.

J. A. Byerly has traded his old car for a new Scripps-Booth automobile. Now if Art will make one more dicker somewhere and get a wife, he will be in a position of respectability sufficient to claim citizenship. A marriage license will beat naturalization papers all out for making good every day U. S. folks.

S. B. Pitts and family are spending a two weeks' outing at Crystal Lake, Montcalm county.

W. D. Royce, of Ann Arbor, is on the sick list. When Uncle Bill is laid up it makes a great big hole in the bunch.

Felice Bros., of Greenville, who formerly conducted the Greenville Fruit Co., have opened a first-class restaurant and ice cream parlor in that hamlet. Guess its a good one, as everyone speaks well of the eats.

The Republic Truck Co., of Alma, has opened a dining room this week for the convenience of its employes. U. R. Streeter, of the Welfare Association, is in charge.

Roy Miller, of Miller Bros., Alma grocers, is enjoying a forced vacation at Houghton Lake. Not so much on account of his health, but he has a busted automobile on his hands.

Honest Grocerman.

**Sidelights on Celery City and Environs.**

Kalamazoo, Aug. 21—A permanent highway into Camp Custer from Kalamazoo was assured Saturday when the Board of Supervisors, in special session, agreed to appropriate \$12,500 for this purpose at the October session. A section of sixteen foot concrete road one and one-quarter miles in length will connect with the military highway traveling the camp.

Glenn L. Shipman, who is known in Southern Michigan as the Insurance King, fractured his knee cap while playing ball at West Lake and will be confined at Bronson Hospital for about six weeks.

C. D. Pinckney, Atwood & Steel's representative for Southern Michi-

gan, has received word from his son, Gerald, who has been a member of the Reserve Officers Training Camp, at Fort Sheridan, that he is to go into the aviation service and that he has successfully passed the severe examination.

After August 18, there will be only one mail clerk on the C., K. & S. Railway, between Kalamazoo and Woodbury, according to an order received from the Postoffice Department. For years Oscar Crook, of Hastings, and M. L. Eldred, of Kalamazoo, have made the daily run. The mail car will make only one round trip daily, with Mr. Crook in charge. There will be a closed pouch service from every station, however, the baggageman delivering them.

W. S. Cook.

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

Detroit, Aug. 21—On August 10 there went into effect the various bills enacted at the last session of the Michigan Legislature. Among them is one making it a misdemeanor for any person to advertise fraudulently at the same time not holding the publisher responsible if he accepts the advertising in good faith. Another bill pertains to bankruptcy and prohibits the conduct of fake bankruptcy sales as well as fire sales etc. Both bills are for the protection of the public, as well as those who conduct their business legitimately. Nothing better could have been done for the retail dealer who tries to give clean competition to those in the same line.

For fall every indication is that the two-tone shades will lead in women's shoes. One need only look at the windows to be convinced of this. When the question was put to the retailers themselves, they said that two-tone shades were nibbled at during the past two seasons, but that for fall they will be worn almost exclusively by the nifty dressers.

The United Shoe Repairing System, Inc., recently engaged in business in the Marquette building, Detroit, has filed articles of association with the Secretary of State. The capital stock is \$2,000 and the three principal stockholders are David Shearnian, J. M. Narkdull and D. C. Fosgate. This new firm expects to go after trade in a big way, both wholesale and retail.

**Recognizing Himself.**

Miss Hathaway, teacher in a country school, always tried to make the lessons as interesting as possible to her little pupils.

"Now, children," she said, "you have named all the domestic animals but one. Who can tell me what that one is?"

Silence reigned.

"What!" cried the teacher. "Does no one know? Now, think! It has bristly hair, is fond of the dirt and likes to get in the mud."

One little boy at the end of the class raised his timid hand.

"Please, ma'am," he said reflectively, "it's 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

**NOVELTY SHOES**

A big part of your business on Women's Shoes is on novelties 26 New Boots now in stock and more coming. We carry them in widths from A to D on the floor. Order to-day, get them to-morrow. Good profits. Quick turn overs.



No. 7563

Gray Buck Vamp and Quarter, Plain Toe, Single Sole, McKay Covered Louis Heel, Plate in heel, 9 inch Grey Cloth Top to match, 3 to 7, A, B, C and D at \$4.75.

Hirth-Krause Co. Grand Rapids, Michigan  
Tanners and Shoe Manufacturers

**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"



**One of the First Aids to Soap Saving.**

For a while it almost seemed as if being clean and keeping clean, scrubbing, scouring and bathing, could all be achieved inexpensively despite rising prices. It didn't seem as if there were going to be a high cost of cleaning. But within the last week or so soap has taken its place on the list of commodities of rising price.

A cake of soap that formerly sold for 4 cents a cake at the cut rate stores now sells for 6, and it only the optimist among housewives who believes this 6 will remain a maximum price. Other kinds of soap because of favorable conditions in the particular manufacturing concern where they are turned out, have not, as yet, advanced so much.

There is no question of the fact that we American housewives have been as wasteful in matters of soap and cleaning fluids as in matters of food. And as prices advance we shall probably have to apply our lessons in thrift to soap as well as to staples of food. It would be a far day before any increase in the price of soap would have to affect our state of cleanliness, however, as there are all sorts of simple little uses to employ to make the lather go a long way and to make one bar of soap at 6 cents go 50 per cent. farther than when the same sized bar cost 4 cents.

Perhaps someone might suggest that a good way to combat the high cost of soap is by means of the old-fashioned method of making soap at home. And this would probably be a brilliant idea were it not for the fact that of all precious commodities that ought to be conserved at the present time there is nothing that is quite so important as time. Never before did women have so many things to do, and the whole idea of rightful planning nowadays is to conserve time as well as material, so there really isn't much object in making soap at home from the kitchen by-products in the way of fat and grease.

One of the first aids to soap saving is to buy it in quantities. A large box of soap is sold at a price that makes each cake somewhat less dear than when bought a cake at a time. And besides that, by buying it well ahead of the time to use it the housewife can make sure that it is thoroughly dried and seasoned. And it is an undisputed fact that thoroughly dried soap wears very much better in water than soap that is fresh and soft.

For toilet purposes, perhaps, there is no soap that is more generally satisfactory than castle soap, which can be bought by the bar to good advantage. A bar should be cut into pieces

of convenient size for the hands, and the pieces should then be packed on a dry closet shelf. It is well not to use any of it until it has seasoned for a month or more. Kitchen soap ought also to be seasoned before using it. When the large bar of kitchen soap is received at the house it should be stripped of its wrappers and allowed to dry exposed to the air.

Obviously, soap should never be allowed to lie in the water when not being used, and often the purchase of a few extra soap racks makes it very much easier for a servant or children to remember that soap should not be left in a pool of water.

There is never any excuse for throwing away bits of soap, and yet it is a fact that in many homes there is no method for disposing of pieces that have become too small to be used conveniently. The thrifty housewife who does her own dishwashing usually makes use of a so-called soap shaker for using small pieces.

Where this is not convenient, the small pieces should be thrown into a jar, and when the jar is full it is very simple to run them through a meat chopper by way of rendering them uniform in consistency and then boil them with water and a little borax until they are of syrupy appearance. This syrup should be poured off and allowed to become a jelly. It is excellent to have on hand for cleaning blankets, heavy bath rugs, or to use in the washing machine if you do your laundry work by machinery.

If the pieces come from toilet soap this jelly may be used satisfactorily for shampooing. And the fact that it is thoroughly boiled before it is poured off to cool would remove any objection that one might have on the ground that soap that has been handled and used for bathing should not be used by another person for shampooing.

When it comes to cleaning agents other than soap there is room for quite a lot of saving, as most houseworkers sprinkle the various sorts of cleansers about with a lavish hand and use probably ten times more of the product than is at all necessary. As a matter of fact, a good many excellent cleansing powders are useful simply because they scratch—scratch very gently and nicely, to be sure, but still scratch. Having scratched, they are washed off from the cloth and fresh powder is used the next time.

It is a fact that you could discover for yourself that the size of a woman's soap bill is not always an index of the extent of her cleanliness, and we do not always judge a laundress'

**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**

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.

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

**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

**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**

**Double A Candy**



**The Candy for Summer**

**PACKAGE CHOCOLATES**

AND

**CANDY SPECIALTIES**

Western Michigan Agents for **LOWNEY'S**.

**Putnam Factory** Grand Rapids, Michigan

**Double Your Bread Sales**

No article in your store turns so quick—so clean—so profitable as a superior loaf of bread.



The new "Airylight" Bakery Loaf is different from ordinary baker's bread—a fine moist grain and such an appetizing flavor.

Your customers will **DOUBLE YOUR BREAD SALES** if you provide them with this new and better bread.

**Write To-day for Selling Plan and Particulars**

Please send "CREAMNUT" particulars "How to Increase My Bread Sales."

Name .....

Town .....

Mail This Coupon Today

**Grand Rapids Bread Co.**  
 Prescott St. and So. Ionia Ave.

efficiency by the amount of soap she uses. So don't let the high cost of cleaning add a featherweight to the burden of the times. What if soap has gone up 2 cents?

Anne Rittenhouse.

**Candy as a Sideline in the Grocery Store.**

The question of carrying candy as a side line is one that has created more discussion for and against between retail grocers and salesmen (both jobbers' and manufacturers') than almost any other. Many grocers are deep set in the idea that candy means a loss to them, and, having their minds fixed against candy, the almost invariable result is that they carry the cheapest product they can obtain and keep it in out-of-the-way places, such as in pails under the counter (where it can gather plenty of dust and become both unclean and unwholesome), or in cases at the dark end of a long counter, or almost anywhere that a dropping place for it can be found. Under such conditions it is no wonder there is little call for candy in such stores.

Candy can easily be made one of the most profitable items in the store. A grocery can very quickly achieve a reputation for carrying good candy and such a reputation is of great value both as a profit maker and as a business-maker in bringing people into the store. It must be admitted that a grocery has many customers who seldom or never patronize a confectionery store for the purpose of buying candy, and yet many of those same customers will buy candy if it is good and is put before them in an attractive manner.

If a store is carrying a line of good candy, prominently displayed in a clean case, even though the number of items be limited, the customers of that store are going to notice it and become patrons of that department, and, if pleased with the goods, are going to do some talking about it when discussing afternoon tea with their neighbors.

One thing a grocer should realize is that candy should be considered just as is any other commodity he has for sale. He should rid himself of the idea that candy is only to be given away at the rate of a nickel's worth for a cent, or for nothing at all. The notion that the buying public has to be bribed with a little gift candy is one that has been fostered by poor business men who really are working at the wrong job. A merchant sells goods—does not give them away. (The exception to this is, of course, at Christmas, when many merchants mark their appreciation of patronage by a gift of some sort.)

