

MICHIGAN TRADESMAN

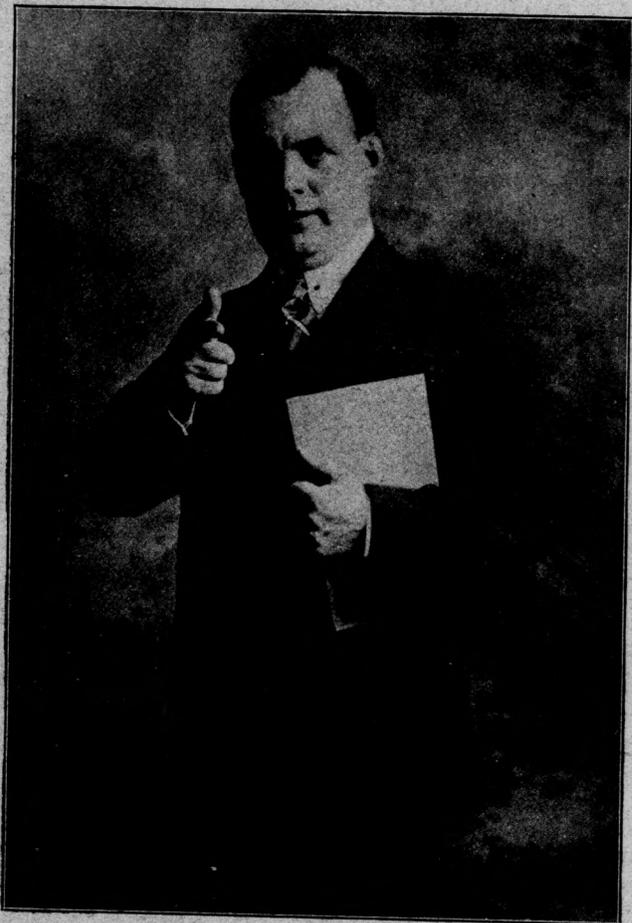
PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. EST. 1883

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 12, 1917

Number 1773

Public Reference Library
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JOHN L. LYNCH, Proprietor

John L. Lynch Sales Co.

It is the duty of every merchant in America to know me and about my Sales Campaigns

IN EVERY avenue of endeavor you will find one large institution, one large Enterprise, so it is with the SALES business. I have been before the American Merchants for twenty years and now I am the acknowledged Master in my line of work. I therefore say: "It is the Duty of Every Merchant" to know me.

NO DOUBT, like other merchants you have a bunch of merchandise you would like to get your money out of. We sell just what you want to dispose of and get the price you want for same.

It will increase your sales wonderfully to have the John L. Lynch Sales Co.

Conduct a Special Selling Campaign on your Stock

Merchants throughout the United States and Canada will vouch for us and tell you of the wonderfully successful sales that we have conducted for them.

Many years of experience places us foremost in the advertising world where no deception or misleading statements are used to pack your store with eager buyers. All advertising matter must meet with your approval before going to press. You place the selling price on all goods to be sold; you handle all money taken in at your sale. We conduct your sale under your name, so in the eyes of the people we act simply as salesmen. We are not trade wreckers but

Reliable Business Developers, Stock Reducers and Cash Realizers

We increase your future business by bringing to your store people who were never there before. (Your competitor's customers.) Who by new business tactics and honorable dealings together with the courteous treatment they all receive at our sales, make them life-long customers. **DON'T BE MISLEAD**—Use the same careful methods in securing the services of sales experts as you do in employing your clerks. We have conducted sales for some of the largest and best merchants in America.

Write, phone or call, and we will gladly furnish you, without obligation, any information you desire in regard to having a successful sale conducted on your stock. Please mention size of stock when writing.

Below is a partial list of our references—write them:

MEN'S CLOTHING STORES

- F. O. Lindquist, Grand Rapids, Mich.
- McQuillan & Harrison, Jackson, Mich.
- I. Gudelsky, Muskegon, Mich.
- Star Clothing Co., Grand Rapids, Mich.
- H. C. Jorgensen, Cadillac, Mich.
- Edward Lonergan, Bridgeport, Conn.
- M. Katz & Son, Grand Rapids, Mich.
- Man From Michigan, Muskegon, Mich.
- National Clothing Co., Grand Rapids, Mich.

- Strouse & Bro., Baltimore, Md.
- Hayes, Levi Co., New York.
- Edson Moore & Co., Detroit.
- I. Strauss & Son, Cincinnati, Ohio.
- Worden Grocer Co., Grand Rapids.
- Sonneborn Clo Co., Baltimore, Md.

DEPARTMENT STORES

- J. P. Ryan, Bangor, Mich.
- Blood & Hart, Marine City, Mich.
- Mills & Healey, Grand Rapids, Mich.
- Walsh & Meyer, Savannah, Ga.
- A. B. Case Co., Honor, Mich.
- Speyer Co., Kalamazoo, Mich.
- W. J. Duffield, Marshall, Mich.
- Chas. B. Eddy, Hart, Mich.
- Chas. E. Norton Co., Grand Rapids, Mich.

WHOLESALE HOUSES

- August Bros., Rochester, N. Y.
- Steiffill, Strauss & Connor, Rochester.
- Solomon Bros. & Limpert, Rochester.
- Practical Clothing Co., New York.

Citz. Phone 2713

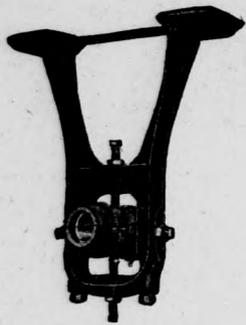
JOHN L. LYNCH SALES CO.

Bel Phone 860

28 South Ionia Avenue

Wm. Alden Smith Building

Grand Rapids, Michigan



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

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



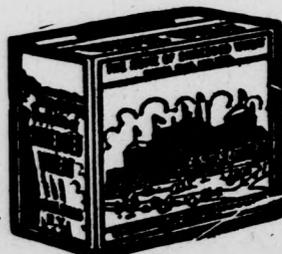
The Rich Can Buy Nothing Better

The poorest customer you have can afford to eat Shredded Wheat for his breakfast, but the wealthiest cannot start his day with anything better. While it costs only five or six cents for a breakfast of

Shredded Wheat

with milk and a little fruit, such a combination makes a perfectly balanced meal that contains all the nourishment the human body requires. Always the same high quality, always the same fair profit.

The Shredded Wheat Company
Niagara Falls, N. Y.



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

Holiday Goods

IN

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

We are showing choicest selection of goods from over

Eleven Hundred Factories

Our display is a wonderful revelation of

New Goods

Lowest Prices and Immense Variety

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

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

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

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

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

WE TRY TO SERVE YOU

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

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

COME AND SEE US—CORRESPONDENCE INVITED

H. Leonard & Sons

MANUFACTURERS' AGENTS & WHOLESALE DISTRIBUTORS
Grand Rapids, Michigan

MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 12, 1917

Number 1773

SPECIAL FEATURES.

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SOWING SEEDS OF SEDITION.

Confronting the greatest menace which ever threatened the liberties of a free people, precipitated by the most blood-thirsty monarch in history and conducted by the most brutal people this world has ever seen, we ought to present a united front to the common enemy of civilization and humanity. As a matter of fact, what do we see?

A Nation divided into contemptible factions, cliques, classes and clans—each bound and determined to use the war as a weapon to accomplish their nefarious purposes.

A handful of women in every community hammering away at the suffrage question when they ought to be making socks for the soldiers.

A million union laborers offering to be good and not to go on strike during the war if the Government will recognize their infamous propaganda of the closed shop, which is as great a menace to the freedom of the individual as Bloodthirsty Bill Kaiser is to the liberty of the world.

Officials of farmer organizations preaching sedition and treason by entreating their members not to increase their crop area and yield unless the Government establishes a minimum price for their products which affords them an abnormal profit of 200 to 400 per cent.

Young women everywhere voluntarily quitting positions of responsibility, trust and usefulness, in order that their husbands may sneak out of the war draft by claiming they have dependent wives at home.

The I. W. W. and kindred organizations of long haired men and short haired women proclaiming the infamous doctrine of opposition to the draft, peace without victory and settlement without compensation.

College professors, preachers and politicians of German blood—or worse yet—corrupted by German money, disseminating the seeds of sedition, treason and anarchy throughout the land.

Crowds of loafers at every street corner and cigar stand discussing the source and outcome of the war instead of helping to put it down by the vigorous use of the musket or the hoe.

The petty quarrels of the President's cabinet, consequent upon the small minded and one-sided men who make up that bureau of the public service, which have delayed the preparations for the war at a critical period—quibbles and quarrels which will cause America the loss of a million men and uncounted millions of money.

There are a hundred other disturbing and distracting elements which might be cited in this connection, but enough cases have been to convince any fair minded man that the United States is fearfully handicapped in the great contest which confronts it, due to the incompetence, thoughtlessness, indifference and treasonable attitude of too many of our citizens. Of course, we are going to win the war. Berlin will be leveled to the ground. Potsdam will be destroyed. Bloody Bill Kaiser will be hanged to a sour apple tree. But we could accomplish these results much quicker and cheaper and save a million human lives if we could have the co-operation and support of every person who is duly bound to contribute to this result.

PESTIFEROUS PREACHER.

Rev. Daniel Roy Freeman, former pastor of All Souls church, Grand Rapids, acts as though he was aiming to pose as a martyr to Pro-German doctrines and activities.

Adhering to the enemies of the United States, giving them aid and comfort, is defined in the Constitution to be an act of treason. Words only, oral or written, although treasonable and seditious, do not constitute an overt act of treason, but there can be no doubt but that the activities and propaganda of the pacifists, one of whom Mr. Freeman professes to be, give aid and comfort to our enemies. Any utterances which have a tendency to increase the difficulties of our Government at this time, by helping to create a sentiment opposed to the vigorous prosecution of the war, or in favor of a peace before the attainment of the object we had in entering the war—namely, the overthrow of autocracy and the establishment of democracy on a secure basis—give aid and comfort to our enemies. Wherever there is any such sentiment the Germans are, no doubt, informed of it and obtain aid and comfort from it, even if they are not actually conspiring to create it.

The authors of such utterances should either be deported to their friends, the enemies of their country, or interned in a prison camp during the war. They are not loyal Americans, although they may protest they are, and do not deserve to live under the protection of the American flag. No better proof of their disloyalty is needed than the fact that they are giving aid and comfort to our enemies.

THE LATEST FOOD TRUST.

The oligarchy of the farmer has attained its highest development in California. For years the producers in that State have been banding together, pooling their crops, refusing to sell save through centralized agents and exacting whatever price they choose, by reason of being almost complete masters of the supply of the articles peculiar to their State. And whenever anyone assailed them as "trusts," they proved immunity from prosecution, because it was wholly within their own State where anti-trust laws are a dead letter and the Federal authority could not touch them if it was so disposed.

But now, having controlled production—and latterly packing, and preparation, and initial sales—Colonel Weinstock proposes a State-wide pool of them all. Not only would they cooperate in agencies and various other ways at the point of production, but now it is proposed to advertise co-operatively, maintain joint sales forces, and with their own specialty salesmen solicit orders directly from the retailers, who are to be encouraged to "specialize in California products." True, there is an adroit suggestion that it be through "established wholesale channels," but there is something menacing to independent merchants in this scheme which may well justify their sitting up and taking notice. Once let this master-trust establish direct dealing with the retailers it will be but a simple step to eliminate the jobber as a physical handler or as a clearing agency.

Nor is this all, for California is a tremendous factor in our food supply. Few people outside the trade have any idea of it. It is no longer a few fruits or a little wine, but it could probably be demonstrated, with sugar and flour out of consideration, that California supplies not far short of one-third of the stuffs sold in the grocery trade. And with certain stores specializing in California products, where would the independent retailer come in? He would be easily cut off from this big stock of stuff, and chains of stores owned or controlled by the consolidated California interests, selling their hundreds of products, would have the right of way.

Of course, California will deny any such intent as this—possibly truthfully—but the danger of the scheme is none the less present in the plan outlined in the resolutions adopted on August 27. If California was not to such an extent a monopolist on these food products there would be presented a different situation, but for years tariffs have been more and more making the Golden State absolutely mistress of the American market. Foreign fruits, nuts, raisins, lemons, citrus fruits, prunes and many others have been slowly receding toward the Atlantic seaboard. All America re-

joices in our independence of foreign supply, but if that monopoly of supply is now to be strengthened by a State-wide control of selling machinery, it might be a good plan to let down a few tariff bars and let loose a few of our lean and lank anti-trust dogs of war.

Another interesting phase of this situation is contained in the suggestion of one of the resolutions, which says that if consumers would use 2 cents' worth a week more of California products the benefit to the producers of the State would be \$100,000,000 a year. Pray, what must the increased revenues this year, when almost every California product has made such sensational advances in price—beside which 2 cents a week is a veritable piker—total?

UNABLE TO GOVERN WELL.

There is something almost pathetic in the rueful faces of German officials as they contemplate the failure of their hopes in Poland. The Governor-General, Gen. Von Beseler, frankly admits frustration. "We have experienced much which we would have preferred not to experience." He referred partly to the unsympathetic and distrustful attitude of the Poles; partly to their sullen and stubborn unwillingness to serve in the German army. But what could Von Beseler have expected? Had he not taken to heart the lesson of German attempts for more than a hundred years to make the Poles of Prussian Poland contented subjects of the Empire? Whatever else the Germans are, they are not good colonizers and are woefully without talent for getting on with peoples whom they rule by right of conquest. Pastor Wagner has been describing once more the utter breakdown of German plans in Alsace-Lorraine. Here is a land and a people which the German government has had in its hands for nearly fifty years; yet the record has been one of such blundering and irritation and misunderstanding and alienation that, when the war broke out, German military orders spoke of Alsace as "the enemy's country." For an Empire that aspired to world empire, Germany seems singularly unable to govern well even the bits of territory which it has added by the sword close to her own borders. As for winning the good will and confidence of the inhabitants, that appears never to have been dreamed of in German Imperial philosophy.

Certain disclosures connected with the recent peace proposition of the Pope to the warring nations of the world are not given publicity by the daily papers of this country, although the English and French newspapers set forth the facts with startling exactness. Wonder why?

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Sept. 11—O. B. Norton, of Wilton, North Dakota, arrived here Monday to accept a position with the Cornwell Company. Mr. Norton drove all the way in an Overland. He reports the roads as fairly good with few exceptions and a few days of rain which kept him back, making the trip in about four days. Mr. Norton is pleased to get back to Michigan again, which seems more like home than North Dakota.

L. J. LaBelle, manager for The Kreetan Lumber Co., of Johnswood, is a business visitor here this week. He reports having had a successful summer and is getting lined up for the big winter's cut. The Johnswood mill is one of the best mills in the United States, and with Mr. LaBelle as manager, promises to make Johnswood a hummer during the winter season.

Dr. Yale, one of our well-known physicians, is the happy father of a new born son last Sunday. He is receiving congratulations from his many friends.

Mr. and Mrs. James Buchan, of East Liverpool, Ohio, arrived last week to spend a few weeks with Mrs. Buchan's parents here. Mr. Buchan was formerly connected with the D. K. Moses Co. here, one of our largest retail dry goods houses. Mr. Buchan is now in business for himself at East Liverpool and reports having made very satisfactory progress since going in business for himself.

The Soo is now under the commission form of government, with our former Mayor, Mark Tyman, re-elected. The commission now consists of Ed. Stevens, the popular manager of the National Grocer Co., Charles A. Byrnes, at the head of the Soo Lumber Co., M. M. Larmonth, one of our well-known attorneys, and Francis T. McDonald, one of the Soo's legal orators. With men of this caliber, the Soo should show progressiveness such as it never has before.

The Chippewa county fair this year promises to be the best in its history. Cloverland Park is being put in the best of condition for the races, which will be held October 1, 2 and 3. Barnes Bros. are erecting a large grand stand. James McDonald, Secretary, has devoted his entire time for the past two months, engaging men and teams, grading and putting the park in first-class condition. One of the big attractions will be a Wild West show. There will be merry-go-rounds and mid-way attractions which undoubtedly draw out a large attendance.

"Everybody knows that other people make mistakes."

S. D. Newton, of the Booth-Newton Co., accompanied by Fred Johnson, Armour & Co.'s representative, made a record breaking trip to St. Ignace in Mr. Newton's large touring car last week, going over the Dixie highway. The speedometer was put out of commission on some of the bumps, which also stopped the clock, or we would have had the exact time. From what we can learn they touched only the high spots and their advice to automobilists is not to attempt to cross some of the roads near Pine River after dark or during heavy rains.

A letter was received by your scribe this week from Russel Norton, former superintendent of our local high school, but later moving to Grand Rapids. Mr. Norton is now at Camp McArthur, Waco, Texas. His many friends are pleased to note that he has taken up Y. M. C. A. work and intends to go with the boys to France. This will also be good news to the mothers of the twelve boys from the Soo who are now in waiting

at Waco, Texas. Mr. Norton writes that he has met the Soo boys and they are more than pleased to see him, as they are in his section which, when completed, will have about 7,000 men. He has four assistants in his building. While it was a sacrifice to break up his home and leave his prosperous business at Grand Rapids, he felt he ought to do his duty as he saw it. He will keep an eye on the Soo boys and see that they are properly cared for and kept under good influences. Their parents will know they are well looked after under the supervision of Mr. Norton. He mentions that there are three things needed—magazines, books and victrola records. If the public desire the boys to be benefited by the above articles, they can send same to Mr. Norton.

The steamer Chippewa made her last trip on the Mackinac and Soo route last Saturday.

The Rotary Club of Chicago enjoyed an excursion to Mackinac Island last Sunday on the steamer North America. There were about 500 in the party. In the evening they set off a display of fireworks and returned to Chicago at midnight.

"To be an optimist is easy when only the good things of life are coming your way."

