

MICHIGAN TRADER

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

EST. 1883

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 5, 1917

Number 1772

THE
HOLLAND VILLAGE

WEST MICHIGAN FAIR
SEPTEMBER 17-21

A TRIP
"TO"
OLD
HOLLAND

25,000 SCENIC SPECTACLE

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.

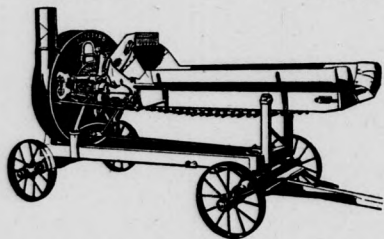
First-class Factory Sites may be had at reasonable prices. Coal in the Saginaw Valley and Electrical Development in several parts of the State insure Cheap Power. Our Industrial Department invites correspondence with manufacturers and others seeking locations. All inquiries will receive painstaking and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

Address

GEORGE C. CONN,
Freight Traffic Manager,
Detroit, Michigan

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

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Co.
The Pure Foods House

Distributors

GRAND RAPIDS, MICHIGAN



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 IM-
PERATIVE 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 in-
justice 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 TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 5, 1917

Number 1772

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CELEBRATE LAFAYETTE DAY.

The Tradesman gives cordial approval to the letter which the Lafayette Day Committee, headed by Colonel Roosevelt, has sent out to the mayors of all cities through the Nation urging universal co-operation in a suitable country-wide celebration of the approaching 160th anniversary of the French hero's birth.

There would, indeed, be adequate reason for thus commemorating the anniversary every year. For while Lafayette was a Frenchman he was also in a special and indubitable sense an American. He was a commissioned officer of high rank in the American army and his services as such were on the whole surpassed by those of only two others. He must always be bracketed with Washington and Greene as one of the great military triumvirate who won our independence. He was early in the fight, and he was conspicuous and glorious in its triumphant culmination. His services are the more to be appreciated because of their unselfishness, and the great self-sacrifice which they involved. The enjoyment of a great fortune, brilliant position in society and at the royal court, almost illimitable prospects of preferment in civil and military life, the favor of his sovereign and the companionship of a young and charming bride, all were resigned by this knight-errant of freedom for the sake of an alien people on a far foreign shore. History presents no more splendid example of consecration to a great ideal.

This year, however, there is another, a special and a sovereignly compelling reason for the most fervent and impressive commemoration of which the American people are capable. This year, for the first time, America is repaying in kind the services of Lafayette. This year for the first time thousands of young Americans are tracing in reverse order the path of Lafayette, and are seeking French soil to battle for the independence of France. This year for the first time since Yorktown the banners of America and of France are flying side by side on the battle-line of humanity. France gave us one Lafayette; we shall give her a million, if that number be necessary

to assure the triumph of the self-same principles for which he fought in our Revolution.

This year, therefore, in the name and for the sake of the soldiers whom we are sending across the sea, let us commemorate the name and the fame of Lafayette, and above all the generous and exalted principles for which he fought and of which his name is significant. In so doing we shall not be able to enhance the splendor of his fame. But we shall honor ourselves, and we shall denote our appreciation of our own soldiers and their emulation of his services.

WIN THE WAR.

Considering the great task we have undertaken—the task of making the world safe for democracy—it would seem as though the celebration of labor day could well have been dispensed with this year. We have embarked on the most stupendous job ever undertaken by any nation or set of nations, and we can never win until we have hanged the Kaiser and his bloodthirsty crew of fiends, leveled Berlin to the ground and blown the Kaiser's palace at Potsdam—where this devilish war was conceived and planned—into a thousand pieces. This is the only way the truth can be brought home to the German people—the only way we can convince them that they are just as much to blame for the war and its horrible consequences as the Kaiser himself, because they second his efforts to throttle civilization by pouring out their blood like water and pauperizing themselves and their descendants for centuries to come by furnishing the sinews of war to perpetrate the fortunes of the Hohenzollern family. In view of this task, for which we are answerable to the God of Nations and to generations yet unborn, why devote an entire day to pleasure and recreation when we ought to be bending every effort to win the war?

From all over the State come reports of litigation rendered necessary by the attitude of the stock fire insurance companies in refusing to effect settlements of losses in an honorable, legal and equitable manner. Judging by the number of these cases now in the courts of this State, an impartial observer would naturally conclude that more losses are adjusted by the courts than by the companies themselves.

Henry Ford's gift of \$500,000 worth of automobiles, ambulances and repair parts is an especially generous one, because it means an actual outlay of about \$100,000 in cash.

It takes a strong man to hold fast to an option.

WOMEN'S WEAR LINES.

While the past two weeks have been more active than any since the fall buying season nominally opened in the women's ready-to-wear market, it would be useless to give the impression that the higher trend of prices generally and the country being at war have had no influence. The question of prices has made many retailers fear taking their usual quantities of merchandise. On the other hand the amount of money tied up in these initial purchases of a smaller number of garments in all probability equals their customary expenditures. They could buy about a third more garments last year for the same money.

If, on the other hand, a satisfactory retail demand develops for fall and winter clothing, as manufacturers and retailers both anticipate, this smaller taking of initial merchandise will result in larger duplicating as the season gets under way. It all depends on the consumer—and the question that waits answering is: How will she buy? Plenty of argument is heard along the line of expectation of a larger garment business because so many more women are now employed, filling the places of men who have gone into different branches of the service. With women having more money to spend, the arguments preclude the possibility of their doing anything besides spending it on clothing.

The retail trade is not anxious to take chances on overstocking, and despite the smaller purchases manufacturers hold to the idea that early retail sales will be larger this year than usual, for the reason outlined above and for the additional anticipation that, having purchased in a limited way for some months past, the outlay of the average woman will have to be considerable in order for her to be satisfactorily clothed this fall and winter.

More apprehension seems felt among the coat houses over the difficulty of obtaining adequate woolsens for this season than among other manufacturing classes. It is true that mills have been getting more war orders recently. If this business was not expected and discounted when spring fabrics were opened a short time back, there may be greater restriction of staples for civilian purposes. Also, as these Government orders are wanted promptly, this army business may interfere with delivery of merchandise for the near months.

The cutting up trade is expected to show more activity in the piece goods market when the fall retail season gets in its swing. There is every in-

dications that these buyers will find very limited amounts of goods offered them for their duplicates as far as the primary woolen market is concerned, but from jobbing sources they will in all probability fare better both as to quantity available and prices to be met, many of these fabrics selling from second hands at lower figures than asked by the mills.

The advent of the fall ready-to-wear buying season was vigorous. The pending of a settlement of the discount argument between retailers and the manufacturers caused many of the former to defer operations several weeks. Naturally, with the business placed later than usual, but with the garments wanted at the same time, and with the scarcity of labor and readjustment of figures quoted by the manufacturing trade to take care of the advances granted to their workers, the season is somewhat complicated in this market, while the steadily advancing tendency of all goods and trimmings makes the situation the more complex.

COMPETES WITH JOBBERS.

There is a growing misapprehension in jobbing circles as to the way Uncle Sam's reservations, filed in June with the canners and certain other producers are going to work out in practice. In tomatoes, for instance, the reservation was 18 per cent, in salmon 8 per cent, and in peas and corn 12 per cent. This was supposed to be a definite reservation without reference to civilian needs and purchases.

But in cases where short packs may result, it is said to be the idea of packers to regard Uncle Sam's reservation as a preferred lot, to be set aside in full before the jobbers' needs are considered; even if it results in cutting down the jobbers' allotments. If that happens there will be a howl of discontent, for jobbers feel that Uncle Sam should come in just like any other late customer and take his chances of pro rata delivery like the rest, and if he then fell short of his needs to go into the market and replenish by purchasing from jobbers or others who have any surplus. As it stands, there is a feeling that Uncle Sam is really robbing Civilian Peter to pay Soldier and Sailor Paul, which is something distinctly not contemplated in the plan.

The men who spend the most in advertising to-day will tell you that they never begrudge the outlay. Those who spend the least naturally get the least returns, and are often growling about the size of their appropriations.

Women with pretty teeth will laugh at any joke.

West Michigan State Fair to Be Educational.

In making plans for the West Michigan State Fair, Sept. 17-21, the board of directors was confronted with a serious problem. The country being at war, something should be done which would boost the cause of democracy and not distract. The board realized that the West Michigan State Fair already is rated as one of the largest strictly agricultural fairs in the Middle West and wanted this year to make it still greater.

An agricultural fair constructed to promote greater and better crops and livestock was the only type of exposition which could have a real place this year and the board of directors heeded the call and increased the premium awards to a total of \$25,000. For the first time premiums will be awarded for the largest yields per acre, \$1,000 having been set aside for this purpose. Increases were made in the regular awards for quality and new departments created so that every type of foodstuff and every breed of cattle, horses, swine and poultry is given recognition.

Food conservation has been kept foremost in mind and there will be daily canning contests and demonstrations with suitable awards. Livestock judging contests have been provided to train the youthful farmers to become efficient. There will also be contests for school children, demonstrations of the work being done in the manual training schools and demonstrations of the latest types of farm machinery. A tractor contest will be one of the features of the week.

The educational feature of the fair is of no small importance. Records show there are more cattle, horses, sheep, swine and poultry shown at the West Michigan State Fair by individual farmers than at any fair in this section of the country. The exhibitors at the Grand Rapids fair are not professionals, but farmer breeders who show their stock because they take pride in owning high class thoroughbreds and not because they wish to sell at a fancy figure. The exhibitors bring their stock to the fair to show what they are doing and to compare their results with those of others.

There will also be a big display of crops produced by the various county organizations. These organizations operate on the co-operative plans, secure technical information from the agricultural college and from county agricultural agents and exhibit at the fair to further extend their campaign for greater and better crops. An example of the work of such associations is shown in the unusual field of Red Rock wheat. This variety was perfected by the Michigan Farm Crops Improvement Association, following experiments made at the Michigan Agricultural College. The yield of this variety has been one-third more than the state average for other varieties. Red Rock wheat will comprise one of the big exhibits at the fair. Special prizes will be offered to the farmers producing the largest yield per acre of this variety.

The display of farm implements and machinery promises to be larger than ever before. Nearly the entire field allotted to this division has been contracted for and indications point to an overflow section in the field just south of the speed tables. Everything will be shown in the implement section, which would serve to promote greater farm efficiency.

No fair could be a success, however, without a certain amount of amusement features, but the management in planning for this phase took pains not to book anything of an immoral nature. To assure the public of absolutely clean shows the Grand Rapids Board of Education has been appointed censor of the amusements, and the public will have to depend upon the decisions of that body.

Ruth Law, the world's greatest aviatrix, will be the headline feature

of the free amusements, Miss Law has flown over the trenches in Europe and is well acquainted with war conditions. She will make daily ascensions showing fair patrons how the war planes act as the eyes of the allied armies.

Another big free attraction will be the Holland village, a \$25,000 scenic display depicting the scenes, customs and activities of the land of the dykes. Work on the village is already under way with many of the most prominent Hollanders in Western Michigan co-operating to make it a big success. A third free attraction will be the three ring Tash Moo hippodrome circus, to take place in front of the grandstand. The show will have 250 performers, property men and attendants, and will compare favorably with the largest circus making the circuit.

In keeping with the proclamation issued by Governor Sleeper, a big patriotic celebration will be held during the week of the fair. As a part of the programme a pageant will be staged. This pageant will be known as "The March of the Allies," and will be made up of floats, detachments of troops, "soldiers of the soil" and other features. Patriotic speeches will be made by men prominent in military affairs. Governor Sleeper and other State officials will be urged to be present.

The usual carnival section of the fair will be missing this year. In its place will be a collection of high class sideshows, booked independently, according to its merits. No immoral shows will be permitted on the grounds.

As a means of providing amusement for out-of-town visitors during the evening hours, plans have been completed for daily parades. The parades will be staged by the Ancient Order of Tash Moo, the newly organized business men's association, formulated especially to provide entertainment for fair visitors. On Monday there will be a farmers' parade, Tuesday a fraternal parade, Wednesday an automobile parade, Thursday an industrial parade and Friday a grand finale.

The business men of Grand Rapids are also perfecting plans for the third annual Dollar Day, to be held Friday, Sept. 21, the closing day of the war. Every merchant will offer special values for \$1 and will put on displays which will make a visit to Grand Rapids worth while.

Raisin Harvest Opens.

Fresno press dispatches state that the opening of the raisin drive has involved the establishment of a state employment office to furnish the thousands of workers required for this crop.

Three cents a tray is paid usually to the raisin grape pickers. At this wage, it is said a fairly fast worker can make \$6 a day. Some 15,000 pickers, growers say, are needed to handle the crop. The work will last from sixty to ninety days. Besides the raisin work the bureau has a call for 200 men for topping sugar beets.

What's What in Derbies.

Manufacturers of hats for men predict that derbies with a slightly rounder crown than last year and with more of a rolling brim will prove to be the most popular styles during the coming season. The largest sellers to the high class retail trade thus far, they report, have been those with 5/4-inch crowns and 1 1/2-inch brims. Moderate proportions throughout are expected by the trade to command the most attention.

Late News Notes From the State's Metropolis.

Detroit, Sept. 4.—Alonzo P. Ewing, has resigned as general manager of the Highland Park State Bank to become Vice-President and general manager of the Michigan Copper & Brass Rolling Mills. He remains on the directorate of the Highland Park State Bank with title of Vice-President. The Michigan Copper & Brass Rolling Mills was taken over recently by C. S. Mott, of Flint, Alfred P. Sloan, Jr., of New York, Walter Chrysler of Flint, and others. Mr. Mott and Mr. Chrysler are connected with the corporation. James Couzens, President of the Highland Park State Bank, says there will be no change for the present in the organization of the Bank as a result of Mr. Ewing's leaving.

W. C. Plummer and John A. Seymour have been added to the staff of the Federal State Bank with the rank of Assistant Cashier. Both men have had long experience in the banking field and the advantage of extended commercial training. Mr. Plummer was with the Union Bank of Jackson for eight years, with the Wales Adding Machine Co. four years, and then served four years in the State Banking Department. Since he came to Detroit a year ago, he has been in the employ of the Michigan State Bank. He has acquired a thorough knowledge of the best banking practice, as well as a host of friends among bankers and business men in Michigan. Through service for several years in the Fourth National Bank of Grand Rapids, Mr. Seymour has become well known in State banking circles. For six years he was Cashier of that institution. For sometime he was engaged in handling commercial paper on the road, and for the last three and a half years has been chief clerk in the compulsory education department of the Detroit Board of Education.

Detroit's newest retail shoe store is the Berke Shoe Shop, which was opened on Saturday, August 25, at 78 Washington boulevard, by Ben B. Berke, for many years with R. H. Fyfe & Co. Right in the heart of Washington Boulevard, destined to be Detroit's finest shopping thoroughfare, the Berke Shoe Shop is an added link in the chain of exclusive shops which are gradually locating in that particular district. Mr. Berke is selling the Stetson shoe exclusively, and will handle no other line. He has had twenty-two years experience in the shoe business.

With the arrival of cool weather, the Detroit Shoe Retailers' Association will resume its weekly luncheons which were so popular and successful during the winter and spring seasons. Although these weekly meetings are in the nature of a general get-together, they are preceded by a luncheon. The round-table method of taking up matters brings out a lot of interesting discussions and many new ideas. It also keeps up the feeling of good fellowship among competitors.

There are now thirteen Newark Shoe stores in Detroit, located at the following addresses: 2130 Joseph Campau avenue; 95 Woodward avenue; 339 1/2 Woodward avenue; 1535 Michigan avenue; 90 Gratiot avenue; 198 Michigan avenue; 86 Michigan avenue; 2282 West Jefferson avenue; 105 Gratiot avenue; 141 Gratiot avenue; 6 Monroe avenue; 170 Griswold street and 25 Grand River avenue. Most of these stores are open every night.

The demand for military footwear continues and those showing and handling this type are getting plenty of business. R. H. Fyfe & Co. have been showing in their window four styles of military shoes, both for pedestrians and army men, and the display attracted considerable attention. A showing of officers' high grade boots, etc., by The Rogers Shoe Co., not only attracted great attention, but resulted in the sale of

not less than \$200 worth daily on the average. The big day was last Saturday when total sales were about \$500.

The report current for sometime to the effect that the E. & R. Boot Shops were dissolving and that each of the partners was taking a store is substantiated by the fact that the W. L. Ratz Shoe Co. has incorporated for \$25,000, of which \$200 is paid in in cash and the remainder in property. Shares are \$100 each. William L. Ratz owns 1800 shares and Charles J. Hetchler ten shares. Mr. Ratz has been a large stockholder in the E. & R. Boot shop, and has been managing one of these stores on Monroe avenue.

Capons to Be High.

"It is my judgment that capons will bring more money this year than ever before," says Herbert Brownell, President of the Ohio Poultry and Egg Shippers' Association, concerning poultry prices. "There is only one possible kind of figuring that could lead to any other conclusion. The cost prices of food have been forced so high that people are looking for a cheaper kind of food. This might lead some to think that capons would be cheaper because people will turn to cheaper meats. On the other hand, the same argument leads me to believe that capons will be very high. We find that, on account of the high price of turkeys, people have turned to capons, because a good capon weighs less than a good turkey and a good company dinner can be produced cheaper with capon than with turkey.

"I think one will find on examination that all cheaper kinds of food have risen in price much faster than the high-priced kinds. I know of no poultry that has risen in price so fast as old roosters; but, taking the whole situation into consideration, I believe capons will be higher priced this year than ever before."

Then, taking the above statement as a text, the Ohio Agricultural College says: "The principal advantages of caponizing are that the capons grow larger than cockerels, make more economical growth, are more easily handled, sell for higher prices and are more economical for the consumer on account of less waste in dressing and cooking. In addition, the flesh is of better quality. Do not sell late-hatched cockerels as broilers unless of the Leghorn or other light-weight breeds. Caponize them and market after the holidays at weights of six to ten pounds each."

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Sept. 5.—Creamery butter, extras, 42 1/2 @ 43c; first, 41 @ 42c; common, 38 @ 39c; dairy, common to choice, 33 @ 38c; dairy, poor to common, all kinds, 31 @ 33c.

Cheese—No. 1 new, fancy, 24c; choice, 23c.

Eggs—Choice, new laid 39 @ 40c; fancy hennery, 44 @ 48c.

Poultry (live)—Fowls, 24 @ 26c; chicks, 23 @ 30c; old cox, 16 @ 17c; ducks, 21 @ 25c.

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.

There never was a man so great as the average dog believes his master to be.

Bankruptcy Proceedings in Southwestern Michigan

St. Joseph, Aug. 27—In the matter of Charles R. Slover, bicycle dealer, bankrupt, of Kalamazoo the first meeting of creditors was held at the latter place. Roscoe G. Goemmel, of the same place, was elected trustee. Harrison Merrill and George E. Foote, of Kalamazoo, and Henry Stadt, of Grand Rapids, were appointed appraisers. By a unanimous vote of the creditors present and represented the trustee was authorized and directed upon the filing of the inventory and report of appraisers to sell the entire assets of the bankrupt estate at public or private sale. The bankrupt was sworn and examined by the referee and the meeting adjourned for three weeks.

Aug. 28—In the matter of Hiram M. Warner, bankrupt, of St. Joseph, the inventory and report of appraisers was filed showing assets in the sum of \$6,920.33, whereupon an order was entered by the referee directing the trustee to sell the same forthwith. The trustee filed petition for a restraining order directed to John Wallace & Sons Co., whereupon the referee entered an order to show cause. The trustee's title to certain property is disputed by the latter company and is also claimed by the Fidelity and Deposit Company.

Aug. 29—William B. Wooden, a mechanic of Kalamazoo, filed a voluntary petition and was adjudicated bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt show no assets above his statutory exemptions and the following creditors:

American Carriage Co., Kalamazoo	\$ 31.40
Hinckley Electric Co., Kalamazoo	204.58
Ideal Plumbing Co., Kalamazoo	77.06
Kalamazoo Sign Co., Kalamazoo	42.00
Kalamazoo Machine & Tool Co., Kalamazoo	31.15
Service Tire Shop, Kalamazoo	77.40
Burd High Comp Ring Co., Detroit	18.07
C. E. Erickson & Co., Des Moines	30.00
Hine Watt Mfg. Co., Chicago	157.42
Advocate Pub. Co., Kalamazoo	7.50
Aeme Universal Joint Co., Kalamazoo	3.50
Bond Supply Co., Kalamazoo	3.36
Columbia Elec. Co., Kalamazoo	1.15
Dalm Printing Co., Kalamazoo	3.00
Edwards & Chamberlain, Kalamazoo	127.65
C. H. Gill, Kalamazoo	.75
D. Graff & Son, Kalamazoo	4.50
Kalamazoo Vulcanizing Co., Kalamazoo	10.00
A. Z. Halperin, Kalamazoo	176.31

Kalamazoo Spring & Axle Co., Kalamazoo	24.65
Kalamazoo Storage Battery Co., Kalamazoo	22.51
Kalamazoo Co. Fair Assn., Kalamazoo	5.00
Gazette, Kalamazoo	10.00
North Lumber Mfg. Co., Kalamazoo	50.03
National Refining Co., Kalamazoo	258.95
Pioneer Welding Co., Kalamazoo	23.25
Root Spr. Scrapper Co., Kalamazoo	9.03
Harry A. Scott & Co., Kalamazoo	107.21
Great Western Oil Co., Kalamazoo	360.12
Grand Rapids Oil Co., Grand Rapids	24.64
Roche Electric Co., Grand Rapids	20.10
Kalamazoo National Bank, Kalamazoo	450.00
Floyd Van Schoick, Kalamazoo	25.10
J. R. Jones Sons Co., Kalamazoo	25.00
W. D. Curtis, Kalamazoo	25.00
Borgess Hospital, Kalamazoo	15.00
Ernest Wise, Kalamazoo	21.40
Henry Vande Giesen, Kalamazoo	19.00
Dr. A. E. West, Kalamazoo	30.00
E. C. Dontje, Kalamazoo	250.00
A. G. Gillman, Kalamazoo	11.70
Doubleday Bros. & Co., Kalamazoo	168.00

Aug. 30—In the matter of Sidney D. Pidgeon, bankrupt, of Constantine, no cause to the contrary having been shown, as there were no assets above the bankrupt's exemptions, an order was entered closing the estate and recommending the bankrupt's discharge.

In the matter of John M. Brown, bankrupt, of Baroda, the inventory and report of appraisers was filed, showing assets over and above the bankrupt's exemptions of \$1,461.23. The referee entered an order directing the trustee to sell the entire assets of the bankrupt estate at public or private sale after ten days notice to creditors.

Aug. 31. In the matter of Lewis E. Payne, doing business as the Kalamazoo Pattern Works, bankrupt, an order was entered closing the estate and recommending the bankrupt's discharge. The record book and files were returned to the clerk's office.

In the matter of Spencer & Barnes Co., a corporation, bankrupt of Benton Harbor the trustee filed his fifth report and account showing cash on hand of the sum of \$3,662.76, and all the assets of the bankrupt estate reduced to cash, except a claim for a preference. The trustee was directed to file his final re-

port and account for the purpose of calling the final meeting of creditors and closing the estate.

Sept. 1—In the matter of Frank A. Boyce, bankrupt, the trustee filed his supplemental final report and account, showing the disbursement of all the funds in the estate, with request that the estate be closed. The matter was considered and an order entered by the referee closing the estate and recommending the bankrupt's discharge. The record book and files were returned to the clerk's office.

Norway's Position Defined By Country Merchant.

Cadillac, Sept. 4—When a prominent lecturer asked me on a train a few weeks ago: "Why is not Norway already in the war on the side of the Entente?" I gave as my personal opinion, that all the small neutral nations in Northern Europe are afraid of the same fate as Belgium, and that Norway, in addition, might be afraid that Sweden might side with Germany if she should break relations.

However, as to the general sentiment of the people of Norway I wish to translate a speech made in a little village in Norway May 17, which date corresponds to our Fourth of July:

"We are a small nation, but never have we felt this so forcibly as now, when we have daily reports of Norwegian vessels being torpedoed, so large values are lost to us, and, what is worse, many of our brave sailors must give their lives to the pirates. Most sorely, however, felt we that we were small, when President Wilson this spring, immediately after America declared war on Germany, requested neutral countries to break diplomatic relations with Germany as America had done, if they did not stop sinking neutral vessels without warning. We had to say 'No' to that request, although no people in the world had comparatively more interest in free, unhindered ocean high-

ways than we who are one of the greatest seafaring nations.