All connected with the store should realize that it is just as wrong to give overweight of candy as to give two 25 cent articles for the price of one. If a dealer cannot convince his clerks of this he should retire from the business in favor of a man who can. These remarks are called forth by the fact that many grocers say their clerks give away too much candy. The remedy is in their own hands.

An important feature of the candy business in a grocery is that sales are in most cases for cash. Can this be said of many other items where a charge business is done?

As to the profit to be derived from candy: There are many fine pail specialties in the market costing from 14 to 20 cents a pound and retailing at 20 to 35 cents. Fine chocolates weighing from forty to fifty to the pound are to-day costing from 20 to 30 cents and retailing almost universally at 1 cent each. In many up-to-date groceries there are now candy departments in charge of young ladies and these departments show larger

percentage profits than most of the others.

In conclusion, any grocer can make candy profitable if he will stick to the following rules:

1. Buy only good candy, whether it be pail goods or fancy chocolates.
  2. Have all the store employes give candy the same respect and attention they give other lines.
  3. Have the candy case where it can readily be seen by all, and keep it clean.
  4. Have the goods attractively placed and a price mark on each number.
- Philip Andelfinger.

**Sand Lime Brick**

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

**Brick is Everlasting**

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



**Without Reservation**

All America has been captivated by the refreshing goodness of



Those who have tasted it have spread the news of its deliciousness. Those who have tested it testify to its purity, wholesomeness and nutritive qualities.

That's why, throughout the country—north, east, south and west—in cities and villages—on land and water—among civilians, soldiers and sailors are found hosts of enthusiastic friends of

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



Get Bevo at inns, restaurants, groceries, department and drug stores, picnic grounds, baseball parks, soda fountains, dining cars, steamships, and other places where refreshing beverages are sold. Guard against substitutes—have the bottle opened in front of you.

Bevo is sold in bottles only—and is bottled exclusively by

**ANHEUSER-BUSCH—ST. LOUIS**

**Anheuser-Busch Branch**

Dealers

GRAND RAPIDS, MICH.



### Army's Heavy Demands on Underwear Supplies.

That the Government's purchases of underwear for the army and navy for the year, including both heavy-weight and lightweight garments, would amount to between 25 and 35 per cent. of the country's production was an estimate made in this city yesterday.

A more specific estimate, as outlined in these columns recently, was to the effect that the year's totals would aggregate between 24,000,000 and 25,000,000 garments, exclusive of the navy. These figures serve well to show how mills have been put to it to supply such quantities of garments and at the same time maintain any civilian deliveries.

It is pretty well understood in the trade now that within the last week or so the Federal authorities have taken care of their new lightweight requirements, and while it can not be learned whether the delivery details as to quantity and time have all been worked out, it is not thought out of the way to assume that they have.

Buyers with whom this latest Government business was discussed yesterday did not seem to be worrying over the situation to any extent, although several of them believed they could see where the army's needs would bring about further curtailment of merchandise for the ordinary civilian trade. One of these buyers was figuring in this way: That as far as next spring's production was concerned, the Government has probably consumed one-third; the buying by the dry goods trade recently for spring has probably accounted for another third, which leaves one more third open—for added business from the wholesalers and for duplicating. He seemed to believe that this would leave plenty of leeway for duplicates.

The fact remains, however, that if two-thirds of the lightweight production is now accounted for, the prospects of the trade getting all the merchandise it will want is not especially bright.

There are several causes that would lead to the conclusion just stated. For one thing, 50 per cent. of requirements is the maximum amount reported covered by any of the larger buyers, as near as can be judged from comments different agents have made on the recent buying period. Another thing—there are not a few cases where 25 per cent. is said to be the extent to which covering ahead for spring has been done by dry goods buyers.

There is probably some reliance being placed on lightweight goods for

this past season that are still owned by the different mills, but at the same time some of these stocks that were on hand already are accounted for in business placed recently for immediate delivery for the army. Evidently when the fear came that mills could not deliver what was required on time, the action of supplying the needed goods for the different camps was decided upon, and out of merchandise held by wholesalers—in other words, this has taken up goods that otherwise would have been included in filling orders for next spring by these jobbers.

### Sweater Trade Generally Quiet.

The sweater market remains generally quiet, although in scattered instances agents report a few fall duplicates. This does not seem to apply to the larger factors of the market, however, who are sold up tight for one thing and who have had their manufacturing situation further complicated and set back by sweater orders which have been placed by the Government. This latter ordering from the Federal authorities consists chiefly of navy blue garments for the navy, although it is rumored that a little business on sweaters suitable for army purposes also has been given out.

The duplicates mentioned above consist entirely of women's and misses' garments, there being no apparent additional business on men's sweater coats offered at the present time. It is true that low end merchandise such as cotton sweater lines could be sold in a duplicate way at this time but manufacturers making such merchandise are in no position to accept further business.

The opinion was expressed in this city yesterday that sweater business for the army, which would develop into supplying the garments in around sixty days, would materialize later in the present month or in September. With civilian business already put back by the amount of goods mills are making now for the navy, he asked if it was not probable that this new Government business would set production further back and make men's sweaters for duplicate purposes even scarcer for the coming fall than has been apprehended up to now. He believed that these army goods would be wanted not later than the last of November or early in December.

The question of labor at mills continues to be serious. A large sweater dealer remarked that there seemed to be five jobs for every one girl, and this with the needle shortage is hindering production materially, in addition to the set-back caused by Govern-

ment work. "In order to be sure of production," he added, "it seems as though we ought to have three girls for every two jobs."

It was also said in this case that various munitions factories were sending scouts around among the mills in a certain section, offering the girls more wages, dwelling upon the pleasanter conditions under which they could work in munition production and otherwise endeavoring to induce the workers to quit their places.

Put "pep" in your prices  
by Using cMc  
**PRICE CARDS**  
40 cts. per 100 and up  
Write for Samples  
CARNELL MFG. CO.  
Dept. k, 338 B'way, New York

## Department Store For Sale

Prosperous Department Store doing a yearly business of \$150,000, in the heart of a large and thickly populated manufacturing district. A district of blast furnaces, steel mills, foundries and metal manufacturing establishments in middle west city of over half million people. Owner has made money every year for many years and now wishes to retire. Only responsible parties really interested need apply. Business can be bought right. Inventory and statement open to inspection to responsible parties.

Address Box 1616  
Care Michigan Tradesman  
Grand Rapids, Mich.

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.

*President Suspenders*  
for comfort

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

**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

*Fiegler's*

**Chocolates**

Package Goods of  
Paramount Quality  
and  
Artistic Design

## BEAR KNIT WAISTS

a BEAR for WEAR

FOR BOYS AND GIRLS

The SUPERIOR of any waist you  
ever saw at any price.

Three Redeeming Features

**TRICOT KNIT**

**AMAZON ELASTIC TAPES**

**KNITTED-IN BUTTONHOLES**

A LARGE STOCK  
ALWAYS ON HAND

Price

**\$2.75 per Dozen**



**Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Michigan



### Gabby Gleanings From Grand Rapids

Grand Rapids, Aug. 21—V. G. Synder traveling representative for the Michigan Hardware Company, has removed his family and headquarters from Ionia to Cadillac.

The Hershey Chocolate Co. has parted company with all but thirteen of its 110 traveling representatives. It laid them off without previous notice, but sent them all checks for two months' pay, accompanied by letters of the most cordial character. Inability to secure raw material is given as the reason for the change. Instead of three and four men in each state, as heretofore, the company will undertake to get along with one man in each state.

Out of respect to the memory of the late David S. Haugh, the store of the Judson Grocer Company was closed last Friday afternoon during the funeral services.

E. H. Lee, Michigan traveling representative for the A. J. Deer Co., Hornell, N. Y., who has resided in Flint for several years past, has taken up his residences in Fenton, where he has leased a commodious residence for a term of years at about a third of what he was paying for more cramped quarters in the fast growing auto city.

E. P. Monroe (Sherwood Hall & Co.) is able to make his Upper Peninsular trip now by automobile in five weeks. During the winter, when he is compelled to travel by rail, it takes seven weeks to cover the same territory. E. P. says he has several new bear stories on tap which are well worth hearing.

H. E. Reeves, who has represented the Hershey Chocolate Co. for the past six years, will engage in the merchandise brokerage business at Saginaw.

The travelling men who drive machines are getting a little careful about taking passengers for pay, owing to the activity of certain petty officers in the small towns in causing their arrest for acting as chauffeurs without having a State license. One traveler was recently arrested in a Northern Michigan town and fined \$5 and costs by the pecksniffian justice before whom the traveler was haled. The traffic goes on just the same, but instead of paying a stated sum per day for the accommodation, an arrangement is made by the passenger to pay the hotel bills of the driver and keep the machine supplied with oil and gasoline. Such an arrangement is a very acceptable one, as a rule, for both parties, because it divides the expense of traveling on an equitable basis and enables both to call on trade in small towns and out-of-the-way places who would otherwise be pretty apt to be overlooked.

The Kent Transit Co., which operates passenger and freight service between Grand Rapids, Ada, Lowell and Alto, already contemplates an increase in its present equipment, which consists of two passenger busses and two freight trucks. The passenger cars each make three round trips per day, running on a three hour schedule. The freight trucks make two round trips per day. The patronage accorded the line is very much in excess of the expectations of its founders.

Art Borden, the versatile hardware salesman, has in preparation an illustrated lecture which he will deliver on the least provocation during the coming winter. If it "takes" as well as he expects it to, he will connect himself with one of the Chautauqua circuits next summer. The title of the lecture is, "From Knight of the Buskin to Knight of the Road." The robes he will wear in making pictures of himself in his former occupation are both rich and costly.

One of the policies of John A. Hach, Jr., Grand Counselor of the Michigan jurisdiction, United Commercial Travelers, for working out good results is booster meetings.

He has appointed several committees to work in different parts of the State, selecting for the Grand Rapids, Muskegon and Kalamazoo district, A. W. Stevenson, of Muskegon Council, C. C. DeFrance, of Kalamazoo Council, and John D. Martin, of Grand Rapids Council. This committee has decided on the first booster meeting being held in Grand Rapids on Saturday, Oct. 6, and Grand Counselor Hach, with co-workers from the Grand and Supreme Councils, will be here for that day. Senior Counselor MacMillan will call the meeting at 2 p. m. with initiatory work to go on at 4 p. m. and there will be a good big class to go in. At 7:30 p. m. Grand Rapids Council will have an open meeting, open to every traveling man in Grand Rapids, whether a U. C. T. or not, and if you are not a member you will certainly be given a mighty good opportunity to become one. The full details for the open meeting have not been worked out, but it will be a meeting of good fellowship, with good talks, good music and good cigars. Another committee was appointed by Senior Counselor MacMillan to have charge and work out the details for the golden jubilee of By Gee Cripe Jennings, who is rounding out fifty years of life work as a commercial traveler. More particulars of this combination booster meeting and golden jubilee will appear later in these columns.