W. E. F. Webber, our popular florist, made a trip with a party of friends in his large touring car last week to St. Ignace. What happened to them we are not able to ascertain, but we are told that the machine was safely towed to the Soo and is again in commission. They must have encountered a soft spot near Pine River.

"The man who plays poker for pastime usually passes more or less coin to the other fellow."

William G. Tapert.

Object of Suspicion.

Harry Harwood tells this one on himself:

"I had an appointment to speak at a town in Eastern Arkansas on a Saturday, and I arrived on a late train the night before, carrying nothing but a small hand grip. I went to a hotel near the depot. There was no one on duty at the hour, except the night porter, and he was acting as porter, clerk and general overseer. I registered, and he showed me to a room; but in a few minutes he came back and said:

"Boss, my 'struction is, when a gemman haven't any baggage, to collect in advance."

"Why, I've got baggage," I replied, pointing to the little grip.

"I know, sir, boss," he said; "but you've stayed too long on that already."

"Dealer in Everything" Retires From Active Business.

Evansville, Ind., Sept. 10—I have retired from active business and my son, Arthur E. Miller, is now attending to my entire mercantile affairs, and I shall spend the remainder of my days trying to do something for humanity.

I have just begun an educational campaign, which I feel is absolutely necessary in this world, and I am going to send you my literature as fast as it comes off the press, and it is my desire that you "dig" into it and see what is there, and if you find anything that you think should not be there, kindly tell me so, and tell it to me without fear or favor.

The enclosed essays are only three of the many you will receive and I hope you will give them your sincere consideration and criticism. My campaign needs the thought and expression of men who are advising the people. Edward Miller, Jr.

Gabby Gleanings From Grand Rapids

Grand Rapids, Sept. 11—John D. Martin—sly old dog that he is—cherished the idea that he would purchase an automobile and not let the Tradesman readers know anything about it. As is usually the case when a man tries to put something over on his friends, he got caught in the act redhanded.

It is a matter of everlasting regret that a member of Grand Rapids Council should so far forget his Americanism as to make remarks regarding the enter of this country into war with Germany as to render him liable either to deportation to Germany or to a long term of imprisonment in Ft. Leavenworth.

If the customers of By Gee Cripe Jennings notice how absent minded he is these days, they need not attribute it to old age or senile decay—it is due to the fact that his mind is dwelling on the happenings of Oct. 6, when he will be the honored guest of Grand Rapids Council for about ten consecutive hours.

Thomas Ford, while driving his namesake home one day last week from Sand Lake, was run into by a boy driving a delivery vehicle and put out of business for about six weeks. A collar bone was broken, one or more ribs cracked and one wheel of the ford smashed. He is resting as comfortable as possible at his new home at 19 North Lafayette avenue, attended by his accomplished wife and gifted daughter.

People located on the Mackinaw Trail have no idea how much they lose because of the bad stretch of road between Reed City and Cadillac, due to the refusal of the German farmers on the line to vote money to improve the thoroughfare. It is reasonable to expect that if the road was made decently good 200 more automobiles per day would use this line between Grand Rapids and Petoskey during the resort season. This would mean much to the hotels, restaurants, garages and merchants along the line, because, as a rule, people who travel by automobile are liberal spenders. As a matter of fact, few people have the courage to make a second trip across this expanse of bad road.

Grand Rapids is exceedingly unfortunate in being tied up to a practical monopoly in the moving picture business, due to the fact that the best picture houses in the down-town district are owned or controlled by one combination. Because of this monopoly many of the best pictures are not shown here at all and those which are presented are so old they have already been seen by people who have occasion to visit other cities. The travel pictures are so poor and out of date, in many cases, as to border on the ridiculous. Showing the cheap henry ford stuff because it is furnished free, when the wonderful Burton Holmes portrayals can be had for a reasonable price, is a reflection on the good faith of the management and the intelligence of the patrons of such places of amusement as the Majestic. As stated in this department last week, Kalamazoo picture fans are given better shows regularly for 10 cents than the Majestic furnishes for 25 cents.

Miss Mildred Wells, daughter of Mr. and Mrs. John B. Wells, 1039 Kalamazoo avenue, was married last Wednesday evening to C. H. Bucher at the home of the bride. Mr. Bucher is traveling representative for the White-Stokes Co., Chicago, and he will take his bride with him on an extensive trip over his territory. In addition to his many other good qualities, the groom is a loyal member of Grand Rapids Council.

While the big guns are being fired at Verdun and Lens, don't forget that Grand Rapids Council is going to fire some gun itself on Oct. 6. All arrangements for the big William H. Jennings rally meeting are nearing perfection. The invitations are out,

the stunts are planned and all that is needed to make this meeting one for us to tell our grandchildren about is YOU. Without your co-operation it will be a fizzle. With your support it can be made the biggest and best rally meeting old No. 131 ever experienced—one that will shake the organization from its lethargy and give us a momentum for the winter that will make us heard later on in the membership column of the Sample Case. Don't forget that we are made up of individual atoms, each one of whom must do his part if we maintain the reputation for enterprise and activity we have so long enjoyed and cherished. This is your Council and every member's Council. We are equal partners and share equally the plaudits of duty well performed or jointly the chagrins and humiliations attaching to a disloyal attitude and indifference. Rouse up and get up and shake off the cobwebs and bring grub enough for three and come over to the Council rooms, 38 and 42 Ionia avenue, Saturday evening, Oct. 6, and enjoy yourselves by helping all to have a good time.

Only two days left in which to pay assessment No. 139. Get busy.

Boomlets From Bay City.

Bay City, Sept. 11—H. W. Paulie, shoe merchant of Pontiac, last week vacated the store building he has occupied for more than twenty years and moved his stock to a more up-to-date store which is one of the finest in the city.

B. H. Love, formerly of Toledo, is the new landlord of the Allmsdorf Hotel, Holly, succeeding Mrs. Dina Braubien.

Charles Maynard, proprietor of the Hotel Stimpson, Milan, for nine years, has sold this popular hotel to M. M. Nichol, formerly of Jackson.

Kahn Bros., Vanderbilt, engaged in the dry goods and clothing business, have dissolved partnership. George, retiring, will go to Detroit. The business will be continued by Phillip under the old name.

A. H. Brokaw, Turner, State agent for R. T. French Co., Rochester, New York, has just completed a business trip over territory north of Bay City and reports business good.

W. M. Robinson, Grand Rapids, State agent for the celebrated Rex canned meats packed by the Cudahy Co., Chicago, has been working territory on the D. & M. and M. C. railroads. He succeeded in selling a carload of goods through the National Grocer Co.'s Bay City branch, the second car this year.

The Bay City Auto Body Co., one of the city's new industries, has just received a large order for truck bodies from a Detroit firm.

At the convention of the Michigan Retail Clothiers' Association, held at Jackson last week, two Bay City dealers were honored by the delegates. Howard Ford, of the firm of Ford & Simon, was elected President, and Leo Marcoux, of The Marcoux Co., Secretary-Treasurer.

The retail coal dealers in Cheboygan are selling soft coal from the mines of Ohio and West Virginia at \$5 per ton, while the people of Bay City are compelled to pay \$7 per ton for soft coal which is mined within five miles of the city. It looks as if there was a nigger in the coal bin and he should be looked after.

W. T. Ballamy.

The continents of the earth are but one neighborhood now. The Arabians gather our coffee, the Chinamen our tea, the South Americans our spices and bananas, the Frenchmen make our wines and silks, the Hawaiians our sugar, the Cubans our cigars, and the Mexicans our revolutions.

A GOLDEN OPPORTUNITY

To Invest Your Money at Home Where You Can See It Earn You

7% Per Annum Cumulative Dividends

payable quarterly. Dividend dates—January 1st, April 1st, July 1st and October 1st.

Exempt from State personal property tax and the normal Federal income tax.

Subject to redemption July 1, 1924.

Price, par \$10.00 per share and earned dividend to date issued.

We offer the unsold balance (approximately eight thousand shares) of the authorized issue of twenty thousand shares of our Preferred Stock in blocks of ten shares, or the multiple of ten, for delivery to suit your convenience any time within 30 days.

The first half of the authorized issue was over-subscribed twenty per cent. last winter. Believing the balance of eight thousand shares will be speedily subscribed, we suggest you make your reservations immediately.

Facts Worthy Your Consideration

Money invested in a live, progressive concern in your own City, County or State adds value to your other local property because it develops business in your City, County and State where it pays you best to have it developed.

The officers of this Company are well-known, progressive and aggressive business men who have made good.

This business has been in constant operation for more than thirty-three years during which time a most excellent trade has been established.

For the year ending June 30th, 1917, our Michigan flour sales were more than 25,000 barrels greater than for the year ending June 30th, 1916, and that year's sales were 22,000 barrels greater than any previous year's.

This shows a total increase of more than 47,000 barrels for the past two years in Michigan flour business, and indications are this year's business will be considerably greater than last year's.

The appraised value of the Company's assets amounts to approximately one million dollars, one-third of which is made up of quick cash assets.

The quick cash assets are always maintained very much in excess of quick liabilities.

All bills are invariably discounted.

During the more than thirty-three years in business not a single interest payment has been missed, and every obligation has been promptly and satisfactorily met.

You can at any time make a personal investigation of the Company's affairs. The business is right here where you can watch it grow, where you may know the men behind it and meet them personally.

The Company is in the most prosperous condition of its career, and profits are steadily increasing in conjunction with increased business.

Increased Costs Require More Capital

The United States Food Commission has fixed a minimum price of \$2.20 per bushel for wheat for the ensuing year, which basis is approximately 70c per bushel above the daily average cost of wheat for the past two years ending June 30, 1917.

The increase of 70c per bushel this year compared to the two previous years means an added investment of about \$75,000.00 in raw material alone.

REFERENCES:

Dun's or Bradstreet's Commercial Reports.

Any reputable bank or banker in Western Michigan.

Our business connections are through the Old National Bank of Grand Rapids, Mich.

If you have money to invest, it will pay you to make a personal investigation of our proposition immediately.

VALLEY CITY MILLING CO.

Citizens Telephone 4255

Grand Rapids, Mich.

Bell Telephone M 1194



Movements of Merchants.

Thompsonville—D. Jewett has leased the Commercial Hotel and taken possession.

Carson City—Miss Florence Tenant succeeds Mrs. C. A. Evey in the millinery business.

Eaton Rapids—Sam Green has opened a second-hand clothing store on North Main street.

Big Rapids—The Lewellyn Bean Co. has increased its capital stock from \$300,000 to \$600,000.

Monroe—E. M. Luce has added a line of women's ready-to-wear garments to his stock of bazaar goods.

Ypsilanti—Arnet Bros. have erected a concrete dry cleaning plant in connection with their tailor business.

New Lothrop—H. L. Hetts lost his store building and stock of harness by fire Sept. 2. Loss, about \$4,000.

Vestaburg—Earl Walker has closed out his lunch room and ice cream parlor in order to answer the call of the draft.

Ypsilanti—Sullivan & Cook, clothing dealers, are remodeling their store and installing a plate glass front.

Carson City—Thieves entered the fruit store of Frank Dionese Sept. 7, taking the contents of the safe, about \$90 and some stock.

Alma—The Lock-Patterson Co. has completed the installation of entirely new fixtures, wall and show cases of the most modern type.

Dimondale—G. E. Elliott is erecting a grain and produce elevator which he hopes to have ready for business about Oct. 1.

Alma—The Alma Elevator Co. is building a large addition to its plant which will give it an increased capacity of 30,000 bushels.

Sigma—Fred Narrin is closing out his stock of general merchandise and store fixtures and will locate in a larger town early in the spring.

St. Johns—Mrs. C. A. Evey, recently of Carson City, has purchased the millinery stock of Mrs. E. N. Stevens, taking immediate possession.

Conklin—S. R. Holland has closed out his bakery and ice cream parlor and removed to New Era, where he has engaged in the grocery business.

Onekema—John A. Seymour has sold his stock of general merchandise and store fixtures to Larsen Bros., Inc., of Manistee, who will consolidate it with their own.

Lakeview—Smith & Saxton plumbers and dealers in agricultural implements and automobile accessories, have dissolved partnership and the business will be continued by Mr. Smith, who has taken over the interest of his partner.

Petoskey—A. B. Mudgett, manager of the Bear River Paper Co., has resigned and will engage in the timber business, buying and selling pulp timber, posts and ties.

Alma—Carl Harry has sold his grocery stock and store fixtures to Ralph Miller, who has taken possession. Mr. Harry has enlisted in the service of his country.

Allegan—H. H. Cook has purchased the interest of his partner, C. E. Wood, in the automobile business and garage of Cook & Wood and will continue the business under his own name.

Lansing—J. J. Frost has purchased the interest of his partner, I. J. Walter, in the clothing stock of Frost & Walter and will continue the business under the style of the C. L. Frost Co.

Morenci—The Town Line Threshing Co., Ltd., has been incorporated with an authorized capital stock of \$1,000, of which \$900 has been subscribed and \$450 paid in in cash.

East Jordan—L. Weisman, who was closing out his stock of general merchandise at auction, sold the entire stock and fixtures to Cohen Bros., of Alpena, who shipped the goods to that place.

Kalamazoo—The Wheeler-Blaney Co. is remodeling its store at the corner of Burdick and Eleanor streets and will carry a line of bath room fixtures and plumbers' accessories.

Ishpeming—The grocery and meat business of the late Isaac Gustafson will be continued by his son, Clifford, at the same location, the corner of Cleveland avenue and Third street.

Detroit—E. J. Plant has purchased the drug stock of N. A. Lippow, 1278 Fort street, West. Mr. Plant until recently was in the employ of A. A. Begrow, druggist at 1406 Fort street, West.

Grand Ledge—The W. L. Ireland Co. has engaged in the sale of farm products and automobiles with an authorized capital stock of \$25,000, \$14,500 being subscribed and paid in in cash.

Kalamazoo—The Mattison Drug Co. has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$1,500 in cash and \$13,500 in property.

Perry—Thieves entered the Messinger & Snyder meat market and the J. Spanilio fruit store Sept. 9, carrying away considerable stock and the contents of the money drawer from each business place.

Detroit—The Hayward-Goodale Tire Co., dealing in tires, repairs, etc., has been incorporated with an authorized capital stock of \$1,500, all of which has been subscribed and paid in in cash.

Detroit—The Electrical Brokerage Co. has been organized to deal in electrical supplies and equipment with an authorized capital stock of \$1,000, all of which has been subscribed and \$300 paid in in cash.

Detroit—The Rogers-Shaffer Co. has been incorporated to conduct a retail boot and shoe business with an authorized capital stock of \$10,000, of which amount \$7,500 has been subscribed and paid in in cash.

Grand Blanc Center—The Grand Blanc Co-Operative Elevator Co. has been incorporated with an authorized capital stock of \$30,000, of which amount \$17,000 has been subscribed and \$10,000 paid in in cash.

Lansing—The Donsereaux-McNish Co. has been organized to deal in ladies' clothing and millinery with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Walkerville—D. I. Purdy has removed his furniture and undertaking stock to Hesperia and will continue the furniture business, selling the undertaking stock to Grant Chaney, who consolidated it with his own.

Saginaw—The Saginaw Co. Farmers' Co-Operative Association is building an addition to its plant, at the corner of Hamilton and Lyons streets, and will manufacture cheese in connection with its other milk products.

Marshall—W. J. Duffield, who has been drafted and leaves soon for the training camp, turned his shoe stock over to John L. Lynch, of Grand Rapids, who closed it out complete in four days last week, realizing \$4,248.13 therefrom.

Detroit—Walter H. Mueller, for a number of years in the employ of A. G. Riesterer, druggist at 484 Cass avenue, has gone into the drug business for himself at 211 Farnsworth avenue, purchasing the store of Wm. R. Gordon. Mr. Gordon retires to take a much needed rest.

Alma—A warrant has been issued charging William G. Griffin, former manager of the Alma Grain and Lumber Co., with the embezzlement of funds of the concern. The warrant charges shortage of less than \$300. The auditing of the books of the company has not been completed and the exact amount is unknown, but it is said that it may reach \$2,000.

Shelby—Hundreds of bushels of cherries were doomed to spoil at the cannery here because there was insufficient help to can the fruit, so the factory proprietors issued a call for aid. They got it, from the farms, factories and pulpits and the entire array of pastors here were among those responding. The crop was canned without loss.

Manufacturing Matters.

Saginaw—Hart Bros. opened their new sauer kraut factory for business Sept. 10.

Detroit—The Electric Freezing System has increased its capitalization from \$10,000 to \$30,000.

Holland—Thieves entered the plant of W. E. Dunn & Co. Sept. 8 and carried away tools valued at \$200.

Millington—The Stone Road Cheese Manufacturing Co. has increased its capital stock from \$1,500 to \$5,000.

Kalamazoo—The Vicksburg Paper Co. has removed its stock and equipment to Marion, Ind., where it will continue its business.

Kalamazoo—The Kalamazoo Creamery Co. has purchased the plant of the Kalamazoo Brewing Co. and will occupy it at once.

Monroe—The Monroe Corrugated Box Co. has filed articles of incorporation with an authorized capital stock of \$50,000, of which \$36,000 has been subscribed and \$5,000 paid in in cash.

Grand Haven—Two explosions at the plant of Morris Wepsel & Co., Inc., manufacturer of daylight fire works, caused a loss of more than \$7,000 and the total destruction of a concrete building.

Detroit—The F. A. R. Chemical Co. has been incorporated to manufacture proprietary medicines with an authorized capitalization of \$10,000, of which amount \$6,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Columbia Automobile Signal Co. has engaged in business with an authorized capitalization of \$20,000, of which amount \$10,000 has been subscribed, \$200 being paid in in cash and \$1,890 being paid in in property.

Muskegon—The U. S. Gas Machine & Pattern Co. has engaged in the manufacture of gas machines and blowers, machine work, wood and metal patterns, with an authorized capital stock of \$30,000, all which has been subscribed, \$2,344.86 being paid in in cash and \$27,655.16 being paid in in property.