"We ought therefore to-day with joy and pride remember our countrymen on the other side of the ocean. If we are too small here in the old country to stand up for our rights, then our countrymen over there, who soon count as many as the mother country, are strong enough, through the greater community, the greater state, of which they have become citizens, to fight for the human rights and against the German junker autocracy, which so long time has been the mailed fist against the peace of the world. America has, as we know, earlier made the greatest deposit in the world's history. For the American Republic was founded on the principle: Liberty, equality and brotherhood, and this gave France, for example, impulses to create itself the freest constitution in Europe. And as visible proof of its gratitude for these impulses, France presented America with the Statue of Liberty in New York.

"Let us then wish that America, where so many of our countrymen have become citizens, may have success in the fight for liberty and justice in the world, and that the good cause they fight for may conquer, so that the subdued nations of Europe may regain their liberty, and a world-order established when the old military power with its iron heel may forever be condemned to death and mankind be secured a lasting peace."

This speech given by a local merchant expresses, in my opinion, the conditions and sentiments of the whole Norwegian people, and may be of interest to Americans as explaining their attitude. O. A. S.

You might almost suspect that Cupid carries household furniture as a side line.



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

Barney says—

Mr. President, I happened to see that report on your desk that 25 per cent of the people in a certain town used Worden Coffees.

I guess that's going some, but, By Golly, we must keep on until the rest of the people buy Worden Coffees.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



Movements of Merchants.

Cedar Springs—Frank Randel has engaged in the grocery business.

Stanton—F. J. Hulburt has opened his Cash & Carry grocery store.

Reed City—S. Voelker is closing out his stock of shoes in order to answer the draft call.

Muskegon—The plant of Producers' Milk Co., at 20 Terrace street, is now open for business.

Athens—Wm. Morrison & Son have added a stock of dry goods and furnishing goods to their grocery stock.

Muskegon—The Markus Clothing Co. has installed a modern front in the store it occupies at 23 Western avenue.

Muir—W. A. Randall is closing out his entire stock. The sale is being conducted by the United Sales Co.

Saginaw—The Andrews Motor Sales Co. has changed its name to the Central Michigan Motor Sales Co.

Paw Paw—H. W. Showerman will engage in the clothing, men's furnishing goods and shoe business about Sept. 15.

Pottsville—Merrill & Merrill have sold their bakery and restaurant to James Davis, who has taken possession.

Fountain—W. W. Boughner is building an addition to his elevator which will enable him to double its capacity.

Quincy—Edward K. Pearce, dealer in dry goods, has remodeled his store building and installed a plate glass front.

Saginaw—G. W. Bruske, hardware dealer on Genesee avenue, celebrated his fiftieth business anniversary, Sept. 1.

Hart—H. R. Lattin has purchased the Clarence Kobe stock of general merchandise and will consolidate it with his own.

Negaunee—Hugo G. Muck has installed a sanitary refrigerator display counter and other new fixtures in his meat market.

Eaton Rapids—Silas Godfrey, who recently purchased the Home restaurant, has closed out the furniture and fixtures at auction.

Lapeer—The Henderson department store was entered by burglars, Aug. 27 and about \$70 in cash and considerable stock taken.

Vermontville—Henry Mull has sold his meat stock and butcher's equipment to H. J. Weaver, recently of Rockford, who has taken possession.

Stockbridge—Fire damaged the drug, grocery and wall paper stock of the A. W. Brown Co. Aug. 29, entailing a loss of about \$2,500.

Buchanan—Benjamin Livingston, recently of Detroit, has purchased an interest in the dry goods and clothing stock of B. R. Desenberg & Bro. The business will be continued under the same style.

Jonesville—H. J. Gries has sold his confectionery stock and store fixtures to Uri Bates, recently of Hillsdale, who has taken possession.

Napoleon—Lyle M. Godfrey has purchased the R. W. Smith & Co. stock of general merchandise and will continue the business at the same location.

Hancock—W. N. Tucker, of Duluth, Minn., succeeds I. N. Chellew as manager of the plant of the Bridgeman-Russell Co., wholesale dealer in dairy products.

Muskegon—The H. P. Krantz Millinery Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Tecumseh—Albert Boyce has purchased an interest in the dry goods stock of the Webster-Anderson Co. and the business will be continued under the style of the Boyce-Anderson Co.

Sylvan Lake—J. A. Watson has sold his interest in the general stock of Watson & Kingsland to Joseph Kingsland and the business will be continued under the style of Kingsland Bros.

Saginaw—Frederick A. Berger, sporting goods and gun dealer, died at his home Sept. 1 as the result of an attack of heart disease, following an illness of over four months.

Ainger—Quick Bros., dealers in general merchandise, have dissolved partnership, and the business will be continued by Dale Quick, who has taken over the interest of his brother.

Manistee—Harry Thompson is closing out his stock of clothing and men's furnishing goods in order to devote his entire attention to rendering service to his country, having enlisted some time ago.

Durand—Shanks & Co. have removed their stock of general merchandise from Birch Run to this place and consolidated it with the A. T. Cooling & Co. stock of dry goods which they recently purchased.

Iron River—Jay Cook and Joe Schlapik have formed a copartnership and leased the Benane building, which they will occupy with a stock of drugs, under the style of Cook & Schlapik.

Jackson—The Grand Leader, 223-25 West Main street, under the management of J. H. Insly, has been opened with ready-to-wear clothing for women and children and a complete line of house furnishing goods.

Saginaw—M. A. Kessel, druggist on South Michigan avenue and W. H. Friers, who conducts a drug store in South Saginaw, have formed a copartnership and opened a third store at the corner of Michigan avenue and Hancock street under the style of the Kessel-Friers Drug Co.

Jackson—Hotel Dalvan, just completed by Edward Dalton and Frederick J. Van Nest at a cost of \$135,000, will open for business Sept. 3. A. J. McDonald, for ten years clerk at the Otsego Hotel, will be the manager.

Lansing—W. E. Seaman, recently of Battle Creek has opened a women's ready-to-wear clothing and furnishing goods store at 115 West Allegan street. It is one of a chain of similar stores conducted under the Seaman management.

Charlotte—Wellington V. Smith, North Sheldon street grocer, has turned his business over to the Lamb & Spencer Co., local wholesale and retail grocer, for the benefit of his creditors. The store is being conducted by the Lamb & Spencer Co., which expects to liquidate Mr. Smith's indebtedness and turn the business back to him.

Allegan—C. S. Hughes & Sons have sold their stock of hardware and agricultural implements to William and John D. McKinnon, of Hopkins, who will continue the business at the same location. The Messrs. Hughes will continue to conduct their general store at Edgewater, on Schermerhorn Lake, five miles Southwest of Allegan.

Manufacturing Matters.

Kalamazoo—The Young Rug Co. is building an addition to its plant.

Holland—The Holland Shoe Co. has increased its capitalization from \$205,000 to \$400,000.

Saginaw—The Schust Baking Co. is building an addition to its plant two stories high, 100 x 140 feet.

Muskegon—The Campbell Wyant & Cannon Foundry Co. has increased its capital stock from \$400,000 to \$2,000,000.

Sparta—The Sparta branch of the Grand Ledge Milk Co. has been reincorporated under the style of the Sparta Condensed Milk Co.

Kalamazoo—The Dunkley Co., manufacturer of cherry pitters and other canning devices, is building a new plant, which will greatly increase its capacity.

Manistee—The Manistee Leather Co., with a capitalization of \$30,000, has its machinery all installed and commenced the manufacturing of leather for shoes.

Ypsilanti—The C & A Baking Co. has engaged in business with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed and \$20,000 paid in in cash.

Marine City—Handy Bros., builders of the Detroit, Bay City & Western Railway, have purchased the plant of the Marine City Sugar Co. and changed its name to the Independent Sugar Co.

Saginaw—The Monitor Cheese Co. of Tittabawassee township, has filed incorporation papers with the Secretary of State with a capital stock of \$4,000 of which \$2,800 has been paid in in cash.

Detroit—The Lincoln Motor Co. has been organized to manufacture motors and other parts for autos, aeroplanes, etc., with an authorized capital stock of \$1,500,000, of which amount \$946,500 has been subscribed and \$620,000 paid in in cash.

Big Rapids—The John P. Marting Manufacturing Co. has engaged in the manufacture of antiskid or traction

device for auto and truck tires with an authorized capitalization of \$50,000, of which amount \$25,270 has been subscribed, \$260 paid in in cash and \$25,010 paid in in property.

Collins—The Grand Ledge Milk Co. will build a large two-story brick building at Collins to be used as a condensed milk factory. Several hundred cows have been promised to ensure a sufficient supply of milk for the factory.

Lansing—The Lansing Forge Co. has engaged in the manufacture of forgings, steel and other products of iron and steel with an authorized capitalization of \$100,000, all of which has been subscribed and paid in in cash.

Hudson—The Helvetia Milk Condensing Co. has purchased the Adams cheese factory, north of Pittsford, the Cement City Cheese Co. plant and the cheese factory of the Central Supply Co., of Addison, and will use them as receiving stations.

LINEN TENDING HIGHER.

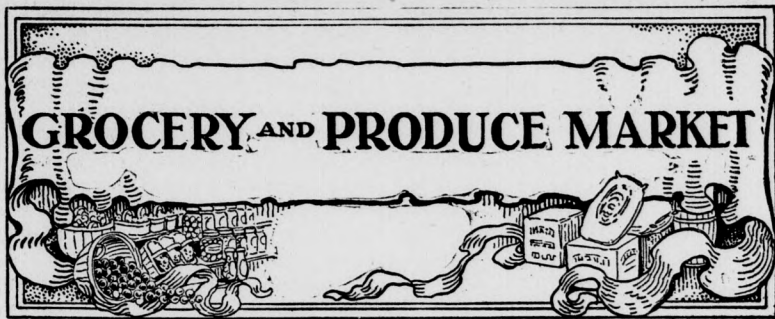
The fact that the top of the present rise in linens is not yet reached is indicated by the report of sharp upward movements in linen yarns at Belfast. It is said that linens, even on the other side, have not caught up with yarns because weavers still hold some of their raw material at the lower prices of the past. Spinners are reluctant to sell at any price. Their machinery is busy chiefly on government work and the general trade has no choice but to accept the situation as it finds it.

Fine yarns spun mostly from Courtraix flax are going into aircraft linens in great weights and coarse yarns are going into duck for military use. The British government made new prices on tent duck supplies early in August as follows: 3s 5/2d per pound for four to five pound flax warp yarn and 3s for tent duck cloth. The last ruling prices are said to have been 2s 4 1/2d and 2s 1d, respectively, over which the new prices mark a 45 per cent. advance. Belfast reports strong enquiry for tows and 25s tow wefts have been forced up to 20s.

Importers who have cabled enquiries to the other side find that late deliveries, on which weavers must figure in new yarn prices, are held as extravagant rates. Several orders, however, have lately been put through at attractive prices because mills already owned yarn. The following figures on a linen crash are said to exhibit the condition of the market as regards price: Before the war price about 10c; available this week at 22 1/2c; price, if computed on current Belfast yarn basis, 32c.

Trade in New York continues limited. Stock goods are moving in comparatively small lots, and jobbers and importers who are laying plans for future business find themselves face to face with the problem of prices higher than ever and distribution, especially through small country retailers, showing signs of rebellion.

Advices from Belfast note the rumor of the loss of another Russian flax boat, this time carrying 2,500 tons. Russian flax is being taken up rapidly on arrival, but several shipments reaching Belfast ahead of advices on price were held in warehouse until that data arrived.



The Grocery Market.

Sugar—The market on refined is unchanged from a week ago. Refiners are not disposed to renew stocks, depending upon deliveries on existing contracts while waiting for the outcome of Government intervention in the matter of establishing prices. Consumption meanwhile is on a heavy scale, even greater than usual, owing to the need presented by war conditions of a more general and larger conservation of fruits by canning and preserving. It is understood that Mr. Hoover has intimated to them a desire that they shall adjust matters with reference to purchases of raws, so that a price as nearly as possible to that fixed on beets, effective October 1, may be made on refined cane sugar. There is every wish expressed by the refiners to meet Mr. Hoover's views, but in acting upon them they face the prospect of selling their product at a loss after October 1 unless the Cuban planters can be induced to see the necessity for lowering their price on raw to about 5c cost and freight basis of 96 degrees. That they would do so of their own accord can hardly be expected, but it is held possible that the United States Government in cooperation with the Entente Allies might by the use of their control of tonnage bring the Cuban interests to the reasonable view desired. The statistical situation is all in favor of the maintenance of the high prices and further advances which the Food Administration is moving to prevent, visible supply and apparent requirements of consumption being so evenly balanced that unless the use of sugar is very greatly lessened there is threatened the unprecedented condition of an actual shortage before the end of the year. It is learned from an authoritative source that the agreement signed by the beet sugar producers' committee in charge of distribution empowers it to use its discretion in establishing a differential anywhere from zero to 20 points, and that its decision will govern as to whether or not the full differential or any part of it shall be taken advantage of during the period in which the stated price is fixed, namely, between October 1 and December 31 this year.

Tea—Business of any moment has been made impossible by the paucity of spot stocks of every description, the most pronounced shortage, however, being found in connection with Chinas. No advices have been received by cable from the Far East, except such as reiterated the reports of the difficulty amounting almost to impossibility of doing business, on account of the shipping situation for the stringency of which no relief was in sight. Prices on such spot teas as are available are held firmly up to

the quotations, but buyers appear to be inclined to resist any further advance.

Coffee—The market remains unchanged from a week ago, but although the demand is very dull, the prices are fairly steady and on a pretty low basis. The demand for coffee is still very quiet and there is no indication of any change in the near future. From all appearances the tax will still be 2 cents a pound.

Canned Fruits—Still no change in canned fruits. The demand for canned small fruits is active in the jobbing trade and prices remain high, but the continuance of the home preserving industry is looked upon as a check to any marked life in trading. Berries are growing scarcer every day and the great bulk of the larger fruits are not yet in the height of their season. Prices are in many lines still nominal.

Canned Vegetables—The softness in the tomato situation is even more pronounced than a week ago, but no change in the ruling quotation is reported. Standard No. 3s are still standing at \$1.50 and reports have it that some packers can be forced to weaken to \$1.45 for a liberal order, while No. 2s remain at \$1.10. There is a general feeling that next week will see further recession, due to the outlook for a large influx of new raw material. This outlook is said to show much better of late than seemed probable a week or ten days ago, and with plenty of raw tomatoes at the factory door, the packers will shortly find not only their future commitments taken care of, but probably a surplus which will come onto a well stocked market (with futures) and a general selling disposition. Corn is also easier, and while the market for Ohio and Indiana pack of the Maine style remains at \$1.25 f. o. b. factory, a sale of 5,000 cases was reported yesterday at \$1.20, and it is said the packers are rolling up enough of a pack to show a concessionary disposition. This is not true of Maryland corn packers, however, who are still holding firm at \$1.30, and some are even trying to advance on that. Peas are very scarce, although some can still be found in occasional surplus at \$1.30.

Canned Fish—The uncertainty regarding salmon has been pretty well dissipated by the announcement of the prices by the Alaska Packers' Association and one other large factor; thereby pretty well establishing the ruling level. In consequence, jobbers who really find themselves in need of stock are confirming rapidly, despite their insistence that the prices are dangerously high. With red Alas-

ka selling at the present figures, it is going to be impossible for the retailer to offer the goods at much less than 28 or 30 cents, and many a housewife will hesitate to pay any such price for salmon. The curtailment of production is the thing that worries the jobber. However, there was good business reported by brokers whose principals have announced the prices. Tuna continues somewhat soft, although there is no change in the quotation and only a small volume of business moving. The feeling is that if any buying activity develops it will find packers more tractable than a week ago. No sales are reported at less than \$6.70, however. In sardines, there is the same easier feeling, due to the continuance of a lively Maine catch, although prices have not yet responded to the sentiment.

Dried Fruits—The headliner in the dried fruit theater of activity is still prunes, and they are not only active but growing in vigor every day. The large sizes show a continuance of their firmness, and yesterday's 30s were quoted by Coast packers at 7 $\frac{3}{4}$ c, which is fully $\frac{3}{4}$ c higher than a few days ago; 40s are held at 7c, which is a commensurate advance. Apricots and peaches are equally firm in tone and there are few to be had, either here or on the Coast of spot goods, while the new crop continues to hold the fort with no sign of retrenchment. Raisins are also firmer, spots being very hard to find and the orders on futures showing a ready movement, even at the prevailing high level.

Rice—Conditions in this market reflect a waiting policy on the part of buyers and very little business was put through. Receipts are slow and light while prices are high, but with a free crop movement it is doubted that present levels will be maintained and buyers are disposed to take the benefit of the doubt by withholding orders until the course of events demonstrate whether it will be wise or otherwise to continue a waiting policy.

Condensed Milk—There continues a steady demand for condensed milk, with much export demand and a normal movement in domestic markets. Prices are getting high, however, and some jobbers report signs of diminished consumption, due to a higher level than the poorer class of trade will pay for tinned milk. The list remains unchanged from last week.

Olives—The market continues firm, with jobbers reporting a fairly good distribution into consumption. There is marked strength in the demand for bottled goods, but prices are unchanged.

Molasses—Very little business is passing in this line, but there is no selling pressure in evidence, and quotations are repeated.

Macaroni—The market continues largely nominal owing to the light demand.

Olive Oil—Cable advices report fair crop prospects in Italy and Spain.

Corn Syrup—There has been no further change in quotations, but buyers show no greater inclination to take hold at the lower range of prices.

Cheese—The market is very firm, at an advance of $\frac{1}{4}$ @ $\frac{1}{2}$ c, due to the higher markets in the country districts and the good home consumptive demand. There is also some export buying. The receipts of cheese are less than last year and still higher prices are expected.

Provisions—Pure lard is firm at unchanged prices, with a good consumptive demand and moderate production. Compound lard is very firm, but unchanged and in moderate supply and good consumptive demand. No material change seems in sight. Smoked meats are very firm and some grades have advanced $\frac{1}{2}$ c during the week. There is a good consumptive demand and a firm feeling, as local packers are not killing any more than for immediate needs. Barreled pork is firm and unchanged, with a light supply and moderate demand. Canned meats are firm and unchanged. Dried beef is steady and unchanged, with a good consumptive demand and moderate supply.

Salt Fish—The demand for salt and preserved fish continues to grow daily, probably in response to the high prices of meats, which force people to turn to fish as a substitute. The new goods are slowly arriving, and in the face of improved packing are meeting with a ready demand. The entire list is strong, with mackerel advancing every day. Of course bulk salmon has advanced in harmony with the canned article.

Just what reduction the fixed price may make possible in the cost of flour cannot be calculated offhand. The estimates from Washington to Chicago run from \$12.50 a barrel to \$10.60, both estimates apparently making no allowance for the value of the by-products. In the Senate debate on the \$2 minimum placed on next year's crop it was repeatedly said that millers were glad to take the price of four and a half bushels for a barrel of wheat, and make their profit on the by-products. Upon this basis of calculation, the rate would be \$9.90, with the by-products figured in and eliminating the miller's profits. By-products ought to more than cover the miller's profit. It seems certain that we may look for a real decrease in the charge for flour and bran, and a consequent cheapening of bread. Agreements have been reached with the millers, and may be supplemented or replaced by a licensing system for them and for wholesalers. If necessary, the licensing system will be extended much closed to the consumer's delivery cart.

Go Slow on William H. Davis.

Wm. H. Davis is sending out quotations on butter and eggs from Muskegon, offering 2@3c above the market. Dilligent effort fails to disclose the identity of such a man and until he can be interviewed it would be well for the shippers of the State to go slow in having any dealings with him.

Miss Margaret Eva Hoban, who has been stenographer for the Vinkemulder Company for the past nine years, died at her home in this city Monday as the result of hemorrhage of the bowels. The funeral will be held at St. Andrew's church Thursday morning.

Gabby Gleanings From Grand Rapids

Grand Rapids, Sept. 4—Kalamazoo people have a great advantage over Grand Rapids movie fans in the matter of moving picture shows. The Elite, which is a better theater in many respects than either the Majestic or the Strand, furnishes a better entertainment for 10 cents per head than the Strand furnishes for 15 cents or the Majestic for 25 cents. Besides, the management of the Elite does not force its patrons to see a long line of silly advertising scenes or listen to alleged music furnished by an amateur orchestra and played with so little spirit that it sounds more like a dirge. The Elite does not show cheap henry ford travel pictures because the films are furnished free, but makes a specialty of high grade films furnished by such artists as Burton Holmes.

Harry Fairchild (Hazelton & Perkins Drug Co.) spent Sunday and Monday at Battle Creek and Kalamazoo, including a visit to the cantonment. He was accompanied by his wife. They traveled by automobile.

Harry D. Algeo, the Wayland druggist, is a connoisseur on gladiolus. He has specialized on one variety for nearly twenty years and has succeeded in bringing it to a wonderful degree of perfection. His blooms are noted far and wide for their beauty and prolificness. He would meet with no difficulty in disposing of his surplus stock at \$1.50 per dozen. Because he is one of the best fellows in the world and makes all the money in his drug business he needs, he divides his floral treasures among his many friends. The pleasure of raising such beautiful flowers appears to afford him ample satisfaction.

Reports from the cantonment at Battle Creek are to the effect that nearly as much lumber is wasted as is actually used. This is due to the fact that most of the workmen employed in erecting the buildings are incompetent and do not know how to cut stock to advantage. As Porter Bros., who have the job of superintending the construction, receive 10 per cent. on all monies expended, there is no particular incentive for them to save money, because by so doing they would be cutting down their own percentage.

The editor of the Hardware Age recently addressed a letter to Geo. W. Boyd, Passenger Traffic Manager of the Pennsylvania Railroad, calling attention to the extortion practiced on the dining cars on his line. A club sandwich, for which the great Pennsylvania Railroad charges 50 cents, contains exactly 1 1/4 ounces of meat—part chicken and part bacon—costing approximately 2 1/4 cents. Three slices of bread, three lettuce leaves and a little mayonnaise dressing cost approximately 1 3/4 cents, making the exact cost of the sandwich 4 cents. In charging 50 cents therefor, the company is not losing money—very fast. For two small potatoes the company charges 25 cents. On being weighed, they registered 10 ounces, which at \$1.20 per bushel cost the company 1 1/4 cents. It is quite evident that it is not losing money selling 10 ounces of potatoes at 25 cents. The same ratio of overcharges is common to everything served on Pennsylvania diners, which have come to be regarded as the greatest extortion shops in the country.

The Henry law is now defied more frequently than it is observed. Individual towels are not in evidence at many hotels, the time-worn roller towel having been restored to its place of kingship in the toilet room of the average hotel. This means, of course, that those who continue to use the roller towel will soon find themselves infected with the germs of tuberculosis or syphilis. It is now conceded by scientists and sanitarians that 30 per cent. of the cases of syphilis originate through the use of

roller towels which have been previously patronized by persons infected with that dreaded malady. In the light of this knowledge—which is authoritative—the commercial traveler who uses a roller towel has only himself to blame if he finds himself afflicted with a loathsome disease which not only sends him to an untimely grave, but also brings sorrow, shame and untold misery to his family and curses his descendants with a "taint of the blood" which can never be eradicated and which is the underlying cause of incurable maladies for generations to come.

E. P. Monroe (Sherwood Hall & Co.) talks glibly about shooting some one at sunrise or before. Before practicing on humans it might be well for E. P. to draw a bead on those alleged bears in the Upper Peninsula he sees so frequently in his mind's eye.

There is a movement on foot to make a shift in the officers of the Gem Motor Car Corporation. It is understood that all of the present officers are willing to hand in their resignations in order that local men of commanding influence may be placed at the head of the corporation.

John D. Martin has purchased a Studebaker machine. He does not run it himself, but depends on his step sons to operate the animal. Those who have been out riding with John say he is as fussy as a woman who frowns at every shadow in the road and nervously points out every elevation ahead, whether it is enough to be felt by the passengers or not. John will know better by and by—in fact, become quite human for one so young and handsome and debonaire.

Ned Carpenter (Dwight Bros. Co.) is back from a trip to North Manitou Island, where he spent a most delightful season. The trip there and back was made at lightning speed, greatly to the disgust of the genial paper seller, who prefers to travel slow enough to see the country as he passes through.