### No New Frills in Men's Clothing.

The scant English styles will rule for another season in men's wear. Suits will be patterned with sharp, form-defining lines, so that the thin man will look thinner and the fat man fatter. This is the dictum of the National Association of Clothing Designers.

They predict that spring suits for 1918 will be beltless, cuffless and pocketless affairs, without a superfluous inch of cloth anywhere about them. Scarcity of wool is credited with the responsibility for these radical changes in style and Government orders for cloak cloth conservation have prompted economy in cloaks and suits.

Deprived of his pockets, one more point of superiority of the male over womankind vanishes into the limbo of things that were, but the double standard of morals still persists.

One clothier suggested that in the absence of pockets men carry knapsacks in which to store away the miscellaneous belongings heretofore shoved into those convenient receptacles soon to be no more. If the knapsack should come within the barred military styles, they might be compelled to resort to a masculine version of the shopping bag, which could be fitted with tobacco pouch, pipe case and matches in lieu of a vanity case. There is a ray of hope in the possibility that "pocketless" merely means without the huge outside pockets now in vogue.

Tailors to his excellency, Uncle Sam, are the only manufacturers authorized to use military styles. Hereafter, if any young man wants a trench overcoat, he can go to the trenches.

Furthermore, the designers state that despite hip effects on trousers, the tight English model and the elimination of all superfluous cloth, the cost of clothing next spring will jump 40 per cent. over this season's prices.

Government estimates assert that next spring's wool supply will be 264,000,000 pounds short, causing a deficiency of 330,000,000 yards of cloth. The contemplated elimination of excess cloth from men's clothing will save 16,000,000 yards.

### Few Changes in Boys' Styles.

There are few changes in boys' suit styles for fall. There are slight changes in the re-arrangement of pleats in coats, but aside from that, styles will remain about as they have been for spring and summer.

The Norfolk style will be a predominant feature. Some of the coats are pleated, while others are plain. There is a variety of ways in which the pleats are arranged which allows an opportunity to show con-

siderable variation and individuality in the designing of coats.

Vests are to be an important feature in boys' fall suits. In the summer months, there is little demand for them, but with the advent of cool weather, the vest becomes quite as necessary a feature in boys' suits as in men's. Last fall and winter, the vest was very popular and there is every reason to feel that it will again be very much in demand.

The small boy feels that his clothes are very much like dad's when he has a vest and for that reason, they like them and the merchant can make himself popular with the youngsters by showing them with his suits.

The more a man worries the easier it is for him to lose out.

## SAFETY COMFORT DURABILITY ECONOMY

These four essential factors in modern construction are exemplified when cement is used as the basic material.

One of the largest producers of cement in this country will be the

### Petoskey Portland Cement Co.

which is now being financed by us. For the present we are offering shares at par—\$10.

### Deuel & Sawall, Inc.

Financial Agents

### Petoskey Portland Cement Company

Murray Building

Grand Rapids, Michigan

## ARE YOU PREPARED?

Vacation Days Are Nearly Over

You will have calls for Children's Hosiery.

Our line includes the well known Paramount Hosiery.

Every number a quick seller.

All mail orders will be carefully and promptly filled.

### Paul Steketee & Sons

Wholesale Dry Goods

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.

**Pickings Picked Up in the Windy City.**

Chicago, Aug. 30—It is the intention of the city at a very early date to begin the work of widening South Park boulevard from 31st to 43rd—25 feet both sides of the street. This means that some of the old-time landmarks will be done away with. When completed, this will be one of the prettiest boulevards in the city.

Mayor William Hale Thompson has come out with the statement that Chicago must have a subway, and at once. Talk is easy—and no doubt our present Mayor will run short of his ambition, especially during his administration. No one has any confidence in him on account of his pro-German utterances and actions.

Real estate deals in Chicago for the past two weeks have shown improvements over the month of July. Hundreds of leases have changed hands. Figures have been up into the thousands.

It is a common sight throughout the city on most all of the boulevards and popular streets to see the young recruits training, both in drilling and maneuvers. They work in squads of fifty, 100 and 200. It is quite a sight to watch them.

George Roussell, who conducts the Roussell cigar store, at 449 Rush street, is now making his annual tour of Ontario. This has been a regular summer trip for Mr. Roussell for the past twenty-five years.

Gary, Ind., has purchased 400 acres of land in and around Gary for public parks. When this becomes a reality, Gary will be next to Chicago in having breathing spots for its citizens.

Any car driver figuring on using his car in Chicago and wishing to drive from the South Side to the North Side, or vice versa, will do well to remember, especially if in a hurry, to avoid the traffic on the Rush street bridges. He can turn two blocks west either on the North or the South Side and use Dearborn street.

One of Chicago's visitors last week from Grand Rapids was John J. Berg, and daughter, Elsie. Mr. Berg spent an entire week, both on business and pleasure, making his headquarters at the Hotel Planters. Mr. Berg is representing Pitkins & Brooks, being their Western Michigan representative, with office and sample rooms at 508 Ashton building, Grand Rapids. He reports business very, very good and looks forward to a heavy holiday business. During his stay in the city he visited all of the points of interest and is much impressed with the city of Chicago.

Samuel May, of the Samuel May

Cigar Co., Chicago, has just returned from Grand Rapids, where he went to transact business with the G. J. Johnson Cigar Co.

Most all of the salesmen representing the G. J. Johnson Cigar Co., of Grand Rapids, have been having their vacation the past week, and the writer hopes in the near future to surprise the readers of the Tradesman with some wonderful fish stories. Walter Gray, the Grand Rapids representative, is a wonderful fisher and no doubt holds the record when it comes to knowing how to fish. Mr. Gray could live on the water and be content. Charles W. Reattoir.

**Turning Stock Thirty-four Times Per Year.**

Battle Creek, Aug. 20—We are very much interested in the turn-over articles you are publishing in the Michigan Tradesman and are willing to give much credit to Ohio, but perhaps old Michigan could give some examples of turn-overs. While it is a little early for us to crow, still we are feeling pretty good so far. March 7 we bought a stock of groceries invoicing \$1,025, with an approximate business of \$250 per week. March 24 we moved to a new location, carrying what trade we could, which probably was nearly all. We took an invoice again Aug. 1 and our stock invoiced a little under \$1,000, so a thousand dollar stock is a fair basis to figure on. In the last nine weeks we have done a business of \$5,946.06, or an average of \$661 per week, or nearly two turn-overs every three weeks. Now if we can hold our business up to this basis for a year we will have a turn-over of thirty-four. It is a fair presumption that we will do that. In this time we have paid out less than \$2 for advertising and our clerk hire and delivery has not exceeded \$29 per week, which we think is a very creditable showing. I mention the overhead expenses to show that, in making this gain, we have been able to keep the overhead expenses down. J. H. K.

**A Trap For Forgers.**

A well known detective says: When a man presents a check to you, and you do not know the man, ask him to indorse the check, and, if it is already indorsed, look at the check, and then at the man, and say, "Indorse it again." If the fellow is guilty of trying to pass a bogus check the nervousness in the second signature will be at once apparent. It will be absolutely impossible for the person indorsing the check to write the name in the same way twice, unless it is his own, or in other words, the writing will disclose the fact that the person was laboring under great mental stress when he indorsed the check the second time. Following the psychology of this test, it is easy to understand that it would be sufficient to uncover the swindler. The very fact that the check was returned to him to be indorsed a second time would arouse his suspicion, and he

will not know but that there will be a detective ready to lay hands on him when the cash comes back for the check. From the moment that he realizes there is a suspicion in the mind of the teller as to the genuineness of his check, he is under great mental strain, and that strain results in his detection. Only the most hardened of criminals will remain to receive the cash or credit for that check.

Remorse is a good deal like a wooden leg—it helps a man on his way, but he can see where he'd be happier without it.

Grand Rapids  
**THE NEW MERTENS**  
 Rates \$1.00  
 With Shower \$1.25  
 Meals Set  
 WIRE FOR RESERVATION  
 Hotel to which a man may send his family

**THE Keeley Treatment**  
 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.

**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

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

**THE SHORT LINE BETWEEN GRAND RAPIDS AND CHICAGO**  
 FARE—\$3.00 one way  
 \$5.75 round trip  
 via  
 MICHIGAN RAILWAY CO.  
 (Steel Cars—Double Track)  
**Graham & Morton Line**  
 (Steel Steamers)  
**Boat Train** CONNECTING FOR THE BOAT  
 Leaves Grand Rapids Interurban Station  
 Rear Pantlind Hotel  
**EVERY NIGHT AT 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.

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

**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**

### Gabby Gleanings From Grand Rapids

Grand Rapids, Aug. 22—Harry Harwood has received a letter from Dr. G. W. Ferguson, which is as full of interest as a nut is full of meat. The letter was written from Halifax, where the genial grip carrier and his wife sojourned for a few days during their summer vacation.

Jess Martin, who was one of the ninety-seven salesmen who were let out by the Hershey Chocolate Co., has engaged in the confectionery business at Mt. Pleasant, Iowa, a town of 5,000 population. The stock is located in a three-story and basement building, equipped for manufacturing confectionery and ice cream. Lloyd Cogswell, son of Mrs. John D. Martin, has gone to Mt. Pleasant to assist in making a success of the undertaking.

A. G. Kaser, New York representative for the Schmit Chemical Co., Jackson, has changed his headquarters from Rochester to Buffalo. He spent his summer vacation on the Dickinson farm on East Leonard road. He has made several calls of late on his friend, W. E. Potter, Michigan representative for the Norwich Pharmaceutical Co., of Norwich, N. Y., who has been an inmate of the sanitarium at Clifton Springs, New York, for several months. Mr. Potter suffered from a nervous breakdown, but is improving slowly and hopes to be able to resume his route in this State late in the fall.

The reference to E. P. Monroe of Muskegon, in a recent issue of the Tradesman is one of the richest things we have seen for many moons. Mrs. Monroe will probably take the Tradesman's advice and refuse to leave home for long intervals in the future.

### Bottom Facts From Booming Boyne City.

Boyne City, Aug. 21—The Lincoln Chautauqua has just closed a good week's entertainment at this place. To a large majority of our people, this is a treat that is looked forward to from one season to the next. It is unfortunate that these splendid entertainments have in the past been marred by the begging of additional patronage and in such a way as to make those who do attend feel as though they were more or less dead heads. The writer does not know whether this is done in other towns, or not, but in this town, at least, there would be better patronage if it were eliminated.

After almost four years of postponement, the final extension of the B. C., G. & A. Railroad to Alpena has been commenced and it is understood it will be pushed to completion. How much help this will be to Boyne City is problematical, but we think a good deal.