Holland—Figures so far available in the Veit Manufacturing Co. matter indicate assets at about \$32,000, while liabilities reach \$33,000. The assets consist of factory with machinery valued at \$25,000 and stock in trade, \$6,000, miscellaneous assets making up the remainder of the \$32,000. The liabilities consist of a secured claim in the form of a mortgage on plant, held by the First State Bank, amounting to \$10,000, which is in process of foreclosure, and two other secured claims amounting to \$900. The remainder of the liabilities are distributed amongst unsecured general creditors.

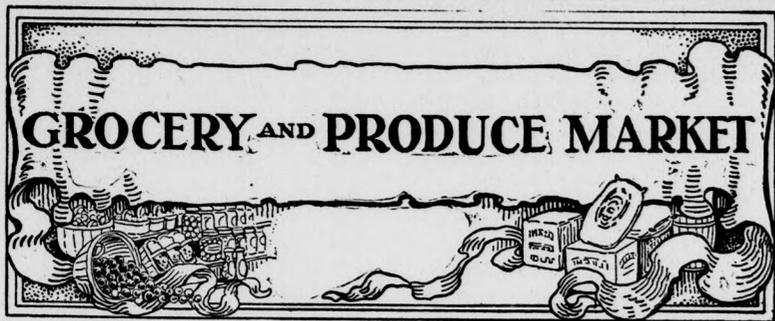
The Right Words.

The correct selection of words is a happy faculty in the writing of good advertising copy. There is a harmony in the use of the English language which even the uneducated appreciate, although they cannot employ it themselves. This harmony means the choosing of proper words to use in their proper places, the exact expressions that will most tersely, simply and vividly present the writer's meaning.

Don't Crowd Arguments.

If you are given half a dozen verbal messages at once, the chances are that you will forget some of them, if not all. But if you get one at a time they will be easily remembered. If more advertisers would think of this when preparing their copy, and put the thought in operation, there would be better and more profitable copy.

Sweet are the uses of advertising.



The Grocery Market.

Sugar—There are no new developments in the general situation this week, it still being a waiting market. The Food Administration is expected to appoint a committee through which sugar will be purchased for the United States, the United Kingdom and the Allies, but until this committee has been appointed and its definite plan of operation made known buyers and sellers hold off. There appears to be a better enquiry for refined sugar and it is believed that the country trade is not supplied beyond October 1 and it is also believed that refiners' stocks are at a very low point and that with any kind of a demand refiners will enter the market for raw supplies at or about present offerings, or 6c cost and freight, equal to 7.02c duty paid. The unsold portion of the Cuban crop is small, possibly not over 100,000 tons, a portion of which will be needed by the Allies. This may lead to a very acute situation here previous to the free movement of beet sugar. Willett & Gray give the corrected production figures to August 31 as follows: 2,944,611 tons, against 2,963,295 tons. Production during August was 97,292 tons, against 44,644 tons a year ago. Refined prices have been readjusted, but the range is still 8.40c to 8.50c regular terms. Tuesday Howells declined 10 points to 8.40c, the same level as quoted by the American, McCahan and the Pennsylvania. The Savannah Sugar Refining Co. also quote at 8.40c. The Federal maintains its list at 8.50c, with Warner and Arbuckles at that level for hards but 25 points lower for softs. The effect of the Government arrangement to have beet granulated sold at 7 $\frac{1}{4}$ c is still manifest, although this sugar will not be available for at least five weeks. The market undoubtedly is settling down a little and lower prices in the near future are reasonably sure.

Tea—With supplies in sight and available unprecedentedly light, while demand from the wholesale grocery trade is expanding and gives promises of developing vigorously as the fall season advances, the market has a buoyant tone, local conditions being supplemented by rising costs to import in conjunction with the extreme difficulty experienced in securing tonnage, not to speak of the continued advance in freights.

Coffee—The market is absolutely unchanged from last week. Business is still dull, trade maintaining a listening and waiting policy. Prices are precisely where they were a week ago and the demand is still for actual wants only. Tax still promises to be 2c per pound.

Canned Fruit—California canned fruits are unchanged, some business being transacted at prices that have been prevailing for the last few weeks. There are no new developments in Eastern canned fruits. All packs that have been completed up to date have been pretty well absorbed. This applies particularly to berries, which are very closely cleaned up.

Canned Vegetables—Tomatoes are a little more active this week, owing to the fact that receipts in canning sections have been more liberal. Standard No. 3s have sold as high as \$1.50 per dozen, f. o. b. factory, and No. 2s at \$1.10. Labor conditions are more or less upset and it is very difficult to get sufficient help to take care of the necessary requirements of labeling and shipping. In consequence, the packers are trying to place their sales on the basis of shipping unlabeled and in plain cases, buyers to do the rest of the work. General reports indicate that the height of the season has been reached in some sections, but with favorable weather from now on until frost, it is fair to presume that a satisfactory pack will be put up. It does not look as if prices would be materially lower, no matter what the pack amounts to. There is nothing new in the corn situation. Packers are trying to get up sales that they have already made. Most sections in the East report unsettled conditions and the pack is expected to be considerably lighter than earlier indications. Very few goods are being offered by first hands, and what few are coming to light are at considerably higher prices than the sales for future delivery. The market is quoted at \$1.35 for standard Maine style corn, f. o. b. factory. For standard whole grain shoepeg corn \$1.40 f. o. b.; extra standard, \$1.50. No quotations obtainable on fancy. The principal producing sections on shoepeg report from 50 to 60 per cent. of the normal pack, with no prospects of any increase over this amount. Peas are unchanged. Very few offerings from first hands. Demand fairly good, principally for cheapest grades obtainable. Deliveries from Western and New York State packers have not been completed as yet, but all preliminary reports indicate a shortage in practically all grades. Some canned vegetables, such as string beans, spinach, mixed vegetables, etc., are in fair demand; stocks extremely light. Prices are well maintained in all lines.

Canned Fish—There was no particular change in the salmon situation. Wholesalers declare that the retail trade is not showing any par-

ticular enthusiasm, owing to the high prices they would be compelled to charge their customers. Sardines are not so firm with reports of a little better catch.

Dried Fruits—For a long time the local dried fruit situation has been subject to fits and starts. During the week principal interest has centered in prunes, in which there has been some business done that may be the forerunner of interesting developments. This has related chiefly to buying of contracts by Coast interests, which action it was difficult to understand except on the hypothesis as it later developed of an endeavor on the part of the merger to steal a march on the association. That there should be some maneuvering of this kind during the season was a foregone conclusion, for it was not at all likely that the Packing Corporation would give up the prune end of its business, or any part of it, without a struggle. However, there has been no getting away from the fact that the Prune Association has the upper hand at the present time, for it is in control of fully 75 per cent. of the production and has already sold enough to keep the greater part of the trade supplied for some time to come, some estimates being that it has already disposed of 40 per cent. of the total crop. Of the remaining 25 per cent. of the acreage that did not come in under the trust's umbrella it is thought that possibly 15 per cent. may have been brought under the control of the merger while the remaining 10 per cent. represents the ultra conservatives among the growers who are out to get all they can on their own account and believe they stand a better chance by remaining independent. This year, however, percentages represent large volume of prunes, for there is little doubt that the crop is a large one and those who are well posted say that the figures this year will probably make a record. This, therefore, leaves the association in possession of a large quantity of prunes yet to be marketed, made all the more difficult by the export situation. Great expectations are indulged in because of expected possible army and navy contracts, but if the Government undertakes to feed a quarter of a million men there will be that many less in the civilian population to feed, albeit there may be many who will take to prunes, who might not do so otherwise. However, this same argument is applied to all foodstuffs for the army and navy, so that the total food consumption will not be materially increased by Government orders, prunes included. There has been a fair business done in other lines but as yet the market in general has not begun to show the remarkable activity that developed about this time last year.

Molasses—No improvement in demand is yet to be noted, but there appears to be no pressure to sell and prices are maintained.

Spices—The recent large advance in silver and freight rates in the Far East have had the effect of greatly increasing the feeling of uncertainty as to the near future in nearly everything on the list. Spot stocks are

being steadily depleted by the active demands of consumption, and as they cannot be replaced except at a very decided advance over prices now prevailing here the trend is toward higher levels all along the line.

Rice—The situation presents no new phases. Home buyers, anticipating lower prices with increased receipts, continue to hold off purchasing, except against actual necessities of the moment, while bids made by exporters are not acceptable. The possibility of Government control is held to be too remote to be a present market factor. No official intimations have been given that such control is to be exercised by the Food Administration, but in any event present prices are not likely to be long maintained, in the opinion of trade authorities, after the crop movement assumes normal proportions.

Cheese—The market is very firm, showing advances of about $\frac{1}{2}$ @ $\frac{3}{4}$ c per pound on the various styles. Reports from country markets have advanced on an average of $\frac{5}{8}$ c per pound on the different grades, causing a much firmer feeling in the larger distributing markets. The receipts are light and the home consumption is good and there is a large amount of cheese now being taken for export. Very high prices are looked for in this commodity in the near future. The cheese manufacturers are forced to pay more for milk than they can really realize out of the sale of their cheese on account of the high prices paid for raw material in the country by condensers.

Provisions—The market on smoked meats is very firm, with a good consumptive demand and light receipts, due largely to the extreme high price of live hogs. High prices will likely prevail in all pork products for a short time. The market on lard is very firm, manufacturers asking $\frac{1}{4}$ @ $\frac{1}{2}$ c per pound more than the asking prices of last week. There is a fair home consumptive demand and a short supply. The market on compound is very firm, having advanced about $\frac{1}{2}$ @ $\frac{3}{4}$ c per pound over last week's quotations, due to the extreme high markets in the raw products—cottonseed oil. High prices are looked for in compound in the near future, there being a very short supply. Dried beef is very firm at unchanged quotations, with a light supply and a good consumptive demand. Barreled pork is very firm at unchanged quotations, with a good consumptive demand. Canned meats are very firm, quotations ranging slightly higher over last week's quotations, there being a light supply and a good demand.

Salt Fish—No change has occurred in the fish market during the week. Shore mackerel are scarce and high.

The L. H. & D. Fibre Furniture Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed, \$1,400 being paid in in cash and \$700 in property.

The President of the United States is just one of the people temporarily detailed for special work. Don't rock the boat.

Retailers Reluctant to Buy More Canned Goods.

The feature of interest in the canned goods trade has been the reluctance of the retailer to take on any more stock than he has at the present time. Jobbers say there has been a fair business passing, but upon analysis it usually simmers down to the hurry orders for the army and navy that have been coming in right along for the past several months. In fact, were it not for this business the present situation could be described as exceptionally quiet.

The one factor which jobbers are watching carefully at this time is the effect of the high prices on the ultimate consumer. Last year it seemed possible to get away with anything. The public was rather intoxicated with its sudden acquisition of wealth, or rather the increase in the amount of money received for a given amount of work in comparison with what it had been in the habit of receiving. This year the public is realizing that this increase in wealth is to a certain extent more apparent than real, for the purchasing power of the dollar has decreased to a point where it is again necessary to count the cost in daily living. In addition to this there is the fact that while economy may have become a necessity with very many people, with almost every one it has become a fad, for waste is now considered unpatriotic. Hence the public is at war with war prices and in many commodities there appears to be a dead line beyond which the consumer will go without rather than submit to what is regarded as extortion.

In the matter of canned goods the prices this year, especially of California products, are much higher than last year and there is a growing resentment manifested on the part of the public based on the belief that some of the advance is not justified. There is perhaps some justice in this belief, for some of the prices being asked are rather hard to reconcile with known conditions. The retailer is aware of this and jobbers say that they are buying sparingly until they have had a chance to feel out the public. It is also possible that many of them have considerable unsold stocks on hand from the previous season taken on when the frenzied buying on the part of the public was at its height.

Sidelights on Celery City and Environs.

Kalamazoo, Sept. 11—Ground is being broken this week for the construction of the Dunkley company factory at the intersection of Fulford street and Grand Trunk tracks.

Henry Sweet, who has conducted a grocery store at 926 East avenue, for the past year, has been succeeded by Anna B. Hamilton.

Bert Martin, of Gobleville, has sold his horses and will keep only automobiles for livery service.

C. J. Welch, the son of E. O. Welch, has been spending most of each week in Washington D. C., in an advisory capacity in fitting out the Government trucks with solid tires. Mr. Welch has been very successful with the United States Tire Co. and at present has charge of the solid tire end of their business.

The Kalamazoo Brewing Co., which recently sold its real estate on Lake

street to the Kalamazoo Creamery Co., has filed articles of dissolution with the Secretary of State at Lansing, thus winding up the affairs of the concern.

The Acme Universal Joint Co., is increasing the capacity and efficiency of its factory by the erection of a heat treating plant, 40 x 20 feet in dimensions. It will be one story high and of concrete and brick. Floyd Miller has the contract. The department will make it possible for the Acme company to do all its heat treating of steel. The concern is making one of the highest types of joints now offered the automobile trade and is doing a large and steadily increasing business. One of the latest features that appeals to particular buyers is the efficient system of lubrication that is made possible through the new type of joint, thus practically eliminating all wear and friction.

W. S. Cooke.

Purely Personal Penciling From Port Huron.

Port Huron, Sept. 11—The members of Port Huron Council are planning a big rally and initiation on the occasion of their regular November meeting. Committees have been appointed and a big drive will be made for new members during September and October.

A. D. Seaver, representing the Osborne-Boynton Co., will make his annual trip to the Northern Peninsula next week.

George J. Langtry (Morton Salt Co.) has moved his family from their summer home at Port Sanilac. He reports real estate in that vicinity as being very active. Detroit and Port Huron parties having purchased nearly all the lake front from Port Huron to Harbor Beach.

A. B. Phillips, sales manager for the Michigan Produce Company, of Detroit, has been making a trip through the Thumb with its traveling representative, L. D. Mallory. They arrived in Port Huron Friday evening with their King 8, all covered with Thumb real estate.

Flint has a serve self grocery store. The customer passes through a turnstile at the entrance and is handed a basket. He selects what he wants (everything being in packages with prices attached) and pays the bill at the exit.

Leo Gougeon (National Grocer Co.) has been drafted and passed a very successful examination. He is the first member of Port Huron Council to be drafted and all the members of our Council wish him a successful military career and a safe return.

W. J. D.

Minimization of Male Labor in Stores.

Detroit, Sept. 11—The United States Government has given every retail merchant of this country an opportunity to publicly show his loyalty.

The Commercial Economy Board of the Council of National Defense advised the merchants of the country, through this committee, what it desired them to do in order to co-operate with the Government in bringing about a minimization of male labor in the retail stores in order that men may be released for service when the Government shall have need of them.



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.



The Price of Wheat.

Much is being and will be heard of the farmer's discontent at the \$2.20 per bushel price fixed by the Food Board as the official level for this season's wheat crop. But there is this answer to be made: The farmer has to pay much higher prices for what he buys than he had to pay before the war. But he certainly does not have to pay twice as much, and wheat at \$2.20 at Chicago is at a level more than double the price which farmers would gladly have taken before the war began.

The real gist of the matter is that many farmers, who were sharp enough to sell early in the present season, secured \$2.50 or better. They want more now, or at least as much. From a trade standpoint, the price as fixed is very high, both for this and next year's crop.

Were speculation to be turned loose again in the wheat market, and the same class of foreign buying were to come in to take the surplus off the market as it did in the season past, then wheat prices might easily go above \$3 per bushel, and possibly to \$4. The shortage in the crop, the exhaustion of visible supplies, and the urgent demand, would make a highly sensational market, with very wide swing of prices. Under existing circumstances, there is something else to consider. Even if peace were to be declared, the farmer would not only have his guaranteed \$2 price for the next crop, but values would probably stay high for a considerable time to come, as a consequence of the immediately increased world's consumption.

Edward W. Nelson, chief of the U. S. Biological Survey, contributes a remarkable article in the last issue of the National Geographic Magazine on "The Rat Pest." He estimates that the annual loss sustained in this country through the destructive characteristics of rats amount to \$200,000,000. Denmark estimates her loss at \$3,000,000; Great Britain and Ireland, \$73,000,000; France \$40,000,000. The writer states that rats have from three to twelve litters per year, each containing from six to more than twenty young, the average being about ten. The young begin to breed less than three months of age. The methods suggested to abate or abolish the pest is the making of all houses, stores and factories rat-proof and the destruction of the rodents by both poison and trapping. Rats on ships can be destroyed by forcing poisonous gas into the holes. The article is worthy of careful perusal and due consideration.

Soap to Be a Good Deal Higher.

Washington is the political capital of the United States, but as a business and manufacturing center it does not amount to much. When the Department of Commerce issued a trade report which mentioned incidentally that imports of palm oil had declined, some of the correspondents in that city went so far as to find out that it is used in soap-making, so in some way or other a story was out through the land that this meant a storage of soap. Since then the newspapers have received many letters from soapmakers and others in the trade.

Palm oil is nothing more than a substitute for beef tallow and other good oils and greases and it is used in making toilet and some other soaps when it is cheaper than the others. Any grease or oil that will saponify can be used in making soap, and the trade regards beef tallow as the basic material, which would be used almost exclusively in this country if enough of it were available. Some fats and oils will saponify or unite with the caustic soda or potash without boiling, while others will not so unite without being subjected to heat. Caustic soda is the chief alkali now used in making soap, so the various grades of soap are determined by the fat or oil or combinations of them and the method of manipulating the soap during the process of manufacture. The British embargo on palm oil will have very little effect on the soap industry of the United States.

When the industry was in its infancy, soap-makers used nothing but

animal oils or fats and, occasionally, a little olive oil. One important step in the modern development of the industry was the use of cocoanut oil, with which a soap can be made that will lather in salt water. Very fine soap is made in Europe with linseed oil, but soap of that class is made and used in this country only for technical purposes. Probably the greatest advancement made in the art of soap-making is the use of cottonseed oil, which has added greatly to the prosperity of Southern cotton growers. Since the soap-makers began to use cottonseed oil freely, the refiners have developed a process of removing the disagreeable flavor and odor of the oil and it has become one of the most important edible oils available, and its introduction in that form has been easy because it closely resembles olive oil when properly refined.