At the meeting of Grand Rapids Council last Saturday night final arrangements were made for the grand William H. Jennings rally meeting, to be held Saturday afternoon and evening, Oct. 6. The committee, consisting of the first Senior Counselor of Grand Rapids Council, James B. McInnis, and such old war horses as Wilbur S. Burns, W. B. Holden and John D. Martin, are working hard to make this meeting the biggest event in the history of Grand Rapids Council. The Supreme and Grand Council officers have been invited to attend and it is now up to the individual members to help make it a grand success. Let every counselor perform his duty by making it a point to be present, as your co-operation in this direction is of vital importance if the hard work and thought of the committee is to be of any avail. Also let us not forget that we are holding this big rally meeting as a golden anniversary for one of our most respected members and one who has "hit the trail" continuously for fifty years. There is probably no better known or better loved member of our Council than By Gee Cripe Jennings and we should deem it our duty, as well as pleasure, to come out and each one boost to make this meeting one that will be long remembered.

J. I. Wernette writes from Glendale, Calif., that he and his family arrived safely after traveling by automobile over 3,800 miles. They took their time going, taking in the places of interest on the way and he says all are enjoying themselves to the utmost.

E. J. MacMillan, S. C., is learning to smoke a pipe.

John Hondorp, P. S. C., was at the Council meeting Saturday evening.

A. T. Stead, foreman of the pressroom of the Grand Rapids Herald,

invited Mr. and Mrs. Cyrus Lung and Mr. and Mrs. H. F. DeGraff to drive by automobile to Mr. Lung's sister, on a farm near St. Johns, last Sunday. Sy states it was the first time in six years he had seen his sister. A large fat Sunday dinner was enjoyed as only a city gang can enjoy themselves at a farmer's dinner.

Harvey Mann has an attack of rheumatism, but it is generally understood he came in contact with the wrong end of a bumble bee at Grant.

The War as an Equalizer of Rights and Duties.

It is not unthinkable that this struggle may be the greatest step thus far taken in the social organization of mankind. We have become more or less familiar with different forms of socialism and of Government control. We are already sensitive to the injustice inherent in our industrial and political life. We are ready for a decided advance of democracy toward a real and responsible Government in which both rights and duties are equalized. The present conscription has elements in it which were impossible to the days of sixty-one. Our railroads are passing under Government control. The manufacturer of steel is no longer an independent enterprise. Food supply is becoming a matter of legislation. The need of governmental direction which the prophets have seen and felt is being pushed forward as a war measure. In three months we have gone farther toward the elimination of the trust than in the thirty years preceding, and can anyone believe that we can ever return to the situation of even one year ago? Under the pressure of war necessity, social evolution is accelerated, and if this be the way of National success and happiness surely war has its compensations.

Again, nothing in the history of mankind is doing more for the development of the international mind than the struggle now in progress. Most of us think individually and in terms of our personal welfare. Most of us think of our families and in terms of the locality to which we belong. Some of us can think in terms of the city and state, but the National mind is largely a development of the Civil War. Then for the first time we learned as a people to think of the United States in the singular rather than in the plural. The process of enlargement cannot be complete, however, until we can think in terms of humanity. Christianity can be realized only as an international ideal. A Christ who is limited by national boundaries is no Christ at all. And it is this struggle which more than any other factor in history is bringing the nations together and breaking down the barriers of localism and nationalism in the interest of an internationalism in which alone Christianity can come to its own. When the United States has stood in the trenches side by side with England and France and Italy and Russia we shall find that the word "foreigner" has been merged into the word "man." It will be impossible for us to think of other nations as we have thought of them in the past, and who shall say that this will not be a step

forward toward the brotherhood of man?

And with this new spirit and better understanding of nation by nation, can we believe that the parliament of man, the federation of the world, is not brought perceptibly nearer than it has ever been before? As our war of revolution paved the way for the constitution and the organization of the thirteen colonies into a Nation, may we not hope at least that the present world struggle may lead the way to some form of world federation which will shut out forever the possibility of war between nations, and make the organization of mankind something more than an iridescent dream? For some of us it may be a time of perplexity and darkness, but there are some of us who can say, "Well roars the storm for those who hear a deeper voice beyond the storm."

L. O. Williams.

Brown Favored in Hats.

Brown is one of the most favored colors in fall millinery, according to the bulletin of the Retail Millinery Association of America. New York retail stores report good business on hats in negre, tobacco, walnut, kolinsky, and "autumn," all of them being included in the darker shades of brown. The bulletin quotes its Paris fashion letter as follows:

"While black is everywhere favored, there are wonderful colors seen. Old blues, old reds, and old brass shadings are favored. Colors are not combined to any extent, except black and white, although blendings of the same shades are often utilized.

"The materials used include panne and "peluche" (heavy nap plush) velvets and satins. The satins are of the same heavy qualities that are used in shoes for evening wear. Felt has not taken.

"Feathers are used to a degree. Wonderful colorings in ostrich or burnt ostrich are often seen in brass tints. Burnt feathers are seen in a brown tint, known as a fur shade, producing a new and very smart effect. These feathers are worked to resemble fur both in color and appearance.

"Velvet ribbons in bright colors are used for bands and bows, and are often combined with flowers of silk or of gold or silver. Jet ornaments and jet bands, and sometimes jet hats, are seen."

A Level-Headed Lunatic.

Henry Collins, a young mill hand in Massachusetts, having some slight mental trouble, was sent to a state asylum. After he had been there for a few weeks a fellow worker visited him.

"Hello, Henry!" he asked. "How are you gettin' on?"

"I'm gettin' on fine," said the patient.

"Glad to hear it. I suppose you'll be comin' back to the mill soon?"

"What!" exclaimed Henry, and a look of great surprise came to his face. "Do you think I'd leave a big, fine house like this and a grand garden to come back and work in a mill? You must think I am wrong in my head!"

Cultivating Right Relations With Farmers.

Written for the Tradesman.

Articles, brief and sketchy or more lengthy and exhaustive, have appeared from time to time in the Michigan Tradesman, dealing with the farmer trade, its nature and extent, its importance, its peculiarities, and how to connect up with it through the right sort of advertising copy in the right sort of mediums, backed up by the right sort of store service. Since I come to think about it, I seem to recall that I myself have contributed a number of articles along this line.

And yet it cannot be said that the subject has been exhausted. It is still just as fresh and timely as any topic the merchant has to deal with—and this precisely because there are constantly new developments.

Commercially speaking, the American farmer is becoming a "regular fellow." He is buying the majority of the automobiles—and the grim prospect of 40 cent gasoline doesn't scare him half as badly as it does his city brother; perhaps he is thinking that there may be an upward price tendency in butter, eggs and other farm products. He is also buying farm implements, furniture, house-furnishings and bric-a-brac, musical instruments, personality-commodities, clothes and wearables of all sorts. And of all these things he is buying, on the whole, the medium and better grades. So-called popular-priced merchandise is distributed nowadays among the poorer classes of the large town and cities rather than in the country.

Wide-awake towns have come to have a very high regard for the farmer trade of their respective communities. Ten or a dozen years ago one of the big problems with the merchant of the town was the delivery of goods. Farmers and their wives came into town in person and shopped, but it wasn't always convenient for them to take the goods with them—the bundles or packages being too many and too bulky to carry conveniently on the interurban car or in their buggy. But this delivery-problem has now largely been solved by the farmer himself: he can take the parcels with him very easily in his five-passenger or seven-passenger touring car. Only the exceptionally heavy articles in the implement, hardware and furniture lines must be delivered in some other way. The automatic and simple solution of the delivery-problem has made this out-of-town trade an extremely attractive proposition for merchants of the town.

For another thing it has multiplied the shopping days of the week. Time was when Saturday was the one day of the whole week in which the farmer and his family got to come to town; and in the busy season, not even then, for the horses that drew the buggy, light wagon or other horse-drawn conveyance, had to be used in the field, plowing, hauling or what not. That meant disappointment to the farmers' wives and daughters. But now the farmer and his wife can run into town in their automobile

most any afternoon. The prospect of an afternoon "spin" into the town has the effect of speeding up the boys so that they can get as much, or more, accomplished by the middle of the afternoon as they used to during the whole day. And, moreover, the horses get a much-needed rest. Without the additional exertion of trotting back and forth to the city, they can do better and more efficient work on the farm. Instead of a single shopping day for farmers, there are now six shopping days in the week, and one day appears to be esteemed about as highly as another.

From the dealers' standpoint this is a gain in two ways; it means a larger total aggregate of trade from the out-of-town shoppers, and it also means a better distribution of business—therefore enables the merchant to give a better type of store service. Formerly it was necessary to have extra clerks on Saturdays. And often (if not generally) they were less experienced and less capable than the regular clerks. They didn't know the stock so well, and often lost valuable, time finding articles called for and ascertaining the asking price from somebody who knew. Stores would naturally be crowded on such occasions, and there would be the inevitable hurry, bustle and confusion, with long waits for shoppers and all that sort of thing. These were the inevitable conditions of an unfortunate shopping situation. And all of this has been nicely solved by the general introduction and use of the automobile.

The farmers' trade is attractive to the merchant not only because it is a discriminating and intelligent trade, but also because it is either cash trade or made of dependable accounts. The farmer is able to pay for what he buys. He has a comfortable checking account in the bank, and he gets a continual income from a source that has become marvelously prolific in these latter days. As the writer has time and again insisted, prosperity has moved outwards from the city into the country.

So important has the farmers' trade become—and so vital the knowledge of the farmers' ability to buy high-class goods of all kinds and lots of them—that merchants' associations of wide-awake towns and cities are now more deeply interested than ever before in making fresh studies of the whole proposition and placing themselves in a position to co-operate intelligently and effectively in catering to this trade and enlarging it in all directions. For example the Cincinnati Advertising Club and Chamber

of Commerce have recently decided to devote an entire day to the discussion of, "The Farmer—What He Buys and How to Sell Him."

The Advertising Club will hold a luncheon and the Chamber of Commerce a dinner on March 31. To make the programme broad and comprehensive an invitation has been extended to the leading agricultural publishers of the country to attend these two functions, and the word comes back that two Pullman loads of them will spend the day in Cincinnati, and contribute from their knowledge and experience of such matters, to the interest and profit of the discussions to be had. With the publishers will come several business men who have made a particular effort and big success along the line of building up unusual out-of-town businesses.

An invitation will be extended to Detroit retailers, jobbers and manufacturers—and perhaps similar classes of business men in other Michigan centers—to attend these conferences, and it is confidently believed that they, as well as many of our own local dealers, will get a lot of information that will assist them in the expansion of their trade relations.

Myer Lesser is chairman of the local committee in charge of arrangements; and, if any of the readers of the Tradesman should be especially interested in the enterprise and would care to know about the details of it, he can be reached in care Chamber of Commerce.

This all-day conference might very well be termed "A School of Methods," and there is no reason why the larger towns and cities, which dominate out-of-town trade zones of greater or less extent, should not make a great deal out of such occasions. By beginning early enough, and having an aggressive committee on the job, the event could be advertised far and near. Many different phases of the question would naturally suggest themselves; and these could be discussed by men competent to speak with authority. Traveling salesmen, advertising men, jobbers and manufacturers, as well as retail dealers could each contribute something of interest and value to all. And the evident result of such a discussion—if carefully mapped out and directed in harmony with a well-balanced plan—would result in giving every man present a full-orbed view of the whole proposition. It is easy to be seen that everybody would be in a position to do better work in his particular line by having a more comprehensive and thorough view of the

farmers' trade proposition. I commend the plan for your consideration.
Frank Fenwick.

Activities In Michigan Cities.

Written for the Tradesman.

The retail price of milk at Kalamazoo has been boosted three times in the past eight months and now stands at 7 cents a pint or 12 cents a quart.

The Osceola county fair will be held at Evart, September 25-28.

Manistee merchants will make a trade extension trip to Grayling, Tuesday, September 11.

Hillsdale college will open September 18. This school has just received a cash gift of \$30,000 from Lewis Emery, of Bradford, Pa., a former resident of this Michigan city, who has made a fortune in oil.

Lansing has nine vacancies in its police force and the chief reason is that the men can make more money in the factories.

Detroit will consider an ordinance regulating loads carried by motor trucks and trailers. It is found that the street pavement will not stand up under a load of more than ten tons on any vehicle, whereas vehicles carrying as high as fifteen tons, in addition to the weight of the machine, are traversing the streets daily. A maximum of six tons may be decided on.

Woodland will vote September 17, on the question of granting a franchise to the Thornapple Gas & Electric Co. for lighting its streets with electricity. The company's power lines extend to a point two miles west of Woodland.

Escanaba has sold paving and sewer bonds amounting to \$42,000 to a Toledo firm at par, interest 6 per cent.

Zeeland's new postoffice building has been completed and is 30 x 60 feet, two stories and basement. The front is of pressed brick. The city has also completed a mile of brick pavement on Main street at cost of \$54,667.58.

The new Chamber of Commerce at Boyne City is asking local people to use the explanatory phrase "On Beautiful Pine Lake" on their stationery.
Almond Griffen.

Much in a Little.

Customer: Send up 25-cents' worth of boiled ham.

Butcher: All right, sir. Anything else?

Customer: Yes! If my wife isn't at home, tell the boy to put it through the keyhole.

The Home of the Quality Dornbos Single Binder Cigar

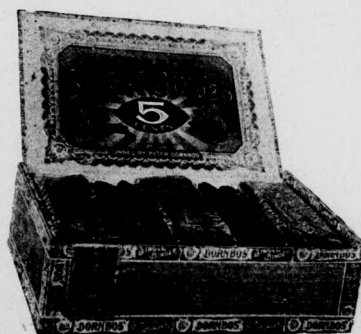
The Blend Is Different
The Taste is There

You Would Pay 10c for that Flavor
if there were no
DORN BOS SINGLE BINDER
for 5c straight

SOLD BY ALL JOBBERS

PETER DORN BOS
Cigar Manufacturer

16-18 Fulton St. West. Grand Rapids, Mich.



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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 5, 1917.

FAREWELL TO MILITARISM.

Before the end of the Kaiser's war against humanity and civilization, the controlling German military clique will have received a blow from which it can never recover—and we are happy to believe that its prestige will be still further shattered when the real peace terms are signed. These great experts, the tradition of whose super-human wisdom in war has now been destroyed, because of their blunders, stupidities and crimes, can never be restored to the position held by them on August 1, 1914. They may talk as they please about the wonders they have accomplished in holding off all the world, and recite again the extent of the conquered territory, but when the German people come to sit down in cold blood after the war and review just what has taken place, they cannot but see their military rulers for what they are and not for the demigods that the popular obsession made them.

Their initial blunder was, of course, invading Belgium—the most colossal military blunder in history. It is of the kind that military men are likely to make when they are given a free hand in international policies. It may fairly be argued that the German armies could have pushed over Verdun with their great artillery and their masses of men, and so have involved England in the war. Had Verdun been the objective of a sudden rush, with 42-centimetre guns, it must have gone down like Liege. But, even granting that from a strictly military point of view, leaving out the question of morals and good faith and the antagonism of the whole world, the Prussians were right in going through Belgium, how can they possibly excuse their failure to take Ypres and the Narrows of the Channel in the first month? This was "a suicidal mistake," in the opinion of Mr. Sidebotham, the critic of the Manchester Guardian. Calais could have been seized with a corporal's guard at that time. Where was the all-knowing Great General Staff then? Its blunder at that time may have had a good deal to do with the retirement of Von Moltke as Chief of Staff. It is, moreover, impossible to explain away the defeat at the Marne by the pretence that Germany was fighting against the whole world. Von Kluck has had the manliness to admit that the Germans lost the battle through

no fluke, but by being outgeneralled and outfought. Probably only the Germans themselves understood how near that defeat came to being a complete disaster.

While it is true that there have been no such military blunders by Germans as the British made in the Dardanelles and in Mesopotamia, their errors of international strategy have been far worse. These it is not necessary to enumerate; it is sufficient merely to mention the Lusitania and the bringing of the United States into the war by the ruthless submarine policy. There is a well-founded story that at the State Council at which this latter policy was decided on, every civilian official voted against it, but that Von Hindenburg and Ludendorff insisted upon it as essential to the winning of the war. Apparently the second thought has come in Berlin, if we may judge by Von Kuhlmann's statement that Germany must now study the psychology of other nations. If the omniscient German General Staff had had a psychological department it would have saved itself much trouble and would not be to-day among the most detested of existing institutions.

At least one man ought to discard these military experts, and that is the Kaiser. They lured or forced him into the war. They and he and the diplomats entirely miscalculated England's course. They had no adequate knowledge of British military and industrial resources and failed to realize what power lay behind the "contemptible little army." Finally, they made the huge mistake of overestimating what the submarine could do to England in a given time, and so drew America into the war, with her power to shut off food from Germany's neighboring neutrals. When German tongues are at last loosed, and the Hardens and Liebknechts are free to write again, what a damning indictment of the General Staff will they not draw up!

Perhaps only those who have been much in Germany can understand what all this will mean to the military when the war is over. Never was there a people more certain that it had a sacred institution incapable of going wrong. It was so far above the plebs that no one could approach it without a bow. The year 1870-71 stamped it and all Germany as unconquerable. Being superior to every other class, the military could sabre lame cobblers or run their swords through defenseless women who accidentally jostled them—an everyday occurrence in Berlin and other German cities and then receive telegrams of congratulations from the Kaiser for so doing. The survivors of this caste have been in the trenches with millions who have surely discovered that they are but human. If when peace comes they again attempt to swagger and play the military tyrant as if final arbiters of German destinies, they will, we are confident, find that a new Germany confronts them. By that time, the General Staff will include many who have risen from the ranks, and who are free from the snobbishness and arrogance of Germany's military men of the past. What the world hopes is that the outcome of the war will mean the ending of the whole military caste.

UNDERWEAR MARKET QUIET.

Reports from wholesalers indicate that deliveries of heavyweight underwear are progressing well to the retail trade, and that the retail merchants of the country are adjusting themselves to the price advances that will have to be made to the consuming civilian public on winter underwear.

Jobbers whose men are now on the road with spring lines selling to the retailer report nothing unusual from the ordinary course of their initial selling for a new season, and say that the retail trade is taking hold well regardless of the new record prices. Retailers as a class cannot be expected to operate heavily for two fundamental reasons: In the first place there is the natural caution, a result of a higher level of values on all varieties of spring underwear; in the second, the retailer is limited in the amount of goods he may buy from his sources of supply in the same measure in which the wholesalers themselves were limited, had they shown a disposition to plunge—which they did not—by the proportion of production the mills placed on sale for the new spring season.

In one or two instances since wholesalers' salesmen have been out, however, information received by certain agents has seemed to point to a condition where these certain jobbers were having difficulty holding down their retail customers. Under present conditions, though, this could not be considered representative of the situation.

In the meantime the various selling offices have settled down in their dull routine. When duplicating or additional ordering for spring will start depends on how the light-weight season develops with the wholesalers and when the mills will be ready to place more goods on sale. Right here enters the fact that the Government is a mighty purchaser, that army orders will and must receive right of way over civilian business.

Opinion as to when spring business will develop again in the primary market ranges from having its start in October all the way to December. A large dealer's idea is that when the jobbers ascertain how large the spring demand will be from the retailers and come to realize how little merchandise they have on order to meet this call, they will be back in the market hungry for goods, and he sets the time for this renewed activity in October.

Earlier the trade admitted that stocks of spring goods that were being carried over by the jobbers, in addition to orders still owed and to be delivered by mills, all of which merchandise had been late in delivery, was placing the wholesaler in good shape, with a limited additional covering on new lightweight underwear to start off his spring season. But since this opinion was advanced the Government has taken up considerable of this carryover of lightweight stock, with the result that the wholesalers in many instances will not have as much old goods as they counted on.

What stocks are being carried, however, are of distinct advantage from the viewpoint of the jobber—and no doubt of the retailer. Mills have been hampered so far as the spring goods deliveries are concerned by two things,

namely, the backward spring which did not demand their consumption, and the labor situation at the mills, which forced back all production. Last but not least the needs of the Government have acted to hinder production of these goods also. All of these situations, adverse from the mills' viewpoint, have operated to the advantage of the wholesaler—and of the retailer probably. All that is necessary to prove this is to consider for a moment the price at which spring underwear was bought last year, and to regard a situation carefully wherein a jobber for next spring can offer to-day to the retailer merchandise at the same price or lower than the mills can quote to the jobbers.

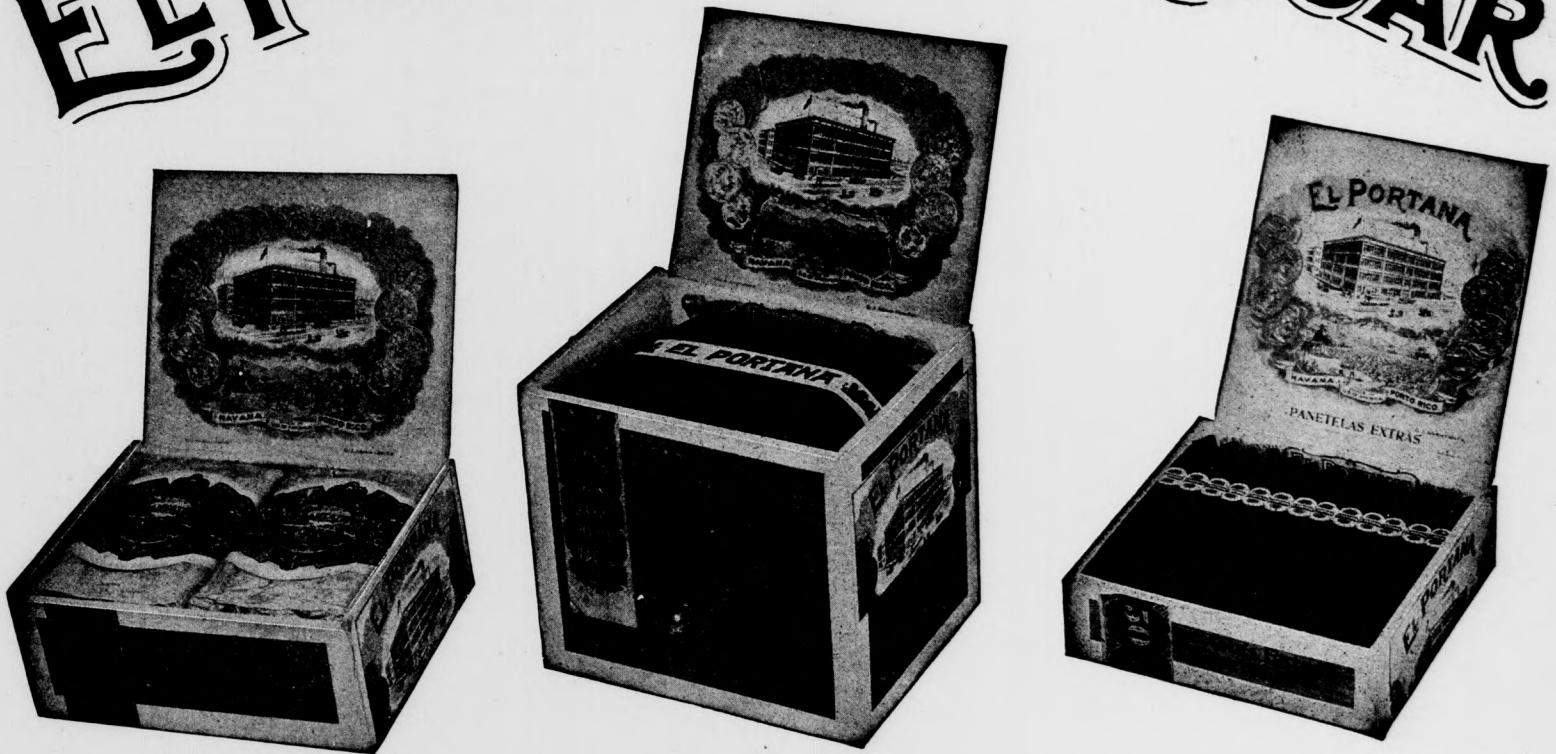
PROBLEM OF PRICE CONTROL

Mr. Hoover and his associates are finding many obstacles in the working out of adequate plans for price control, finding that almost every product has its own problems of production and distribution; also of competition. Take sugar, for instance. A very earnest effort has been made to decide what is a fair price for sugar, only to discover that there are two distinctly different sugar industries in this country; each with its own problems, its own distinct classes of factors and in themselves competitive—beet against cane. It is found that tariffs, drawbacks, foreign and domestic raw materials, freights, future buying, labor conditions, farm labor vs. plantation labor and an endless variety of similar influences are involved. And the result is that what looked like a good solution a week ago is now abandoned and another is to be announced this week, with no certainty that it will work out much better.