The re-organization work of the Boyne City Chamber of Commerce is proceeding with very promising results. The pledged memberships exceed in number and amount anything before attempted here and give promise of a real live organization that will not only help the town, but be a power in this section of the State.

This place is becoming increasingly popular as a quiet place to spend a couple of weeks or a month for summer rest. Where one just wants to loaf and rest, without any frills or society, this is the place. Maxy.

### The Pope's Peace Suggestions.

Granville, Ohio, Aug. 21—To those who want a peace that will really be peace, and not merely a breathing spell between this war and another of the same type, the suggestions of the Pope have at least two fatal defects. They distinctly relieve Germany from any necessity of making material reparation to any of those who have suffered from her brutal invasions, and they put very real props beneath the throne of a dynasty the fall of which is a vital necessity

to any effective international arrangement to prevent war in the future.

To acquit Germany of any charge for reparation to Belgium would be an unspeakable injustice, and one can hardly say much less as to the parts of Northern France so fiendishly devastated only a few months ago. The world cannot afford to have the lesson taught that any nation can engage in work of that sort free of fear of being compelled to make good at least so much as is possible of the material damage. It is well that modern civilization should know that a wantonly made war of aggression entails decidedly more danger than that of mere defeat.

As to the other point, there has been too much of a tendency, just recently, to assert that we do not want to interfere with the form of the government of the German empire. The Hohenzollern dynasty has shown itself basely dishonest in the matter of its own personal pledges to other governments. The outside world knows that its word is worthless. If the final treaty of peace is to be made with this dynasty, there is only one way to make that treaty secure, and that is so to weaken Germany that she will no longer have the power to do harm.

W. H. Johnson.

### Late News From Byron.

Byron, Aug. 21—Nearly all of the home guards from Byron are on duty at Owosso. The event is the Owosso fair, which lasts from the 21st to the 24th of this month. Many of the home guards can only stay two days and some had to be excused entirely on account of harvest and religious reasons. The boys are all in fine trim and present a fine appearance.

The Community Chautauqua is here and everybody is on the jump. We are looking forward to a large crowd.

Mr. and Mrs. Floyd Simpson, of Flint, are camping at Meyers Lake and have been calling on Byron friends and relatives. Lloyd Tower reports spending one forenoon with them fishing and that the fish didn't bite at all. Floyd and Lloyd are now planning on their fall hunting spree. Floyd has his shotgun well oiled and Lloyd's will be ready as well.

L. E. Tower and family spent Sunday at the home of Charles Bruce.

Miss Zada Ostrander returned Monday from her vacation in Canada.

Mr. Crawford and family have returned from their long vacation. Mr. Crawford is the principal of the Byron high school.

William Boilatt, our aristocrat, went to Oak Grove Monday and picked huckleberries. He said he got to the swamp at noon and picked twenty-five quarts during the afternoon. Groceryman.

### Wants German Fire Insurance Companies Prohibited.

New York, Aug. 21—Richard M. Hurd, chairman of the board of trustees of the American Defense Society, has written President Wilson asking him to extend the terms of his proclamation barring Germans from the marine and war risk insurance field to cover all lines of insurance.

German insurance men, Mr. Hurd says, are placed in possession of information vital to the interests of the United States in being permitted to write insurance and the payment of large sums to German companies, strengthens the financial position of Germany. The United States, Mr. Hurd charges, does not need the protection of German companies and their financial condition will verge on bankruptcy with the ending of hostilities.

The optimist expects a good deal even if it is the other fellow's turn to shuffle.

A man should have a good excuse ready before committing a mean act.

### Status of the Drug Market.

An active demand continues to prevail for certain heavy chemicals, but trading in the general list of drugs and chemicals is quiet. The prevailing tone is firm, however, and such changes as occur in prices have been inimical as a rule to the interests of consumers. Caustic soda is a strong feature of the market. It advanced further under the stimulus of an active demand from exporters and domestic consumers, not only for spot supplies but also for futures. Considerable business is reported in deliveries over the remainder of this year and the first half of next year. Soda ash also meets with an active demand and the market is strong, although no further advance has occurred in prices. Potash alum has been more active of late and the market is stronger, with some difficulty noted in securing supplies for prompt delivery. Some shading of cyanide of soda and chloride of lime is reported. Quinine is quieter among second hands, but the market apparently retains a firm tone. Supplies of whole soap bark have decreased of late and prices have advanced fractionally.

Higher prices are demanded for gum senegal. Greek sage, stramonium leaves and larkspur seed, as well as colombo, galangal and jalap roots. Japan wax is slightly higher owing to a diminution in supplies. Dye materials are generally well maintained, with trade rather quiet.

Quinine remains firm with up to 80c demanded by some holders.

Refined glycerine is quiet but firm. Sales of dynamite are reported at 63c per pound in carloads.

Balm of Gilead buds are firmer, owing to smallness of supplies and holders now demand 23@25c per pound.

Quicksilver is receiving a fair request. Supplies are light and the market remains firm.

Lac sulphur has been quiet of late, but supplies are light and the market is firm at 30@35c per pound for foreign.

### Late Bank News.

Honor—The Honor State Bank succeeds the Benzie County Bank. The new institution has \$20,000 capital stock.

Portland—Seven years ago Charles H. Maynard, President of the Maynard-Allen Bank, became almost blind, being unable to read even with glasses. Since then members of his family have read to him. Much to his surprise he picked up a paper the other day, took out his glasses and was able to read with ease. Mr. Maynard said he decided to test his sight and was as surprised as his employes when he was able to read to them aloud.

### Sales Head of Grape Juice Combination.

John E. Linihan, who has been sales and advertising counselor for the Alart & McGuire Co., of Brooklyn, for the past six months—and was for years prominent in the cereal trade—has resigned, to accept the post of general sales manager for the recently organized National Grape

Juice Co., of Western New York State, with headquarters at Brocton.

The National Grape Juice Co. was formed late last year and started business about the first of January. It controls the entire sales of the Randall Grape Juice Co. of Ripley, N. Y.; the Fremont Grape Juice Co., of Fremont Ohio; Du Belle Grape Juice Co., of Silver Creek, N. Y.; the Paul Delaney Co., of Brocton, N. Y.; the Nabob Vineyard Co., of Brocton, N. Y., and the Harris Grape Juice Co., of Pan Yan, N. Y.

Mr. Linihan will be in charge of the entire sales policies of the National, with executive offices at Brocton, N. Y.

### Wholly Favorable to Germany.

Kalamazoo, Aug. 21—Unless it can be shown conclusively that Pope Benedict's peace terms were authorized by the Central Powers, it seems like child's play for the Allies even to consider them, notwithstanding the high source from which they emanate.

Even if authorized, such conditions could not be discussed seriously because wholly favorable to Germany.

Having failed in her ignoble purpose of subjugating the world, to let her off now on the status quo ante bellum plan and without indemnification for the devastation of Belgium and the wholesale and ruthless destruction in France would be a travesty on justice and a crime against civilization.

It is to be hoped that no peace terms will be entertained until the United States has a real army in France and has had a chance to assist in crushing the Prussian military system.

Peace now before this country has perfected its military establishment, and has placed itself on a par in preparedness with the great nations of the world, would imperil the future of the United States and be in the nature of a calamity. M. T. R.

### The Pope's Proposal.

Detroit, Aug. 21—The document sent by the Pope to the belligerents is mis-called peace proposal.

His Holiness, anxious to see the present slaughter stopped, has lent his great influence to a great cause, but that is all.

There can be no peace, there will be no real peace, without restitution of all the territories stolen by Germany since 1870; without restoration of every stone that has been wantonly destroyed; without severe punishment for those German officers who have ordered or permitted the commission of unspeakable and unprintable outrages.

This so-called peace proposal must not divert us from our duty to watch more than ever the German propagandists here with their allies, the pacifists and socialists.

To watch every street meeting, to call an officer the very moment the speaker attempts sedition is our duty.

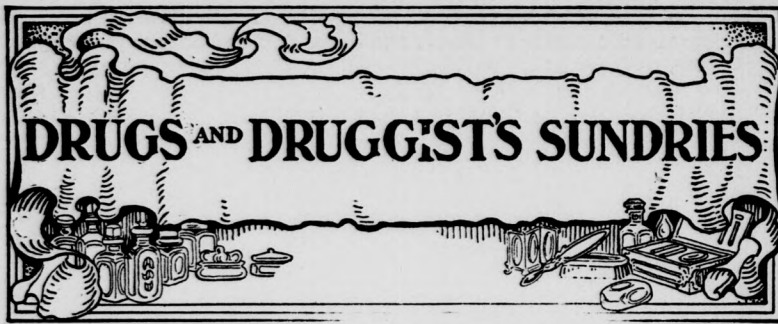
These people don't appreciate liberty of speech. What they want is "Deutschland uber Alles."

Jonas Lippmann.

### The Noblest Public Virtue.

That patriotism which, catching its inspirations from the immortal God and leaving at an immeasurable distance below all lesser, groveling, personal interests and feelings, animates and prompts to deeds of self-sacrifice, of valor, of devotion and of death itself—that is public virtue; that is the noblest, the sublimest of all public virtues. Henry Clay.

Happiness has a peculiar way of coming and going without any warning.



**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.

### Alcohol Absolutely Indispensable.

Alcohol is one of the most important materials used in the arts and sciences. In many lines of manufacture it is absolutely indispensable. Doctors disagree violently about its value as a medicine, or as a stimulant in the practice of medicine. But as we all know, it is indispensable in the drug trade, because it is the only solvent that will preserve many indispensable drugs without changing their chemical properties and their value as medicine.

Without alcohol felt and silk hats could not be made and the list of dyes, drugs, chemicals, varnishes, photographic materials and other products in common use is a large one. Modern civilization depends upon alcohol for their production in some way or other.

If gasoline becomes too scarce and high in price, users of automobiles and motor trucks may have to fall back on alcohol, which is an efficient, but at present a too costly substitute. In France, at this time, large quantities of alcohol are used in ordinary illuminating lamps fitted with incandescent mantles, because the price of coal and petroleum products is so high that the Government is limiting the manufacture and use of gas in Paris and other large cities.

Instead of talking about destroying distilleries we should be considering plans for making them more valuable and more useful to mankind. The day may come when the petroleum wells of the world will be exhausted as the best of them already have been pumped out in some parts of Pennsylvania. Even the reserves of coal which nature has stored up for us will not last forever, but as long as the sun shines and the rain falls the means of producing large quantities of alcohol will not diminish. In some parts of the tropics where vegetation is very luxuriant vegetable matter that can be converted readily into alcohol can be obtained in enormous quantities.

The world may yet arrive at an

age of alcohol when its inhabitants we learned how to produce and use it without abusing it. The commercial production of alcohol is an industry which should be encouraged while indulgence in it as a beverage should be discouraged.