Soap-makers do not consume much fat or oil that Americans would regard as edible in the form in which they reach the soap factories, and the German government's regulation limiting the use of soap and the quantity to be manufactured and sold proves how desperate must be the need for edible oils and fats in that country. Americans are asked to curtail their consumption of butter and lard so that more can be supplied to our Allies and to our soldiers in the field, but it is very unlikely that we shall be asked to economize in the use of soap for the purpose of enabling refiners to turn soap grease into imitation butter and edible oil.

Feelings of Father on Sending Son to War.

Written for the Tradesman.

He never knew.

When first his eyes were opened on this world of chance and change, he could not know how much that dawning life meant to me. It has not given to me soothe, to nurse, to protect. My life was apart. To me was given the duty to see that want came not to him, that hunger did not grip, that shelter was provided, that he was clothed. From dawn to dark my way was where my hand and mind could gather the hard won pittance that should give those things. And always in the back ground of my heart, his form, his face, in joy or grief, was held. Dreams of the then, the now, the time to come, ran through my mind behind the curtain of the turmoil of the daily toil.

He could not know.

The years have passed. Their slow procession has brought him from toddling, lisping childhood to brawny manhood. He could not know the love that followed, watching, every faltering step, each wayward impulse, the budding promise of each manly virtue. Because the fight was hard, the burden was heavy. Because, to feed the nestlings I must needs keep far from the nest, he did not know me.

He is a part of me and in him I hoped and prayed to see the full growth of manly manhood that was my secret idol that I worshiped, that I strove for, but never could attain.

The cause of freedom calls. The

world is flaming in the wrath of God. The teachings of the Most High have been reviled, been set aside, been trampled under foot by those who call upon His name and blasphemously ask His aid.

My country calls. He for whom those toilsome hours were spent, has heard and, hearing, followed with the mighty host that crosses land and sea to teach the madman who proclaims himself a part of God, that only he who serves can rule.

My son is gone, possibly to death—mutilation and disease. Perhaps to moral leprosy—surely not unless my prayers and precepts have been vain and God a mocker. But my boy is gone. As I watched him go, the past forgotten and the future luring with golden visions, my heart near burst with proud agony, for I know that my boy never would return to me. For this God placed me in this world and let my weak and worthless life go on.

Maxy.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Sept. 12—Creamery butter, extras, 43½@44c; first, 42@43c; common, 40@41c; dairy, common to choice, 35@40c; dairy, poor to common, all kinds, 31@34c.

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

Eggs—Choice, new laid 40@42c; fancy hennery, 45@50c.

Poultry (live)—Fowls, 24@27c; chicks, 25@30c; old cox, 17@18c; ducks, 21@25c.

Beans—Medium, \$8.00; pea, \$8.00; Red Kidney, \$7.00; White Kidney, \$8@8.50; Marrow, \$8@8.50.

Potatoes—New, \$3.75@4.00 per bbl. Rea & Witzig.



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

Barney says—

Don't forget to come to the West Michigan State Fair. It will be better than ever.

The Company invite you to make our office your headquarters, and, by Golly, I want to show you our big warehouse and tremendous stock.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

MICHIGAN TRADESMAN

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

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

September 12, 1917.

FOOD CONTROL PROBLEMS.

Price fixing is apparently not as simple as many of the reformers and agitators would have it appear. No man ever undertook a great economic experiment under as favorable circumstances as Herbert Hoover, but even he is apparently having his share of trouble. That he is accomplishing a notable degree of physical conservation in our food supply successfully cannot be denied and its success will probably prove a potent weapon in the war, but so far as reduced cost of foods go it is evident that there are some laws more forceful than any passed by even such great statesmen as those who sit in the United States Senate.

One of the chief values likely to come out of this experiment in governmental price control will be the economic lessons to be taught to the Nation at large. The obstacles met with in the case of wheat and sugar are only the forerunners of what are to come and in the end it is likely to be discovered that any plan that succeeds must rest on compromise between an ideal and a practical standard, rather than on some untried and fanciful theory. It has been the lesson of England and France in their efforts in the same direction and it was to be expected here. Which need not mean, however, that governmental authority during the period of the war will not prove generally beneficial.

A well known wholesale grocer let in a flood of light as to the cause of the obstacles when he stated that he supposed it was a good plan, but any live man occasionally liked to do a little thinking on his own account and not have Uncle Sam do it for him all the time. Business men are not going to be easily changed about and the multiplicity of outside circumstances which have tempered and modified business practices are bound to demand recognition before any new system can be successfully launched.

Mr. Hoover has proved a very wise administrator in that his was a personality and a mind which recognized at the outset that things that apparently exist by reason of proved efficiency and a going machine which has for years successfully accomplished the task is better annexed to the Government's war machinery than torn up by the roots and discarded. Mr. Hoover has enjoyed a marvelous outpouring of patriotic

service at the hands of practical business men and promises to retain it. Because of it, his conservation plans are not likely to go astray, but his efforts to furnish efficiency and at the same time eliminate very material expense have not yet demonstrated much promise.

The sugar plan is even more interesting than that of wheat from a mercantile standpoint, by reason of being two industries in one and dependent on raw material wholly out of control. The beet farmer is permitted under the Food Control bill to engage in all forms of price inflation, while the cane grower is either exempt as an American farmer from prosecution or because he happens to live in a foreign country. In either case Mr. Hoover is helpless to check expense at the starting point, and beyond that such elements enter the problem as freights, foreign competition and a jovial Senate that plays politics instead of really trying to help him in a great task, while incidentally scaring foreign buyers—because they are not as familiar with the animal as we are—into buying up all the raw material, so that we must pay fancy prices to get any.

Although there is a great deal of thought involved in arranging a system of factor margins of profit down the whole line, it is not very complex and will go far to furnish a basis for compensating distributors later on in our paternalistic experiment. So far as any hints of the probable margins is available, it appears liberal—in some cases more than liberal, especially in the case of the beet sugar producers. Allowing \$1.35 for refining cane sugar is about the level a normal trade practice has arrived at, while 25 points for the jobber is a good deal more than an unintelligent competition has usually left for the jobber. As for the retailer, any guaranteed margin whatever will be more than he has been uniformly allowing himself, while the broker—middleman though he be—is no great burden on anyone at 10 and 5 cents a barrel.

But when one finishes it all, the best that has been done will be to stabilize the business, relieve it of speculative elements—and opportunities—and establish an orderly industry on a "dead level" basis. The consumer won't get sugar much more cheaply and the cane grower must sell his raws for a great deal less than he does now. Control will, however, have been enthroned if lower prices are not.

By the way, it might not be a bad idea for Mr. Hoover to suppress some of his enthusiastic promoters, lest they make the conservation movement ridiculous and spoil a splendid National effort. Already some people are coming to think that we are being overscared, and that if we are not more rational, economy will become penury and niggardliness, and more harm result than good. While everyone wants to see our food supply conserved for the benefit of our Allies, there is no imminence of a famine here and no need to get down to a barebones basis.

All of which is suggested by a story to the effect that, in order that the housewife may succeed in getting her loaf of bread down to the 5-cent size rather than six—for no one doubts that the 10-cent loaf will be quite feasible

on the new wheat basis—she must boycott the miller entirely, put in her own wheat grinder and mill her flour in her own kitchen by hand. To quote the dispatch:

"To turn out the big and cheap loaf the family kitchen must be equipped with facilities for grinding wheat and must use home-made liquid yeast. With wheat at \$2.20 and flour at \$11 a barrel, \$3 can be saved by buying the wheat and grinding it at home. This would make possible a sixteen-ounce loaf at a production cost of only 4 cents, department experts say."

What arrant nonsense, practically or theoretically! What kind of flour or bread would the housewife be forced to serve her family as compared with what she gets now during the long period in which she would be saving \$3 (?) on a whole barrel of flour? What would the mill cost and how long would it be necessary for the family to take their home-made punishment to save the cost of the mill before they really began to save a cent? And if the new plans of conservation succeed, how long would it be before flour would be down within rational limits? And above all, how many housewives of intelligence would do it? Or how many of non-intelligence care a rap about such intricate and rigid economy?

Far be it from the Tradesman to reflect opposition to reasonable measures of economy and conservation, but there are degrees of both which are almost as funny as the picture shows on which the above mentioned housewife would spend the pennies she saved by being her own miller. Why not go further and grow the wheat in the back yard and save enough to take the whole family to the show?

Aside from the industries whose phenomenal activity is directed toward supplying war needs, business is somewhat halting and unsettled. One reason for this has been the uncertainty of the scale of taxation which would be finally determined on, there having been at one time a fear that the imposts would be virtually confiscatory. Such a course could only result in checking expansion, destroying initiative and crippling enterprise. But, even with this apprehension allayed, there are other factors to cause hesitation. Possibly the chief of these is the settled belief that the prices of things to eat and articles of wear, both directly affecting the general public, are unwarrantably inflated and must in due course come down. Coupled with this is the notion that this price inflation must cause restriction of buying, of which there have already been some premonitory signs. Usually, large crops, such as are now virtually assured, and high prices obtainable for them, indicate general business prosperity. And this will probably be the case now through those parts of the country where the residents derive their incomes from crops of grain and cotton. But, with commodities' prices increased beyond the raises in wages, the ultimate consumer is likely to put into practice economies that are bound to have their effect on business.

Some folks still seem to think that in spite of all our financial laws the banks are likely to have the grip.

WHAT JUSTICE DEMANDS.

Why should Germany be asked to state her terms? What difference does it make what her terms are or whether she states them or not? In the first place her statement of terms would mean nothing. If made, it would be modified, twisted, or repudiated as she might think expedient. The Allies know what the terms of peace are to be, or if they have not yet fully decided upon them they at least know that they will not be reached by argument with the Central Powers, but will be decided upon by the Entente Allies, and will be imposed upon Germany and her allies without regard to the wishes of the latter. This cannot be done, of course, until Germany (and that means the German people as well as the Hohenzollern dynasty) has not only been brought to her knees, but put upon her back. Germany must be soundly thrashed and completely subjugated. Berlin must be leveled to the ground and the Kaiser hanged. Under no other condition can a just and lasting peace be secured. And when that result has been attained, the fundamental, in fact, the only, question to be asked and answered is, What does Justice demand? Every item of the settlement—restoration, restitution, indemnity, racial and national aspirations—must be determined in accordance with the demands of justice.

When the war is ended with Germany humbled and repentant and with her ports and principal cities under the guns of the Allied fleets and armies, her people will then be sufficiently tractable to learn and profit by those lessons of adversity which they had hoped and had striven to make the exclusive experience of others by methods which any nation half civilized would have scorned to employ.

SHOE TRADE CONDITIONS.

While retail shoe dealers throughout the country have been doing, according to reports, an unusually good business, manufacturers are said to have been experiencing a rather dull period for the last three months. This is thought to be due in great part to the retailer's hesitancy as to carrying a large stock.

But during the past week manufacturers report a renewal of buying activity from many sections of the country, and the prospects for the fall and Christmas trade are said to be very satisfactory. Government buying during the past few months for army requirements has resulted in a practical withdrawal from the market of tan veal leather and has caused a decided stiffening in the sole leather market. Of this grade of leather the Government always requires the best that can be obtained.

The recent easing off in kid-skin quotations has resulted in some instances in lower prices for glazed kid shoes, although as yet the effect is very slight.

The man who keeps six of the ten commandments thinks he ought to be counted into heaven on a clear majority.

Culver Land & Cattle Company

(INCORPORATED)

Organized June, 1917, under the laws of Louisiana

Main Office:
Detroit, Michigan

Branch Office:
Monroe, Louisiana

Capitalization, \$300,000 Bond Issue, \$225,000

A coming meat industry of great **NECESSITY PERMITTING SUBSTANTIAL PROFITS** devoid of experiment and free from labor difficulties, in the

Fast Enlarging Field for Cattle, Hog and Sheep Raising

This Company offers for sale the unsold bonds at par, amounting to \$125,000.00, the remaining part of the total issue covering.

FIRST MORTGAGE, 10 YEARS 6% GOLD BONDS, on 3,154 acres of high cultivated alluvial lands, particularly adapted and none better suited for grazing, all fenced and an abundant supply of pure water.

Interest and Principal payable at

FEDERAL STATE BANK, DETROIT, MICHIGAN.

These bonds, in denominations of \$100.00 and \$500.00, are offered at par with a

Bonus of 20% Full Paid Stock in This Company

The entire bond issue represents only approximately 66% of the actual value of the property. It is therefore a high-class and safe investment, carrying with it a substantial

STOCK BONUS OF UNUSUAL PROSPECTIVE VALUE,

in an enterprise full of opportunity, permanent in its nature, and permitting great expansion in the

STATE OF LOUISIANA.

Fast developing and now recognized as the most desirable area for raising **CATTLE, HOGS AND SHEEP**. The urgency and opportunity presented for a successful enterprise of this character is clearly outlined in recent press reports.

IMPORTANT

The stock bonus will be withdrawn **NOT LATER THAN OCTOBER 10th**. It is therefore desirable to secure bond allotment immediately, and profit also by the accruing value of the Company's stock in an enterprise of unquestionable opportunity.

The advantages in the territory selected for the purpose, the management and other details are fully described in the printed prospectus of the Company, which we will be glad to furnish, together with copy of Trust Deed upon application.

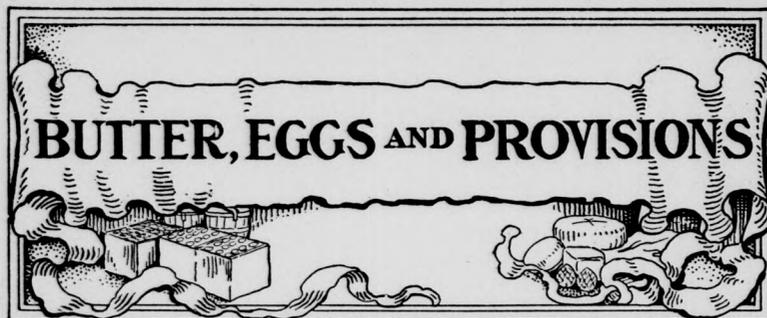
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Fiscal Agents

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DETROIT, MICHIGAN

Telephone Main 5723



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.

Poultrymen to Discuss Waste Elimination.

When the American Poultry Association meets at Hotel Wisconsin, Milwaukee, September 25 to 28, poultrymen from many parts of the United States and Canada will discuss means of co-operating with the National Council of Defense to aid in eliminating food waste and increase poultry production.

"Poultry keeping plays a double part in this great effort to eliminate food waste," said E. E. Richards, Cedar Rapids, Ia., President, in a recent communication to the members. "All around us we find waste in food, even now, after months of discussion on the subject. The housewife, no matter how careful she may be, always has some waste from her kitchen. In our back yard gardens there is much lettuce which is not being consumed. Every cabbage has outside leaves which may well be fed to poultry. All these articles if fed to poultry would not only eliminate waste, but would be actually producing food."

The convention opens with a programme, reception and dance, in charge of the Greater Milwaukee Poultry Association. The convention proper will open Wednesday morning. On Friday morning following adjournment the members will become the guests of Fred Pabst at his farm near Oconomowoc.

Practical Demonstrations of Value.

At Jamestown, N. Y., recently there was held a food conference, at which time various phases of food conservation were discussed and explained. Among the speakers of the day was Professor H. C. Troy of Cornell University. Professor Troy emphasized the food value of by-products of the creamery, skimmilk and buttermilk, and urged more liberal use of these foods. He stated that at one creamery he visited he found that 25,000 pounds of skimmilk were dumped into the sewer annually. He urged the use of skimmilk and buttermilk as a drink, and also for the manufacture of cottage cheese and other dishes. Much interest was shown in this talk, and after the close of the conference the ladies were invited to partake of dainty dishes prepared from cottage cheese, skimmilk and buttermilk by Miss Alice Loeb of Dunkirk. It is considered that a great deal was ac-

complished at this conference for the conservation of the food supply of this country, and especially of dairy products, and this may serve as a suggestion for leaders in other communities. The service of experts from the Dairy of Agriculture is usually free for a purpose of this character.

Sane System in Vogue in Denver.

Denver is the only large city in the country where there are no return privileges. Goods are sent "on approval" only when a representative of the store accompanies the purchase to its destination and remains until the selections are made.

In the city of Chicago, two leading State street merchants are authority for the statement that nine big stores on the world's greatest shopping thoroughfare handle \$30,000,000 worth of merchandise needlessly each year because of the "return goods evil."

Investigators have proved the tremendous loss of eggs between the hen's nest and the consumer's table. This loss much of which could be avoided, and all of which is regrettable and a reflection on the trade, is bad enough in ordinary times, but in this war period, when every ounce of foodstuff should be saved, it is doubly serious. In this connection the efficient carrying results of the Cutler-Monesmith shock-absorbing device should appeal particularly to railroads, to shippers and to conservationists alike. We have no interest in the device, but we do feel an intense interest in any method which will do away with damage to eggs in transit. Every egg shipper and every egg carrier should be interested to an even greater extent. The peculiar feature of the experiments with the device is that thus far the railroads have shown no interest. Each succeeding shipment seems to show transportation of the product in practically perfect condition as regards breakage, refrigeration and damage from other sources.

We ought to weigh well what we can only once decide.

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 Hilfer Co., 1503 Peoples Life Bldg., Chicago.

CRESCENT MAPLEINE

Paris Green Arsenate of Lead
Get Our Prices
Reed & Cheney Co.
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.

WILSON & CO.

20-22 Ottawa Ave., N. W.
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Watson-Higgins Mfg. Co.
GRAND RAPIDS, MICH.

Merchant
Millers

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Products sold by
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New Perfection Flour

Packed In SAXOLIN Paper-lined
Cotton, Sanitary Sacks

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.