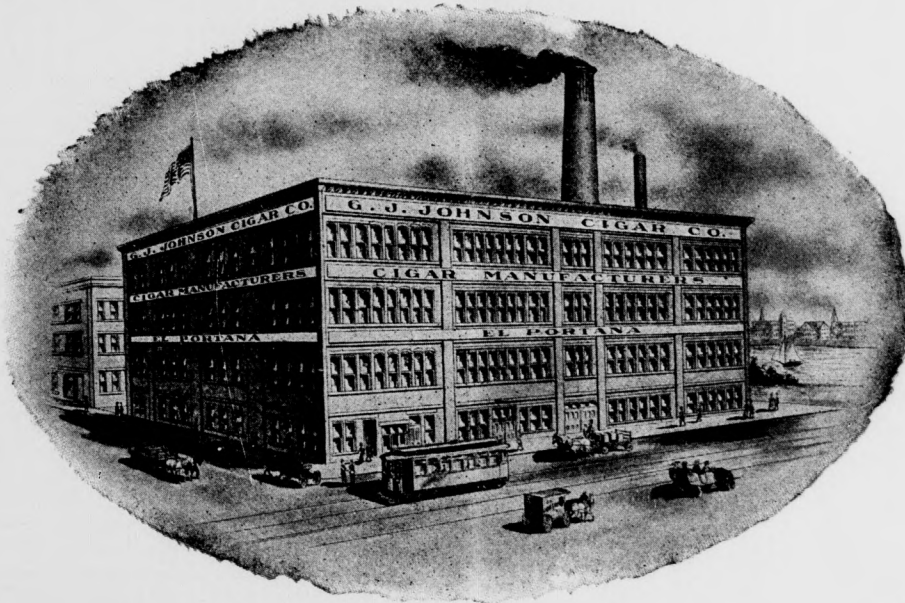
Then there are the conflicts of the canning trades and just now there are some splendid object lessons in them. In Maryland canners had contracted with farmers to supply raw material and had made their prices accordingly, only to find that the farmer slipped out from under his contract obligations and sold his tomatoes to competing buyers at a higher price, only to laugh at the packer, who either had to pay the higher price or see the tomato season pass him by with no pack. And as one packer said to the writer last week: "I'd like to see any packer sue a farmer with any hope of getting a verdict in the court of any country where juries are made up of farmers." What is the fair price of canned tomatoes—or anything else—when farmers can do as they please and laugh at contracts the same as they do at politicians?

Prices are made up of a very complex number of items, and controlling them all, fairly and equitably, is much like driving a flock of sheep. It's very easy for the theorist to leave everything to the operation of "the law"—a law made by another theorist—but the fundamental constitution laws of supply, demand, cause, effect, human nature, the weather, fortunes of war, risk of the sea, fires, public fancy and popular taste and man's "will and won't" are things that no law and no Hoover can readily circumvent. Happily, at this time of war, the Government has the full cooperation of representative business men, moved by a very notable degree of patriotism and unselfishness.

EL PORTANA 5c CIGAR



“In a
Class by
Itself”



Manufactured
Under
Sanitary
Conditions



Made in

Eight Sizes

G. J. Johnson Cigar Co.

Makers

Grand Rapids, Mich.





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.

Eggs and Poultry in the War Diet.

A very definite move in the United States Government's programme for placing the Nation on a war footing seeks to secure for eggs and poultry a more prominent place in the diet of all classes of our population. While this propaganda is in a sense a war measure, the ambition is not so much to urge these products as substitutes for others of which there is a shortage as it is to obtain for poultry and eggs permanent recognition as essentials at all times in a well-balanced diet.

It is this aspect of Uncle Sam's popular campaign of education that is likely to invest it with considerable significance for the commercial trade. Nothing is needed, presumably, to stimulate demand for eggs in a year when, as may be all too true in 1917, there is a shortage of canned goods and an era of high prices on breadstuffs, but, if the present agitation serves to cultivate a permanent, dependable appetite for eggs and poultry in quarters where such appetite has been meager or lacking, the influence upon trade movements cannot be doubted.

To stimulate an extensive new demand for eggs and poultry without taking steps to increase the visible supply of either might be, for the commercial trade, a doubtful blessing, and it is, therefore, doubly interesting that hand in hand with the Federal effort to persuade the consuming public to order a "double portion" of poultry and eggs comes an endeavor to speed up production "at the source." The Department of Agriculture is even putting out in its "war poster series," a big edition of two-color posters urging the farmers to help the hens and, above all, to produce infertile eggs. It is the theory of the departmental officials that farmers have mighty little time in summer to read bulletins or other publications, but that posters such as are now going out will catch the eye of many a farmer, even in this busy season, and bestir him to "do his bit" for poultry production.

At a recent conference, presided over by the Secretary of Agriculture, the statement was made that if everybody in a position to help did his part the poultry products could be doubled within a year, and, accordingly, the Government has set out to make this addition to our food resources, which

is estimated would have a valuation of \$600,000,000. The Department is instructing its field men and county agents to urge the culling out of all poorly developed chickens and the fattening of all chickens before they leave the farms.

A governmental move that will doubtless provoke much discussion in trade circles is that which seeks to stretch the hatching season where conditions will permit. It is realized, of course, that in all probability it is only in the Northern and Northwestern sections of the country that hatching may be continued into June, but the conditions this year are particularly favorable for this sort of prolongation, and the Federal specialists are using their influence to lengthen the productive period and likewise to increase the maturity of the chicks hatched late by having the mother hens confined until the chicks are weaned.

As for eggs, the great effort of the Government in this war crisis is being directed, as has been hinted in connection with the above mention of the poster campaign, to getting a larger aggregate of acceptable eggs through to the dealers. Uncle Sam has a sneaking suspicion that the inadequacy of eggs which has been keeping prices at higher levels than in previous years is due not so much to lack of production as to faulty methods of handling on the farms. The Department expert who figures that \$9,000,000 worth of poultry is lost each year through disease alone (largely because poultry houses are not kept clean and sanitary) figures an even more impressive ratio of loss in the case of eggs.

Incidentally, the Government is bringing to the attention of all factors in the egg trade the preliminary statistics lately compiled by the joint committee of egg shippers, railroad officials and Government experts that has been studying anew the question of egg packing and shipment. This committee, as a result of keeping tab on seventy-one carloads of eggs shipped from thirty-six packing houses in the corn belt to ten different markets on the Eastern Coast, comes out with the statement that nearly 7 per cent. of eggs packed in crates arrive at destination in damaged condition. To determine whether the egg breakage was due to deficient packing or to the shocks of railroad transportation, this same committee examined 200 cases of eggs at the packing houses and found that in the case of these cases selected at random an average of 19.22 eggs per case, or 5.34 per cent, showed shells to be cracked before they were

put aboard the cars. During the railroad trip or in loading and unloading there was an additional breakage averaging 5.75 eggs per case, bringing the total percentage up to 6.94 with no allowance for damage due to leakage.

To enable the Nation to get all the eggs that are coming to it for its war diet the Department of Agri-

The Syrup Maker



Among the finest, yet most economical of all syrups, is made from Crescent Mapleine. The syrup has that rich "Golden Flavour." So good that it has won a place in dining cars and in many leading hotels. In addition to making syrup Crescent Mapleine serves in every way any other flavoring will serve. Have you it in stock? * * Crescent Mfg. Co., Seattle, Wash. Order of your jobber or Louis Hiller Co., 1503 Peoples Life Bldg., Chicago.

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MAPLEINE**

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Nothing as Fireproof
Makes Structures Beautiful
No Painting
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Fire Proof
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Warm in Winter
Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand Rapids
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Saginaw Brick Co., Saginaw
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OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

Send your poultry to us. We pay highest market prices on day of receipt.

We do not charge commission or cartage. We buy Eggs, Packing Stock and Veal.

Reference any bank.

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20-22 Ottawa Ave., N. W.
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New Perfection Flour

Packed in SAXOLIN Paper-lined
Cotton, Sanitary Sacks

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

culture is also getting after the farmers on the score of careless handling on the farm and deficient methods of getting the eggs to the country collectors. One of the recent messages sent broadcast to poultry raisers by the Department calls attention to the fact that over 13,000,000 dozen eggs, most of them laid in the spring, spoil in cold storage because the shells have been slightly cracked during the transfer from the poultry house to the cold room. The Department is getting after the producers to show their patriotism by exercising unusual care this year to prevent eggs from being checked, and hope is entertained that it will be possible in consequence of this appeal to reduce from the existing figure of 5 per cent. the spoilage in cold storage due to checks.

With a view to getting into storage for next winter's use only eggs that will "come through" in prime condition the Government workers in the cause of food conservation are now addressing letters to all egg shippers that can be reached, and especially to country storekeepers, urging them not to accept washed eggs for shipment in case lots. The Federal specialists are dead set against washed eggs, anyway, but if washed eggs are to be regarded as a necessary evil, they want these shiny eggs restricted to local trade where they can be sold for immediate consumption.

The men who, in the face of war needs, are striving to bring about 100 per cent. efficiency in our egg crop realize that probably it will never be possible to entirely eliminate the losses resultant from the wetting of eggs. So long as eggs are laid in stolen nests in the grass or in fence corners where they are exposed to rain and dew, just so long, probably, will thrifty farmers continue to unload these eggs on the market if shippers will accept them. But what the Government is striving to do this year is to bring about a reform in the washing of dirty eggs. With 17 to 22 per cent. of washed eggs becoming worthless in storage, as compared with losses of only 4 to 8 per cent. in the case of dirty eggs that are stored unwashed, it will be realized that there is room for reform and, with an annual spoilage of 5,000,000 dozen eggs from this cause alone, it may be appreciated that here is a leak that merits attention in a "Waste Nothing" war campaign such as is now being prosecuted in agricultural America.

A new line of effort prompted by present and prospective war conditions—a turn of affairs that may have its effect upon the egg market in general—is embraced in the encouragement that the Government is giving to the canning of eggs. In various lectures and lessons aimed at Mr. and Mrs. Ultimate Consumer the Department of Agriculture is proclaiming that it is unjust to harbor a prejudice against all preserved eggs merely because some egg breakers have put upon the market doctored eggs which have in turn been accepted by unscrupulous bakers to the detriment of the public health. Even with the

existing shortage of cans—a shortage so serious that a special committee of manufacturers and officials is wrestling with this particular war problem—Uncle Sam wants to see more eggs canned. At that, the specialists whose hobby is canned eggs are not taking a slap at the refrigeration end of the industry because it is essential that the preserved eggs be frozen as soon as canned and kept frozen until time for use.

In an effort to educate the general public on the food needs of the body along lines which disregard tradition and habit, the Government has, since war was declared, issued hundreds of thousands of bulletins and pamphlets dealing with our diet. In all of these publications considerable attention is given to poultry and eggs as "meat substitutes," and it is pointed out that eggs or poultry will supply quite as satisfactorily as red meat that important body-building material, protein. Unfortunately, the Government has exhausted the supply of pamphlets available for free distribution on "Eggs and Their Value as Food" and "The Food Value and Uses of Poultry," but there is afoot a movement to have new and revised editions of these put in print, and if this is done it will be equivalent to an advertising campaign in behalf of the egg and poultry industry.

In order to bring plenty of poultry into the market to meet the demand its propaganda may create and to prevent prices so high as to discourage newly recruited poultry consumers, the Government will endeavor to persuade farmers to adopt a systematic plan of disposing of fowls just as soon as they cease to be profitable as egg producers. To continue to board hens after their profitable laying days are over is regarded by the Federal experts as an economic waste. They are now setting out to make the farmers accept that same view of the matter. If they can spread this gospel it will be a case of killing two birds with one stone, figuratively speaking. The enforced retirement of the slackers would be the means of bringing more poultry meat on the market and at the same time would make room on the nests for young laying hens that are in top form for egg production.

Waldon Fawcett.

Mrs. Gladys Mercer robbed the grocer to pay the furniture man and ended up in court. Her husband works for \$12 per week and the couple is buying their furniture on the installment plan. When the grocer cut off credit because his bill was not being paid up rapidly enough the installments on the furniture fell due. In juggling finances to keep both parties from suing Mrs. Mercer forged a check on her brother-in-law, paid the grocer with that money and met the furniture installment with her husband's pay envelope. She was lectured by Judge Dunham and let go.

When a man waits to make sure he is right before going ahead he may find himself distanced by a less conservative individual who was willing to take some chances.

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

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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.

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FLORIST
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Dandelion Vegetable Butter Color

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

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As the price sells most goods more quickly than any other consideration, all goods on display should bear neat and attractive price cards—the cMc kind.

40 cents per 100 and up

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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.

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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



Forecast of World-Wide Prices After the War.

After the war—what? That is the question which comes to the mind in these days of high prices and consequent high cost of living. With every year of the war we have encountered new advances in the cost of the requirements of every-day life, of food, of clothing, of manufactures and the material for their production, of books, of education and of travel and transportation. In the long list of the requirements and comforts, and even luxuries, of daily life, we find scarcely one in which the cost has not been greatly increased. Will these high prices continue at the termination of the war, when the millions now engaged in the destruction of property and life return to the arts of peace and industry? Shall we again see the nickel loaf of bread, the 20c a pound beefsteak, the 25c butter, the 5c a yard cottons, the 50c a bushel potatoes and corn, the 75c wheat, and antebellum prices for clothing, manufactures, books, educational facilities, transportation and travel?

These are questions which interest us all, for we are all affected by the tremendous advance in prices which we have experienced during the war, to say nothing of the slower, but insistent, advances which preceded it. Shall we ever get back to the good old prices of a quarter century ago; or shall we at least return to the figures of the period immediately preceding the war, in which the increase had been much more rapid than that in years preceding it?

It is easier to ask these questions than to answer them, but there are certain great facts, statistical and otherwise, which we may study in conjunction with this enquiry, just as we study the clouds and the appearance of the heavens when we are attempting to forecast the weather.

It is a generally accepted theory that "inflation" causes an advance of prices. We know, for example, either by our own recollection, or by reading of the comparatively recent history of the United States, that great advances in prices occurred during the Civil War, in which there was an acknowledged "inflation" of our currency and that prices in the South, in which the inflation was still greater, were correspondingly higher. This was, we learn from history, equally apparent in the Revolutionary period when the need for currency multiplied the "promises to pay," and from Mexico we hear of the enormous sums of paper money required to purchase a pair of boots or a Mexican hat in the period in

which the printing presses of that unhappy country have been working overtime producing paper money—"promises to pay." And is not the increase in prices which we have experienced in recent years, and especially since the beginning of the war, the result, at least in part, of world "inflation," both in money and governmental promises to pay money? If not, what are the reasons for the tremendous increases? True, 25,000,000 men have been withdrawn from the arts of peace and production and are now engaged in the arts of war and destruction, but 25,000,000 men are an extremely small percentage of the world's producing population. True, there has been a material decrease in the carrying power on the oceans by the destruction of ships and consequent advances in cost of transportation of merchandise, but the net loss after considering their replacement by new vessels is less than 10 per cent. of the world's total ships, while it cannot be said that land transportation or transporting power has been reduced by war activities. Ocean freight rates have of course enormously advanced, not only by reason of the reduction of ships but by the increase in risk of transportation, but as few of our food-stuffs come to us from abroad, and an extremely small percentage of the materials for clothing or the other requirements of life, we cannot charge to this incident of war, the destruction of ocean shipping, the enormous increase in the cost of living, which, according to the index numbers of accepted authorities amounts to about 90 per cent. when compared with that at the beginning of the war.

The sun has shone as brightly over the producing world in the war period, except in that small area in which hostilities have actually occurred, as was the case before the war; the rains have been as plentiful and world production quite as great, taking one year with another. And even in those countries in which a certain percentage of the population has been transferred from the fields to the battle fronts the remaining element of population has been stimulated to an unusual activity in the matter of production. The manufacturing establishments have shown no reduction in their activities, but, on the contrary, have worked double time, frequently three shifts of men in every twenty-four hours, and are producing up to their highest capacity, far in excess of that in times of peace. So we cannot charge to nature or the absence of workers in the fields, the factories, or the transportation sys-

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QUITE apart from the possibility that he may die before you do, is it fair to burden an already busy friend with the responsibility or administering your estate and advising those you leave behind?

THE Grand Rapids Trust Company makes a business of such matters and is especially equipped through training and organization to handle them efficiently. Its service costs no more.

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tems, the very great increase in cost of the requirements of daily life which has characterized the three years of war, but which was merely an intensification of the advance in prices which had occurred in the years preceding the war.

Figures produced by experts who make a careful study of the cost of the daily requirements of human life, and express the result of their studies in terms known as "index numbers," agree in showing a steady advance in cost of commodities during the last quarter of a century, but especially during the war period. However much scientists may disagree upon other topics they do agree that the cost of living has steadily advanced during the last quarter of a century, and the advance has been greatly intensified during the war period, and especially during the second and third years of the war. The index numbers of the London Statist show an advance from 61 in 1895 to 85 in 1913, the year immediately preceding the war, 108 in 1915, 137 in 1916, and for the first half of 1917 170. Index numbers show an average of 64 in 1895, 92 in 1913, 118 in 1916 and for the first half of 1917, 161. The index numbers of the Department of Labor, which include wholesale prices of farm products, food, clothes and clothing, fuel and lighting, metal and metal products, lumber and building material, drugs and chemicals, house-furnishing goods, and miscellaneous articles, show for the year 1895 the index number 57, in 1913, 81, in 1916, 100, and for March 1917, 120. Each of these index numbers is based upon its own method of calculation, differing in certain methods of terms and expression from those used by others and they are not, therefore, comparable with each other for any single years, since the terms by which they express their results differ in each case, but the fact that the percentage of increase from the initial point, 1895, is quite similar in all three figures compiled by different authorities, in different countries, and under different circumstances and conditions, justifies the conclusion that the advance in prices has been general and at about the same rate in various parts of the world especially as the prices in Great Britain, which brings most of its food supplies from abroad, must be largely determined by the prices in other parts of the world.

It is apparent from the foregoing figures that the very great advances which we have so keenly experienced since the beginning of the war are a continuation and an intensification of an upward movement which began long before the war. It will also be noted from the figures of increase quoted that prices apparently advanced about 50 per cent. in the period from 1895 to 1913 and have increased about 90 per cent. in the short period 1913 to 1917.

There was an advance of approximately 50 per cent. in the cost of living from 1895 to 1913, and there was a further advance of about 90 per cent. in the period from 1913 to 1917.

What was the cause—at least the principal cause—of the steady advance in prices and cost of living,

in the period 1895 to 1913? We can readily charge to the war, the withdrawal of men from peaceful pursuits, the great destruction of property, the special demand for war requirements and the increased cost of transportation, a part of the great advance which has characterized the more recent war period, but we cannot charge to any of these causes the advance of approximately 50 per cent. shown in the period from 1895 to 1913. That was a period of profound peace, of industrial activity, of general prosperity, with one or two comparatively slight interruptions.

What then can we consider as the true cause of the steady advance in prices which characterize the eighteen years preceding the war, and is that cause, whatever we may find it to be, also the required factor in determining the increased cost of living since the war, for nobody will claim that the mere withdrawal of a small percentage of the world's population for war purposes or the increased cost of ocean transportation can be responsible for the tremendous advance in the cost of living during the war period?

Increased supplies of money and "promises to pay" money, especially the latter in case they pass current as a substitute for money or a means by which it can be obtained, may be looked upon as "inflation," or at least a species of inflation. In a compiled table are shown the figures of the amount of money in circulation in forty principal countries of the world at intervals from 1895 to 1917. It is seen from an examination of this table that the total gold money of the forty principal countries of the world increased from \$3,827,000,000 in 1895 to \$8,560,000,000 in July, 1917; silver money, it is true, declined from \$3,825,000,000 in 1895 to \$2,600,000,000 in 1917 but "uncovered paper," the third class of currency, has enormously increased, from \$2,178,000,000 in 1895 to \$13,500,000,000 in 1917. The total money—gold, silver and uncovered paper—of the forty principal countries of the world has increased from \$9,830,000,000 in 1895 to \$24,660,000,000 in 1917, an increase of 150 per cent., while world population meantime has increased but about 13 per cent.

Here is, of itself, a startling indication of world "inflation." Money, or that which is currently accepted as

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We are organized under the laws of Michigan and our officers and directors include the best merchants, bankers and business men of Fremont.

We write mercantile risks and store buildings occupied by our policy holders at 25 per cent. less than the board rate established by the Michigan Inspection Bureau.

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Wm. N. Senf, Secretary.

money, has increased 150 per cent. since 1895, while world population was increasing 13 per cent. A very considerable percentage of this increase occurred during the war period, and especially in that group classed as "uncovered paper," in which the total grew from \$2,799,000,000 in 1913, the year preceding the war, to \$13,500,000,000 in July, 1917. The gold and silver money of the world increased comparatively little during the war period, while "uncovered paper" money increased nearly 400 per cent.

The world's national indebtedness has, as is well known to everybody, enormously increased in recent years, and especially during the present war. The total national debts of the world in 1895 were \$28,750,000,000 and in 1913, the year which preceded the war, \$43,840,000,000. With the beginning of the war the rapid increase which had characterized earlier years was greatly intensified, and by 1915 the national debts of the world were \$56,904,000,000, in 1916 \$96,950,000,000, and in July, 1917, \$106,000,000,000, nearly four times as much in 1917 as in 1895, and practically three times as much as in 1913, the year immediately preceding the war.

These national debts of the various countries of the world are represented by bonds, stocks and other "promises to pay," chiefly long-term obligations. These bonds, or "stocks," as they are frequently termed in European countries, are not, of course, of the class of obligation usually termed as "currency," but they do pass current in a limited way in financial circles, and are in all cases available for obtaining currency when passed across the counter of any bank in the country of their issuance, or, in fact, in any country having plentiful supplies of loanable funds. While, therefore, it cannot be said that this great increase in national debts, and thus in national securities, is in the ordinary sense of the term an increase of currency, it is at least a very large increase in the class of securities upon which currency can quickly be realized when desired by their holders, and thus, at least, may be considered as contributory to the increase in world-circulating medium, and thus contributory to the "inflation," which has been an important factor in the advance in prices and cost of living.

That this enlarged stock of world money and promises to pay money will continue in existence after the end of the war goes without saying. There is little probability that the stocks of world money will be decreased or that any considerable cancellation of indebtedness can be expected in the years immediately following the close of the war. Mere interest payments on national indebtedness, which were less than \$2,000,000,000 per annum prior to the war, will probably be over \$5,000,000,000 at the end of the present year, and every breeze that blows from the countries at war brings news of increased indebtedness and increased interest requirements. And there will be little opportunity to reduce the governmental obligations, in whatever form,

for many years after the close of the war.

While we may therefore expect a perceptible reduction in the cost of living when the 25,000,000 men now engaged in war cease their activities of destruction and return to those of production, we cannot expect that the proportion of the higher prices which is due to world inflation, or whatever name we may choose to give it, will disappear so long as the inflation itself continues.—O. P. Austin in *The Americas*.

The Price of Potatoes.

Detroit, Sept. 4—Farmers cannot get as much for a barrel of potatoes as the price for a bushel at planting time. Although too bulky and perishable for export, their use ought to save largely on our supply of wheat. For this, retail grocers must help by putting their prices down to a moderate profit. The man who adapts his appetite to food that is abundant, the woman who cooks to make attractive, the purchaser or dealer who shows intelligent judgment, all help. The farmers knew, of course, that potatoes are a dangerous crop to depend upon, liable to rot and be an entire loss even if the season has given a good yield. They were patriotic and many did not keep to business prudence. The Government was urging large acreage in all food production, the newspapers were full of it, and how could they hesitate to do their best at such a time? They are patriotic, willing to take their losses, to bear their share. But after the war, is the thought. We want to be free to use our common-sense then. We want to be free to produce as we think the market will buy, and we want to be free from Government exhortation, preaching, instruction and advice, when the Government takes no responsibility for the price that can be obtained or any chance to sell. We believe in the open market, expert trading to adjust supply and demand, to bring together the producer and consumer, who can help each other, need each other the most. Men should be free to think for themselves and buy and sell with whomsoever they think best, and that for all men, world free trade it ought to be when this war is over, at least in the common necessities of life, in the food and clothing that every man needs.

Looks Like the Beginning of the End

Lansing, Aug. 30—The National Hearse & Motor Co., of Grand Rapids has been refused by the Michigan Securities Commission, the right to sell its stock. The company took over the Michigan Hearse & Motor Co. and the assets of this company, for which the National Co. gave \$300,000 in stock, and which are placed by the Commission's experts at \$102,000. Walter Ioor, of both companies, appeared before the Commission, but could not explain the discrepancies to the satisfaction of the Commission.

A small boy's idea of greatness is to play ball in a uniform.