### Professional Versus Commercial Pharmacy.

Notwithstanding many signs to the contrary, pharmacy in the United States retains to-day many features which are distinctly professional, although the commercial side is rapidly increasing in importance. The desire on the part of pharmacists in the past to maintain ideals which they termed "professional" has largely been responsible for failure to apply proper methods to the drug business, and at the present time there is a condition in some stores where the commercial side or the merchandising end of the business is entirely eclipsing anything of a professional character; yet in other localities there are many indications that professional pharmacy is coming into its own and is advancing to a point never dreamed of in the past, said E. Fullerton Cook, in an address before the Pennsylvania Pharmaceutical Association. The line of demarcation between the so-called commercial pharmacy, where merchandising is given almost exclusive consideration, and the shop or laboratory where the emphasis is constantly placed upon professional activities and scientific work, will be more sharply drawn in the future. But it is pointed out that both types of pharmacists, if they would continue to exist, must understand and adopt methods in the conduct of their business which will do away with reckless competition and ensure a profit.

### Making an Extra Sale.

By adapting the nickle-in-the-slot idea to his business, an enterprising druggist has harvested a crop of small coins that ordinarily find their way into trousers pockets or purses between the cashier's cage and the door. During the fall, winter, and spring months he keeps sacks of horehound drops piled on a small table near the cashier's window. A box with a slot stands in front of the pile.

As the customer receives his change he turns toward the door, but he finds it necessary to step around the table. His eye can hardly miss a sign over the piled horehound which reads, "Drop a nickel in the slot and get rid of that cold." S. A. Dennis.

Many women are not as fresh as they are painted and lots of men are more so.

### Death of Veteran Schoolcraft Druggist.

Joseph Waterman Briggs, a druggist of many years' experience, passed away at his home in Schoolcraft, July 31, after a brief illness, due to heart and liver trouble.

Mr. Briggs came of a pioneer family and the fifty-five years of his life were spent at Schoolcraft.

He was a man of unusual ability and as early as 1881 became a partner in the drug firm of Stuart & Sawyer. Afterwards, in partnership with his brother, Charles, he bought out this firm and for many years the business was carried on under the name of Briggs Bros. Finally he purchased his brother's interest and for a number of years had been sole owner. In all he had been associated with this one drug store for about thirty-five years.

Mr. Briggs was also identified with many other interests of the town, especially the Kalamazoo County State Bank, of which he was Vice-President at the time of his death.

In the death of Mr. Briggs, Schoolcraft has lost a man who was honored for his integrity, business acumen and, above all, for his loyalty to the best interests of his town and his friends.

He leaves to mourn his loss, a widow, one daughter, Lucile, his brother, Charles, and a host of sincere and devoted friends.

### Bleaching Straw Hats.

Any article of straw may be bleached by subjecting it to the fumes of burning sulphur, or by means of sodium peroxide, hydrogen peroxide or other bleaching agent. Perhaps the simplest method for a single hat is the following: Wash off any dirt from the hat with a soft brush, then dilute solution of hydrogen peroxide with an equal quantity of water and rub it gently over the surface of the hat with a small sponge. Allow the solution to remain in contact with the straw for a few minutes, then wipe it off quickly with a soft cloth, after which set the hat to dry in the air. In fifteen to twenty minutes the straw becomes very white, and the operation is complete.

Another process is to first wash the hat with a brush and strong soapsuds, and then apply the following two solutions:

1. Sodium Hyposulphite 3 drs.  
Glycerin ..... 1½ drs.  
Alcohol ..... 3 drs.  
Water ..... 3 ozs.
2. Citric Acid ..... ½ dr.  
Alcohol ..... 3 drs.  
Water ..... 3½ ozs.

Sponge the hat with solution "1," and leave in a moist cellar for twenty-four hours; then apply solution "2" and set aside as before. The hat should then be smoothed with a warm flatiron.

The "cleaner" sold in envelopes may be either tartaric or citric acid. Put two powders, each containing two drams of either acid in an envelope, and send out under these directions: Wash the article to be cleansed with soap and water. Dissolve the contents of one package in two tablespoonfuls of soft water,

and apply with an old toothbrush, rubbing well until all the stain is removed. Dry with a soft cloth. It is best to remove the hatband, but if this is not done and the band is discolored by the cleaner, a little ammonia water will restore the color.

### Superior Security Offered by Mutuals.

It is the mutual fire insurance companies which furnish the best security to the policy holder. When told of the superior security of stock companies, property owners should have in mind the following figures, taken from the Connecticut Fire Insurance Report for 1917:

At the end of 1916, for every \$100 at risk, the Connecticut stock companies held in assets \$1.09 against \$2.69 held by the Connecticut mutual companies. The stock companies of the other states held in assets \$1.28 and those from foreign countries but 90 cents, against \$1.79 held by the mutual companies of other states. The average for all the companies, stock and mutual, was \$1.15 against each \$100 at risk.

At the end of 1916, for each \$100 at risk, the Connecticut stock companies had a combined capital and surplus of 47 cents, against \$2.01 in surplus alone held by the Connecticut mutual companies. The stock companies of other states had a combined capital and surplus of 62 cents and the foreign companies 27 cents against a surplus alone of \$1.03 held by the mutual companies of other states for each \$100 at risk. The average for all companies, stock and mutual, was 51 cents.

Shadows never bother the fellow who keeps his face to the sun.

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



It's Pure That's Sure

Piper Ice Cream Co.  
 Kalamazoo, Mich.

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

**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

**Activities in Michigan Cities.**

Bay City has just paid off its \$20,000 electric light bonds which were issued twenty-seven years ago. The electric light department is the only one in the city which absolutely pays its own way and carries on its own extension work.

Manistee rejoices over the news that the shipbuilding company will soon begin active operations at the North side plant, recently acquired by the Northern Transportation Co., of Baltimore.

Labor day, Sept. 3, will be well observed in Reed City with sports and festivities and with a merchants' dollar day in connection.

Individual gatherers of garbage in Lansing are interfering with municipal collection and have been warned they must cease operations or be prosecuted.

The opening of the Michigan Agricultural College at East Lansing has been postponed from Sept. 24 to Oct. 10, which will make it possible for several hundred young men to remain on the farms until the harvest is over.

Mayor Riley, of Escanaba, recommends to the Council the establishment of a municipal wood yard.

Detroit thinks so well of the skip-stop plan on its car lines that the Council has given the Detroit United Railway permission to put same in effect on practically every line.

Dr. DeKleine, health officer at Flint, says the present system of garbage collection there is miserably inefficient and a serious menace to public health.

Battle Creek will build two more comfort stations in the down town district, one at the former wood market at Jackson, Madison and River streets, and the other on West State street, near McCamly.

E. Clarke Austin, Secretary of the Battle Creek Chamber of Commerce, has resigned to take effect Sept. 14. He goes with the Nash Motor Co., at Lansing.

Jackson will hold its second municipal dance Aug. 23. It will be held on the asphalt pavement on Jackson street and the pavement will be washed and sprinkled with corn meal to put it in condition. A band of music has been engaged, the city director of playgrounds will be in charge and everybody is invited.

Jackson Elks are doing their bit by raising a big patch of beans. They will add potatoes next year.

With the completion of the Grand Trunk shops in Port Huron in November it is expected that 800 men with their families will move to that city.

A concrete grain elevator with a capacity of 17,000 bushels is being built by the Marshall Elevator Co., at Marshall.

Owosso will have a public comfort station if Mayor Wright can find a suitable site.

Hastings will vote Sept. 17 on an appropriation of \$5,000 or less for a motor driven fire truck.

Saginaw will receive bids until Aug. 28 on a combination fire truck.

Ithaca has added a fire truck to its equipment. Almond Griffen.