Perkins Brothers Jersey Brand Peanut Butter

Is made to please those who want a butter substitute.

Sell your customers Jersey Brand Peanut Butter and help cut down the high cost of living.

Order from your jobber to-day.

Perkins Brothers, Inc. Bay City, Michigan

Double Your Bread Sales

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

**Creamnut
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.

Pickings Picked Up in the Windy City.

Chicago, Sept. 10—Autumn in Chicago is looked forward to by lovers of horse flesh. This is caused by the Lincoln Park Board Commissioners allowing amateur races on the team track. This is participated in by hundreds of horse owners. The running, trotting and pacing contests attract crowds of people. This is a half mile track, straight away at the Northern end of Lincoln Park.

Roseland, Ill., suburb of Chicago, in the city proper, is to have better facilities for reaching the lake front. There is being built on 103rd street a new car line from Michigan avenue, Roseland, to Lake Michigan. When this is complete the people in the extreme Southwestern part of the city will have a direct line to the lake front and the South Chicago bathing beach.

Poor Chicago is still playing hide-and-seek with the Mayor, William Hale Thompson. Matters have gone so far in Chicago, as well as the State, pertaining to the stand that the Mayor has taken, in behalf of the war question, that the Governor has had to step in and interfere with the management of the city in regard to anti-war talk and the newspapers have gone so far in antagonizing the Mayor that he has entered a number of libel suits against newspaper editors and some individuals. No doubt the courts will have a merry session for the next few months.

It is the intention of the Chicago Motor Bus Co. to keep the streets free of all snow and ice that they operate busses on during the coming winter months. If this is followed out, no doubt these streets will be overcrowded with automobile users.

Speeders and joy riders, as a rule, wind up their happy moments with the following parties in session: Lawyers, sergeants, doctors, nurses and coroners.

One of Chicago's popular druggists is John Heiland, 650 West Madison street. This store has been in the same location for a great many years. He publishes each month a four sheet paper called Heiland's News. It is distributed among the people on the West Side free of cost, being filled with some very interesting local matters, as well as bringing forcibly before the people in that section matters pertaining to merchandise handled by the above dealer, who reports that during all the years of his business career he never experienced a dull season.

All of the loop show houses are now opening for the winter season, after being closed the past two months for repairs, also by reason that during the months of July and August the loop amusement places do not stand much of a show with such places as Edelweiss cafe, on the South Side and the Bismarck gardens on the North Side.

The officials, as well as the better class of citizens in Chicago, are now talking very seriously of passing an ordinance that will do away with all singing and cabaret entertainment in saloons and small cafes, leaving the large and up-to-date cafes as well as the leading hotels the only places where this kind of amusement will be allowed. This will be a great improvement and will do away with a wonderful amount of crime breeding, that, no doubt, originates in some of the low dives in basements on some of the side streets where this form of entertainment is allowed.

Mayor William Hale Thompson now comes out with the story that spotters and spies have placed dictagraphs in his apartments at 3200 Sheridan Road. Poor old Bill.

Well, well, the women of Chicago have put a weekly newspaper on the market. At last the woman has come into her own in the way of proper representation before the public. The first issue was given to the public under the name of the Woman's Press.

It is an eight page newspaper and eight columns to the page, filled with articles and pictures of interest to women. Mere man is not entirely forgotten, but close to it. The first page pictures of the first issue were of Mrs. Grace Wilbur Trout, President of the Illinois Equal Suffrage Association, and Mrs. Frank O. Lowden, wife of the Governor. The leading story of the first issue is that of a recent convention of committees of the National Council of Defense at Springfield, Ill. There is a good sprinkling of clean advertising and plenty of high grade articles.

It is reported that the large oil photo of Mayor Thompson, which once hung on the wall of the Illinois Athletic Club library, has disappeared, and in its place has appeared a group of American flags. The Mayor was at one time President of the Club and one of the founders.

The camps of the different Illinois regiments which were located in and around Chicago have about all been withdrawn, some going to the Eastern seaboard, others to Texas and others to Camp Grant at Rockford.

The Field Museum of Natural History is rising impressively out of Lake Michigan at the south end of Grant Park. The construction of this building is remarkable because it stands on "made land," a thing which to less resourceful people would be wonderful. About 50 per cent. of the work is completed and the structure will probably be finished early in 1919.

Work upon the museum was started in July, 1916, after the plans had been re-arranged three times, once to face west in Grant Park, another to face south in Jackson Park and finally the present arrangement to face north in Grant Park. A large amount of work was necessary preliminary to its construction on the present site. Water covered practically the entire site which had to be brought eight feet above datum through filling. Between 5,000,000 and 6,000,000 yards of filling was necessary to bring it to the required height. The basement elevation of the building is 34 feet, the terrace 40 feet and the first floor elevation 50 feet. Another part of the preliminary work was the elimination of rust from the steel for the structure which had been fabricated and stored upon the site for about five years. It had to be cleaned by the sand-blasting method. All the steel for the building is on the site and about one-half of it has been set. A huge amount of material was required. It will take about 11,000,000 brick, of which about 6,000,000 has been set. 315,000 feet of marble, of which 90,000 feet has been set and about 2,500 tons of terra cotta. Before actual work on the building could be started it was necessary to drive 9,200 piles. About 500 men are at work on the job. The building will represent a total cost of \$5,000,000.

Charles W. Reattoir.

He who would rest must work.



Sold in Sanitary Tin Packages—
2, 5, 10, 15 and 25 lb. pails—
by all wholesale grocers
See Quotations in Grocery
Price Current



Coleman
(Brand)
Terpeneless
LEMON
and
Pure High Grade
VANILLA
EXTRACTS

Made only by
FOOTE & JENKS
Jackson, Mich.

TAKING INVENTORY

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

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

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

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

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

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

EGGS WE BUY WE STORE WE SELL EGGS

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

KENT STORAGE CO.

GRAND RAPIDS, MICHIGAN

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.

Dandelion Vegetable Butter Color
A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.
Manufactured by Wells & Richardson Co. Burlington, Vt.

Mr. Flour Merchant:
You can own and control your flour trade. Make each clerk a salesman instead of an order taker.
Write us today for exclusive sale proposition covering your market for
Purity Patent Flour
We mill strictly choice Michigan Wheat properly blended to produce a satisfactory all-purpose family flour.
GRAND RAPIDS GRAIN & MILLING COMPANY.
GRAND RAPIDS, MICH.
The Sack that keeps the flour IN and the dirt OUT.

Vinkemulder Company

Headquarters for

Bananas

Oranges

Lemons

Home grown and Southern

Fruits and Vegetables

Send for our weekly price list

Vinkemulder Company
Grand Rapids, Michigan



Unpatriotic Attitude Assumed By Some Farmers.

Written for the Tradesman.

Volumes have been written about the "poor farmer" and legislative measures galore have been proposed for his protection; laws have been enacted exempting agriculturists from the provisions of the anti-trust law, giving the public the idea that, as a class, they are down trodden, abused and restricted. Now, when the test comes, it finds them as selfish, grasping and as monopolistic as those who tried to corner eggs and other necessities of life. Protests have arisen at fixing \$2.20 per bushel as the maximum price of wheat. Authentic reports have it they are holding back their grain for higher prices. Not many years ago they threw their hats in the air with joy when wheat went to a dollar. This does not apply to all of them, of course, as there are real patriots among them, but the number who are hanging back on the sale of the products of the soil is sufficient to warrant severe criticism. This is not a time to milk the public or hamper the Government which is striving to be fair to both producer and consumer. The farmers are not the only people who are affected by price fixing, which, if carried on upon lines outlined, should prove permanently beneficial to the country, even after the war is over. The fear that it will permanently keep profits down is but hasty judgment. The men President Wilson has chosen to investigate the cost of production of the basic commodities are trained, successful business men who have no wish to destroy the enterprises in which they are vitally interested. While their desire is not to interfere with legitimate profits, their duty is to prevent greedy, piratical manufacturers from unscrupulous hoarding and reaping exorbitant profits while the public, our country and the Allies suffer. Fair minded, honest business men do not resent equitable regulation as a war measure, realizing that corporations and individuals must share their proportion of the cost of the war.

The danger to business does not exist in the price fixing as being carried out, but with Congress; with the un-American Stones and LaFollettes in the National Senate who are howling to place additional and heavier burdens on corporations which would produce an unscientific and dangerous strain.

With taxation amounting to little less than confiscation, compulsory reduction of prices and higher prices for labor, there would be little to draw from later. In other words, ex-

cessive taxation of corporate and individual incomes, together with the meeting of the increasing demands of labor, would soon kill the goose which lays the golden egg.

With the approach of the time for launching the second Liberty Loan, it is pertinent to call attention to the fact that the first loan was floated through the patriotic endeavors of bankers, trust companies and brokers without cost to the Government and at considerable actual expense to them, not only in cash but in time and neglected business. It would seem but fair that in launching the new loan sufficient concessions should be made to the banking interests to at least cover the expense of the campaign.

Paul Leake.

Short Sayings of Great Men.

Harry W. Spindler—My kingdom for a nickel.

Old Barney—I am the oldest man in the grocery business in Michigan.

Sherwood Hall—I have solved the problem of living—six meals a day and a good snooze twice a day.

J. Ogden Armour—Cultivate personality and make a good first impression.

Roger W. Babson—Our banks are operated by the capitalist class and for the capitalists alone.

Orville Wright—The army with the most eyes will win.

Elihu Root—There is not as much disturbance in all of Russia as there is in the United States.

Theodore Roosevelt—I am a retired commander-in-chief of the United States army and eligible to any position of command over American troops.

Brand Whitlock—The breweries are the one institution the Germans have respected.

Romain Rolland—The two moral weaknesses which this contagious war has most completely revealed are the weakness of Christianity and Socialism.

Woodrow Wilson—If you live in a place where you can sit around a stove in a country store and spit tobacco juice in a sawdust box you are more likely to have opinions than if you live in New York.

Secretary of State Lansing—I do not know in the annals of history an instance where a people, with truly democratic institutions, have permitted their government to wage a war of aggression, a war of conquest.

A Liberal Spender.

"Pa, what is a liberal spender?"

"A liberal spender, my boy, is usually a man who would rather buy drinks for the boys downtown than shoes and winter underwear for the boys at home."

QUITE apart from the possibility that he may die before you do, is it fair to burden an already busy friend with the responsibility of 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.

CONSULT your attorney today, instruct him to draw your will and in it name this company as trustee or executor.

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

GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN YOU KNOW

OTTAWA AT FOUNTAIN.

BOTH PHONES 4391

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

Combined Capital and Surplus.....	\$ 1,724,300.00
Combined Total Deposits	10,168,700.00
Combined Total Resources	13,157,100.00

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

WINNING PERSONALITY.

Part It Plays in a Merchant's Success.

Written for the Tradesman.

It is a notable fact that the great heroes of history were not alone great in themselves, but they had the knack of choosing men as generals under them to carry out their plans who were the best of their kind.

It requires considerable skill to select the best material to aid the planner of a campaign in carrying his ideas to a successful conclusion. Napoleon had that skill, as also had our own General Grant, and there were others. These men, heroes of history, showed great mental penetration in their manner of selecting their lieutenants. Without this knack it is doubtful if their deeds would have been recorded in history as the greatest men of their time.

It is the same way in the business world. A man to become great in any line of endeavor must have this knack of choosing his subordinates. As well as possessing a pleasing, inviting personality of his own, he must perforce select his clerks with a view to extending in wider degree the personality that has attracted customers to his place of business.

A young man once started in an obscure little cubbyhole of a building, in a modest part of a considerable town. Nobody noticed him at the start; certainly not the big merchant of the town, who, when some one called his attention to the fact that a new man had opened a store, engaging in the same line of business as himself, laughingly remarked that the poor fellow wouldn't last long—"about ninety days perhaps."

Perfect faith casteth out fear. Horace Palmworth had this faith when he entered upon his business career in that village.

Randolph Studford, the big merchant, who had been doing business in that burg for twenty years, did not possess this faith. He had been jogging along in a rut, doing a fair business, holding his own at any-rate when the stranger opened the little store around the corner.

A little later, when he opened the village paper to see one whole page covered with an advertisement of said newcomer, Studford laughed louder than ever. Pointing at the page, he said, speaking to his head clerk:

"What'd I tell you, Jarvis, that fellow's got more flubdubs in his head than brains. Just look at that advertisement! Covers a whole page to tell about a \$300 stock. One would think he had a big city to cater to. He won't last long."

"It's a big advertisement for a small store," agreed the clerk.

This was true and yet that first advertisement attracted the attention it was meant to do. Many new faces came into the little store. Palmworth was at this time his own clerk and he had one of the most pleasing personalities imaginable. Even the children could not resist the bright smile and persuasive manners of the new man.

Gradually there came a falling off in the trade of the big store. The smile that had at first spread over the face of Randolph Studford when the name of the little store was mentioned soon vanished. The big fellow of the village grew vexed and uneasy.

Not the one advertisement, but others more alluring followed, and the beauty of them all was that they told nothing but the truth, dressed in dashing colors. The genial personality of Palmworth drew every day, every week, every month, until at the end of the first year he was obliged to enlarge his salesroom and take on a clerk to aid in selling goods.

When he found customer after customer dropping off and learned that they were attracted to the little store around the corner, Studford grew vexed insofar that he questioned some of those who had deserted him, upbraiding them for their conduct, which to him seemed ungrateful.

This, of course, was the worst thing he could do for his own good. People won't stand to be scolded about where they choose to trade. Every merchant loses a customer now and then. He should be careful not to show resentment and should greet the one gone stray with his usual cordiality. If this quitting has been without cause, be sure the customer will return to the first store, after a time.

At the end of ten years we find a decided change in the fortunes of Studford and Palmworth. To-day the latter is the big gun of the business world in town. The former has made no advancement; is in fact still moving along in the old rut, making few new customers, not holding all of the old ones.

The personality of the man who started the little store around the corner; his strict honesty; his resolve to never have a dissatisfied customer leave his store; his genial, whole souled treatment of all, from the veriest tot of 3 to the old man or woman of 90, has won him both fame and shekels. He is now the leading merchant of the village. He is also alive to the best interests of the place, never throwing a brick when a bunch of marshmallows would do better.

Personality wins every time. Try it, ye grumpy, fault-finding grouches and see for yourselves how it works. Old Timer.

Stumping a Scientist.

Old Mr. Brompton is a very clever man: he has enough degrees after his name to supply a platoon of scientists. Yet the other day his little granddaughter utterly confounded him.

"Grandpa," said she, "I saw something funny running across the kitchen floor without any legs. What do you think it was?"

Grandpa thought and thought, but at last had to give it up.

"What was it?" he asked.

"Water!" replied the little lady triumphantly.

If your great-grandfather was hanging you wouldn't advertise the fact. But some facts you want known.

A Duty of the Hour

Many persons at the present time are considering the duty of making a will to provide wisely for their heirs. Another equally important duty of the hour is the appointment of a competent executor and trustee whose life is not subject to the usual contingencies, but is assured during the term of even the longest trusts.

You will perform wisely this important duty when you name this Company, which has perpetual existence to handle your estate.

Send for Blank Form of Will and Booklet on
Descent and Distribution of Property

THE MICHIGAN TRUST CO.
OF GRAND RAPIDS

Safe Deposit Boxes to rent at low cost

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

Michigan Bankers & Merchants'
Mutual Fire Insurance Co.

Fremont, Michigan

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.

If you are interested in saving one-third of your expenditure for fire insurance, write us for particulars.

Wm. N. Senf, Secretary.

BUY SAFE BONDS

6%

Tax Exempt in Michigan

Write for our offerings

HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS

GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN.

GIVE US A GETTYSBURG.

End the Struggle By Mighty Sweep to Berlin.

Written for the Tradesman.

The present methods of conducting hostilities is so far removed from that of the Napoleonic wars as to seem unregenerate and disrespectful of the honors of real war. Even back in the sixties there were armies in the field which marched out to battle to the music of life and drum, with bayonets agleam, all the pomp and panoply of glorious war!

Glorious war! How have the mighty fallen! All the glamor of battle has been swept into the scrap heap by the trench diggers of Europe. No more can the "Old Guard" do prodigies of valor on the ensanguined field, as galloping steeds, bearing their magnificently plumed riders, plunge into the thickest of the fight, oft times turning the tide which trembled on the crest, by furious sabering of the foe.

At Waterloo the Old Guard went in at the finish to be almost completely wiped out by the hot shot of the enemy. On other fields, such as Austerlitz, Marengo and Borodino the French cavalry slew more at the finish than fell in the heat of battle. The French cavalry pursued the fleeing enemy, scattering and dismembering the hosts that at the opening of the fight hurled solid phalanx against the infantry of France.

Napoleon was a miracle of soldierly activity and his name crowns all others as the greatest military hero of the world.

The dangers of the battle field were far greater then, even with the old fashioned muskets of the infantry and the smooth bore cannon, than now. Thousands died in the camps of fever, other thousands perished of seemingly simple wounds who to-day are saved for future work.

After three years of war not one great battle has been fought that can compare with some of those bloody struggles on the open fields of Europe. There were Waterloo, Gravelotte, Sadowa and Sedan, each a terrific and sanguinary clash of arms, each bringing results fatal to one side in the bitter contest of the time.

No such heavy guns boomed at Gettysburg as have marked the struggle along the Marne; and yet the former battle laid low more men in a short three days than fell in a fortnight in some of the present day contests. This, of course, takes into account the number of men engaged in both spheres of action.

The present trench warfare must have a depressing effect on the soldier. Denied the excitement of a great rush across open fields where the foe may be encountered man to man, the sodden groups huddling in the damp trenches waiting for they know not what, and this going on from day to day, month to month, lengthening into years, seems to be something dreadful, almost beyond the power of human endurance.

If the horrid spell of trench life could be broken it does seem as if the war might be brought to a speedy termination. Less lives would be

sacrificed by an open rush against the foe than by huddling within dark and dismal trenches, waiting, waiting, waiting indefinitely for something to turn up in favor of one side or the other.