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Capital - - - - \$500,000
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Resources

9 Million Dollars

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Largest State and Savings Bank
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Our 3½ Per Cent SAVINGS CERTIFICATES ARE
A DESIRABLE INVESTMENT

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Sept. 3—C. J. Goepel, representative for H. O. Wilbur & Sons, Philadelphia, is calling on the trade this week. He says it always makes him feel good to get back to the good old Soo, which he considers one of the best summer towns in the State.

Some of our farming associations have been expecting the use of soldiers to relieve the help shortage on the farms during the harvest and a request was put into War Department for this purpose. Uncle Sam does not think that is the right way to use the Sammies, so the farmer will now be obliged to do his own worrying about the shortage of help necessary to help take care of his crops. It keeps some of the farmers guessing as to how Uncle Sam can figure the problem in this manner. There must be a reason, or else the motto, "Take care of the harvest to feed the soldiers," is not correctly understood. There will be a bumper crop and it will depend largely upon the help taking care of it as to whether or not there will be a surplus to spare.

Word was received last week of the death of Col. George M. Fish, who died at Albany Island, after having spent twenty-five of his summers around Detour. The Colonel was well known throughout this part of the State and was of a cheerful disposition, making friends with all who were fortunate enough to meet him. He was an ardent reader of the Tradesman and has been a subscriber for numerous years, and often mentioned having enjoyed the editorials more than any other similar journal. His brother arrived from Chicago to take care of the remains. The Colonel will be missed by a large circle of friends.

Mr. and Mrs. Mose Yalonstein have returned from New York and other Eastern cities by auto. Mr. Yalonstein is the proprietor of the Hub, one of our large clothing houses. He reports having had a most delightful trip.

The latest bear story comes in from McCarron. It states that the bears are living high on berries and killing the farmers' sheep. This, however, has not frightened any of the berry pickers who are still picking the abundant crop there is in the vicinity.

"How lucky some men would be if they should lose their reputation."

Captain Thomas Chandler, Superintendent of the Edison Sault Electric Company, left last week for Fort Leavenworth, Kansas, to attend the Engineers' Training Camp. He will be greatly missed here, as he is one of our esteemed citizens and was at the head of the Soo's largest power plants.

The big noise that was heard in the berry bushes around Detour last Thursday was Charles Haas in his big touring car, accompanied by four of his brother grip carriers. There was a big time in Detour while this busy bunch of business solicitors were operating. There was some argument about the spelling of the word DeTour. Charles Haas always put in his orders as DeTour, while Jack Merrifield shipped all of his Platosto Detour. The candy man was to be referee, but not giving a satisfactory explanation, they called upon Frank Allison who gave the following beautiful description:

The picturesque village of DeTour, situated on St. Mary's River, or, rather, Lake Huron, as more recent survey has discovered, is one of the most healthful and pleasantly located villages in the country. Its outlook is upon the broad waters and across the channel is Drummond Island and numerous smaller islands.

For those who like boating there are numerous places to visit, among them being old Fort Drummond of

historic fame, where there are many curios and relics of the years when the fort was occupied. Rev. George W. Luther now has these and is always pleased to show them to all who may desire to see them.

From the lake frontage of the village may be seen three light houses, Pipe Island Light, Frying Pan Light and DeTour Light. Sometimes the light from Shectle reef station may be seen.

It is from the water and position of the place that DeTour gets its name. Anyone passing DeTour Light may at once see the significance of the name. Entering the River from Lake Huron, a detour is made as the point is passed. A French missionary, while passing through the waters about 200 years ago, named the place Port DeTour, meaning "go around."

Originally DeTour was spelled without the capital "t" but because of the confusion with Detroit, it was thereafter spelled Tour.

The village of DeTour has a population of about nine hundred. The township, which has an area of about fifteen miles, is sparsely populated.

DeTour boasts one of the largest coaling stations on the Great Lakes, where as much business is done in a season as any other dock. The chief industries of DeTour are lumbering and fishing. Farming is not yet at its best, as the land is rocky. The country district is improving rapidly, however, and some day may compare favorably with the rest of the country.

"You wont have to wait long, if you are looking for a chance to have your feelings hurt."

William G. Tapert.

Interested in Automobilists.

A bright-eyed little boy in a sailor-suit saluted the occupants of a passing motor-car so quaintly that they stopped to give him a dime.

"You're very polite, little fellow," the lady automobile driver said. "Do you salute all the strangers who pass in the same way?"

"No, no, ma'am, only auto people," the boy stammered, fingering his dime nervously. "Father says I've to be polite to them, because automobiles bring him trade."

The lady seemed disappointed.

"What is your father's trade, my little man? Does he repair autos?"

"No, ma'am; he's an undertaker," was the little fellow's response.

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Why Use Pneumatic Tires?

Tire tests by tire makers and government experts have proven the pneumatic's economy for loads under a ton, providing they are properly inflated, not over-loaded, and car speeds limited to 20 miles per hour.

The Higrade Truck

Is equipped with a governor that prevents speeding, a power tire pump to properly inflate tires, and a speedometer to record mileage.

Solid tires on this same job would require 15 to 20% increase in chassis weight, a corresponding increase in operating, and to avoid excessive metal replacements, a speed reduction of about 40%. The capacity, however, would increase 40 to 50%. For less than tonnage work, and for rapid delivery service the pneumatic tired power wagon will prevail.



HIGRADE MOTORS COMPANY

SALES OFFICES
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EXECUTIVE OFFICES
GRAND RAPIDS, MICH.

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Quality and Service

These are the predominating features of the Gem Motor Car, which is made both as a pleasure car and a motor truck. These cars are meeting with the appreciation and approval of discriminating purchasers. The increasing demand for the Gem confirms us in the belief that the company will soon be on a dividend paying basis. The stock can still be obtained at \$10 per share.

DEUEL & SAWALL, INC.

Murray Building, Financial Agents

Grand Rapids, Mich.



Making pull business

The average small town or city usually has several stores of the same character, each handling about the same class of goods, at about the same prices.

Under normal conditions you would expect these stores to do about the same volume of business, but this is seldom the case.

Why?

Simply because different merchants have different personalities. One of the merchants is a leader, who, because of his pleasing personality, attracts the greatest volume of business. He is the power behind his store. He attracts trade.

The merchant's personality is as great a factor in business building as is the goods on his shelf.

Personality means making friends, attracting customers to the store, making others place confidence in yourself, your business methods and in the goods you handle.

A merchant may be acquainted with every person in his home town, and with practically every farmer in the immediate territory—and still be unable to attract many customers to his store. Mere acquaintance-ship is not personality. To attract people to his store, the merchant must come in close contact with them.

The wholesaler extends his personality by trade tours, salesmen, circular letters and advertising matter.

The retailer can extend his personality by personal visits to the homes of the people he wishes to attract to his store.

A friendly good morning and a hand shake on the street often gains a customer for the merchant. A whole-hearted greeting, a smile, or a few kind words to a child is often long remembered by a customer.

Every person is vain to a certain extent. People want to be noticed, they want to be recognized, they want to be told about their good deeds, and the merchant who remembers these things and carries them out, cannot help but reap a big reward in the way of attracting additional customers to his store.

TRAVERSE CITY, MICHIGAN

So situated geographically that it is in the center of five rapidly developing counties, Traverse City has become the commercial, industrial and social center of North-western Michigan. It is a good distributing center and several large wholesale concerns are establishing branch houses here.

The business houses are metropolitan in their construction and carry a most up-to-date stock. The city is clean, well paved, and has miles of cement walks. Three hydro-electric light plants furnish an abundance of current, which is lavishly used for illuminating show windows and streets.

It is a good wholesome place to live and offers many opportunities to every man or woman who wants to put his mind, his muscle or his money to work.

Traverse City Chamber of Commerce.



Personality to your store



Take the farmer for instance. He lives out in the country and has few visitors, except neighbors. When a merchant takes the trouble to call at his farm home, shows an interest in his farm work, his live-stock, his family affairs, etc., the farmer is sure to appreciate the attention and his confidence in the merchant will materially increase.

A single such visit often gains for the merchant a permanent customer.

Another method that has successfully been used by merchants in many small towns and cities, is the organization of a club in which the farmers can take active part. Merchants can organize a "Farmers' Club" and bring speakers to their town to talk to the farmers on various interesting subjects. Every merchant in town can profitably belong to such an organization. It can be a combination of farmer and merchant working for the good of the community—and once you get the farmer working for the good of the community, you will not be bothered about out-of-town competition.

The Grand Rapids Wholesalers' Association is an organization of wholesalers and jobbers who are working for a common good. These wholesalers want to help the country merchants, because by doing so, they are helping themselves. In just the same manner will the retail merchants be helping themselves by helping the farmer.

Grand Rapids is the biggest wholesale buying center in Western Michigan. The number of merchants who are making Grand Rapids their buying market, is increasing all the time. Merchants are coming to Grand Rapids from greater distances, because they realize that the Grand Rapids wholesalers are offering better and bigger buying inducements than any other market.

Come to Grand Rapids for your merchandise. Let the Grand Rapids wholesalers help you to build up a bigger and better business, because it is only by co-operation between retailer and wholesaler that the greatest results can be accomplished and the biggest successes won.

This ad. is No. 5 of a series. Accompanying each advertisement are interesting views and facts regarding cities in Michigan and territory contributing to Michigan's great wholesale market.

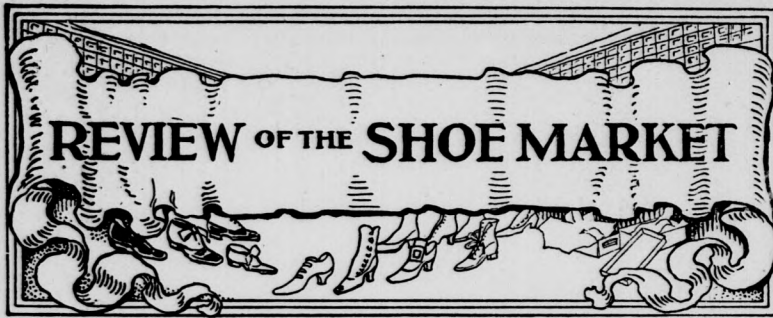
Grand Rapids Wholesalers' Association.

HART, MICHIGAN

Hart, Mich., the county seat of Oceana county is noted for its wonderful agricultural possibilities. The surrounding farm lands produce an abundance of high grade fruits and vegetables. The city has a departmentized commercial organization known as the Greater Hart Association with a paid secretary-manager in charge. The membership comprises many farmers and citizens in private life as well as every merchant and business man. Hart is the "Home of the famous Hart Brand canned goods." Other manufacturing plants add to the industrial progress of the community which give employment to many men and women thruout the year.

Frank L. Gates,
President Greater Hart Ass'n.
Mayor City of Hart, Mich.





Style Tendencies in Present-day Footwear.

Written for the Tradesman.

Let us consider first the women's game, for this is the big end of the retail shoe proposition both in respect of volume, style-values and profits. And one thing is now pretty generally accepted, namely, the vogue of pretty shoes is to be continued. This is going to be accomplished for several reasons. For one thing, the short skirt vogue will be carried over into another season. This is a foregone conclusion. They may not be quite as short as some of them now are, but they'll still be short enough to bring the shoes into the limelight as they have been for the past twelve months or more—and short skirts require pretty boots or nifty low-cuts as the case may be. Smart models of boots for fall and winter wear, as well as spring boots, are shown in a variety of leathers and combinations, and combinations of leather and fabrics. They are of the same height approximately to which the eye has become accustomed, and they come in Russia tans, mahogany calf, gun metal, dongola, mouse brown kid, battle ship gray, brown kid, black vici kid, black kid with white tops—with a smattering of cloth tops, especially in the more modestly priced models; and there are ever so many other tints and tones and combinations too numerous to catalogue; and the toes run the gamut from the round, practical sort that would seem best to conform to the actual requirements of the foot, to those extreme pointed kind that are somehow reminiscent of the halcyon days of the old "toothpicks." And they come with and without tips, with little or much perforations, inlays, and what not. And some of them have scalloped tops and others are plain, but all of them seem to be attractive, and it's largely a local guess as to which of them will make the biggest hit in your particular neck of the woods.

Broadly speaking, there is nothing especially new and startling in the style situation insofar as milady's footwear is concerned. The vogue for fall, winter and spring, at all events, will be largely a continuation of the vogue that has already proved so popular. And the writer maintains the position that it proved popular because it was based on good sense in the selection of materials and real taste in the treatment of them. It is generally admitted, I believe, that the American woman is the best shod woman on earth at this particular time. A few smart creations—some of them inclined, as usual, to lean a trifle towards the

bizarre—have appeared in Paris and London, but they are as a drop in the bucket compared with the wealth and variety of stylish footwear models produced and offered in this country. Tanners have accomplished much in the production of new leathers—vivid, attractive and practical materials—to be fabricated into bewitching footwear creations by the genius of our shoe designers and manufacturers. And so the merry chase for new and striking style-effects has kept up in spite of war and rumors of war. And the results have been highly gratifying, viewed from the standpoint of retail shoe dealers the country over. These style effects have been attained within certain definite limits. Time was—and it hasn't been so long ago, either—when as much could not truthfully be said. Then there were garish colors, and glaring combinations thereof, and weird conglomerations miscalled stylish shoes. The desire for bizarre effects seemed to impregnate the atmosphere, and go to everybody's head. Shoe designers ate a large slap of mincemeat pie, or partook of a generous helping of plum pudding, and the next day, recalling the nightmare thus superinduced, they incorporated the vagaries of an abnormal mental state in a new footwear offense. But happily these days have passed. Shoes for women are now more refined, more genteel, more truly stylish. And, as above intimated, the vogue will be carried over into the coming seasons.

In view of the high cost of the select materials that enter into these footwear creations, and the high type of shoemaking required to make them what they are in appearance, one may say, without stretching the garment of veracity, that they come high in two senses of the word. They are apt to cost the dealer anywhere from \$4.50 to \$7.00 (or more), consequently the asking price must run from \$6.00 up, and the topmost price limit depends upon local circumstances. In the big metropolitan center, where the dealer is catering to an extremely high class trade, a pair of such shoes may cost almost as much as an operation for appendicitis. Each dealer must appraise the buying capacity of his own constituency, take counsel with his conscience, and mark 'em according to his own ideas of profitable retailing.

The Army Style Shoe For Men.

Turning now from poetry to prose, or more specifically from women's to men's shoes, the one big thing that demands our attention is the current vogue of army shoes for men. This type of shoe is becoming

They Are As Good As They Look

Put a Pair of 489 in Your Window

This shoe is as solid as it looks. It makes customers, as the wearer is as well satisfied the day he discards them as the day he first saw them in your window.

If you have not a pair of 489 put another ROUGE REX SHOE in your window. They all look comfortable and solid, and create confidence.

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"

very popular, especially in the big cities. Some dealers report that they are going like the proverbial hot cakes.

This fact may be accounted for in two ways: First, the tremendous advertising power back of the so-called "natured shaped shoe"—namely the last built to conform to the actual, rather than the imaginary, requirements of the masculine foot. Manufacturers of specialty shoes, manufacturers of sandals and other types of hot weather footwear for grown-ups, manufacturers of outing footwear, walking boots, and other sorts of shoes for regular or special wear, have been everlasting blasting away at the mountains of prejudice in the masculine mind with reference to fitness and charm in footwear designed and built for men's wear. And this campaign has begun to bear fruit. Men are beginning to realize that a shoe may be stylish and attractive even if it doesn't have a pointed toe. And those of them who have experienced the joy of walking in shoes that provided ample room, without crowding, of all the toes, are willing to stand up on the prayer-rug and testify in open meeting concerning the everlasting satisfaction of wearing shoes of that sort. Thus the idea is growing in favor, and shoes of more ample toe-room are growing in popularity.

And for another thing, the presence everywhere of handsome young fellows in khaki, with their regulation Russia tan army shoes and their Russia tan leggings, has likewise helped the vogue along. Many of these soldier boys were swell dressers before they heeded the call of Uncle Sam, and now that they appear in uniform, they retain the sense of smartness. And these regulation army shoes that one sees everywhere on the feet of our young men of military age, in the street cars, on the streets, in hotel lobbies, at the restaurants, and in stores and places of amusement—are not only substantial and capable of hard-wear usages, but they are not unattractive in the well-groomed condition in which they are kept. Aside from the fact that he is required to keep his shoes looking neat in appearance, I think it may be said that the average soldier takes a personal pride in so doing. Now a great many other young fellows of military age, who have not as yet been called to the colors, not to mention the older men who are not subject to military duty, are coming to take kindly to this sort of footwear. It has a substantial look. And moreover there is a comfortable look to them. So the civilian call for shoes of this type is on the increase.

The Cordovan or mahogany shade was run neck-and-neck with dull leather for the spring and mid-summer call—shoes in the spring, and low-cuts for hot weather wear. And the chances are the color will prove equally popular in the fall and winter. Personally I think it is somewhat of an improvement over the old lighter shades of tan to which we have long been accustomed. It may be objected to it that it shows up dust

and grime more readily than do the lighter shades, but however that may be, a good many men appear to relish a change. And so the new color has made a big hit. For dealers who are caught with a large stock of tan shoes in the less desirable lighter shades, findings jobbers are now offering coloring materials guaranteedly to satisfactorily convert these stickers into the popular mahogany color that now has the call. I have not seen any shoes so treated, but the materials come highly recommended, and the claims made for them surely wouldn't be put out unless the dope produced the results.

Speaking of Cordovan reminds the writer that there isn't very much of it in sight. There never is. Cordovan is made of that part of the horsehide which covers the hips of the animal, and there's only about enough of it to a side to make a single pair of shoes, or two pairs to the skin. It is one of the highest of leathers, and very hard to get in a perfect condition even at that. So a pair of genuine Cordovan shoes at the present time can hardly be retailed for less than \$9 to \$12 the pair. But they are worth the money even at that. The leather is extremely solid, with little or no give to it. A shoe made of it retains its shape. And it wears like iron. The surface is hard, it retains its finish better than any other leather. Cordovan naturally takes a deep shade when dyed. The so-called mahogany shade given to other leathers is intended to make them resemble Cordovan as closely as possible. Cid McKay.

Advertised Lines.

It pays to stock advertised brands instead of unadvertised, when they are of equal merit. If the merchant can buy the latter for less money, then he must determine how much the advertising on the higher priced line is worth to him, but if the merchant can be sure that the advertised merchandise will save him clerk hire, rent and other expense, then the advertising justifies itself. As a rule, advertised lines are meritorious; the cost of advertising is not an excess tax upon the consumer. In which case the dealer has no excuse for handling anything but advertised lines.

Good liars are scarce, but some liars are very skillful.

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

Mayer HONORBILT SHOES
For Bigger and Better Business

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.

Buy Brown Cordo Bals for Young Men and Be Right



This cut represents the following numbers in the popular brown "Cordo" Bals.

Now in Stock

- No. 461—Men's "Logan" Brown Cordo Bals, Rinex Sole @ \$3.15
- No. 337—Men's "Wonderful" Brown Cordo Bal Leather Sole @ \$3.50
- No. 339—Men's "Wonderful" Brown Cordo Bal A C L No. 4 Top Stock, Brown Vamp @ \$5.00

NOTE—We're obliged to print this cut in black ink. The shoes are all the latest dark brown.

All Goodyear Welts

Specialties for Young Men

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

Shoes That Make Both Friends and Money For You

Are the shoes you should tie up to. Dealers in all parts of the country find in

The BERTSCH Shoe Line

all the good features of both style and quality.

The BERTSCH shoe line will please most of the people who come into your store.

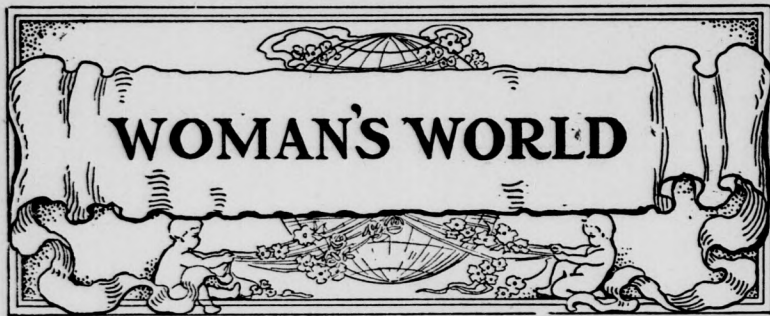
It will make friends of them for you and your place of business.

This makes the BERTSCH a line you should tie up to
Get started on this line—you will find it the best trade-puller and money-maker on the market.

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.



Government Lessons in the Art of Canning.

Coincident with President Wilson's appeal to the women of America to preserve the perishable food products of the country, the National Emergency Food Garden Commission in Washington has sent out hundreds of thousands of circular letters giving directions for the preserving of fruits and vegetables by drying and canning. According to an estimate by the Commission, vegetable crops from the "war gardens" will amount to \$350,000,000, in addition to the regular crops which will be grown throughout the United States. The products of the war gardens and gardens in general are for a great part vegetables which will not keep for winter unless preserved. They are more than enough for use during the summer. It is, therefore, the problem of the housewife to see that this food is not allowed to go to waste, but is conserved for winter.

One thousand cash prizes, aggregating \$5,000, have been offered for the best canned product of the war gardens by Charles Lathrop Pack, President of the Commission. Information can be got by writing to him at 210 Maryland Building, Washington.

"Fifty years ago it was common to dry practically all kinds of fruits and vegetables," one bulletin from the Commission says. "Now drying has become a lost art, but in this year of great food production it is essential that some means be taken for the prevention of waste during the time of over-supply.

"In drying fruits and vegetables fresh stock should be used if possible, because of the fact that the drying is more than a mere withering process.

"Garden peas should be taken when they are the right size for table use. They should be shelled as soon as possible after picking, blanched for three to five minutes in boiling water and then dipped for an instant in cold water. Remove the surface moisture and spread on drying trays in single layers. When cooked, peas dried in this manner resemble the fresh vegetable. For soups and puree, peas which are too mature for table use may be blanched ten minutes, cold dipped an instant, and dried whole, or after blanching and cold dipping they may be passed through a meat grinder and the pulp spread in thin layers on the drying screen. When dry, the whole mass may be rubbed to a powder or stored in the form of flakes, which break up on cooking. After drying the whole material should be conditioned by pouring

from one container to another every day for three or four days, so as to have a uniform content of moisture. This applies to all dried vegetables and fruit. The dried product should be stored in moisture proof boxes or bags in cool, dry places free from insects and vermin, and for convenience the containers should be labeled.

"String beans may be canned whole or cut into uniform pieces. Select beans of the same age and color, string carefully and wash thoroughly. These should be blanched in boiling water for five to eight minutes, depending on the age, and then plunged into cold water for an instant. Then the beans should be packed as closely as possible into the jars, a level teaspoonful of salt added for each quart of vegetables, and the rest of the space filled with hot water. If using tin cans, seal completely before sterilization. If using glass jars, adjust and partially tighten tops, and sterilize in boiling water for two hours. After sterilization, remove from the boiling water and finish sealing at once. Invert jars in a cool place out of draught until cold, then wrap in dark paper to prevent bleaching, and store.

"The process known as sterilization is simply freeing fruit or vegetables from all germ life that may cause fermentation. Thus some fruits require boiling before they are perfectly sterilized, and others merely need be raised to a high boiling point. To sterilize jars, wash them and fill with cold water. Set in a kettle on a trivet, or on something that raises them from the bottom of the pan on the fire, and surround jars with cold water. Heat gradually to a boiling point, remove from water, and fill and seal while hot. Canning is simply preserving sterilized fruit in sterilized, air tight jars.

"Tomatoes which are ripe enough for serving raw on the table are just right for canning. Use only firm, well-formed fruit and scald for several minutes to loosen the skin. Dip into cold water for an instant, peel and remove cores with a narrow-bladed, sharp-pointed knife, being careful not to cut into the seed lobes more than necessary. Pack carefully and firmly into hot jars and add a level teaspoonful of salt for each quart. No water should be added to tomatoes. Adjust and partially tighten tops of jars and sterilize in boiling water for twenty-five to thirty minutes. Remove jars from sterilizer and tighten tops at once. Invert jars to test for leakage and let them cool in this position in a place free from draughts. Wrap in dark paper

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.

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

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

President Suspenders
for comfort
Of All Jobbers
PRESIDENT SUSPENDER CO., Shirley, Mass.



Elevators

Electric and
Hand Power
Also Dumbwaiters

Sidney Elevator Mfg. Company
Sidney, Ohio

Mention this paper.

Flannelettes For Fall

Just the materials your customers will want for approaching cool weather.

These goods are made up in very attractive designs and materials. We are offering a splendid line of 27 inch Bath Robe Cloths at less than present mill prices.

Order now—while assortments are complete.