**WHOLESALE DRUG PRICE CURRENT**

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

<b>Acids</b>	Boric (Powd.) .. 17@ 25	Boric (Xtal) .. 17@ 25	Carbolic .. 81@ 65	Citric .. 90@ 95	Muriatic .. 3@ 5	Nitric .. 9@ 15	Oxalic .. 60@ 70	Sulphuric .. 3@ 5	Tartaric .. 1 05@1 60
<b>Ammonia</b>	Water, 26 deg. .. 10@ 15	Water, 18 deg. .. 6 1/2@ 12	Water, 14 deg. .. 5 1/2@ 11	Carbonate .. 14 @ 16	Chloride .. 25 @ 35				
<b>Balsams</b>	Copaiba .. 1 40@1 65	Fir (Canada) .. 1 25@1 50	Fir (Oregon) .. 4@ 50	Peru .. 5 50@5 75	Tolu .. 75@1 00				
<b>Barks</b>	Cassia (ordinary) .. 25@ 30	Cassia (Saigon) .. 90@1 00	Elm (powd. 35c) .. 30@ 35	Sassafras (pow. 35c) .. 30 @ 30	Soap Cut (powd.) .. 23@ 25				
<b>Berries</b>	Cubeb .. 1 20@1 30	Fish .. 15@ 20	Juniper .. 10@ 15	Prickly Ash .. @ 30					
<b>Extracts</b>	Licorice .. 55@ 60	Licorice powdered .. 85@ 90							
<b>Flowers</b>	Arnica .. @ 30 00	Chamomile (Ger.) .. 75@1 00	Chamomile Rom. .. 2 00@2 20						
<b>Gums</b>	Acacia, 1st .. 75@ 80	Acacia, 2nd .. 65@ 75	Acacia, Sorts .. 45@ 50	Acacia, powdered .. 60@ 70	Aloes (Barb. Pow) .. 30@ 40	Aloes (Cape Pow) .. 20@ 25	Aloes (Soc. Pow. 60) .. @ 55	Asafoetida, .. @ 2 25	Asafoetida, Powd. Pure .. @ 2 50
	Camphor .. 95@1 00	Guaiaac .. 45@ 50	Guaiaac, powdered .. @ 60	Kino .. 70@ 75	Kino, powdered .. 75@ 80	Myrrh .. @ 40	Myrrh, powdered .. @ 50	Opium .. 35 00@35 20	Opium, powd. 35 00@35 20
	Opium, gran. 35 00@35 20	Shellac .. 75@ 80	Shellac, Bleached .. 90@ 95	Tragacanth .. 2 50@3 00	Tragacanth powder .. 2 50	Turpentine .. 10@ 15			
<b>Insecticides</b>	Arsenic .. 23@ 30	Blue Vitriol, bbl. .. @ 12	Blue Vitriol less 12 1/2@ 20	Bordeaux Mix Dry .. 2 1/2@30	Hellebore, White powdered .. 38@ 45	Insect Powder .. 40@ 60	Lead, Arsenate .. 20@ 40	Lime and Sulphur Solution, gal. .. 15@ 25	Paris Green .. 55@ 60
<b>Ice Cream</b>	Piper Ice Cream Co., Kalamazoo	Bulk Vanilla .. 80	Bulk Special Flavored .. 90	Brick, Plain .. 25	Brick, Fancy .. 30				
<b>Leaves</b>	Buchu .. 1 75@1 85	Buchu, powd'r'd .. 1 85@2 00	Sage, bulk .. 67@ 70	Sage, 1/4 loose .. 72@ 78	Sage, powdered .. 55@ 60	Senna, Alex .. 70@ 75	Senna, Tinn. .. 40@ 45	Senna, Tinn. pow. .. 50@ 55	Uva Ursi .. 18@ 20
<b>Oils</b>	Almonds, Bitter, true .. 15 00@16 00	Almonds, Bitter, artificial .. 7 00@7 20	Almonds, Sweet, true .. 1 35@1 60	Almonds, Sweet, imitation .. 65@ 75	Amber, crude .. 1 75@2 00	Amber, rectified .. 2 50@2 75	Anise .. 2 00@2 25	Bergamont .. 8 00@8 25	Cajeput .. 1 35@1 60
	Cassia .. 2 75@3 00	Castor .. 2 70@2 80	Cedar Leaf .. 1 50@1 75	Citronella .. 1 00@1 25	Cloves .. 3 50@3 75	Cocconut .. 40@ 50	Cod Liver .. 4 75@5 00	Cotton Seed .. 1 65@1 75	Croton .. 1 75@2 00
	Cubeb .. 7 50@7 75	Eigeron .. 1 75@2 00	Eucalyptus .. 1 25@1 35	Hemlock, pure .. 1 50@1 75	Juniper Berries .. 20 00@20 20	Cinchona .. @ 95	Colchicum .. @ 1 90	Cubeb .. @ 1 90	Digitalis .. @ 1 10
	Gentian .. @ 1 15	Ginger .. @ 1 55	Guaiaac .. @ 1 40	Guaiaac, Ammon. .. @ 1 25	Iodine .. @ 2 10	Iodine, Colorless .. @ 2 10	Iron, clo. .. @ 1 20	Kino .. @ 1 25	Myrrh .. @ 1 45
	Nux Vomica .. @ 1 25	Opium .. @ 7 50	Opium, Camph. .. @ 1 25	Opium, Deodor'z'd .. @ 9 00	Rhubarb .. @ 1 05				
<b>Paints</b>	Lead, red dry .. 13 1/4@13 3/4	Lead, white dry .. 13 @13 1/2	Lead, white oil .. 13 @13 1/2	Ochre, yellow bbl. .. @ 1 1/2	Ochre, yellow less 2 @ 5	Putty .. 3@ 6	Red Venet'n bbl. .. 1 1/2@ 5	Red Venet'n less 2 @ 5	Vermillion, Amer. .. 25@ 30
	Whiting, bbl. .. @ 3	Whiting .. 3 1/4@ 6	L. H. P. Prepd. .. 2 15@2 25						
<b>Miscellaneous</b>	Acetanalid .. 65@ 72	Alum .. 10@ 12	Alum, powdered and ground .. 12@ 15	Bismuth, Subnitrate .. 3 60@3 70	Borax xtal or powdered .. 10@ 15	Cantharades po .. 2 00@6 00	Calomel .. 2 56@2 60	Capsicum .. 35@ 40	Carmine .. 6 50@7 00
	Cassia Buds .. @ 40	Cloves .. 35@ 40	Chalk Prepared .. 6@ 8 1/2	Chalk Precipitated .. 7@ 10	Chloroform .. 85@ 93	Chloral hydrate .. 1 92@2 12	Cocaine .. 9 15@9 35	Cocoa Butter .. 60@ 70	Corks, list, less 55%
	Copperas, bbls. .. @ 2	Copperas, less .. 2 1/2@ 7	Copperas, powd. .. 4@ 10	Corrosive Sublim. .. 2 30@2 40	Cream Tartar .. 60@ 65	Cuttlebone .. 65@ 70	Dextrine .. 10@ 15	Dover's Powder .. 3 75@4 00	Emery, all Nos. .. 6@ 10
	Emery, powdered .. 5@ 8	Epsom Salts, bbls. .. @ 5 1/2	Epsom Salts, less 6@ 10	Ergot .. 1 25@1 50	Ergot, powdered .. 2 75@3 00	Flake White .. 15@ 20	Formaldehyde lb. .. 19@ 27	Gelatine .. 1 75@1 85	Glassware, full cs. .. 65%
	Glassware, less 54%	Glauber Salts, bbl. .. @ 1 1/2	Glauber Salts less 2@ 5	Glue, Brown .. 25@ 35	Glue, Brown Grd. .. 25@ 35	Glue, White .. 30@ 35	Glue, White Grd. .. 30@ 35	Glycerine .. 73@ 85	Hops .. 45@ 60
	Iodine .. 4 50@4 60	Iodoform .. 5 68@5 70	Lead, Acetate .. 21@ 25	Lycopodium .. @ 2 25	Mace .. 85@ 90	Mace, powdered .. 95@1 00	Menthol .. 4 25@4 50	Morphine .. 14 00@14 65	Nux Vomica .. 22 1/2@ 30
	Nux Vomica, pow. .. @ 20	Pepper, black pow. .. 35@ 40	Pepper, white .. @ 45	Pitch, Burgundy .. @ 15	Quassia .. 12@ 15	Quinine .. 90@1 00	Rochelle Salts .. 48@ 55	Saccharine, oz. .. @ 3 40	Salt Peter .. 39@ 50
	Seidlitz Mixture .. 41@ 45	Soap, green .. 20@ 25	Soap mott castile .. 22 1/2@ 25	Soap, white castile case .. @ 13 00	Soap, white castile less, per bar .. @ 1 40	Soda Ash .. 4 1/2@ 5	Soda Bicarbonate .. 2 1/2@ 5	Soda, Sal .. 2@ 5	Spirits, Camphor .. @ 75
	Sulphur, roll .. 4 9-10@ 10	Sulphur Subl. .. 4 1/2@ 10	Tamarinds .. 15@ 20	Tartar Emetic .. @ 85	Turpentine, Ven. .. 50@4 75	Vanilla Ex. pure .. 1 00@1 50	Witch Hazel .. 1 10@1 50	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



6

**FLOUR AND FEED**  
 Grand Rapids Grain & Milling Co.  
 Winter Wheat  
 Purity Patent 12 00  
 Fancy Spring 13 50  
 Wizard Graham 11 00  
 Wizard Gran. Meal 11 00  
 Wizard Buckw't cwt. 6 00  
 Rye 11 00

Valley City Milling Co.  
 Lily White 12 40  
 Light Loaf 12 00  
 Graham 5 10  
 Granena Health 5 20  
 Gran. Meal 4 80  
 Bolted Meal 4 70

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 12 00  
 Quaker, cloth 12 00

Kansas Haru wheat  
 Worden Grocer Co.  
 American Eagle, 1/8s 13 50  
 American Eagle, 1/4s 13 40  
 American Eagle, 1/2s 13 30

Spring Wheat  
 Juuson Grocer Co.  
 Ceresota, 1/8s 14 20  
 Ceresota, 1/4s 14 10  
 Ceresota, 1/2s 14 00

Worden Grocer Co.  
 Wingold, 1/8s cloth 14 25  
 Wingold, 1/4s cloth 14 15  
 Wingold, 1/2s cloth 14 05

Meal  
 Bolted 10 80  
 Golden Granulated 11 00

Wheat  
 Red 1 90  
 White 1 85

Oats  
 Michigan carlots 80  
 Less than carlots 82

Corn  
 Carlots 2 20  
 Less than carlots 2 25

Hay  
 Carlots 19 00  
 Less than carlots 20 00

Feed  
 Street Car Feed 75 00  
 No. 1 Corn & Oat Fd 75 00  
 Cracked Corn 80 00  
 Coarse Corn Meal 80 00

**FRUIT JARS**  
 Mason, pts., per gro. 7 00  
 Mason, qts., per gro. 7 40  
 Mason, 1/2 gal. per gro. 8 85  
 Mason, can tops, 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 Acid'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. 25

**HERBS**  
 Sage 15  
 Hops 15  
 Laurel Leaves 15  
 Senna Leaves 25

**HIDES AND PELTS**  
 Hides  
 Green, No. 1 22  
 Green, No. 2 21  
 Cured, No. 1 24  
 Cured, No. 2 23  
 Calfskin, green, No. 1 32  
 Calfskin, green, No. 2 30 1/2  
 Calfskin, cured, No. 1 30  
 Calfskin, cured, No. 2 28 1/2

Pelts  
 Old Wool 75@2 00  
 Lambs 50@1 50  
 Shearings 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. 3 25  
 20 oz., per doz. 3 25

**HORSE RADISH**  
 Per doz. 90

**JELLY**  
 5lb. pails, per doz. 1 05  
 15lb. pails, per pail 1 05  
 30lb. pails, per pail 2 00

7

**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  
 Chocolate (Straight) 2 85  
 Peach (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**  
 1/4 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  
 Half barrels 2c extra

Red Hen, No. 2 1/2 2 90  
 Red Hen, No. 5 2 90  
 Red Hen, No. 10 2 80

**MUSTARD**  
 1/2 lb. 6 lb. box 16

**OLIVES**  
 Bulk, 1 gal. kegs 1 10@20  
 Bulk, 2 gal. kegs 1 05@11  
 Bulk, 5 gal. kegs 1 00@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, 23 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 Naptha 20.  
 Capitol Cylinder, Wood Bale 33.9  
 Capitol Cylinder, Iron Bale 32.9  
 Atlantic Red Engine 19.3  
 Winter Black 10.4  
 Polarine 37.9

**PICKLES**  
 Medium  
 Barrels, 1,200 count 9 50  
 Half bbls., 600 count 8 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. 308, 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  
 Pig 29 00  
 Clear Family 29 00

**Dry Salt Meats**  
 S P Bellies 19 @20

Lard  
 Pure in tierces 22 1/2@23  
 Compound Lard 19 @19 1/2  
 80 lb. tubs 19 @19 1/2  
 80 lb. tubs 19 @19 1/2  
 50 lb. tubs 19 @19 1/2

8

20 lb. pails 1/2 advance 1/4  
 10 lb. pails 1/2 advance 1/4  
 5 lb. pails 1/2 advance 1/4  
 3 lb. pails 1/2 advance 1/4

**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  
 Baked Hams 38 @39  
 Minced Hams 17 1/2@18  
 Bacon 33 @36

**Sausages**  
 Bologna 16  
 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. 5 00  
 1 bbl. 12 00

**Tripe**  
 Kits, 15 lbs. 90  
 1/4 bbls., 40 lbs. 1 60  
 1/2 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 25  
 Corned Beef, 1 lb. 3 25  
 Roast Beef, 2 lb. 6 25  
 Roast Beef, 1 lb. 3 25