A fight in the open field, man to man, as at Waterloo, would sooner end the awful suspense that has wracked all Europe for more than three years. It is time something was done to end this wicked and causeless bloodshed, even at the cost of thousands of lives which will be quadrupled by still another year of lingering trench-hiding.

There is something dreadful in the thought of war. Mothers shrink from seeing their sons go out to battle, feeling, no doubt, that the chances for ever seeing that boy again is against her. Truth to tell the chances for that boy's return, sound and whole, is as thirty to one, even if the war should last indefinitely.

Those who were killed in action in our Civil War, lasting four years, were about thirty in one thousand. That doesn't seem large when we take into account the fact that many of the fiercest battles of that war were fought in the open, man to man, with no shield such as the European trench affords. This fact ought to give the mother courage to face the situation with a feeling that her boy is about as safe from harm in Europe with the American army as he would be on a hunting excursion in the autumn in the Upper Peninsula of Michigan.

General Grant was termed "the butcher" by a certain clique in the North after he crossed the North Anna and set his army facing toward Richmond in 1864. His plans were to crush the Confederate armies, leaving towns and cities to take care of themselves. Procrastination had certainly been the thief of time with the Federals before the coming of Grant to the East. One very prominent general, who had been long in command of the Army of the Potomac, was aptly dubbed "the Chickahominy grave digger" because of his ponderous methods of delay, masterly retreats, and much trench digging.

It is true that the deaths in the Potomac army from sickness compared to losses from battle were as five to one. It seemed to the indomitable Grant, who had conquered the rebellion in the West and was now attached to the Eastern army, that it were better to sacrifice a few more in action, thereby shortening the war, than prolonging the contest for years with the death rate from fevers five times greater.

Modern warfare is, indeed, puzzling. The present rate of progress bids fair to prolong the war indefinitely while thousands of brave boys die by inches in the trenches. Better by far sacrifice a few more men and end the struggle in one mighty sweep to level Berlin to the ground, than hide in miles of trenches for another three years, which ensures the loss of countless lives unnecessarily. Give us a Gettysburg or Waterloo and shorten the struggle! Old Timer.

To err is human; to fail to profit by your mistakes is still more so.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTSTHE *Tisch-Hine* Co.

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

Eveready
Dry CellA hot, snappy spark
and long life.Distributors,
Sherwood Hall Co.
Ltd.30-32 Ionia Ave.
Grand Rapids, Mich.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources

9 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

THE PREFERRED LIFE INSURANCE CO.

Of America offers

OLD LINE INSURANCE AT LOWEST NET COST

What are you worth to your family? Let us protect you for that sum.

THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

THE

OLD
NATIONAL
BANK

GRAND RAPIDS, MICH.

177 MONROE AVE.

Complete Banking Service

Travelers' Cheques Letters of Credit Foreign Drafts
Safety Deposit Vaults Savings Department Commercial DepartmentOur 3½ Per Cent SAVINGS CERTIFICATES ARE
A DESIRABLE INVESTMENT

Fourth National Bank

United States Depository

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One YearCapital Stock and Surplus
\$580,000WM. H. ANDERSON, President
J. CLINTON BISHOP, CashierLAVANT Z. CAUKIN, Vice President
ALVA T. EDISON, Ass't Cashier

Unspeaking Condition of the Average County Hotel.

If there is anything more designed to strike the traveler with deep gloom and homesickness than the average hotel of the small towns in the Middle West, I do not know what it is. The broken fly screens, the ragged curtains, the dirty wash bowls and pitchers, the grimy towels, the filthy soap, the suspicious looking bed, the cracked looking glass, the dim, irreligious little electric light, the sticky salt cellars, the unnamable coffee, the unspeakable toilet arrangements, all conspire to give the traveler who has to be in a new town every day a feeling of physical and mental depression which he can overcome only by accepting the average hotel as a part of the programme of a traveler's life.

Some one is to blame for these hideous conditions. I wonder that the great army of Gideons does not do something. In my opinion a little effort along reformation lines would be ten times as productive of results as to place Bibles in rooms not fit for a clean hog to live in.

At one town of four thousand population, I spoke to an audience of 3,500 people, and outside the tent was a line of motor cars half a mile long. The town was rich in beautiful homes. And I had come out of a "hotel," the "best" in the place, where my room did not even contain a chair, and the only place I dared lie down was on the outside of the bed.

Of course, the reformer should be able to rise above his surroundings. That is true. When it comes to the hotel in the small American town, I not only rise above my surroundings, but I get up as early as I can and "check out." I confess I have as much courage as most men, and I believe we can get rid of the saloon and bad politics and war, but when it comes to reforming the hotel in the small town, I lose heart.

Charles M. Sheldon.

Paternalism in Finance Run Wild.

It looks as if, under the hand of the Federal Reserve System and the Treasury Department, paternalism in finance will run wild.

Not satisfied with steps to control all independent banks, weaken trust companies and corral the entire gold supply, the Government—if the bond bill introduced Sept. 1 becomes a law—will be authorized to issue a new form of Government security—war savings certificates to the amount of \$2,000,000,000. These will be modeled after the school savings bank plan. Designed to attract the small investor, these securities will be offered to the public in small sums through the post offices, receipt of funds by the Government to be evidenced by stamps in a special book kept by the investor—like gold trading stamps or school savings—not more than \$100 to be received from one person at a time, nor could the holding of these securities by any one person exceed \$1,000. These certificates to be redeemed by the Government at any time within five years. Further information regarding the plan of our would-be financial dad can be found in H. R. No. 5901, page 152.

According to latest Government estimates of Michigan crops and prices, the buying power of Michigan farmers amounts to \$281,156,460, as against \$195,501,300 in 1916 and \$158,639,990 in 1915. It may be said that the two principal causes of this increase are the educational and financial assistance given by Michigan bankers and the growing realization of the force of the President's appeal for a larger food supply.

While there has been nothing panicky in the stock and bond market situation there has been considerable depression, due to watchful waiting as to the outcome of the crops and congressional action on taxation. The heart of finance fluttered painfully when La Follette and his crowd wanted to increase the tax war profits 60 to 75 per cent., but, as an Eastern financier remarked, there is a great deal of difference between wind and wisdom and between LaFollette and statesmanship. The proposal was defeated 55 to 20 and business breathed easier. This and more encouraging crop reports have restored confidence to a great degree. While the bill, as it stands, and as it will probably pass, is burdensome enough, business is relieved that the irresponsible and destructive element in Congress is not in control of the situation.

Facing the new Liberty Loan should cause no uneasiness as to money conditions. While call money will, undoubtedly, be dearer, there will be plenty to take care of industrial and commercial needs at rates within reason. The full burden of Government financing will not be immediately felt, as the payment for Government bonds will be distributed over a long period of weeks and a part of it will be returned to industries as fast as it is paid in for supplies, munitions, etc. Summed up, the business outlook is not discouraging.

Plenty of Excuses.

An Oriental story tells us of a man who was asked to lend a rope to a neighbor. His reply was that he was in need of the rope just then.

"Shall you need it a long time?" asked the neighbor.

"I think I shall," replied the owner, "as I am going to tie up some sand with it."

"Tie up sand!" exclaimed the would-be borrower. "I do not see how you can do that!"

"Oh, you can do almost anything with a rope when you do not want to lend it," was the reply.

American Public Utilities Company

Dividend Notice

The directors of the American Public Utilities Company have declared Quarterly Dividend No. 21 of One and One-half Per Cent on the Preferred Stock of the Company, payable October 1, 1917, to stockholders of record at close of business September 20, 1917.

KELSEY, BREWER & COMPANY.

September 10, 1917.

Operators.

Reputation for Reliability

Concrete is as lasting as the ages. It is practically the only article which stays in place for centuries without decay or deterioration. The same is true, to a degree, with investments in cement propositions which are well grounded and well managed. That is why we recommend our clients to invest in the capital stock of the

Petoskey Portland Cement Co.

which bears every indication of being one of the best dividend payers in the country. Stock is still to be had at \$10 per share.

Deuel & Sawall, Inc.

Financial Agents

Murray Building

Grand Rapids, Michigan

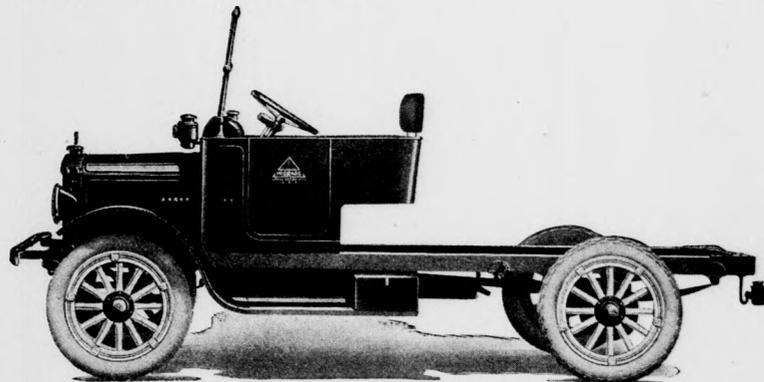


Why a Power Tire Pump?

Properly inflated tires are seldom found on cars with no power pumps. Many a tire is wasted by going soft. Drivers will try "to get home" rather than "pump her up with a hand pump." Give your driver a power pump, a comfortable seat, a storm shield, a governor, electric starting, lighting, signals, and a cooling system that does not need an irrigating plant to prevent a fire, and he will

SAVE WASTE

enough to pay operating expense.



HIGRADE MOTORS COMPANY

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

EXECUTIVE OFFICES
GRAND RAPIDS
MICH.

PLANT
HARBOR SPRINGS
MICH.

We have been large distributors of High Grade Flour for thirty years and you will make no mistake in taking on any of our popular and well known brands. They are:

Ceresota Fanchon
Puritan
Aristos Red Star
Barlow's Best
and
Old Tyme Graham

Buy now—the price is fixed—and there is an enormous demand. Get your orders in early.

See information in regard to the law of distribution on the opposite page.

Judson Grocer Co.
The Pure Foods House Grand Rapids, Mich.

Please Read Carefully

The Food Bill is now a law and we naturally feel that our trade are interested in what information we possess.

The President has appointed a commission and they have named the price they will pay at the various terminals for the 1917 crops of wheat:

GOVERNMENT WHEAT PRICES

Prices for the leading kinds of cash wheat in the various markets, as compiled by the Chicago Herald from the official basic figures as fixed by the government for this season, compare as follows:

Dark hard winter, dark northern spring, amber durum—

	Chicago, New Orleans, Galveston.	Kansas City, Omaha.	St. Louis.	Minneapolis, Duluth.	Buffalo.	Baltimore.	New York.
No. 1	2.24	2.19	2.22	2.21	2.29	2.33	2.34
No. 2	2.21	2.16	2.19	2.18	2.26	2.30	2.31
No. 3	2.18	2.13	2.16	2.15	2.23	2.27	2.28
No. 4	2.14	2.09	2.12	2.11	2.19	2.23	2.24

Hard winter, red winter, northern spring, durum, hard white—

	Chicago, New Orleans, Galveston.	Kansas City, Omaha.	St. Louis.	Minneapolis, Duluth.	Buffalo.	Baltimore.	New York.
No. 1	2.20	2.15	2.18	2.17	2.25	2.29	2.30
No. 2	2.17	2.12	2.15	2.14	2.22	2.26	2.27
No. 3	2.14	2.09	2.12	2.11	2.19	2.23	2.24
No. 4	2.10	2.05	2.08	2.07	2.15	2.19	2.20

Yellow hard winter, white club—

	Chicago, New Orleans, Galveston.	Kansas City, Omaha.	St. Louis.	Minneapolis, Duluth.	Buffalo.	Baltimore.	New York.
No. 1	2.16	2.11	2.14	2.13	2.21	2.25	2.26
No. 2	2.13	2.08	2.11	2.10	2.18	2.22	2.23
No. 3	2.10	2.05	2.08	2.07	2.15	2.19	2.20
No. 4	2.06	2.01	2.04	2.03	2.11	2.15	2.16

Soft red winter, red spring, soft white—

	Chicago, New Orleans, Galveston.	Kansas City, Omaha.	St. Louis.	Minneapolis, Duluth.	Buffalo.	Baltimore.	New York.
No. 1	2.18	2.13	2.16	2.15	2.23	2.27	2.28
No. 2	2.15	2.10	2.13	2.12	2.20	2.24	2.25
No. 3	2.12	2.07	2.10	2.09	2.17	2.21	2.22
No. 4	2.08	2.03	2.06	2.05	2.13	2.17	2.18

Red durum, red walla—

	Chicago, New Orleans, Galveston.	Kansas City, Omaha.	St. Louis.	Minneapolis, Duluth.	Buffalo.	Baltimore.	New York.
No. 1	2.13	2.08	2.11	2.10	2.18	2.22	2.23
No. 2	2.10	2.05	2.08	2.07	2.15	2.19	2.20
No. 3	2.07	2.02	2.05	2.04	2.12	2.16	2.17
No. 4	2.03	1.98	2.01	2.00	2.08	2.12	2.13

The Millers will buy their wheat of the Government, price to be based on the fixed price at the various terminals, plus the expense of elevation, the expense of the government commission, carrying charges, etc., which will probable figure around 3½ cents per bushel.

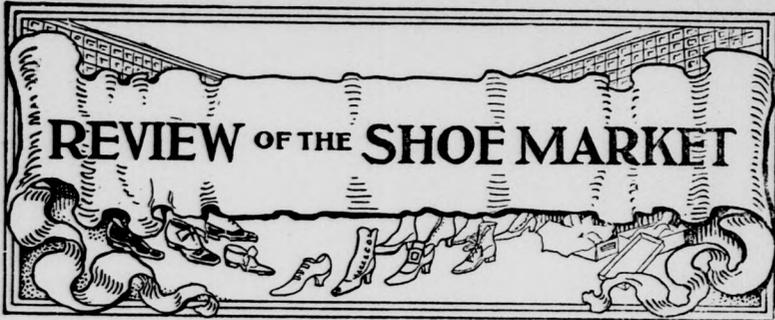
The Food Bill provides for licenses for every miller of a capacity of 100 barrels per day or over. Under the license system as proposed by our government no mill will be permitted to sell in excess of 30 days' output, and every mill will be required to make a periodical report to the government showing the amount of wheat on hand, the amount of flour on hand and the amount of flour sold. All wheat and flour in excess of 30 days' output is subject to commandeering by the government at the price paid for it.

You Can Readily See that under the above conditions there will be no speculation in flour. It will be for each flour customer to line up with some reliable mill or jobber who can take care of his requirements promptly. We have been large distributors of High Grade Flour for many years, and you will make no mistake if you place your business in our hands.

See our well known brands on the opposite page.

Judson Grocer Co.

The Pure Foods House Grand Rapids, Mich.



Improve the Quality of Shoe Store Service.

Written for the Tradesman.

The writer recalls reading somewhere a shaving soap advertisement which ran somewhat like this: "We couldn't improve the quality of our shaving soap, for that was already as good as we know how to make it, so we improved the quality of the container." And then the advertising man proceeded to dilate on the beauty, convenience and charm of the little metal box in which it came.

Paraphrasing this shaving soap advertisement, one may say of his shoe store that, while he is unable to promise better shoes for the money than he has already been offering, he will endeavor to grade up constantly in the matter of store service with the definite purpose in mind of making it just as nearly 100 per cent. efficient as is humanly possible. And the writer will stake his reputation as a student of the psychology of advertising on the claim that an announcement built up along this line will produce paying results in any sizeable shoe-buying community at any time.

This must necessarily be true, for the service-end of the shoe retailing business is quite as important as the commodity end of it. It is only with comparatively recent years that students of merchandising methods have come to place upon service the emphasis to which it is entitled. Hitherto it wasn't sufficiently stressed. But we have learned better. We have become accustomed to the truism that the customer is entitled to service along with the merchandise he happens to buy.

If this is true as a general proposition, it would seem to have a special application to retail shoe dealers, for here, as perhaps in no other line of merchandise—assuredly in no other line of wearables—the duty of adequate service is imperative.

Conscientious Fitting.

When one mentions service in connection with the retail shoe store, one somehow just naturally thinks of fitting, for it is in this function of the retail shoe dealer especially that the highest type of service is required. True enough this requirement may not be articulate, for in many communities people do not themselves appreciate what expert fitting is, and what a tremendously vital bearing it has on scientific and economical footwear purchases. But the requirement is there just the same, although it hasn't been definitely expressed in words. It pertains to the very function of the retailing of shoes, for shoes must not only be distributed, they must also be judiciously dis-

tributed. It isn't enough merely to figure, so many people in my community whose business I may reasonably count upon: so many pairs per annum to each—therefore—and order accordingly. The problem of stock selection is vastly more complicated than that. It involves buying, from the several sources available, the very best shoes compatible with the footwear needs and the purse-capacities of one's constituency.

And it also includes the obligation of giving each and every patron of your store a careful, individual fitting when he or she calls to make a selection of a pair of shoes. In other words it isn't enough merely to sell shoes. Shoes must be sold right. And nobody must be permitted to leave a shoe store with a pair of shoes that do not fit. You can't afford to allow this, much less encourage it in any way. The most fundamental and vital thing in the development of an adequate shoe store service, is the mastery of fitting. Fitting should be with the dealer and his clerk a conscientious thing.

Several days ago the writer was talking with the customer of a big department store when the conversation happened to swerve around to shoes. And this is what he said about their shoe department:

"Yes, I agree with you that they carry a bully good line of men's shoes. Don't know anything about their women's and children's lines, but their shoes for men are top-notchers. But they don't know a blooming thing about fitting you. If you don't watch 'em, they'll put a 7½ or an 8 D on a foot that requires a 9 A—and I know, for they've fitted me short. I'm past 40, and I never had a corn in my life until recently, and everytime I feel a throb of pain on the little toe of my left foot. I think of that shoe department. I believe they have the best line of men's shoes for the money in the whole city. I have absolutely no complaint to make insofar as last, material and construction are concerned. The shoes are stylish and serviceable. But I don't buy any more footwear in that store, for they don't know how to use the measuring stick, and they can't fit one's feet."