Paul Steketee & Sons
Wholesale Dry Goods Grand Rapids, Michigan

Visit Our Establishment Often

On account of the remarkable price changes which are occurring daily in the dry goods market, we urge our friends in the retail trade to visit our establishment often, so as to keep in close touch with the present upward tendency of the market. Unless you take advantage of the advances now occurring you will be illy prepared to stand up under the declines you will be compelled to face later on when war times are succeeded by normal conditions. We are always glad to meet our customers, whether they come in to buy or not, and our various department heads will give all callers from the trade a hearty welcome and the best and latest information at their command. Our buyers visit the Eastern markets regularly, so as to keep in close touch with the situation.

Grand Rapids Dry Goods Co.
Exclusively Wholesale Grand Rapids, Michigan

to prevent loss of color and store in a dry place.

"In selecting beets, carrots, and turnips for drying avoid varieties having a large, woody core. Turnips and beets may be washed and peeled, sliced into one-eighth-inch pieces and dried, or they may be cooked until three-fourths done, cold dipped for an instant, peeled and then sliced and dried. Peeling is facilitated by dipping the beets into hot water until the skin loosens.

"Carrots may be washed, peeled, and sliced into one-eighth-inch pieces and dried, or they may be blanched for six minutes after washing and peeling and then cold dipped for an instant. Turnip tops and beet tops in suitable condition for greens are just right for drying. The whole leaf and stock should be cut into narrow cross-sections and spread in thin layers on screens.

"Place green peppers in an oven until skin blisters, peel, and pack into hot jars. Add boiling water to fill the jars and a teaspoonful of salt to the quart, adjust and partially tighten tops; then sterilize in boiling water for an hour and a half. Remove jars, tighten the tops, and invert to cool in a place free from drafts."

One of the bulletins said that three things were essential in the making of jelly: The fruit must contain the right amount of pectin, the proper proportions of sugar must be used, and the fruit must be boiled the right length of time after the sugar has been added.

"All fruits which are green or nearly ripe contain a substance known as pectin, which causes the fruit juice to 'jell' when combined with the proper amount of sugar and boiled the right length of time," it said.

"A test for pectin is to take a tablespoonful of the hot juice before sugar has been added, add the same amount of 95 per cent. grain alcohol, and, if a gelatinous substance forms which may be gathered up on a spoon, pectin is present, and good jelly should result."

There is no set list for canning and drying given by the Commission, for the reason that there have been devised means for canning and preserving or drying almost every fruit, vegetable or "green" that is edible. The Commission has prepared such instructions that housewives may learn to preserve for winter practically every perishable fresh food on the market. Reports throughout the country indicate that the housewives of city, town and country are taking advantage of the assistance given by the Government.

Day and Night.

Written for the Tradesman.

Somewhere 'tis day
Somewhere to-day
Another morn Aurora brings
As she the earth with lightning wings
Encompasseth. And now has sleep
Forsaken those whom she did keep
The darkness through. Thus ever they
Each other lead—the night and day.

Somewhere 'tis night
Somewhere the light
Has gone. And now on earth does fall
The darkness silently; to all
Of life it comes; there's every race
In her beneficent embrace
When day is done. Thus in their might
They follow each—the day and night.
Charles A. Heath.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Aug. 28—Herman Brummel, a merchant, of Gitchel, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for Sept. 10, at which time creditors may appear, prove their claims, appoint a trustee and transact such other business as may come before the meeting. The schedules filed by the bankrupt show liabilities amounting to \$3,698.56 and assets amounting to \$1,371.40, including real estate \$800 subject to mortgage, and stock in trade \$521.40 subject to mortgage. Following is a list of the creditors of said bankrupt:

Secured Creditors.	
Dirk Mulder, Grand Rapids	\$ 800.00
John Meyer, Zeeland	1,620.00
Unsecured Creditors.	
A. E. Brooks & Co., Grand Rapids	\$ 5.50
H. Hamstra, Grand Rapids	6.07
Herold-Bertsch Shoe Co., Grand Rapids	3.92
Ideal Clothing Co., Grand Rapids	7.28
Putnam Factory, Grand Rapids	8.44
Rindge, Kalmbach, Logie & Co., Grand Rapids	20.64
Paul Steketee & Sons, Grand Rapids	11.30
Standard Oil Company, Grand Rapids	44.17
Vanden Berg Cigar Co., Grand Rapids	3.50
National Biscuit Co., Grand Rapids	10.47
Judson Grocer Company, Grand Rapids	750.98
Badger Candy Co., Milwaukee	17.50
W. F. McLaughlin & Co., Chicago	2.66
L. Perrigo Co., Allegan	8.45
Standard Grocer & Milling Co., Holland	7.15
H. Van Tongeren, Holland	13.25
H. Van Eenenam & Bro., Zeeland	5.90
H. Brummell, Hudsonville	4.00
Tony Gritt, Hudsonville	4.00
Dr. Rirk Lanting, Jamestown	10.00
Jamestown Telephone Co., Jamestown	9.00
Schaap Bros., Zeeland	300.00
Arbuckle Bros., Chicago	11.45
Grand Rapids G. & M. Co., Grand Rapids	3.92
Heckman Cooky Co., Grand Rapids	2.00

Abraham S. Weguson, a ladies' tailor of Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. No meeting of creditors has as yet been called. The schedules of the bankrupt show liabilities amounting to \$2,737.01 and assets amounting to \$726, including debts due him on open account.

Following is a list of the creditors of said bankrupt:

Secured Creditors.	
Powers Theater Building	\$120.00
Unsecured Creditors.	
Merchandise contracted for by the firm of Weguson & Finklestein.	
Morris Woolen Co., Chicago	\$295.29
M. Jarmulowsky, New York	289.69
A. H. Strause, New York	287.77
Cummer, Jones & Co., Chicago	97.20
W. R. Schautz, Rochester	9.27
Grabban Bros., Chicago	25.00
H. N. Copensky, Syracuse	151.12
Goodman & Weingarten, New York	326.50
Herpolsheimer Co., Grand Rapids	59.89
Consumer Power Co., Grand Rapids	23.60
Herald, Grand Rapids	12.60
Newman-King Fashion Co., New York	20.00
Paul Steketee & Son, Grand Rapids	96.43
Skinner Silk Co., Chicago	96.43

Personal indebtedness.
Morris Woolen Co., Chicago \$186.00
J. R. Keim Co., Chicago 179.38
Cobb & Jenkins, New York 101.79
Charlton Silk Co., Chicago 126.48
American Fashion Co., New York 35.00
Overbeck & Gaulooze, Grand Rapids 104.00

In the matter of the City Dairy, Inc., bankrupt, of Muskegon, the first meeting of creditors has been held. S. L. Fiester was elected trustee and appraisers were appointed to appraise the stock in trade assets. The meeting then adjourned to Aug. 30, for the purpose of examination of the officers of the company.

In the matter of Harry P. Hines, Muskegon, bankrupt, the final report and account of the trustee has been filed and the final meeting of creditors has been called for Sept. 4. The report of the trustee shows: Total receipts \$475; disbursements for preferred claims and bankrupt's exemptions, \$115, leaving a balance on hand of \$360.

In the matter of M. Katz & Son, Grand Rapids, bankrupt, the first meeting of creditors has been held. Walter H. Brooks was elected trustee of the estate. The stock in the stores was sold to M. Specktor and Joseph Glueck, for \$5,300 and the sale will be immediately confirmed.

If some people knew half as much as they thought they knew they wouldn't have such a good opinion of themselves.

Buy the Best



Sold in Sanitary Tin Packages---2, 5, 10, 15 and 25 lb. pails.

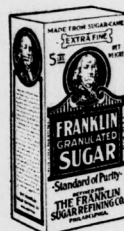
Encourage your customers to purchase these goods in bulk as a matter of war economy.

Sold by all jobbers.

See quotations in Grocery Price Current.

OUR APPEAL TO SAVE THE FRUIT CROP

The great waste of fruit every year is costing this country dearly. We are striving again this year to stop this waste by our "Save The Fruit Crop" advertising campaign. This advertising is urging people to use more canned and preserved fruits. It is also increasing the demand for Franklin Granulated Sugar, a splendid sugar for canning and preserving.

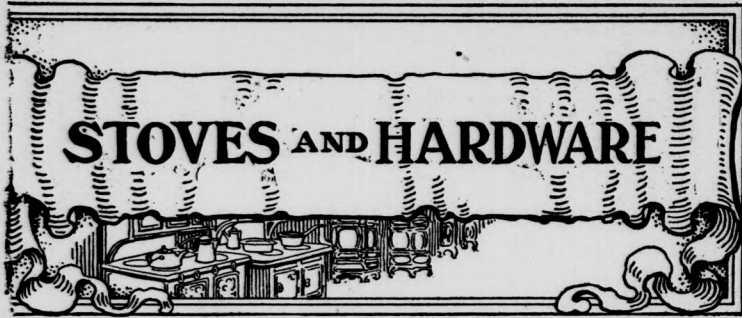


Franklin Granulated Sugar is sold in 1, 2 and 5 lb. cartons and in 2, 5, 10, 25 and 50 lb. cotton bags.



The Franklin Sugar Refining Company

PHILADELPHIA



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

Aggressive Methods to Help the Sale of Stoves.

Written for the Tradesman.

Aggressive methods will help materially to make stove sales. It is true that the small town merchant cannot duplicate everything that his big city confrere attempts; but the same spirit can accomplish big results with relatively small means.

Here are some of the ideas a merchant in a town of 3,000 people, within an hour's journey of a large city, did to boost his stove trade one September.

He secured from the factory a special demonstrator and an expert salesman to assist him with a big demonstration, lasting two days. The demonstration was timed for the third week of September, and was advertised in the local papers and by means of hand bills some weeks in advance. A cake-baking contest was also advertised, the only condition being that each entry had to be accompanied by a note giving the name of the stove on which the cake was baked and stating when the stove had been purchased. A cash prize of ten dollars was offered for the best baked cake, and three prominent ladies in the vicinity were persuaded to act as judges.

A third feature, preliminary to the demonstration, was a street parade, advertised to take place on the Thursday previous to the demonstration. On that day a car-load of stoves and furnaces for this store were unloaded and, preceded by the dealer's motor car, were conveyed on big wagons from the freight-sheds to the store. Large banners announcing the demonstration and the baking contest were hung on the sides of the wagons. The parade passed through all the principal streets.

In the cake baking contest, which secured upwards of thirty entries, the entries were made anonymously, numbers being used to identify the cakes, so that the judge did not know the names of the contestants. The winner was announced at the conclusion of the demonstration.

The demonstration itself lasted two days, and drew large crowds from the town and the surrounding country. A good number of sales were made at the time; and a much longer list of prospects was secured, to be followed up later.

All these stunts were simple, yet, for a small community, they repre-

sented good business. They were justified by the results in a commercial way.

A good many dealers are afraid to guarantee their stoves; yet that is what one successful merchant does and has done for years, with the best of results.

"With every new stove that leaves our store," he says, "goes a positive guarantee that if the stove does not give satisfaction, money will be refunded. If a customer comes in and acknowledges that she does not know anything about some particular stove, we tell her she does not need to know anything; that we will put the stove in her house, show her how to work it, and if, after thirty days' trial, it is not giving satisfaction, we will take the stove down again and refund her money. They cannot get away from a positive guarantee like that, and it creates confidence in our goods."

This dealer never pushes the sale of cheap stoves. He keeps a couple on the floor, but he puts all his selling energies behind the higher class stoves, and only as a last resort are the cheaper ones even shown.

Where quality stoves are handled, a guarantee is absolutely safe. If there are actual defects, it is only right that they should be made good. If, on the other hand, the difficulties that arise are due to the customer's ignorance or misunderstanding of instructions, the fact that the stove is guaranteed means that the customer will come right back to the dealer. This gives an opportunity to straighten out the difficulty. The average customer who has bought a good stove is only too anxious to see it work well, and is perfectly willing to give the dealer a chance to make it right. Of course, where a guarantee is given there should be no quibbling about a refund, no taking advantage of technicalities, and no side stepping.

But it is only in rare instances that a good range will give trouble. Where complaints come in, this merchant never seeks to lay the blame on the customer. No, the trouble must certainly be with the stove, if there is trouble. Then the stove demonstrator calls, examines the stove, locates the trouble, demonstrates that the stove can be made to work right if directions are followed—and the whole difficulty is cleared up, and the store has another satisfied customer. It is a rule, wherever possible, to investigate complaints the same day that they are received.

This firm has developed its own solution of the second hand stove difficulty. Very often when a new

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

United Agency

Reliable Credit Information
General Rating Books
Superior Special Reporting Service

Current Edition Rating Book now ready

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

THE UP-TO-DATE SERVICE

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

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.

HORSE SHOE TIRES

Wrapped Tread System

Guaranteed For 5,000 Miles

Made in All Styles and Sizes

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

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

Wholesale Distributors:

BROWN & SEHLER CO.
GRAND RAPIDS, MICH.

LUBRICATED TUTHILL TITANIC SPRINGS

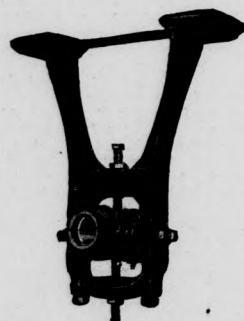
No Center Hole—No Center Nib—No Center Breakage.
They are constructed with a special lubricating rust-preventing compound made from graphite—forming a long lived lubricant inserted between the leaves of the spring.

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

Foster, Stevens & Co.

Wholesale Hardware

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



Keystone
Pulleys and Hangers
Most Modern Design
Shafting, Couplings
Mill Supplies of All Kinds
In Stock

Adolph Leitelt Iron Works
213 Erie Street Grand Rapids, Michigan

stove is sold, an old one is offered in part payment. The old stove is always taken at a fair valuation provided it is in fairly good condition. The firm has a large work-room at the back of the store where these old stoves are taken apart, cleaned, repaired and polished, until they are fit to be shown. Then they are transferred to a large, dry basement, away from the new lines. If a customer comes in and won't pay the price of a new range, he is shown these rebuilt stoves. This dealer has had the curious experience on several occasions of selling the rebuilt stoves for more second hand than some cut-price dealers can get for them new. One stove that sold for \$15.50 new was turned over at \$20 after being cleaned up. Of course, \$20 was nearer the price at which it should have sold in the first place, had the merchant who first handled it possessed the backbone to insist on his price.

Another small town firm makes a feature of road advertising. There are five roads leading into town and on each road the firm has a hand-somely lithographed sign supplied by the manufacturers, placed in a conspicuous place near the town limits, advertising stoves and ranges. Then small signs are placed at intervals on each side of each road for about five miles out. These smaller signs are made of galvanized iron, painted yellow and lettered black. These colors stand the weather best and are most attractive. Care is taken not to crowd these signs with wording; just enough for a person driving by to read at a glance. The wording is different on each sign. When deliveries of stoves are made to country points, perhaps from ten to fifteen miles distant, the merchant throws in a few signs to be put up at the furthest point away—landmarks of progress.

Victor Lauriston.

Pickings Picked Up in the Windy City.

Chicago, Sept. 3—Chicago's unit of soldiers are being shipped out of the city every day to Rockford as well as to Texas, and one wonders, after seeing thousands leaving the city, where the units come from to occupy the old camps. There seems to be no let-up on new recruits.

Chicago people saw, last Saturday, one of the most unique parades ever held in the city. This parade was known as Raise More Sheep, and through the principal streets were driven thousands of sheep, led by Uncle Sam's soldiers and some of Chicago's most beautiful women. It attracted thousands of people and, no doubt, created much interest in the subject.

The Chicago Motor Bus Co., running a line of busses on the North side, have moved its general offices from 6406 Broadway to the intersection of Broadway, Devon and Sheridan Road, where it will be in better position to look after its fast-growing business.

One of the most patriotic deeds so far done is that of Wilson & Co., the stock yard packers. They called a meeting and held a banquet of over 250 of their employes and inaugurated what will be known as "The Wilson & Company's Employes' Aid Organization," to every employe of the company who has enlisted in the Army, regardless of the country that he may go to.

After nineteen years Chicago is to see a circus parade. Barnum &

Bailey's greatest show will give a parade from the show grounds on the South Side, along 63rd street, 61st street, Cottage Grove avenue, returning to the White City Show Grounds. This, no doubt, will attract thousands of people, because the younger generation in Chicago have never witnessed a circus parade.

John Dittman, who is in the restaurant business directly across the street from the Cook County Hospital, has enjoyed such prosperous trade by the doctors and internes, as well as nurses, that it is reported he is about to build four-story building for exclusive restaurant business. Mr. Dittman went into this store about two years ago, after others had failed, and became so popular with the above patrons that he has made a wonderful success.

One of Chicago's unassuming industries is that of the Nickel Plate Stove Polish Co., at 360-362 E. Illinois street. It manufactures nickel plate stove polish and Hand Witch hand cleanser. This little business has come to the front in a wonderful way, and E. P. Rogers, President, is to be given great credit for bringing such an unassuming business to the front.

The Chicago, Milwaukee & St. Paul Railroad is elevating its tracks on the North Side from Montrose avenue to the city limits. This will be a great help, for the reason that it will eliminate street cars and traffic crossing the railroad, and, no doubt, will improve the North Side.

With all of the war talk and the training camp surrounding Chicago, the people do not seem to lessen their enthusiasm over the White Sox Baseball Club. The first word one hears above everything else is, "Did the Sox win?"

Any of the Michigan automobile drivers figuring on making a trip from Detroit to Chicago by automobile will find excellent roads if they will follow the following route: Detroit to Ypsilanti; Ypsilanti to Salina; Salina to Clinton; Clinton to Jonesville to Somerset; Somerset to Quincy; Quincy to Coldwater; Coldwater to Howe, Indiana; Howe, Indiana, to Elkhart; Elkhart to South Bend, La-Porte, Valparaiso, Gary or Hammond, Chicago. In all this distance there is not to exceed fifty miles of bad road, and the poorest road is between Elkhart and South Bend. Otherwise one strikes the entire distance either gravel or stone.

H. A. Carlson, of Carlson Bros., distributors for Dutch Masters Cigars on the North Side, has left for a Northern fishing trip through Wisconsin, to be gone two or three weeks.

Edward Kennedy, of Kennedy & Son, 5935 South Pauline street, Southwest Side distributors of Dutch Masters, was called in off the road last week and surprised to find that he was the father of "a coming nurse." Mr. Kennedy was so well pleased that he is buying all the boys cigars.

Charles W. Reattoir.

Leisure Hour Jottings From Jackson

Jackson, Sept. 3—When the minimum price has been established, what will be the maximum?

The parade in honor of labor day was one of the largest for years, with many interesting features.

Jackson is completing a few miles of pavement, which will be finished before cold weather.

Peaches are a very scarce article in Jackson county this year and not many are being shipped in. The apple crop is also poor.

E. A. Wellman, the Horton merchant, is the proud possessor of a new King eight.

Wednesday, Aug. 29, was a red letter day for Concord. They had a home coming and booster day. Concord is only a place of 600 or 800, but they have a Chamber of Commerce which keeps things lively and progressive.

Charles D. McIntosh, Chicago rep-

resentative for the United States Graphite Co., of Saginaw, spent Sunday in Jackson, accompanied by his wife and daughter.

Ralph Howell was in Concord on booster day, boosting his line of coffees. Ralph is also featuring the W. S. Burns line of soaps.

W. M. Kelly (Overall Will) is driving a new Jackson eight.

H. M. Dickinson, the East Main street grocer, has discovered a talent within himself which must have been lying dormant for years. Free hand drawing, it is, and we hope to have a specimen for the Tradesman in the near future.

The Jackson county fair is to be held next week and Manager Burris predicts it will be the largest and best yet.

Carl F. Alban, the Summit grocer, of Ypsilanti, was away last week on his vacation.

W. H. Rodenbach, Albion, has returned from a trip through New York State. Mr. Rodenbach is one of Albion's oldest grocers. Spurgeon.

Many a man who isn't quite sure of the Bible has unlimited faith in the almanac.

DO YOUR BIT

At this time when iron ore is so vital a factor—when millions of tons are needed for consumption—when we realize that the very outcome of this great conflict of nations depends to no small degree on our iron supply, the question arises: How can we conserve our iron resources?

The answer: Use durable cement products such as can be manufactured from the output of the

Petoskey Portland Cement Co.

Conservative investors would do well to get some of the stock of this splendid corporation while the getting is good. It can be had at par—\$10 per share.

Deuel & Sawall, Inc.

Financial Agents

Murray Building

Grand Rapids, Michigan



THE RENDESVOUS OF REFINED AMUSEMENT SEEKERS

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.



Grand Council of Michigan U. C. T.
 Grand Counselor—John A. Hach, Coldwater.
 Grand Junlor 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.

China After Her Old Tea Trade.

No surprise is occasioned by the report of Vice Consul Raymond C. Mackay, Hankow, that the most important article of export from that port, in fact, one of the most important for all China, is tea. It is surprising to hear, however, that the "great tea-growing districts of China are by no means so widespread as is generally supposed." The plant flourishes best between the latitudes of 26 degrees and 30 degrees, as its quality depends very largely on the altitude at which it is grown. For example, the celebrated black tea from Anhui is produced on the slopes of the Li Mountains at an altitude of over 3,000 feet, while the famous "Hsienya" tea comes from even greater heights in the mountains of Kiangsi. Hunan, Hupeh, Fukien, Kiangsi, Anhui, Chekiang, Kwangtung and Yunnan are the chief tea-producing provinces of China. Hunan exports the greatest quantity destined for foreign countries, but Anhui's output is considered superior in quality.

During the last twenty-five or thirty years, China's export trade in tea has fallen off to a large extent, primarily because of a lack of co-operation among the growers, the employment of antiquated methods in the plant's production, heavy taxation, and somewhat, of late, to disturbed political conditions in the regions where the plant is cultivated. India and Ceylon during the last sixty years have gradually won much of the trade away from China, until today they are supplying the bulk of the world's demand, especially for the coarser and darker colored teas. This is in spite of the acknowledged fact that Chinese teas are superior to all others in their delicacy of flavor. During the last ten years, however, China has begun to realize the extreme importance of retaining this trade, and government measures have been adopted in an effort to regain its old-time prestige.

Locally called ch'a, tea was known as early as 400 B. C., but it is reported that it did not come into gen-

eral use until about 700 A. D. The earliest use of tea was not as a beverage, but as a vegetable dish, and even today in Tibet the ordinary everyday meal consists of a doughy mass made of tea, barley meal, butter and salt. Since the eighth century the demand for tea has become worldwide, and in China, its place of origin, the annual consumption is now estimated to be five pounds per inhabitant.

In the past the tea trade of China has been laboring under heavy difficulties which only of recent years have been appreciated by the central government. Unscientific methods of cultivation and heavy taxation have been the chief obstacles in the way of the trade's growth. Living a more or less hand-to-mouth existence, the pressing needs of the moment have never permitted the Chinese farmer to pick sparingly, to fertilize and prune properly, and to have nurseries in order that old, worn-out plants might be replaced. The inherent superiority of the Chinese product has enabled the local farmer to continue his cultivation of tea; but had the growers of India and Ceylon been competing to supply the same quality of tea, China would long ago have been left hopelessly in the rear.

This state of affairs is due entirely to the fact that Ceylonese and Indian grower sare working their plantations under highly scientific instruction while the Chinese are not. What the latter need is some concerted action on the part of the growers and shippers in order that the output be distributed and sold in a manner advantageous to both buyer and seller. In the past the prices have fluctuated out of all proportion to any real change in the market, and huge shipments have been made to foreign ports totally unable to consume such quantities. The resulting conditions, chief among which is the absolute inability to control prices, have driven the Chinese trade into the back-ground. In India and Ceylon the growers do not act as individuals, but as an organized unit that, as the exigencies of the case demand, regulates the output, shipment and price of the tea on the London market. However, China has at last realized the importance of at least attempting to regain its position as the chief source of the world's supply of tea, and to this end has established an agricultural commission with the betterment of the tea trade as its main object.

Don't be stingy with kind words. They are worth nothing until you scatter them about.



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

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

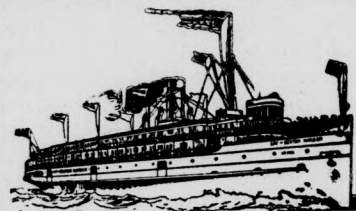
OCCIDENTAL HOTEL
 FIRE PROOF
 CENTRALLY LOCATED
 Rates \$1.00 and up
 EDWARD R. SWETT, Mgr.
 Muskegon :-: Michigan



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.



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.