**Potted Meat, Ham**  
 Flavor, 1/2 58  
 Flavor, 1/4 95

**Deviled Meat, Ham**  
 Flavor, 1/2 52  
 Flavor, 1/4 1 00

**Potted Tongue, 1/2s 1 00**

**RICE**  
 Fancy 8 @8 1/2  
 Bule Rose @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 1/2 3 60

**SAL SODA**  
 Granulated, bbls. 1 40  
 Granulated, 100 lbs. cs. 1 50  
 Granulated, 36 pkgs. 1 40

**SALT**  
 Common Grades  
 100 3 lb. sacks 8 15  
 70 4 lb. sacks 8 05  
 60 5 lb. sacks 3 05  
 28 10 lb. sacks 2 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  
 Standards, 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

9

**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. 54

**SEEDS**  
 Anise 85  
 Canary, Smyrna 9  
 Caraway 75  
 Cardamon, Malabar 1 20  
 Celery 45  
 Hemp, Russian 7 1/2  
 Mixed Bird 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 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. @25  
 Ginger, African @15  
 Ginger, Cochin @20  
 Mace, Penang @20  
 Mixed, No. 1 @17  
 Mixed, No. 2 @15  
 Mixed, 5c pkgs. dz. @45  
 Nutmegs, 70-80 @25  
 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 @38  
 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 1/2

**SYRUPS**  
 Corn  
 Barrels 16  
 Half 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@33  
 Fancy 36@45  
 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 23@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

10

**Oolong**  
 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 78  
 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  
 Ojbwa, 8 and 16 oz. 40  
 Ojbwa, 10c 11 10  
 Ojbwa, 8 and 16 oz. 42  
 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 5 10  
 Sterling, L & D, 5c 5 76  
 Sweet Cuba, canister 9 16  
 Sweet Cuba, 5c 5 76  
 Sweet Cuba, 10c 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 78  
 Sweet Mist, 8 oz. 11 10  
 Telegram, 5c 5 76  
 Tiger, 5c 6 00  
 Tiger, 25c cans 2 50  
 Uncle Daniel, 1 lb. 60  
 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, 10 doz. 96  
 Battle Ax 32  
 Bracer, 6 and 12 lb. 30  
 Big Four, 6 and 16 lb. 32  
 Boot Jack, 2 lb. 90  
 Boot Jack, per doz. 96  
 Bullion, 16 oz. 46  
 Climax Golden Twins 49  
 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. 40  
 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 Heldsteck 4 & 7 lb. 99  
 Piper Heldsteck, per dz. 96  
 Polo, 3 doz., per doz. 48  
 Red Cross 32  
 Scrapple, 2 and 4 doz. 48  
 Sherry Cobbler, 8 oz. 33  
 Spear Head, 12 oz. 46  
 Spear Head, 1 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  
 Mall Pouch, 4 doz. 5c 2 00  
 Old Songs, 5c 5 76  
 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 sr 6 00  
 Peachey Scrap, 5c 5 76

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**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. 8 60  
 Bull Durham, 16 oz. 6 72  
 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, 16 oz. 40  
 Cigar Clip'g Johnson 30  
 Cigar Clip'g Seymour 30  
 Identity, 3 and 16 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  
 Cream, 50c pails 4 70  
 Cuban Star, 5c foil 5 76  
 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 76  
 Five Bros., 5c 5 76  
 Five Bros., 10c 10 80  
 Five cent cut Plug 29  
 F O B 10c 52  
 Four Roses, 10c 11 52  
 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 00  
 Growler, 5c 48  
 Growler, 15c 1 50  
 Growler, 30c 3 00  
 Giant, 5c 6 00  
 Giant, 40c 4 18  
 Hand Made, 2 1/2 oz. 5 50  
 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  
 Kilt 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 80  
 Le Redo, 8 & 16 oz. 40  
 Myrtle Navy, 10c 11 52  
 Myrtle Navy, 5c 5 76  
 Maryland Club, 5c 5 00  
 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  
 Nigger Head, 15c 10 48  
 Nonon Hour, 5c 48  
 Old Colony, 1-12 gro. 11 52  
 Old Mill 5c 5 76  
 Old English Crve 1 1/2 oz. 96  
 Old Crop, 5c 6 00  
 Old 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, 25c 2 40  
 Peerless, 40c 4 80  
 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 93  
 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 90  
 S. & M. 5c gross 5 76  
 S. & M., 14 oz. doz. 3 80  
 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, 90c 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, 55c tins .... 8 15
Union Leader, 5c coil 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. ... 5 76
Way Up, 2 1/4 oz. .... 36
Way Up, 16 oz. pails 36
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
<b>CIGARS</b>
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
<b>TWINE</b>
Cotton, 3 ply ..... 44
Cotton, 4 ply ..... 24
Jute, 2 ply ..... 25
Hemp, 6 ply ..... 30
Flax, medium ..... 35
Wool, 1 lb. bales ..... 17
<b>VINEGAR</b>
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.
<b>WICKING</b>
No. 0, per gross ..... 35
No. 1, per gross ..... 45
No. 2, per gross ..... 60
No. 3, per gross ..... 90
<b>WOODENWARE</b>
Baskets
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
<b>Wire End</b>
1 lb., 250 in crate ..... 35
2 lb., 250 in crate ..... 45
3 lb., 250 in crate ..... 55
5 lb., 20 in crate ..... 65
<b>Churns</b>
Barrel, 5 gal., each .. 2 40
Barrel, 10 gal., each .. 2 55
<b>Clothes Pins</b>
Round Head
4 1/2 inch, 5 gross ..... 65
Cartons, No. 24, 24s, bxs. 70
<b>Egg Crates and Fillers</b>
Humpty Dumpty, 12 dz. 20
No. 1 complete ..... 42
No. 2 complete ..... 35
Case, medium, 12 sets 1 30
<b>Faucets</b>
Cork lined, 3 in. .... 70
Cork lined, 9 in. .... 80
Cork lined, 10 in. .... 90
<b>Mop Sticks</b>
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
<b>Pails</b>
10 qt. Galvanized .... 3 50
12 qt. Galvanized .... 4 00
14 qt. Galvanized .... 4 50
Fibre ..... 5 50
<b>Toothpicks</b>
Birch, 100 packages .. 2 00
Ideal ..... 85
<b>Traps</b>
Mouse, wood, 2 hoels .. 22
Mouse, wood, 4 holes .. 45
10 qt. Galvanized ..... 1 55
12 qt. Galvanized ..... 1 70
14 qt. Galvanized ..... 1 90
Mouse, wood, 6 holes .. 70
Mouse, tin, 5 holes ... 65
Rat, wood ..... 80
Rat, spring ..... 75
<b>Tubs</b>
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
<b>Washboards</b>
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
<b>Wood Bowls</b>
13 in. Butter ..... 1 75
15 in. Butter ..... 3 15
17 in. Butter ..... 6 75
19 in. Butter ..... 10 50
<b>WRAPPING PAPER</b>
Fibre Manila, white .. 8 1/2
Fibre, Manila, colored
No. 1 Manila ..... 8 1/2
Butchers' Manila ..... 8
Kraft ..... 10 1/2
Wax Butter, short c'nt 16
Wax Butter, full c'nt 20
Parchm't Butter, rolls 19
<b>YEAST CAKE</b>
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
<b>Window Cleaners</b>
12 in. .... 1 65
14 in. .... 1 85
16 in. .... 2 30
<b>CHARCOAL</b>
Car lots or local shipments,
bulk or sacked in paper or
jute. Poultry and stock
charcoal
DEWEY - SMITH CO., Jackson, Mich.
Successor to M. O. DEWEY CO.

14
<b>BAKING POWDER</b>
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 up-
on request.
K C Baking Powder is
guaranteed to comply with
A.L.L. Pure Food Laws, both
State and National.
<b>Royal</b>
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
<b>SALT</b>
NEVER CAKES OR HARDENS
MORTON'S
FREE RUNNING
SALT
IT POURS
MORTON SALT COMPANY
Morton's Salt
Per case, 24 2 lbs. .... 1 80
Five case lots ..... 1 70
<b>SOAP</b>
Proctor & Gamble Co.
Lenox ..... 4 75
Ivory, 6 oz. .... 5 25
Ivory, 10 oz. .... 8 65
Star ..... 4 35
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
<b>WASHING POWDERS.</b>
Gold Dust
24 large packages .... 5 75
100 small packages .. 5 60
<b>AXLE GREASE</b>
MICA
GREASE
LUBRICATING
OIL COMPANY
DEWEY - SMITH CO., Jackson, Mich.
Successor to M. O. DEWEY CO.
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		BBLs.!
White City (Dish Washing)	.....	210 lbs. ....
Tip Top (Caustic)	.....	250 lbs. ....
No. 1 Laundry 88% Dry	.....	225 lbs. ....
Palm Soap 88% Dry	.....	300 lbs. ....

SEND FOR SAMPLES

WRITE FOR PRICES

**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.

For Sale—In a town of 700 in Southern Michigan, a clean stock of clothing, furnishings and shoes. Address No. 265 care Tradesman. 265

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

For Sale—\$500 National cash register. Will sell for \$250. Address 431 La Grave Ave., Grand Rapids. 267

Hotel For Sale—Four-story brick, 35 rooms, well furnished. Steam heat, electric lights, water. Doing good business. Only hotel. \$5,000 cash will handle. Hotel, Blissfield, Mich. 269

For Rent—Two store buildings connected with arch, separately or together; size 27 x 50 and 18 x 50. Electric lighted and with city water. Rent \$35-\$20. Good opening for ready-to-wear and variety store. Address Lock Box 127, Cando, North Dakota. 268

For Sale—Being called for army service will sell my grocery store, fixtures and stock amounting to \$2,500. Two grocery stores in town of 600. If interested write me at once. Wm. Bond, New Buffalo, Michigan. 270

Shoe Store—In center business district Jackson, shoe store, long established and doing good business. Must sell quick. Rare opportunity. Also modern quick repair outfit. C. K. Maino, 226 E. Main St., Jackson, Mich. 271

### SPECIAL SALES PROMOTERS

CLOSING OUT OR REDUCTION EXPENSE SMALL—BIG RETURNS

All Information Furnished Free Write for Terms and Dates

UNITED SALES CO.  
431 Houseman Bldg. Grand Rapids, Michigan

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

Business—Established, requiring small capital. X 110 1/2 W. 2d, Tulsa, Okla. 260

### SPECIAL SALES

To raise money, reduce stock or retire from business, personally conducted. Any stock, anywhere. Small expense, big cash results. Contract our great FALL FESTIVAL SALE. Write for terms, plans, etc.

GREENE SALES CO.  
Merchandise Sales Specialists Jackson, Mich.