Equal Chances for Little Dealers.

In the development of service the little dealer has equal chances with his big competitors. Indeed, the odds would seem to favor the small dealer, for he has a better chance to develop his service intensively.

And the development of service insofar as the retail shoe store is concerned is largely a matter of taking thought, or taking pains. This is

People are going to find it more and more of a burden to pay the high prices that have been attained by the so-called "Specialty" or "Nationally Advertised" shoe lines.

That is why dealers are turning more to the

Bertsch Shoe Line for Men

to meet the demand for a comfortable, stylish, service-giving shoe at a moderate price.

The BERTSCH is filling this demand and is making many friends for every dealer handling it.

Naturally as more people become familiar with it the demand for the BERTSCH shoe will be permanently greater.

We are increasing our capacity to meet the increased demand that is being made on our factory.

The BERTSCH shoe won its reputation through its uniform wearing qualities—these will remain so.

It IS the best line—style, quality and price considered—that is offered you to-day.

For the success of your business YOU should RECOMMEND and SELL the BERTSCH shoe line to your trade.

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Hood's Athletic Basket Ball Shoe

**Now ready and in stock
You know the demand is imminent**



**Get Them
Now**

Men's \$1.60

Boys', 2-6 1.45

**"It's getting so now that
you cannot keep house
without them."**

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

illustrated by a story that I ran across somewhere recently.

A certain man went into a shoe store complaining to the dealer about a pair of new shoes he had bought the day before in another store. He said they pinched and hurt his feet. Also said he went back to this store where he had bought them and told the clerk, but the clerk informed him that it was too late to register that sort of a complaint, that the shoes were soiled, and he'd have to keep them, and that nothing could be done.

The customer naturally didn't relish this sort of treatment. The clerk seemed entirely too disinterested. The dealer who heard this tale of woe examined the shoes and measured the man's foot, and found that he hadn't been properly fitted. He was wearing an A last on a D foot. So he brought out a pair of shoes that fit right and felt good, and the customer took them right off the reel. And then this dealer told the customer that, if he'd leave the other shoes with him a day or two, he'd see what could be done. He dampened the leather and stretched the shoes over night. And the following night he repeated the process. Then he ironed them out neatly, thus making them fully half a size larger.

When the customer came in a few days later and tried them on, he said they felt all right and he thought he could wear them without any discomfort or injury. He wondered why the clerk in the first store couldn't have taken as much interest as this second dealer had done. He told the dealer he would remember that. And he did. Some days later he brought in a friend or two who made several purchases. This man was a walking advertisement for that dealer who put himself to a little trouble to help a customer out of a bad hole. It pays to take trouble if one is thereby improving the quality of his store service.

When it comes to buying, the big dealer can often get better terms than the small dealer. Shoe manufacturers are so anxious for the business of the big dealer that they will make concessions that they refuse to grant to the little dealer. But this advantage can largely be overcome by the small dealer if he will develop intensively his store service.

In view of the fact that all of our industries will be drawn upon heavily during the next year—and possibly two years or longer—for both men and material, it isn't likely that you'll be able to get any better shoes for the money than you are now getting, but there's no limit to the improvement you can make in the service.

Cid McKay.

Comfortable Customers Buy more.

Salesmen wear light-weight sweaters in a Western department store, and the temperature is maintained considerably below ordinary room warmth. This contributes greatly to the comfort of shoppers dressed in street wraps and helps particularly in bringing to this store women who contemplate a prolonged tour of shopping.

Where the Mail Order Fiend Does Not Thrive.

Brooklyn, Sept. 11—I very much wish my old friend Stowe could visit these grand people. One visit to a truly small city with the widest main street of any Michigan town and up-to-the-moment business houses would convince him at first sight that he had truly arrived in a town which knows little of the mail order fiend.

A fine bank building houses, a real institution and we have general stores which are more like department stores; also hardware stores which would grace a city of many thousand people.

The beautiful shade trees carry a real story of one man's devotion to his chosen town. Pause to think of a man who left his work at any and all times to replace a tree which had met with accident or pined away. Where did you ever hear of so public spirited a man who in this act gave his all, for he was not blessed with money. In Brooklyn the trees are a perpetual and everlasting monument to his memory.

In Brooklyn is the first industry of its kind in the State, exclusively devoted to preparing high grade popcorn for the grocer. This double plant has reached a contract growth among the farmers about Brooklyn of 2,300 acres for a season.

Every branch of merchandising points to the metropolitan idea, from furniture, drugs, groceries down through the line to an exclusive cigar store.

Michigan has many up-to-date small cities and auto drivers are rapidly learning of these gems of the State.

The "youngest man" who is active in and for Brooklyn is the President of the local bank, E. J. Ennis. A better known gentleman could not be found in the country and he is a genuine friend to Brooklyn and its people. Ask the people. Without Ed. Ennis many a young man would miss half his life and, his start for success.

There should be many subscribers for the Tradesman in Brooklyn, because it is their kind of a paper.

When you visit a town of a thousand and find every man a booster, it is well to stay the day and meet the people, because it will leave a lasting and good effect on oneself.

Driving from Grand Rapids to Toledo it is easy to visit Brooklyn, Clinton and Tecumseh. To miss these towns is to miss much and there are other towns which are smaller, but along the same line of hustle.

Southeastern Michigan has the right number of good small towns, with good railroads and highways and plenty of fine lakes full of good fish and no better people ready to give you the glad hand. What more should we want?

Come over our way, friend Stowe. Most of us have read the Tradesman for more than thirty years.

Ralph D. Howell.

Experience is the father of wisdom and memory the mother.

The way to avoid great faults is to beware of small ones.

Our Specialty: "Royal Oak"

FOR SHOEMAKERS
Bends, Blocks and Strips
Shoe Store Supplies
Wool Soles, Socks, Insoles, Etc.
THE BOSS LEATHER CO.
744 Wealthy St. Grand Rapids, Michigan

OUR TRADE MARK ON YOUR SHOES

A SMALL THING TO LOOK FOR



BUT A BIG THING TO FIND

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

Rindge, Kalmbach, Logie Company

ESTABLISHED 1864

ORIGINAL MAKERS OF

"THE GRAND RAPIDS SHOE"

Novelties Are Selling

DON'T WISH you had them when your customers come in, but have them. We have twenty-six shoes that are novel and we carry them in stock in widths.



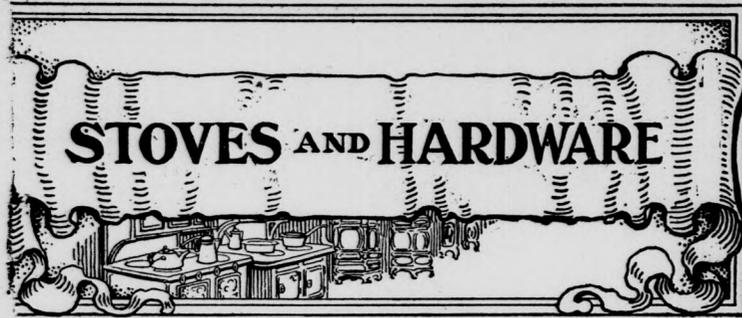
No. 7593

No. 7593—Women's Black Aristo Kid, 8 inch Polish Tip White Kid Top Facing and Lace Stay, Single Sole McKay, 14-8 New Spike Heel 2 1/2-7 B C D, \$3 50.

Hirth-Krause Co. Grand Rapids, Michigan

Tanners and Shoe Manufacturers

GRAND RAPIDS, MICHIGAN



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.

Spirit of Welcome Helps to Bring Business.

Written for the Tradesman.

A chap from down East called on me the other day, and incidentally told me about an experience in a town of 1,200 people. He dropped into a drug store. The druggist was reading his newspaper. He did not get up; he did not even look up.

My friend coughed, shifted his feet, drummed on the counter; went through all the usual stunts to attract attention. Finally:

"Good evening," he said. "Are you the proprietor?"

"Yes," grunted the druggist, without even looking up. "Say, can't you wait until I finish my paper?"

And he went on reading.

Said my friend: "People in that town know him. They come there, and wait, because they know when he does get ready to wait on them, he'll put up his stuff right."

But the man who doesn't know him gets a shock—and goes elsewhere.

I have in mind another merchant with whom I deal quite a bit. I dropped into his store on a busy Saturday night. He was waiting on a customer; there were two more ahead. He said, "Excuse me," and greeted me. "I'll attend to you as soon as I can," he said. Then he went ahead with the other customer, careful, attentive, to all appearances unhurried.

Not long ago I heard that merchant drumming his gospel into a clerk, pleasantly, patiently, but very clearly and specifically. "Keep at these orders until you see a customer come in," he said, "but the minute a customer comes in, you drop the orders right away and wait on him. The customer comes first."

I have gone into a store where a couple of clerks were gossiping with a bunch of hangers-on—not customers, not people who were buying or looking at goods, but fellows who had dropped in to discuss topics that had nothing whatever to do with the business. I have waited while they went on gossiping. I have stood by with money in hand while clerks, yes, and occasionally proprietors, swapped funny stories with fellows who couldn't pay if they did buy. That's not business.

I have dropped into other stores for news items, and many and many a time the proprietor has said: "Excuse me a minute," and gone to wait on a customer. That's the right kind of business.

The customer comes first. That's a mighty good axiom to follow in your hardware store. You say you do follow it, yourself; that you drop everything in order to wait on the customer. That brings us to the very meat of the matter.

How do you do it?

In what spirit do you greet the individual who interrupts your gossip or your reading for the cold-blooded purpose of buying a package of carpet tacks?

Do you grunt and growl, and frown, and glare at him as if you would like to wring his neck? Do you greet him with an air of indifferent resignation, as though he were a necessary evil? Or do you put on your pleasantest smile, and extend the glad hand?

It's the spirit in which you greet the customer that counts for a lot in selling. It's not enough to drop everything and wait on him: you ought to welcome him, to greet him pleasantly, to meet him more than half way, to make him feel that you are blamed well pleased at the chance to meet such a thorough good fellow.

The spirit of welcome is something that you can't conjure up out of aggravated feelings. If you're sore at being interrupted in your newspaper reading, the soreness is pretty sure to show through. To give the hardware customer that feeling that he's thoroughly welcome and that you're wholeheartedly at his service, you must feel that way. You can't imitate the real thing.

But if you've educated yourself to feel good toward any and every customer, to recognize that the customer has first call on your time and attention, then it will be hard work to make even the crankiest customer feel other than at home.

Whatever you're selling in the hardware line, the customer is more likely to buy if he feels that you're a personal friend of his. Show him right at the start that you're inter-

Sand Lime Brick

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

Brick is Everlasting

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

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

CONGRESS TIRES

Congress Non-Skids are daily proving their absolute reliability and exceptional durability by giving thousands of users hundreds, often thousands of miles of satisfying service in excess of their guarantee.

Yet Congress Non-Skids are moderate priced.

You will insure yourself real "satisfying service" from your tires, at less cost per mile, by making your next new tire a Congress Non-Skid.

Distributors,

Sherwood-Hall Co., Ltd.

Ionia Ave. and Louis St. Grand Rapids, Michigan

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

Put "pep" in your prices
 by Using cMc

3 FOR 5c

PRICE CARDS
 40 cts. per 100 and up
 Write for Samples

CARNELL MFG. CO.
 Dept. k, 338 B'way, New York

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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.

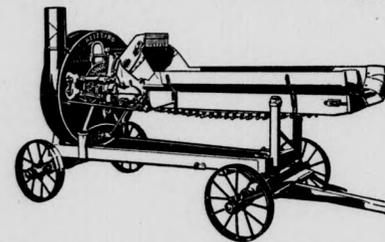
Red and Gray Inner Tubes
 Batteries, Spark Plugs
 Auto Shawls and Robes

Wholesale Distributors:

BROWN & SEHLER CO.
 GRAND RAPIDS, MICH.

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

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

ested in him, that you're anxious to find what he wants, to help him make a satisfying choice from your stock. When you've got your personal relations on a friendly basis, you've gone a long way toward preparing for the actual sale.

This may sound like theory, but I've seen it demonstrated in actual hardware selling time and again beyond all possibility of contradiction. It makes a whole lot of difference what impression you make on the man you're dealing with. If he finds you warm and friendly, he's a lot easier to convince than if you are cold and indifferent.

A good many hardware salesmen fall occasionally into the rut of indifference without actually knowing it. Perhaps you've been up late last night with the baby, or perhaps you have worries of your own that the world knows nothing of, or perhaps you're not feeling your best—anyway, if Jones comes in and asks for a double chopping knife, you just say, "We haven't got any" and let him go out again. Yet if you were feeling your normal self you'd show him the single chopping knives, anyway; and if you were in A-1 form, you'd point out that a food chopper at \$2.75 would do the same things and several hundred more, would do them quicker and easier, would outlast five dollars worth of chopping knives. Yes, and you'd sell the food chopper, too.

There are time when it's hard to keep from feeling tough, and when waiting on customers is an aggravation—but forget it! Try to train yourself in the idea that the big business of life is to sell hardware, good hardware, hardware that you believe in, to folks that you like; and try to educate yourself, too, in the idea that every man is likeable. Remember that selling hardware is the main thing, that other events are interruptions, and that if you're called away from the counter, you'll never be happy until you get back to it. It takes a bit of self-drilling to get this mental attitude, but it does help a lot to develop the habit of regarding your work as a real pleasure, and your customer as a friend whom you're anxious to satisfy.

Victor Lauriston.

Trees for Beauty and Profit.

It is told of the Norwegian poet Bjornson that he always carried about with him a pocketful of the seeds of trees, scattering handfuls of them broadcast during his walks and drives. He was even noted among his friends for urging every one else to do likewise. Tree planting he considered a matter of very great importance. And yet how many of us ever stop to consider how much, how very much, we are dependent upon trees for our comfort and pleasure, and what the landscape would be without them? How little attention is ordinarily given them, how few we plant, and even after planting them how seldom do we stop to note how all is going with them! If each year property owners would only plant two trees they would soon have homes worthy the name. Even if the tree planters did not live to enjoy their full growth

they could leave no finer monument. How cool and refreshing a shaded roadway looks on a hot August day! For this purpose the red cedar, or Bolle's poplar, or Norway maple, and pin oak are excellent, and, with the exception of the cedar, are all of rapid growth.

In England, a portion of the larger country places is always given up to trees, and called the park where the underbrush is kept down so that the trees may have plenty of room to grow in. A portion of many of our own woodlots managed in somewhat the same fashion would yield a very good supply of firewood, as well as proving a very great attraction, not only to ourselves, but to the town or village in which we live. Indeed, such a place would be twice the value of a treeless neighbor's place, and on most places there is more or less rough, useless land where a crop of trees could be most profitably grown. Now that so many chestnuts have succumbed to disease and the hickories are being attacked by borers, it might be well to experiment with other varieties suitable for foresting, such, for instance, as the coffee tree, whose geographical distribution is from Central New York and Pennsylvania, West through Southern Michigan to the Minnesota River and South to Tennessee. This tree, where forest grown, reaches a height of from 60 to 100 feet, and a diameter of from 1½ to 3 feet, while the wood has good commercial value. The black cherry is another admirable tree for foresting, the trunk often being free from branches for a distance of 70 feet, and the wood is always in great demand by cabinet makers. But, quite aside from the ever-practical point of view, what could be more charming than a country place with its long boundary line marked with fine shade trees, and the North side thoroughly protected by a tall evergreen windbreak? Surely the most indifferent must acknowledge that these friendly and helpful trees always add beauty and comfort to one's surroundings, and provide delightful resting places on a summer's day. Thus let Arbor Day be celebrated by every one with a bit of land by an actual tree-planting.

Edward K. Parkinson.

He that will not look before him must look behind him.

Liquor, Drug Addicts

TAKE SAFETY FIRST

The NEAL Remedies given at NEAL Institute will destroy the appetite at the end of treatment. A guarantee Bond, for every patient, with (3) day Liquor Treatments, upon request. Don't doubt nor hesitate, COME; make us prove it, at our expense if we fail; strictest privacy is maintained to patients, their friends, at our Home.

534 Wealthy St. S. E., City
PERRY MILLER, Manager

**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

**DUTCH MASTERS
CIGARS**



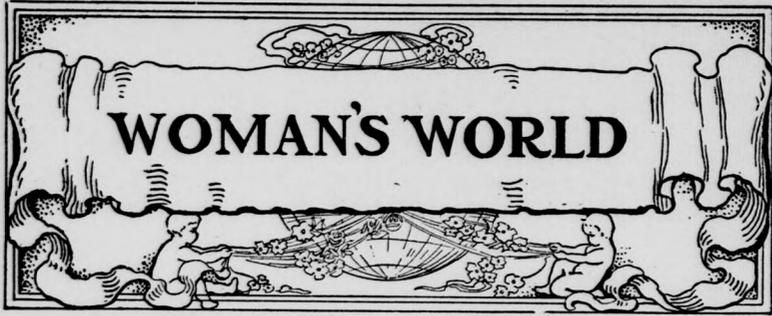
Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers

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



Flowers and Plants Adapted to Early Autumn.

Late midsummer and early autumn always bring a fresh touch of color to the garden, for it is the season of the phloxes, the great hydrangeas, the helianthus, and all the other stately autumnal flowers—the gathering and concentration of months of warmth and sunshine. The gardener expects much of these late flora, they have been so very long about their task and although perhaps they have less of grace and tenderness than those of early spring, still they possess greater strength of stalk, and more of boldness and virility, and surely the big phloxes continue the most magnificent flower of September, showing superbly against a line of green and exhaling a delicate yet pronounced odor. Indeed the phlox is one of our most varied and valuable hardy perennials, with its upright, compact habit of growth and long period of bloom. The colors of the flowers are also wonderfully rich and varied—white, pink, rose, orange, scarlet, salmon, crimson, lilac, lavender, violet, purple, and mauve. A period of continuous bloom from July to October may be had by the wise planting of a succession of varieties and the cutting off of the first trusses.