CODY HOTEL



IN THE HEART OF THE CITY
 Division and Fulton

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

CODY CAFETERIA IN CONNECTION

New Hotel Mertens
 GRAND RAPIDS

Union Station

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



75 Steps East

Fire Proof

Unfortunate Hotel Situation at Manistee.

When the Briny Inn was destroyed by fire at Manistee, there were few mourners among the traveling public because the hotel had never been conducted as a hotel should be managed in order to serve hotel patrons and yield a reasonable return to the owners. From the time the hotel was opened until it was leveled to the ground by fire, the management contently acted on the assumption that the public was something to be insulted, antagonized and treated with the utmost contumacy. Complaint after complaint came to the Tradesman regarding the manner in which guests and would-be guests were treated, but no newspaper criticism or editorial denunciation seemed to have a beneficial effect on the narrow minded individuals who happened to be placed in charge of the hotel.

It was believed by many that when the new Chippewa Hotel was opened for business a few weeks ago the policy of the Briny Inn would be reversed, so that Manistee might again be placed on the map by the traveling public, instead of being shunned by every one who appreciates a square deal and is willing to pay liberally for right treatment and good accommodations. Recent reports from Manistee, however, lead the Tradesman to believe that the same unfortunate atmosphere which made the Inn detested by travelers generally now prevails at the Chippewa Hotel, judging by the following complaint registered by one of the leading citizens and stalwart business men of the State:

"The new Hotel Chippewa at Manistee is a joke instead of a hotel. It is following the lines laid down by the management of the defunct Briny Inn in undertaking to see how arrogant it can be to its customers or would-be customers. A man who has ever received the uncivil treatment they deal out at that hotel will never darken the threshold again. On Sunday I was one of a party of automobilists who reached the hotel at 1:15 in the afternoon. We were told we need not register because the service in the dining room was a la carte. It was about twenty minutes before we were ready to enter the dining room, when the head waiter informed us that the a la carte service at that hotel stopped at 1:30. An appeal to the clerk elicited a surly reply and we were compelled to seek accommodations at a restaurant nearby. On our way to the restaurant we met three Pierce Arrow cars filled with people who intended to dine at the Chippewa for luncheon and dinner, remain over night and until after breakfast the next day. On being told the situation and the deal we received, they dined with us at the restaurant and went on to Ludington for dinner, lodging and breakfast. I maintain that stopping a la carte service at a hotel at 1:30 Sunday afternoon, with the city full of tourists, is preposterous from the standpoint of good hotel keeping, as well as the standpoint of the hotel patron. It is very evident to me that the management of the Chippewa Hotel will

have to be changed or the guests of the Chippewa will soon be as scarce as hen's teeth. The old Briny Inn did more to destroy the good name of Manistee and make it a byword among traveling men and travelers generally than any other feature and it is unfortunate that the management of the Chippewa should pattern after a failure, instead of conducting an up-to-date, modern and accommodating hotel."

If the Tradesman is correctly informed, the Chippewa Hotel owes its existence to public spirited citizens of Manistee who are anxious to do their part to put Manistee on the map, so far as the trend of travel is concerned. The ambition is a most laudable one, because Manistee possesses many attractions for the tourist and should be made a bright spot on the West Michigan, Pike and accord a hearty welcome to automobilists and travelers generally. People who travel by train of course have to remain over until the next train out and take whatever is accorded them in the way of accommodation, but touring parties traveling by automobile are more fortunate in being able to drive on to Ludington or Traverse City if they meet a chilly reception or inadequate accommodations. For the sake of the good name of Manistee, which is peopled by men of large minds, broad visions and warm hearts, the Tradesman confidently expects to see a change wrought in the present unpleasant atmosphere at the Chippewa Hotel. This change will necessarily be forced on the owners of the hotel to enable them to realize reasonable returns on their investment.

Late Banking News.

Reading—Leroy H. Doty, Vice-President of the Reading Bank, and one of the largest land owners in Hillsdale county, was killed recently when the automobile he was driving turned turtle, breaking his neck. Mrs. Doty, who was riding with her husband, escaped serious injury. The accident occurred four miles south of Defiance, Ohio.

Tecumseh—The Tecumseh State Savings Bank is making extensive improvements in the banking house. When the work is completed larger working space will be available. A handsome mahogany directors' table with chairs to match will also be placed in the directors' room.

Saginaw—A. G. Schobert has resigned his position with the German-American State Bank of this city and has gone to Detroit to commence work with the American State Bank of that city.

Wm. B. Holden, formerly manager of the piece goods department of the Grand Rapids Dry Goods Co., has taken a similar position with Hibbon, Hollweg & Co., of Indianapolis, and left to-day to take up his new duties.

Money cannot buy an ounce of love, but it can purchase tons of sympathy.

Only a man who is never ill wonders how doctors manage to make a living.

The President's Reply to the Pope.

Granville, Ohio, Sept. 4—Old-fashioned ideas of diplomatic propriety may have received a disconcerting shock in President Wilson's official assertion that he cannot deal with an irresponsible autocrat who betrays his own promises; but it is the shock of a new life to the forces which make for human progress. Many have felt from the start that there could be no assurance of lasting peace through any other path than that which should lie over the ruins of the faithless Hohenzollern dynasty. No head of another nation could make such a statement lightly or hastily, and no one would be less likely to do so than President Wilson. And the fact that he has made this position the substance of his reply to the Pope, and not a mere incident, must clear the befogged air even in Germany itself. It is a beneficent feat of correct scientific classification to put an irresponsible autocrat who will not keep his word in the same rank with individuals who show themselves equally unworthy of confidence in private affairs.

The President has declared in effect that he will not purchase a merely nominal peace at the price of the guarantees which alone can make peace worth having. In his answer there is a clearly implied belief that conditions of peace could be profitably discussed with a responsible German government. The continuance of the war on Germany's part no longer has any vital relation to those dreams of imperial dominion out of which the conflict was born; it is now merely a struggle to prolong the life of the too ambitious dynasty which did the fatal dreaming. How much more blood and treasure the German people are willing to spend in a fruitless effort to keep in the hands of an irresponsible and discredited autocracy the power which otherwise their own chosen representatives might exercise, it is for them to determine. And the one way to hasten a right determination of this question, and bring most speedily the peace which all desire, is to stand firmly by the President in the position which he has taken.

W. H. Johnson.

Flour From Hay All a Myth.

Penn Yan, N. Y., Sept. 3—I am in receipt of a copy of your interesting trade paper which I have just perused from cover to cover finding, among other things, an account of the manufacture by myself of flour from hay. This item alone would be of the utmost importance if it were true, which it is not, the same being an emanation from the worm eaten brain of a local newspaper scribe. It has, however, gone the rounds of the Associated Press and I have received many flattering offers from manufacturers and others to go into the business on an extensive scale.

There was another article in your paper that was of real interest to me and that was the editorial on the German people. I am glad to know there is one American who has appraised these swine at their true worth; for if God Almighty ever made a race of people who, more than any other race, closely approximated the hog he did it when he made the Germans, not only those of the fatherland, but those who emigrated to this country. When I have said this I cast no aspersions on the hog, for he is a noble animal and I am very fond of him, aside from the price he brings at the local butcher's. More power to your good steel pen!

Robert M. Cramer.

Next Meeting Michigan Retail Hardware Association.

Marine City, Sept. 4—At a recent meeting of our Executive Committee it was decided to hold our annual convention in the city of Saginaw, Feb. 12, 13, 14 and 15.

The business sessions at the con-

vention will be held in the new Bancroft Hotel, while the exhibits will be in the Auditorium, which is one of the best equipped buildings in the country for exhibit purposes.

Karl S. Judson past President of the Association, Grand Rapids, will be manager of exhibits and any correspondence in regard to that feature of the convention should be addressed to him.

The success of the buying contests which the Association has conducted at recent conventions prompted the Executive Committee to renew this feature and some valuable prizes will be offered to the delegates who place orders with exhibitors at the convention.

Committees to handle the programme and entertainment features will shortly be appointed and, bearing in mind the hospitality which has always been shown when the convention has been held in Saginaw upon previous occasions, it is safe to predict that the 1918 meeting will be one of the best that we have ever held.

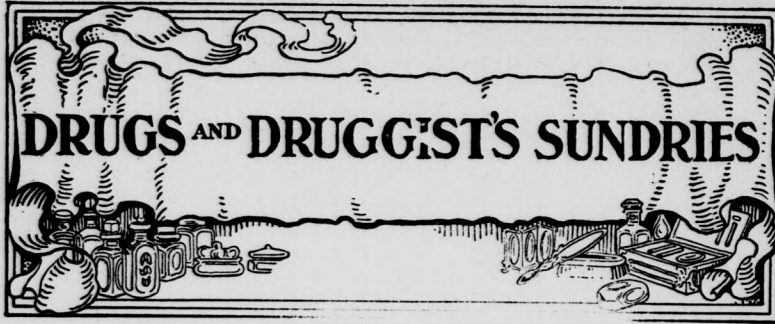
Trusting you will see fit to make suitable comment in regard to our convention in some issue of your publication in the near future, and thanking you for past courtesies, I beg to remain, A. J. Scott, Sec'y.

The list of books sent to our soldiers shows a preponderance of military and adventurous literature. Naturally this would be the first preference by young men still absorbed in the novelty of warfare and still comparatively ignorant of its horrors. No figures are to hand of the likes and dislikes in fiction of the veterans, the French and English and Belgians and Germans. But from other indications it becomes plain that the trench-worn warriors loathe, in their hours of leisure, anything that has to do with "shop." They want to hear about peaceful, domestic things, to have recalled to them the fact that somewhere still exists a world of ordinary, bloodless pursuits, of gardens and lawns and flowers and afternoon tea, with ladies moving about gracefully clothed, as Barrie's Highlander says, in billowing "chiff'n." That is why, we presume, so many of them, who have relatives of their own, nevertheless correspond with strangers who will not be reminding them continually of the fighting. No doubt, after a few months of fighting, our men will be asking for Scott and Thackeray and Eliot and even Shakespeare, anything to get away an hour from the daily grind.

M. J. Rogan, the liveliest clothing salesman this side of Limerick, is in the city for a few days as the guest of the celebrated Burleson remedial institution. Mr. Rogan can play golf as well as sell clothing and he does both with all the native genius peculiar to his Celtic ancestry. Mr. Rogan lives in Detroit when he is at home, but he is so broad in his ideas and so generous in his sympathies that he is entitled to the proud distinction of being called a Citizen of the World.

William Gibson, who has heretofore acted as flour salesman for the Judson Grocer Company, has been assigned the territory previously covered by the late David S. Haugh for the present.

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



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.

Status of the Drug Market.

The principal event of the week is the announcement by leading manufacturers of acetate of lime and acetone of an advance in prices of those commodities. Acetphenetidin is weak, owing to a lack of demand of importance and keener competition, and offerings are reported at a material decline. Senega root is a firm feature of the market, a further sharp advance taking place under the stimulus of unfavorable crop accounts from the producing regions at the Northwest. Bay rum is strong and higher, owing to difficulty in securing adequate supplies in the primary market. Paris green is easy, owing to dullness and some shading of prices are reported. Offerings of benzoic acid is reported at still lower prices. Balsam Peru is in small supply, and higher prices demanded by some holders. Wahoo bark is stronger on scarcity. Cassia oil has advanced, owing to increasing import costs and a decrease in supplies in some quarters. Stocks of dandelion continue to diminish, and the market is again higher. Flaxseed is firmer, owing to a rise recently in prices at the Northwest, following a resumption of trading in flaxseed futures. Bichromate of potash is more active, and sales are reported at advanced prices. Acetphenetidin is weaker, owing to an absence of demand of consequence and competition. Offerings are reported at \$14 per pound in lots of 25 pounds and at \$15 to \$16 per pound in smaller quantities. Bay rum is stronger. Stocks here are comparatively light and difficulty is still reported in securing supplies in Porto Rico. Prices have been advanced to \$2.45@2.50 per gallon, and sales are reported at the higher levels. Paris green is easier. Demand has been very light for some time past and prices are revised downward. Gelatine is still in small supply and the market remains firm at \$1.55@1.60

per pound for silver label. Nitrate of silver has been advanced by manufacturers to 57½@69½c per ounce.

War's Effects On Drugs.

In a paper read before the Royal Society of Arts, F. A. Hocking, B. Sc., pharmacist to the London Hospital, discussed from a practical standpoint the effect of the war on the supply of drugs. Commenting on his paper, The British Medical Journal says:

"A large proportion of his paper was concerned with the relative numbers of drugs of first-rate importance hitherto obtained from the Central Empires and from other sources, respectively. Mr. Hocking showed quite conclusively that, apart from the class of drugs known as 'synthetics,' we have actually been far less dependent upon Germany and Austria for our supply of important drugs than has sometimes been supposed, and that even in the production of medicinal chemicals English manufacturers have not really been in the past nearly so remiss as was frequently stated.

"He pointed out that even before the war efficient English substitutes could be obtained for many of the well-known German proprietary preparations. He also expressed the opinion that the shortage of certain vegetable drugs produced by the war hardly justified the large amount of attention lately paid to drug growing in this country, and asked, with a certain amount of justification, whether some of the energy expended in this direction would not be better employed in the production of food.

"Other points mentioned were the difficulties caused by the stoppage of the potash and bromine derived from the Stassfurt deposits, the profiteering indulged in by certain middlemen at the commencement of the war, and the fact that in some cases rises in prices have been caused by neutral producers taking advantage of the removal of German competition.

"The latter part of the paper was devoted to a brief account of the very considerable progress achieved during the last two years by British manufacturers of medicinal chemicals in the face of great difficulties, and to a short discussion of the probable position of the drug trade at the end of the war. With regard to the latter question, Mr. Hocking rightly pointed out that the question of legislative assistance is difficult and that, in any case, it is very necessary that manufacturers should co-operate with one another instead of indulging in unnecessary and wasteful competition,

and that they should, if possible, be brought more closely into touch with British workers in the field of medicinal research than has been the case in the past."

Brutal Example of German Efficiency.

All persons entering Germany, even Austrians, are subjected to searching examination on crossing the border. A woman from Vienna, while passing the frontier recently, was searched, while officials turned their attention to her trunks. The officials found a box of new writing paper and, suspecting that it had been written on with invisible ink, seized it. They then discovered bottles and flasks containing pills and medicines.

The police said that perhaps these were poisons for the accomplishment of some criminal act. If innocent the lady would not object to taste these medicines on the spot. The poor woman was thereupon forced to take a sample of each remedy one after another. She then drank a small quantity of her eau de cologne and tasted some dentifrice, but, refusing to touch some benzine, she was obliged to throw it away.

She felt that she had been very badly treated until another woman took her turn at the hands of the customs officials.

The unfortunate woman suffered from complaints that required strong medicines. She had brought a number of bottles containing those with her. The police forced her to drink spoonful after spoonful of the reme-

dies, although the mixture of drugs was calculated to render her seriously ill before she reached her destination.

Laugh a little more at your own troubles and a little less at your neighbor's.

GOOD FARM FOR SALE OR TRADE NEAR FLINT

80 acre farm within 5½ miles of Flint. Good house, barns, silo, cattle, implements, etc. Everything in fine shape. Will sell or trade for good income property. Write A. B. C., care Burleson Hotel, Grand Rapids, Mich.

Criterion

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

Fieglers

Chocolates

Package Goods of
 Paramount Quality
 and
 Artistic Design

It's Pure, That's Sure



PIPER ICE CREAM CO.

Kalamazoo

:::

Michigan

May Produce Hybrid Pear.

A new hybrid variety of avocado, better known in the Hawaiian Islands as the "alligator pear," is being raised at the United States Experiment Station in Honolulu.

In a bulletin just published by the station, the statement is made that if it is possible to create a winter-fruiting avocado which combines high oil content and excellence of flavor with the protective rind much will be accomplished.

Late News From the Cereal City.

Battle Creek, Sept. 3.—Mr. and Mrs. Boyd Courtright and Mr. and Mrs. W. I. Masters, members of Battle Creek Council, are spending the week end with Mr. Masters' mother in Ohio, making the trip by auto.

country. The buildings are to be enlarged and many improvements made. Ralph B. Holmes will remain in charge of the factories and many of the present staff will be retained by the new owner.

The coming of the cantonment to Battle Creek causes the Mayor to decide on stricter regulations regarding the traffic ordinance. He will limit the parking time on Main street. State street along the Battle Creek stream where a new wall was built is being filled in now and this will be used as a parking space for automobiles to relieve conditions on Main street.

Camp Custer will greet first arrivals Wednesday. On that date 300 men will go into training. By next Sunday 1,800 will be in training at the camp. The camp will be ready as fast as the men arrive. Provisions and supplies are arriving every day. Although actual statistics concerning the amount of food on hand are not given out, the row of big warehouses near cemetery road is rapidly filling.

By concealing the truth one frequently advertises it.

Don't think it a misfortune to tumble to your faults.

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

HOLIDAY GOODS Druggists' Sundries Stationery Books and Novelties

The sample line of the above are now in our show room in Grand Rapids. Our stock was bought early this season and the greater portion of it has arrived so that we are already filling orders for goods in the above lines.

On account of the conditions among manufacturers and the large demand for merchandise of this class, we are advising our customers to buy early and allow us to ship at the earliest dates.

We, therefore, ask you to let us know by an early mail at what time you can make us a visit and inspect this line. Our Mr. L. W. Hoskins is in charge and together with our Mr. J. H. Hagy will arrange dates with you so that customers may receive prompt and satisfactory service.

Yours respectfully,

Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Table of wholesale drug prices. Columns include categories like Acids, Ammonia, Barks, Berries, Extracts, Flowers, Gums, Insecticides, Ice Cream, Leaves, Oils, Potassium, Roots, Seeds, and Tinctures. Each category lists various substances with their corresponding prices per unit.

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, DECLINED. Items include Canned Blackberries, Brick Cheese, Flour, Paper.

Index to Markets

Index to Markets table listing various goods and their market status (e.g., Ammonia, Axle Grease, Baked Beans).

Main price list table with columns 1 and 2. Includes items like Arctic Ammonia, Axle Grease, Baked Beans, Bath Brick, Bluing, Breakfast Foods, Brooms, Canned Goods, etc.

3

Table 3: CHEWING GUM, CHOCOLATE, CLOTHES LINE, COCOA, COCOANUT, COFFEES ROASTED.

Table 4: McLaughlin's XXXX, CONDENSED MILK, CONFECTIONERY, Mixed Candy, Specialties.

Table 5: Peanuts, CREAM TARTAR, DRIED FRUITS, APRICOTS, California, Corsican, Currants, Peaches, Peel, Raisins, California Prunes, FARINACEOUS GOODS, Beans, Farina, Original Holland Rusk, Hominy, Maccaroni and Vermicelli, Pearl Barley, Peas, Sago, Tapioca, FISHING TACKLE, Cotton Lines, Linen Lines, POLES, FLAVORING EXTRACTS.

Table 6: Peanuts, CREAM TARTAR, DRIED FRUITS, APRICOTS, California, Corsican, Currants, Peaches, Peel, Raisins, California Prunes, FARINACEOUS GOODS, Beans, Farina, Original Holland Rusk, Hominy, Maccaroni and Vermicelli, Pearl Barley, Peas, Sago, Tapioca, FISHING TACKLE, Cotton Lines, Linen Lines, POLES, FLAVORING EXTRACTS.

6

Table with 2 columns: Item Name and Price. Includes sections for Flour and Feed, Winter Wheat, Jell-O, Jiffy-Jell, Jelly Glasses, Mapleine, Mince Meat, Molasses, Mustard, Olives, Pickles, Pipes, Playing Cards, Provisions, Barreled Pork, Dry Salt Meats, Lard, Horse Radish, and Jelly.

7

Table with 2 columns: Item Name and Price. Includes sections for Jell-O, Jiffy-Jell, Jelly Glasses, Mapleine, Mince Meat, Molasses, Mustard, Olives, Pickles, Pipes, Playing Cards, Provisions, Barreled Pork, Dry Salt Meats, Lard, Horse Radish, and Jelly.

8

Table with 2 columns: Item Name and Price. Includes sections for Smoked Meats, Hams, Ham, dried beef, Bologna, Liver, Frankfort, Pork, Veal, Tongue, Headcheese, Beef, Boneless, Rump, Pig's Feet, Kits, Casings, Beef, rounds, Beef, middles, Sheep, Uncolored Butterline, Solid Dairy, Country Rolls, Canned Meats, Corned Beef, Roast Beef, Potted Meat, Ham, Flavor, Deviled Meat, Potted Tongue, Rice, Broken, Rolled Oats, Monarch, Rolled Avena, Steel Cut, Quaker, Salad Dressing, Columbia, Durkee's, Snider's, Saleratus, Packed, Arm and Hammer, Wyandotte, Sal Soda, Granulated, Common Grades, 100 3 lb. sacks, 70 4 lb. sacks, 60 5 lb. sacks, 28 10 lb. sacks, 56 lb. sacks, 28 lb. sacks, Warsaw, Solar Rock, 56 lb. sacks, Common, Granulated, Fine, Medium, Fine, SALT FISH, Cod, Large, whole, Small, whole, Strips or bricks, Pollock, Holland Herring, Standards, Y. M. bbls., Standard, Y. M. kegs, Herring, Med. Fat Split, Laborador Split, Norway, Special, Scaled, Boned, Trout, No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 1, 3 lbs.