Shoe Store For Sale—Store located in a prosperous farming town of about 900, with 3,500 surrounding country to draw trade from. Established over seven years; stock clean and up-to-date, mostly staple lines. No other store in town selling shoes. Machine repairing shop in connection with store clears \$100 a month. Will sell at invoice. Invoice about \$3,000. No trade considered. Will stand rigid investigation. Continued ill health cause of selling. Address J. Campos, Morgan Hill, California. 272

For Sale—Grocery and shoe stock which inventories about \$2,500. Town of about 1,000, situated in a prosperous farming district. Good shipping facilities. Address No. 274, care Tradesman. 274

For Exchange—My equity of \$12,640 in new 10-family flat centrally located in Detroit for good business in good town in Michigan. Flat is always rented, brings in \$341 month. This is a chance for the man who wants to stop work. Business must stand inspection or will trade for good farm. No. 276, care Tradesman. 276

For Sale—Nine year old horse, gentle. A fine looking horse and good worker; also delivery wagon and harness, complete in good condition. \$150 will buy it. Address Tibma's Bakery, La Porte, Indiana. 277

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

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. C. 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. B. 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

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

### POSITION WANTED.

Position Wanted—As book-keeper or manager in some line business. Have had 16 years experience in general merchandise. Address No. 275, care Tradesman. 275

### HELP WANTED.

Young man not over thirty-five years old with experience in general hardware, to buy an interest in hardware business in Central Alabama. Business well established, good proposition for right party. This offer is for cash, not exchange. Price about \$10,000. Robbins Hardware Co., Selma, Alabama. 266

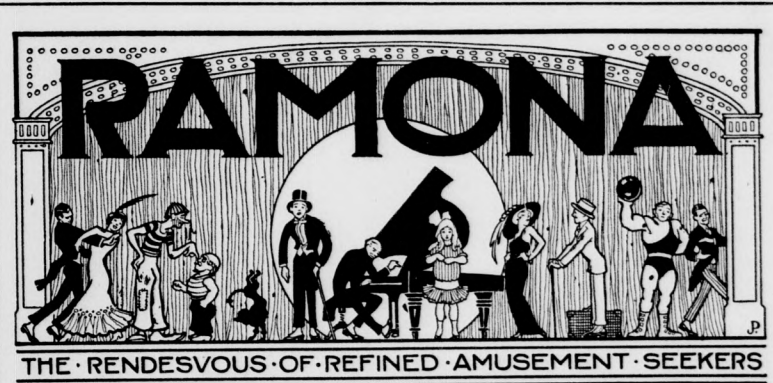
Wanted—Man experienced in groceries for responsible position. State experience as buyer, manager and salesman. Also state experience in dry goods, clothing and shoes and age and salary wanted. Give references. Address No. 227, care Michigan Tradesman. 227

Wanted—Young man of eighteen or older to clerk in drug store. One who has had some experience preferred. Good wages. Schrouders, Grand Rapids. 278

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

Wanted—Experienced window trimmer and card writer, just one small window to trim. Must have experience as shoe salesman. Steady position and good salary to right man. Write full particulars with salary wanted in first letter. Address Peoples Bargain Store, Saginaw, Michigan. 273

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



Ramona is more attractive this year than in any previous season, made so to welcome recreation and pleasure seekers. Dancing, Thrillers, Refreshment Booths, Rowboats and Canoe docks freshened, brightened and made more fascinating than ever.

## 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.

## SOMETHING MORE

The chances are that you want something more than printing when you want a job of printing—ideas, possibly, or suggestions for them; a plan as likely as possible to be the best, because comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give.

Tradesman Company :: Grand Rapids

### Review of the Grand Rapids Produce Market.

Apples—Home grown Red Astrachans and Duchess fetch \$2.50 per bu.

Bananas—\$4 per 100 lbs.

Beets—30c per doz. bunches for home grown.

Butter—The market is very firm following advances of about ½c per pound on the various grades during the past week, due to very hot weather in the producing sections, causing a shortage of supply on the open market. The home consumption is good and no material change in prices is looked for in the immediate future. Cold storage warehouses report 20 per cent. less butter this year than the corresponding warehouses contained the same period last year. Local dealers hold fancy creamery at 40c in tubs and 41c in prints. Local dealers pay 35@36c for No. 1 in jars and 30c for packing stock.

Cabbage—Home grown 75c per bu.

Cantaloupes—Ponys from Benton Harbor command \$2 for 54s and \$2.25 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.

Eggs—The market is very firm on the finest quality. Most marks show heat defects at this time of the year. There is a good consumptive demand and no material change is looked for in prices at this time. Local dealers pay 33@35c 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; 15½c 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—Southern varieties are now all marketed. The next supplies will be from New York.

Peppers—Southern command 50c per basket.

Pop Corn—\$2.25 per bu. for ear, 6½@7c per lb. for shelled.

Potatoes—\$4.25 per bbl. for Virginia and \$4 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, 26@27c;

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.

Sweet Potatoes—\$6 per bbl. for Virginia.

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.

News that each person in France is to be allowed 500 grammes of bread daily, must come as a shock to the German masses. Germans have long been told of "things being just as bad or worse in Paris and London" in order that their courage might not droop under a bread ration of about 200 grammes a day and an equally insufficient ration of meat, potatoes, eggs, butter, milk, and fats. They must suspect now that all they have been told was grossly exaggerated or absolute falsehood. Although for the present the food crisis in the Central Powers may be over, on account of the new crops, yet there are worse times in prospect for the late winter and spring. Every year, since the war's commencement, has seen the food resources of the Teutonic Allies shrink. Their only hope of staving off eventual starvation would have been in the earlier exhaustion of their enemies. The realization throughout Germany and Austria that England and France are not to be beaten because of a lack of food will go a long way toward throwing the weight of the German workers into the scales for peace.

With beef on the hoof at Chicago soaring in an unprecedented way, it is quite likely that the new President of the Master Butchers' Association makes a sound prophecy when he says horsemeat will soon be on the retail market. Intrinsicly, there is nothing the matter with horse-meat as a food; from young and well-nourished animals it would probably be as palatable as beef. But what chance is there that the animals slaughtered would be young and well-nourished? A horse is too valuable, when vigorous and able to do a day's work, to warrant calling in the butcher. Only physical disability, or old age, would justify drafting a horse for the kitchen. That is what has created a prejudice against horse-meat, along with a very natural sentiment for the faithful animal which these thousands of years has been man's servant and companion. The poets have spoiled us for horse-meat. It would almost seem like cannibalism to consume the descendants of man's co-hero in song and story.

It takes a conscientious man to enjoy his work if the remuneration is small.

Anyway, we never knew a man to marry a woman to reform her.

### Appealing to Women.

A practical way of appealing to women customers who own automobiles is in use by a Pacific Coast department store. Instead of using its entire basement for bargain sales it has reserved a large section as an automobile storage place. With a footman in charge and with every convenience for the woman driver, this section is the drawing card of the establishment.

Hitherto the women had to go out of their way to a garage or to some section of the city which had no short-time parking limit. The free storage section in the store, however, has solved this new retail trade problem. Women can leave their cars in the basement as long as they like and spend all the time they desire looking around the establishment and making their purchases.

Increased business has resulted, for the shopper is now relieved of worrying over her limited time and the possibility of a traffic policeman tagging her car. Although large stores already established have difficulty in providing a parking place, it should be entirely possible for stores that are to be built or enlarged.

J. S. Baley.

### Speeding Up Orders.

The speed with which orders are delivered is one of the talking points of a large Eastern vegetable and meat store. To make this speed possible and to help the accounting department in classifying sales, the form on which salesmen take orders is divided into five sections, each one of them headed with the initial of the store's five departments—meat, fish, vegetables, delicatessen, and poultry.

As soon as an order is taken it goes to the office, where a typewritten copy is made on a numbered form. The original of this goes to the customer with the goods. The carbon is made on paper perforated into five sections, and the order for each department goes on to its appropriate section. Each part carries the same number.

The sections are at once separated and sent to the various departments to be "put up." The orders are assembled in the delivery department. The whole process has then taken much less time than if the order were filled by the various departments in turn from the original salesman's slip. In passing through the office, too, any mistakes are likely to be caught.

W. S. Zimmerman.

### Proper Display of Goods in the Stores.

Too many retail merchants use their storerooms as stock or storage places rather than as places in which to display goods.

The two fundamentals in the arrangement of a stock are to have the goods where they can be seen, felt and examined and to have them handy for the sales people. The counters and show cases are for the public, the shelves for the salespeople, although in some lines there is value in the shelves for display purposes also.

Move staple, essential goods to the rear of the store and display in the front of the room only such goods

as are not absolutely essential to the customer, so far as this is possible. Thus, to get the necessities, the customer must pass the greatest possible number of tempting articles.

Not more than one customer in four ever gets further than half way back in the average store. Thus the merchant is paying rent for display space further than the half-way line which is of less value than it should be. By proper store arrangement some progressive merchants have succeeded in increasing the value of the rear of their stores and have thus reduced their rent proportionately, for their sales have increased without an increase in rent.

Trading in wheat futures—often called a harsher name—has been snuffed out; no more deals can be made in sugar futures; speculation in cotton has been restricted by the fixing of a 3 cent limit on the range of quotations for any one day, all within the space of ten days. Many there be who yet hold the opinion that future trading in foodstuffs is a necessity. Its quick elimination appears not to have disrupted commerce of the United States. Gambling in foodstuffs in the United States is a thing of the past. It probably never will be allowed again.

Nearly one-fourth of the earth's land surface is comprised within the continent of Africa, and it is as far around the coast of Africa as it is around the world. Every eighth person of the world's population lives in the Dark Continent. The blacks double their number every forty years and the whites every eighty years. There are 843 languages and dialects spoken among the blacks of Africa, but only a few of them written.

The scarcity of leather has led the shoe repairers of the United States, who are organized in over eighty associations, to advocate the use of rubber heels. Leather heels have risen in price so that the repairmen have to charge 50 per cent more than they did before the war, but rubber soles and heels show practically no advance in price, and they have the advantage that they can be put onto shoes by moderately skilled labor.

Some grocers have found that a Saturday evening sale of perishable fruit and vegetables which can not be carried over until Monday morning is an excellent way of turning such stock into cash and giving the public the benefit of it. These special sales are usually held for one hour only, from 9 to 10 o'clock Saturday night, and they soon attract purchasers who buy other articles.

### BUSINESS CHANCES.

For Sale—Old established grocery and meat market; good location; doing a profitable business in one of the best cities in Michigan. Excellent farming community. Will sell at right price. Snap for the right party. Address No. 280, care Michigan Tradesman. 280

Bakery-Delicatessen—Cantonment here means splendid opportunity. Box 308, Battle Creek, Michigan. 281

For Sale—General dry goods and ready-to-wear. Invoice \$8,000. Sell at \$6,000. Best stock in town of 600. Address Box 3, Springport, Michigan. 282