9

Table with 2 columns: Item Name and Price. Includes sections for Mackerel, Mess, 100 lbs., Mess, 40 lbs., Mess, 10 lbs., Mess, 8 lbs., No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., Lake Herring, 100 lbs., 40 lbs., 10 lbs., 8 lbs., SEEDS, Anise, Canary, Smyrna, Caraway, Cardamom, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, SHOE BLACKING, Handy Box, large, Handy Box, small, Bixby's Royal Polish, Miller's Crown Polish, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rapple in jars, SODA, Boxes, Kexs, English, SPICES, Whole Spices, Allspice, Jamaica, Cloves, Zanzibar, Cassia, Canton, Cassia, 5c pkg. doz., Ginger African, Ginger, Cochin, Mace, Penang, Mixed, No. 1, Mixed, No. 2, Mixed, 5c pkgs. dz., Nutmegs, 70-80, Nutmegs, 105-110, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian, Pure Ground, In Bulk, Allspice, Jamaica, Cloves, Zanzibar, Cassia, Canton, Ginger, African, Mace, Penang, Nutmegs, Pepper, Black, Pepper, White, Pepper, Cayenne, Paprika, Hungarian, STARCH, Corn, Kingsford, 40 lbs., Muzzy, 48 lb. pkgs., Kingsford, Silver Gloss, 40 lb., GLOSS, Argo, 48 5c pkgs., Silver Gloss, 16 3lbs., Silver Gloss, 12 6lbs., MUZZY, 48 lb. packages, 16 3lb. packages, 12 6lb. packages, 50 lb. boxes, SYRUPS, Pure Cane, Fair, Good, Choice, Folger's Grape Punch, Quarts, doz. case, TABLE SAUCES, Halford, large, Halford, small, TEA, Uncolored Japan, Medium, Choice, Fancy, Basket-fired Med'm, Basket-fired Choice, Basket-fired Fancy, No. 1 Nibs, Siftings, bulk, Siftings, 1 lb. pkgs., Gunpowder, Moyune, Medium, Moyune, Choice, Moyune, Fancy, Ping Suey, Medium, Ping Suey, Choice, Ping Suey, Fancy, Young Hyson, Choice, Fancy, Scrap, All Red, 5c, Am. Union Scrap, Bag Pipe, 5c, Cutlax, 2 1/2 oz., Globe Scrap, 2 oz., Happy Thought, 2 oz., Honey Comb Scrap, 5c, Honest Scrap, 5c, Mail Pouch, 4 doz., Old Songs, 5c, Old Times, 1/2 gro., Polar Bear, 5c, Red Band, 5c, Red Man Scrap, 5c, Scrapple, 5c pkgs., Sure Shot, 5c, Yankee Girl Scrap, 2oz., Pan Handle Scrp, 1/4 gr, Peachey Scrap, 5c

10

Table with 2 columns: Item Name and Price. Includes sections for Oolong, Formosa, English Breakfast, Congou, Ceylon, Pekoe, Flowerly O. P. Fancy, TOBACCO, Blot, Bugle, Dan Patch, Fast Mail, Hiawatha, No Limit, No Limit, 16 oz., Ojibwa, Petoskey Chief, Petoskey Chief, 14 oz., Red Bell, Red Bell, 20c, Sterling, L & D, Sweet Cuba, canister, Sweet Cuba, 5c, Sweet Cuba, 10c, Sweet Cuba, 1 lb. tin, Sweet Cuba, 1/2 lb. foil, Sweet Burley, 5c L&D, Sweet Burley, 8 oz., Sweet Burley, 16 oz., Sweet Mist, 1/2 gro., Sweet Mist, 8 oz., Telegram, Tiger, Tiger, 25c cans, Uncle Daniel, 1 lb., Uncle Daniel, 1 oz., Plug, Am. Navy, 16 oz., Apple, 10 lb. butt, Day's Work, 7 & 14 lb., Drummond Nat. Leaf, 2 and 5 lb., Drummond Nat. Leaf, per doz., Battle Ax, Brazer, 6 and 12 lb., Big Four, 6 and 16 lb., Boot Jack, 2 lb., Boot Jack, per doz., Bullion, 16 oz., Climax Golden Twins, Climax, 14 1/2 oz., Climax, 7 oz., Climax, 5c tins, Creme de Menthe, Derby, 5 lb. boxes, 5 Bros., 4 lb., Five Roses, 10c, Gilt Edges, 2 lb., Gold Rope, 6 and 12 lb., Gold Rope, 4 and 8 lb., G. O. P., 12 and 24 lb., Granger Twist, 6 lb., G. T. W., 10 and 21 lb., Horse Shoe, 6 and 12 lb., Honey Dip Twist, 5 and 10 lb., Jolly Tar, 5 and 8 lb., J. T., 5 1/2 and 11 lb., Kentucky Navy, 12 lb., Keystone Twist, 6 lb., Kismet, 6 lb., Maple Dip, 16 oz., Merry Widow, 12 lb., Nobby Spun Roll 6 & 3 1/2, Parrot, 12 lb., Patterson's Nat. Leaf, Peachey, 6, 12 & 24 lb., Picnic Twist, 5 lb., Piper Heidsieck, 4 & 7 lb., Piper Heidsieck, per doz., Polo, 3 doz., per doz., Red Cross, 32 and 48 doz., Scrapple, 2 and 4 doz., Sherry Cobbler, 8 oz., Spear Head, 12 oz., Spear Head, 14 1/2 oz., Spear Head, 7 oz., Sq. Deal, 7, 14 & 28 lb., Star, 6, 12 and 24 lb., Standard Navy, 7 1/2, 15 and 30 lb., Ten Penny, 6 and 12 lb., Town Talk, 14 oz., Yankee Girl, 12 & 24 lb., Scrap, All Red, 5c, Am. Union Scrap, Bag Pipe, 5c, Cutlax, 2 1/2 oz., Globe Scrap, 2 oz., Happy Thought, 2 oz., Honey Comb Scrap, 5c, Honest Scrap, 5c, Mail Pouch, 4 doz., Old Songs, 5c, Old Times, 1/2 gro., Polar Bear, 5c, Red Band, 5c, Red Man Scrap, 5c, Scrapple, 5c pkgs., Sure Shot, 5c, Yankee Girl Scrap, 2oz., Pan Handle Scrp, 1/4 gr, Peachey Scrap, 5c

11

Table with 2 columns: Item Name and Price. Includes sections for Smoking, All Leaf, BB, BB, 7 oz., Badger, 3 oz., Badger, 7 oz., Banner, 5c, Banner, 20c, Banner, 40c, Belwood, Mixture, 10c, Big Chief, 2 1/2 oz., Big Chief, 1 1/2 oz., Bull Durham, 5c, Bull Durham, 10c, Bull Durham, 15c, Bull Durham, 16 oz., Buck Horn, 5c, Buck Horn, 10c, Briar Pipe, 5c, Briar Pipe, 10c, Black Swan, 5c, Black Swan, 14 oz., Bob White, 5c, Carnival, 5c, Carnival, 1/2 oz., Carnival, 16 oz., Cigar Clip'g Johnson, Cigar Clip'g Seymour, Identity, 3 and 16 oz., Darby Cigar Cuttings, Continental Cubes, 10c, Corn Cake, 25c, Corn Cake, 5c, Cream, 50c palls, Cuban Star, 5c foil, Cuban Star, palls, Chips, 10c, Dills Best, 1 1/2 oz., Dills Best, 3 1/2 oz., Dills Best, 16 oz., Dixie Kid, 5c, Duke's Mixture, 5c, Duke's Mixture, 10c, Duke's Cameo, 5c, Drum, 5c, F. F. A., 4 oz., F. F. A., 7 oz., Fashion, 16 oz., Five Bros., 5c, Five Bros., 10c, Five cent cut Plug, F. O. B 10c, Four Roses, 10c, Gold Dress, 1 1/2 oz., Gold Block, 10c, Gold Star, 50c palls, Gail & Ax Navy, 5c, Growler, 5c, Growler, 15c, Growler, 30c, Giant, 5c, Giant, 40c, Hand Made, 2 1/2 oz., Hazel Nut, 5c, Honey Dew, 10c, Hunting, 5c, I X L, 5c, I X L, in palls, Kilm Dried, 16 oz., King Bird, 7 oz., King Bird, 10c, King Bird, 5c, La Turka, 5c, Little Giant, 1 lb., Lucky Strike, 10c, Le Redo, 3 oz., Le Redo, 8 & 16 oz., Myrtle Navy, 10c, Myrtle Navy, 5c, Maryland Club, 5c, Mayflower, 5c, Mayflower, 10c, Mayflower, 20c, Nigger Hair, 5c, Nigger Hair, 10c, Nigger Head, 5c, Nigger Head, 10c, Noon Hour, 5c, Old Colony, 1-12 gro., Old Mill, 5c, Old English Crve 1 1/2 oz., Old Crop, 5c, Oil Crop, 35c, P. S., 3 oz. 30 lb. case, P. S., 3 oz., per gro., Pat Hand, 1 oz., Patterson Seal, 1 1/2 oz., Patterson Seal, 3 oz., Patterson Seal, 16 oz., Peerless, 5c, Peerless, 10c cloth, Peerless, 10c paper, Peerless, 25c, Peerless, 50c, Plaza, 2 gro. case, Flow Boy, 5c, Flow Boy, 10c, Flow Boy, 16 oz., Pedro, 10c, Pride of Virginia, 1 1/2, Pilot, 7 oz. doz., Queen Quality, 5c, Rob Roy, 5c foil, Rob Roy, 10c gross, Rob Roy, 25c doz., Rob Roy, 50c doz., S. & M., 5c gross, S. & M., 14 oz. doz., Soldier Boy, 5c gross, Soldier Boy, 10c, Stag, 5c, Stag, 10c, Stag, 8 oz. glass, Stag, 90c glass, Soldier Boy, 1 lb., Sweet Caporal, 1 oz.

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 coli	6 00
Union Leader, 10c	
pouch	11 52
Union Leader, ready	
cut	11 52
Union Leader 50c box	5 10
War Path, 5c	6 00
War Path, 20c	1 84
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way Up, 2 1/4 oz.	5 75
Way Up, 16 oz. pails	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
CIGARS	
Peter Dornbos Brands	
Dornbos Single	
Binder	35 00
Dornbos, Perfectos	35 00
Dornbos, Bismarck	70 00
Allan D. Grant	65 00
Allan D.	35 00
Johnson Cigar Co.'s Brand	
Dutch Masters Club	70 00
Dutch Masters Inv.	70 00
Dutch Masters Pan.	70 00
Dutch Master Grande	65 00
El Portana	
Dutch Masters, 5c	
S. C. W.	
Gee Jay	
Johnson's Straight	
Above five brands are	
sold on following basis:	
Less than 300	35 00
300 assorted	35 00
2500 assorted	33 00
3% trade discount on 300	
or more.	
2% cash discount on all	
purchases.	
Worden Grocer Co. Brands	
Worden's Hand Made	
Londres, 50s Wood	33 00
TWINE	
Cotton, 3 ply	44
Cotton, 4 ply	44
Jute, 2 ply	25
Hemp, 6 ply	30
Flax, medium	35
Wool, 1 lb. bales	17
VINEGAR	
White Wine, 40 grain	12
White Wine, 80 grain	17
White Wine, 100 grain	20
Oakland Vinegar & Pickle	
Co.'s Brands	
Highland apple cider	22
Oakland apple cider	17
State Seal sugar	14
Blue Ribbon Corn	12 1/2
Oakland white picklg	12
Packages free.	
WICKING	
No. 0, per gross	35
No. 1, per gross	45
No. 2, per gross	60
No. 3, per gross	90
WOODENWARE	
Baskets	
Bushels	1 20
Bushels, wide band	1 45
Market, drop handle	55
Market, single handle	60
Splint, large	4 00
Splint, medium	3 50
Splint, small	3 00
Willow, Clothes, large	
Willow, Clothes, small	
Willow, Clothes, me'm	
Butter Plates	
Ovals	
1/4 lb., 250 in crate	35
1/2 lb., 250 in crate	35
1 lb., 250 in crate	40
2 lb., 250 in crate	50
3 lb., 250 in crate	70
5 lb., 250 in crate	90

13	
Wire End	
1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 20 in crate	65
Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
Clothes Pins	
Round Head	
4 1/2 inch, 5 gross	65
Cartons, No. 24, 24s, bxs.	70
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1 complete	42
No. 2 complete	35
Case, medium, 12 sets	1 30
Faucets	
Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90
Mop Sticks	
Trojan spring	1 35
Eclipse patent spring	1 35
No. 1 common	1 35
No. 2, pat. brush hold	1 35
Ideal, No. 7	1 35
12lb. cotton mop heads	1 75
Pails	
10 qt. Galvanized	3 50
12 qt. Galvanized	4 00
14 qt. Galvanized	4 50
Fibre	5 50
Toothpicks	
Birch, 100 packages	2 00
Ideal	85
Traps	
Mouse, wood, 2 hoels	22
Mouse, wood, 4 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
Tubs	
No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	12 50
Medium Galvanized	10 75
Small Galvanized	9 50
Washboards	
Banner, Globe	3 75
Brass, Single	6 75
Glass, Single	4 00
Double Peerless	6 25
Single Peerless	5 50
Northern Queen	4 75
Good Enough	4 65
Universal	5 00
Wood Bowls	
13 in. Butter	1 75
15 in. Butter	3 15
17 in. Butter	6 75
19 in. Butter	10 50
WRAPPING PAPER	
Fibre Manila, white	5 1/2
Fibre, Manila, colored	
No. 1 Manila	6 1/2
Butchers' Manila	6 1/2
Kraft	9
Wax Butter, short c't	16
Wax Butter, full c't	20
Parchm't Butter, rolls	19
YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30

14	
BAKING POWDER	
K C	
10c, 4 doz. in case	95
15c, 4 doz. in case	1 40
25c, 4 doz. in case	2 35
50c, 2 doz. plain top	4 50
80c, 1 doz. plain top	7 00
10 lb. 1/2 dz., plain top	14 00
Special deals quoted up-	
on request.	
K C Baking Powder is	
guaranteed to comply with	
ALL Pure Food Laws, both	
State and National.	
Royal	
10c size	1 00
1/4 lb. cans	1 45
6 oz. cans	2 00
1/2 lb. cans	2 55
3/4 lb. cans	3 95
1 lb. cans	4 95
5 lb. cans	23 70
SALT	
Morton's Salt	
Per case, 24 2 lbs.	1 80
Five case lots	1 70
SOAP	
Proctor & Gamble Co.	
Lenox	4 75
Ivory, 6 oz.	5 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
WASHING POWDERS.	
Gold Dust	
24 large packages	5 75
100 small packages	5 60
AXLE GREASE	
MICA	
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.....

WRITE FOR PRICES

SEND FOR SAMPLES



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

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

Catalog—to merchants

Wilmarth Show Case Company

1542 Jefferson Avenue

Grand Rapids, Mich.

Made In Grand Rapids

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.

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



Use Tradesman Coupons

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—To hear from owner of good general merchandise store for sale. Cash price, description. D. F. Bush, Minneapolis, Minnesota. 176

For Sale—Grocery stock and fixtures. Invoice about \$4,000. Located in a good town of about 700 population and doing a good business. Address Grocery, care Michigan Tradesman. 291

Business Chance—The Atlantic Hotel and Railroad eating house for sale at White Cloud, county seat. This is an exceptional opportunity and should appeal to you if you wish something good at a desirable price. J. L. Ubellar, White Cloud, Michigan. 292

SPECIAL SALES

WONDERFUL business producer for merchants. Simple, effective and inexpensive. Send for free information today. Reduction or Closing Out Sales.

UNITED SALES CO.

431 Houseman Bldg. Grand Rapids, Michigan

For Sale—Restaurant at a bargain; doing \$2,000 worth business month. Only one in city. Mrs. E. A. Swann, Howell, Michigan. 293

Wanted—Position in general store. Have had experience as buyer and manager. Can give A 1 references. Age 36 and unmarried. Employed at present. Address No. 294, care Tradesman. 294

Wanted—Stock general merchandise. State size stock. D. H. Hampton, Macomb, Illinois. 295

For Rent—Sept. 1, store 22 x 44 or double store 44 x 44. Suitable for quick repairing and shoe store, millinery, grocery, cigar store, etc. Best location on corner, Main street, in city of 5,000. Enquire of N. M. Welch, Charlotte, Mich. 296

For Sale—Stock general merchandise. New, fine location. Doing good cash business. Money maker. Invoice \$7,000. Reason for selling, sickness. Leading store town 800. Cash, no trades. Act quick. Rusk Brothers, Galt, Mo. 279

Bakery For Sale—Good paying business. Come and look it over. Wm. Eby, Durand, Michigan. 285

On account of failing health, I offer for sale my cheese box business and factory located in Carson City, Michigan. A good business. Price \$2,000. Terms to suit. C. R. Mallory, Carson City, Michigan. 286

For Sale—General country store in one of the best farming districts in Van Buren County. Present owners wish to retire from business. This is absolutely a clean stock and a first-class chance for any one wishing a general store. Building and stock valued at about \$12,000. Stock will invoice about \$6,000. Will accept part payment, time on balance. Address No. 287, care Michigan Tradesman. 287

FOR SALE

Bazaar and notion stock of the "Famous" in Traverse City, with or without lease of building. Opportunity for right man.

Thomas H. Sherman, Administrator
Traverse City, Mica.

For Sale—\$8,000 stock of dry goods and shoes. Good stand in a good town. J. D. Haynes, Durant, Oklahoma. 288

Gas For Country Homes—Patent automatic acetylene generator for lighting, cooking and heating. Patent for sale. Royalty or partnership. H. Prillwitz, 5357 So. Marshfield Ave., Chicago. 289

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

For Sale—\$500 National cash register. Will sell for \$250. Address 431 La Grave Ave., Grand Rapids. 287

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. 286

For Sale—Grand Rapids corner store, dry goods and groceries. Main thoroughfare. Excellent business. Good reasons for selling. Address No. 304, care Michigan Tradesman. 304

For Sale—Wholesale produce business, established twelve years, in best city in Michigan. Reason for selling, ill health. Address No. 290, care Michigan Tradesman. 290

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. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

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—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

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

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

Bakery, confectionery and ice cream parlor for sale, about 75 miles from Chicago. Doing a good business. Good reasons for selling. Would pay to investigate. Harry Brown, Belvidere, Illinois. 309

Wanted—5,000-lb. freight elevator, platform 8 x 10 feet. S. M. Isbell & Co., Jackson, Michigan. 306

Attention—Farm implement dealers, I am retiring and will sell at a bargain to be removed, new and best makes of binders, mowers, plows, disks, manure spreaders, wire, etc. Address No. 307, care Michigan Tradesman. 307

For Sale—General merchandise stock showing best results any Michigan town. Owner's health necessitates selling. Will aid right man making reasonable payment financially. Will take good farm, right location. Address No. 308, care Tradesman. 308

Unusual Opportunity—For dry goods man. I have a prosperous and long established dry goods business carrying stock of about \$15,000 dry goods, coats, suits, rugs, ladies' shoes. Live Michigan town of 3,000. Wonderful farming community. Modern store, long lease, low rent, turn stock about three times. Will sell all or half interest to right party for part cash and time on balance. Have other business that demands all my time. Address Opportunity, care Michigan Tradesman. 300

For Rent—Store, Belding, Michigan. First-class location for shoe store. Enquire Miss Carrie Holmes, 716 Broas. Phone 368. 299

Ideal sheep and stock farm of 1,270 acres in Central Michigan having 200 under plow, 2 houses, 3 barns, tool, work and swine houses, other buildings, worth \$8,000. Eleven miles woven wire fence, choice soil, well watered, beautiful lake front, railroads, phone, school, daily mail. \$20 per acre. Will exchange for city property, in part. Write S. W. Hopkins, Mt. Pleasant, Michigan. 303

For Sale Cheap—Set of enclosed tinners' machines, tools, stakes and patterns, galvanized eave trough and conductor, all sizes. Address Bialy Hardware Co., Bay City, Michigan. 310

For Sale—Drug stock and fixtures. Nearest drug store to Camp Custer and to Gull Lake, Michigan summer resort. Only drug store in town. Owner wishes to practice medicine exclusively. Terms cash. R. E. Weeks, Augusta, Michigan. 301

Bankrupt Sale—Drug stock of Hugo Brackrog, well located in Bay City, to be sold September 8, 2 p. m. Inventoried at \$2,200. Satisfactory lease \$20 a month. Excellent opportunity. Enquire of Victor Spike, trustee, 437 Shearer Bldg., Bay City, Michigan. 302

HELP WANTED.

Wanted—Hardware clerk with some experience for country town in Northern Michigan. Salary \$60 to \$75. Address No. 305, care Tradesman. 305

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

Double A Candy



The Candy for Summer

PACKAGE CHOCOLATES

AND

CANDY SPECIALTIES

Western Michigan Agents for LOWNEY'S.

Putnam Factory Grand Rapids, Michigan

USE

Citizens Long Distance Service

To Detroit, Jackson, Holland, Muskegon, Grand Haven, Ludington, Traverse City, Petoskey, Saginaw, and all intermediate and connecting points.

Connection with 750,000 Telephones in Michigan, Indiana and Ohio.

Citizens Telephone Company



ENGLAND IN WAR'S PANOPLY.

Of all the powers that marched to war, England, by temperament and circumstance, was the least inclined to the fray. Her empire, as M. Chevrillon remarks, was finished, her mind had swung from imperial design to internal affairs, and her energies were centred on setting her house in order. Her government, idealist and humanist, absorbed in projects of social reorganization, beset by the difficulties of the Irish situation, and the suffrage campaign, persuaded by the honesty of its own intentions of the good-will of other nations, was "too wrapt up in its dreams, passions, and party strife, to see the coming of its aggressor." If perchance a voice was raised, as Lord Roberts', to warn the nation against its false security, it was as the voice of one crying in the wilderness. Pacifism had passed from the category of a sentiment to that of a creed, and numbered its followers not only among the socialistically inclined, but in the press, among the intellectuals, and in the government. Against it, as against a rock, German alarms shattered time and again, and on it British diplomacy rested its policy.

When, therefore, war suddenly broke on a startled world, England was taken unawares, not only materially, but mentally. All the currents of her being set against a struggle which was the negation of her theories. The sense of security engendered by her isolated geographical position and the supremacy of her fleet; her Puritanism of conscience, which demanded a moral justification for entering the conflict, the insidious German propaganda which had been carried on for years, all operated to contrain her from taking immediate action. But when Germany marched into Belgium, when it violated a people it was bound to protect, and declared the document to which it had set its hand a "scrap of paper," the Puritan conscience instantly committed the nation to battle.

England began hostilities, a people, as Mr. Kipling says, "almost as aggressively educated and organized for extravagant peace as were the Germans for extravagant war." It went to it believing that war was an adventure that followed the ethics of football, and the enemy a sportsman who "would play the game." It learned by Zeppelin raid, and poison gas, and submarine sinkings, how great was its mistake, and, to quote M. Chevrillon, "it recommended to believe in the Devil." And with true Puritan thoroughness it set to work to exercise the evil spirit. The appeal it made was to the conscience of its people, to the Englishman's deep-rooted sense of fair play and justice, to his religious fervor, his chivalry, his abiding faith in democracy and liberty. From every wall he was bombarded with a summons to fight for right and decency. The conflict became for him in very truth a holy war, on whose outcome rested the salvation of the world.

Review of the Grand Rapids Produce Market.

Apples—Home grown Red Astrachans and Duchess fetch \$1.50 per bu.

Bananas—\$4.50 per 100 lbs.

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

Butter—The market is very firm, following the recent advance on all grades. Receipts of fresh creamery are very light, and with the good home consumptive demand, the outlook is for generally firmer prices. No heavier receipts are looked for in the immediate future. The report of the warehouse holdings shows 20 per cent. less than last year. Local dealers hold fancy creamery at 41c in tubs and 42c in prints. Local dealers pay 36c for No. 1 in jars and 31c for packing stock.

Cabbage—Home grown 75c per bu. Cantaloupes—Ponys from Benton Harbor command \$2.25 for 54s and \$3 for 45s and 36s; \$1.50 per flats of 12 to 15; Benton Harbor Osage \$2.25@2.50 per crate of 12.

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, due to the very light receipts of the finest marks. There is a good consumptive demand for anything fine in eggs. The market for the poorer grades is not so firm. Local dealers pay 35c for fresh, including cases, loss off. Cold storage operators are putting out their stocks on the following basis: Extras, 38c; firsts, 36c; seconds, 34c.

Figs—Package, \$1.25 per box, layers, \$1.75 per 10 lb. box.

Grapes—The crop is very backward and much concern is felt over whether it will ripen before frost comes. The grapes are still green, no varieties showing any color to speak of.

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 \$8 for choice and \$8.50 for fancy.

Lettuce—75c per bu. for garden grown leaf; \$1.50 per hamper for home grown head.

Limes—\$2 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, \$3 per 100 lb. sack; Illinois, \$2 per 70 lb. sack; Spanish, \$1.75 per crate.

Oranges—California Valencias, \$4 @4.25.

Peaches—White varieties from Benton Harbor command \$2 per 6 basket crate. New York shipments are due to arrive about Sept. 10.

Peppers—Southern command 50c per basket.

Plums—Early varieties command \$2 per bu.

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

Potatoes—\$1@1.10 per bu. The rain which set in to-day will probably add a million dollars to the value of the potato crop in this vicinity—unless it is followed by a killing frost.

Poultry—Local dealers pay as follows, live weight: heavy hens, 24@25c; light hens, 21@22c; cox and stags, 14@15c; broilers, 24@28c; geese, 18@20c for young and 15@16c for old; ducks, 21@22c. Dressed fowls average 3c above quotations.

Radishes—10c per doz. bunches for small.

Rhubarb—Home grown, 75c per 40 lb. box.

String Beans—\$1.75 per bu.

Summer Squash—\$1.50 per bu.

Sweet Potatoes—\$6.50 per bbl. for Virginia.

Tomatoes—\$2 per bu. The cold weather which has prevailed for several days is retarding ripening greatly. Growers who ought to be able to bring in fifteen to twenty bushels per day are

coming to market with a peck.

Water Melons—\$3.50 per bbl. of 12 to 14 for Florida.

Wax Beans—\$1.75 per bu.

Whortleberries—\$2@2.25 per 16 qt. crate.

BUSINESS CHANCES.

Confectionery, Soda Fountain and Cigar Business For Sale—Established. Location center of Detroit, reasonable. Address Hermon & Hicks, 89 Washington Blvd., Detroit, Michigan. 311

For Sale—Drug store in Kalamazoo, doing a paying business. Will invoice \$3,500. Can be bought for \$2,500 cash, or one-half cash and balance in easy payments. This is a bargain for a young man wishing to establish himself in business for himself. Address R. Van Avery, corner North and West Sts., Kalamazoo, Michigan. 312

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

Are You Prepared?

Mr. Merchant, for the present demand for the most practical and comfortable Ladies' working garment on the market.

Think how handy and practical these garments are for Factory Work, Fruit Farms, House Work and Camping.

Made from a special Khaki "Ironclad Sulphur Dye" fast color, also standard percale. Made small, medium and large sizes. Jacket unbuttons at waist which makes it easy to laundry, and to get on and off. Elastic at bottom makes it fit at either ankle or knee.

Khaki Cloth retails at..... \$3.00
Percale..... 2.00

Richardson Garment Co.

Kalamazoo :: Michigan

**Guns and Ammunition**

The hunting season is now near at hand. The dealer who has the largest supply and the greatest variety of staple goods on hand will do the largest business. We have a complete stock of guns and ammunition, both U. M. C. and Winchester, and suggest that you get in your orders if you have not already placed same.

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Michigan

Rye and Vetch Mixture

We are in the market for clear Vetch or in the mixture. We pay top prices. Send samples, give location or phone number for our representative to call. Write today.

Alfred J. Brown Seed Co. Grand Rapids, Mich.