The modern phlox, as we know it to-day, is of hybrid origin and the family tree from which it originated is the polemoniaceae. The parent plants were known as the phlox paniculata (decussata) and the phlox maculata, and from these most of the highly developed varieties have sprung. The phlox paniculata was an erect plant growing to a height of from two to four feet, with pinkish-purple flowers varying to white. The other parent was more slender, shorter in stature, and with a spotted stem and purple flowers. Both parents are indigenous to our soil in the United States, although up to 1850 they were seldom seen in our gardens. About that time, however, floriculturists began to experiment with these two varieties, and by 1885 such improvements had been effected that it seemed as though perfection had actually been reached. But this was not the case, for while the chief advancement up to that time had been the development in the size and shape of the blooms, all improvement as to color had been neglected.

In the early days there were endless varieties of pink, purplish, and slate-colored flowers, sometimes with, and often without, deeper coloring at the center; later came the bright reds then orange-scarlets of wonderful brilliancy, and in due course the rich purples and deep violet-blues. Un-

fortunately, at the present time, many of the late-flowering kinds are being totally neglected, a very great mistake, for although the flowers are somewhat smaller, the panicles are denser and more pyramidal. Here is an excellent opportunity for the flower-lover to cross the quality of late autumn with some of the finer strains of phloxes. A splendid bloom has been obtained in England resulting from a cross between *P. Paniculata*, and a hybrid form secured from a cross between *P. Canadensis* and *P. Laphamii*. These two are early flowering plants, ten to eighteen inches in height, with small panicles of bluish and fragrant flowers. The new strain, *P. Arendsii*, is also a vigorous grower of branching habit, with flowers varying in color from white to rose, and pale violet and often attains a height of two feet, while it produces a long succession of flowers.

Among the other hardy varieties of phlox, worthy of special mention, is phlox subulata (moss or mountain pink), a dwarf species suitable for low borders and rock garden planting. It forms a mat of charming moss-like foliage, is a profuse bloomer, producing in May great masses of pink or blue flowers, which hide the foliage completely. Heavy frosts are not injurious to it, but where the winters are mild and damp it sometimes dies away.

There are three methods of propagating phlox, namely by seeds, cuttings, and divisions. The hybrid phlox will not breed true to seed, but about 40 per cent. of the seedlings will be as good as the parent, and the best results with seeds are obtained by cross pollination. The seeds should be sown in flats indoors, in February, in a moderate temperature, and as soon as the seedlings are large enough to handle, each one should be transplanted to a two and a half-inch pot, to be grown either in a greenhouse or a cold-frame. Early in the spring as soon as the ground has become sufficiently warm, the new plants should be set out in their permanent positions, about twenty to thirty inches apart, and if handled thus the blooms may be had the first season.

Where one wishes to perpetuate varieties of merit, propagation by cutting is resorted to, and the time for this is in the autumn from the flowering stems which have been previously cut back just after flowering. Select cuttings two to three inches long, preferably with a heel, and root them in a sand in a shady cold-frame. When the roots have formed, pot them in a light sandy loam and winter over in a well-protected cold-frame,

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.

We urge all our customers and friends
to make this store their headquarters
during FAIR WEEK.

Paul Steketee & Sons
Wholesale Dry Goods
Grand Rapids :: Michigan

These Are Days When It
Pays Every Merchant
to Come to Market

Combine with a trip to the Great
West Michigan State Fair a visit
to your wholesaler.

We have always made an effort to show
attractive specials in every department
Fair Week. This year will be no exception.

With the market as it is every merchant
who can get in personal touch with whole-
sale stocks and their buyers will gain
knowledge of great value in making his
future plans.

At no time of the year could there be
more good reasons for coming. Why don't
you come, combine business with pleasure
and go back better fitted in every way to
conduct your Fall Campaign?

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

then set out the young plants in the spring in their permanent places. Perhaps the easiest way for the amateur is to take up the plants in the autumn and to divide the clumps with a knife. Phlox increases by underground stolens growing outward and it is these vigorous young shoots which give the best plants. The newly divided plants should be set out immediately, and in the case of the dwarf and creeping kinds, large plants may be changed into several smaller ones by shaking some light soil among them in summer, and then dividing them in the autumn when the trailing branches will have become well-rooted. The care of phlox is very simple, and they are gross feeders, but the soil should be well worked to a depth of two feet, and enriched with well-rotted manure. Light soils require more manure than the heavy ones, where spot disease is apt to develop when too much manure is used. In hot weather phlox should be mulched with well-rotted cow manure as the plants have a tendency to make surface roots. June is the proper month in which to mulch, and a moderate amount of shade is also necessary for the best development of these most satisfactory plants.

Late News Notes From the State's Metropolis.

Detroit, Sept. 14—Detroit's largest food exposition will be offered in the Belle Isle Coliseum for two weeks starting Sunday, September 17. There will be more than sixty food and household appliance displays, lectures by food expert's every evening, a cooking school with demonstrations on canning foods and food economy every afternoon, concerts by a women's band and the numerous amusement features in the Coliseum itself.

David R. Henry, with the sales department and in charge of dealer sales promotion work for Scripps-Booth corporation, has received his call as a volunteer for the transportation division of the quartermaster department. He will report for duty in Fort Crook, Neb. Mr. Henry will have the rating of sergeant.

Members of group 10 of the Michigan Bankers' Association are to have their annual meeting, September 14, in the Bloomfield Hills Country Club as guests of the banks and trust companies of Detroit. The group comprises members of the association in Oakland, Macomb and Wayne counties. A reception is to be held at the Bloomfield Hills Country Club at noon. Luncheon will be served at 1 p. m. and the business meeting is to follow. Among the speakers scheduled for addresses are Hal H. Smith, General Counsel of the State Association, and Abner E. Larned, head of Detroit's Liberty Bond sales organization. W. T. Bradford, chairman of the group, is receiving many reports from bankers intending to be in attendance.

The past week saw quite a change in the displays of the downtown and outskirts retail shoe dealers, there being few exhibits of summer footwear or announcements of clearance sales. Instead the windows and interior stocks were transformed into displays of fall footwear. Despite warm weather there was considerable buying of fall footwear, and particularly was trade heavy on children's footwear. In this respect it is noticed that most of the dealers who are doing any advertising emphasize the fact that they carry "large stocks of shoes especially adapted for school."

The Crowley, Milner Co. ended its semi-annual mill-end sale with the

biggest business on record. This applied to every department.

The new branch of the Walk-Over Shoe Store on Woodward avenue, near Grand Circus Park, Detroit, will be opened for business on Sept. 15, according to the present plans of J. E. Wilson, proprietor. It will be quite an event inasmuch as it will commemorate the thirteenth year of the establishment of Mr. Wilson in business at 153 Woodward avenue, which is his main store.

A. Jannuzzi, formerly with R. H. Fyfe shoe store, has opened a shoe repairing establishment at 3116 East Jefferson avenue.

The following interesting remark was recently made by Henry Ford: "I have tried to look for some good that may come out of the war, as some good can usually be found coming out of the worst. I believe this war will impress us with the fact that we are the most wasteful Nation on the globe, and that we will follow lines that will make more for economy and efficiency."

Flint has a "serve-self" shoe store—there are no salesmen—just the manager and cashier. You go in and help yourself, try on a pair of shoes—the price and size is marked on the box—if you like them you take them to the manager who sees that they are wrapped, and you then pay. You are not induced to buy—its entirely up to you. The "serve-self" idea is no longer an innovation in Flint. The people of that city are used to it, and they enter the store as if they knew just where to get the shoes they want most.

Richard Rogers and L. L. Shaffer have engaged in the shoe business in the Book building under the style of the Rogers-Shaffer Co.

It Depends On Yourself.

Its' a gay old world when you're gay
And a glad old world when you're glad;
But whether you play
Or go toiling away
It's a sad old world when you're sad.
It's a grand old world if you're great
And a mean old world if you're small;
It's a world full of hate
For the foolish who prate
Of the usefulness of it all.
It's a beautiful world to see
Or it's dismal in every zone.
The thing it must be
In its gloom or its glee
Depends on yourself alone.

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

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

**The Goods!
Net Prices!**

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

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

Where can I get the goods?

Items listed in this catalogue have the goods behind them.

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

Boost For

Nation Wide
CANDY DAY
SATURDAY
OCTOBER 6TH

The Spirit of Candy Day
Remember to Take Home a Box of Candy

**Get Ready Now
Be Prepared**

Special Window Trims
for the Asking

Putnam Factory
Grand Rapids :: Michigan

RUTH LAW **HOLLAND VILLAGE**

QUEEN OF THE AIR *A TRIP TO HOLLAND*

WEST MICHIGAN FAIR

SEPTEMBER 17-21

TASH-MOO **JOY ZONE**

CIRCUS 500 People *"A MILE OF SMILES"*

Spectacular Military Pagant

"MARCH of the ALLIES"

365 OTHER THRILLING ATTRACTIONS



Underwear Deliveries Progressing Fairly.

The primary end of the underwear market is the quietest division of the knit goods trade. This state of apathy, however, affords agents an opportunity of gauging the situation with the wholesalers and retailers, both as regards the progress of fall deliveries to the latter trade and the shaping up of spring 1918 selling from jobber to retailer.

Little is heard now in the way of serious complaints from jobbers not getting their fall goods delivered as promptly as usual. This does not imply that deliveries of the merchandise are going forward on time, for with army business none of the mills are able to maintain even the backward shipping schedules that were in effect before the Government orders further complicated the already difficult production situation. But it does seem to mean that the wholesalers appreciate the difficulties with which underwear manufacturers are contending, and that they are inclined to accept the state of things with as good grace as possible, willing at the same time to be as lenient as necessary under the conditions.

Within the past week further reports have been current respecting a certain few mills who are said to have canceled orders for fall booked from their customers under the pretext that the Government had commandeered their plants and delivery of any further civilian garments was impossible.

Everybody knows there has been no commandeering by the Federal authorities. The point the Government has made was that regular production should be interfered with as little as possible during the time army garments were in course of manufacture, and to the end that this should be done we have the knit goods committee, which is co-operating with the Council of National Defense and superintending the placing of Government orders where they can be taken care of and upset civilian production the least. Incidentally, mills which try this commandeering excuse for canceling are likely to be dealt with in a firm way by the Government, for it will not be tolerated.

As far as jobbers' experiences in selling the new lightweight lines at the higher prices are concerned, in four or five cases where wholesalers' salesmen have been out it is reported that retailers have shown a disposition to take hold more strongly than the jobbers desired. The above reports, however, come from only one section of the country, that of houses

in the Baltimore and Philadelphia districts, so it is not representative of the country at large. The general situation cannot be sized up as yet, nor can it be until more jobbers have their spring lines out on the road.

As for prices, everyone admits that the retailers who have not yet got their figures on present-day cost basis will have trouble. The largest retailers are possibly the worst offenders, many of them selling underwear on the old basis still, and when it comes to making a jump from the 50c garment to the \$1 mark it will not be so easy to convince the average customer as would have been the case had the advancing been done gradually and covered a period dating back six months or a year, when it became apparent to everyone that values were on the upward march.

The largest stores have an additional factor to overcome—that of having educated the public to watch their advertisements for cut-price sales, with the result that many people never buy their season's requirements until very attractively priced goods are offered. The efforts and methods these retailers will use to get their customers to pay the advanced figures will be interesting to watch.

More Activity in the Ribbon Market.

As it is now impossible for the trade to supply the dark warp prints in 80-ligne widths in sufficient quantities to meet the call, the ordering is now done very freely on 65 and 75-ligne varieties. There seems no difficulty about supplying all these latter goods wanted at present, although how long this will remain true of the situation cannot be said for the reason that the majority of the trade has not been making them up for stock. There seems no lessening of this demand for dark warp prints, which are not only wanted for immediate and comparatively near delivery but which are also being ordered for future shipment.

A large ribbon merchant who this fall began distributing better grade goods for the first time is completely sold up through December and January on such merchandise suitable for knitting and sewing bags. Delivery of these new orders starts September 15, and as they do not conclude until the end of January it is evident that they will go into consumption next spring and summer. Furthermore, the dealer believes that knitting and sewing bag purposes are the requirements for these goods. The ribbons referred to sell for from 4¼c to 4½c per ligne, and the line offered sold up very quickly.

A large ribbon merchant shed some interesting light on the gros grain situation yesterday, with the result that he is still to be convinced that the use of such ribbons will not extend largely into, if not throughout, the coming spring season. This man's Western salesman just advised the house not to sell out gros grains if there should be any accumulation of this season's goods. He takes this to mean that there are prospects for them next season, notwithstanding the fact that many of the trade believed they might finish up with this fall's millinery business.

We should consult three things in all our actions—justice, honesty and utility.

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



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

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.

GRAND RAPIDS
MERTENS
Rates \$1.00
With Shower \$1.50
Meals 50c
NEW
WIRE FOR
RESERVATION
A Hotel to which a man
may send his family

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.00 and up

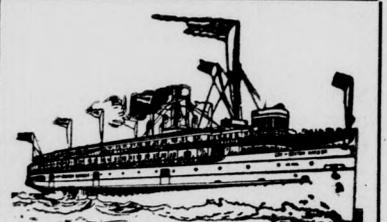
EDWARD R. SWETT, Mgr.
Muskegon :: Michigan



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.

Citizens Long Distance Service



Reaches more people in cities tributary to Grand Rapids than can be reached through any other telephone medium.

USE CITIZENS SERVICE

Citizens Telephone Company

THE SCOTCH IN AMERICA.

Said Wilfred Laurier in a post-prandial address, "Wherever there is a good thing in the world, there you will find a Scotchman camped close beside it." Certain it is that many of the best things in our country have been made the better by the association with them of Scots or men of Scotch descent, although such interpretation of the phrase was probably at the moment beyond the former Premier's meaning.

Politics, business, literature and science, every field of professional and social endeavor, bear the imprint upon them of Scotch ability. To rehearse the names of Scots, or descendants of Scots, who have played a prominent part in the history of the United States is to call the roster of some of the most prominent figures in its annals. Of our twenty-seven Presidents, five, Monroe, Hayes, Grant, Roosevelt and Wilson, had Scotch blood, and seven, Jackson, Polk, Buchanan, Johnson, Arthur, Harrison and McKinley had Scotch-Irish blood in their veins. Early colonial history fairly bristles with Scotch names among its governors and legislators; the Revolutionary War shows in addition to such personalities as General Stark and Anthony Wayne, a dozen others of prominence who were of Scotch stock, while the Civil War had such leaders as Scott, Grant, McClellan and Lee—who claimed descent from Bruce himself—Stonewall Jackson, Johnstone and Stuart. John Paul Jones was Scotch and Commodore Perry of Scotch descent, as was that less revered, if no less respected, seaman, Captain Kidd. In the field of literature Scotland has a lien on Cooper, Irving and Poe; in that of science, on Asa Gray and Maria Mitchell; in oratory and statesmanship, on Patrick Henry, Webster and Clay, and in business, on A. T. Stewart and Andrew Carnegie.

The original settlers from whom sprang this notable citizenry came to America in two streams of migration, the one from Scotland direct, the other by way of Ulster. They came for the most part in search of greater freedom, in a smaller degree as prisoners of the Commonwealth, which sold them into the service of the American colonies. New England, New York and New Jersey, as well as South Carolina, Virginia, and North Carolina received the mass of the immigrants, and from them drew both strength and inspiration. The record of their achievements as individuals, as well as the general course of their activity, would require many books to relate.

MAY BRING LOWER VALUES.

As having had a great influence on the increases of price, particularly in the textiles, the orders from the Government must be taken into account. The effort to provide quickly for the needs of a million or more of troops skinned the market of many fabrics and finished articles, and also threw on the mills a great deal of work which had the preference over civilian or trade orders. Anything like prompt delivery, therefore, called for higher prices—sometimes justified and sometimes not. A good deal of the rush for military requirements is over, and it is only a question of a short time when the mills will be

seeking orders. Future ones from the Government will not be of the overwhelming character that the original ones were, and will, consequently, be more easily handled and without conflicting with the demands of general trade. Scattered through the period of a year, the supplies for an army as large as is likely to be mustered in will be a comparatively small percentage of the capacity available in mills and workshops, and will cease to be much of a factor in affecting prices. The need also of lowering prices to hold and extend the export trade will be another inducement to bring articles to lower levels of market value.

WHAT CAUSES UNCERTAINTY.

It is not expected that any marked restriction of buying will be shown this fall in what may be called essentials. Next spring is the period looked forward to with some doubt in this regard, and yet it is at present that purchases have to be in hand to be made up for sale at that time. Errors in judgment are apt to be costly should prices take a drop in the meantime or should the public not take kindly to the inflated ones based on the raises in the primary markets. Then, too, the character of the buying may be largely influenced by the frame of mind induced as a result of extremely high prices for the actual necessities of life. The natural tendency would be for persons to lop off expenditures and to buy nothing unless it was actually needed. Already this disposition has shown itself in the efforts of persons to raise and can food-stuffs, to do odd jobs which were formerly given to hired men, and to make over, patch, or repair clothing, shoes, and other articles instead of buying new ones. A habit of this kind is apt to spread, particularly in view of the appeals made for economy and thrift during the war period. With such prospects in view, it is not surprising that buyers are very conservative just now, contenting themselves with attending to immediate needs. Nor are they being especially prodded to do otherwise, both manufacturers and jobbers being no more confident of the outlook than are they.

THE KAISER'S BOAST.

In a recent address to his troops, Bloody Bill Kaiser boastfully asserted that he had "carpeted Europe with corpses."

The Kaiser has achieved distinction as the boss butcher of the world and the biggest liar in evidence since Lucifer was dropped into the lower regions, and in this case he told the truth. He has in truth murdered more men, women and children than any other fiend in the history of the world.

The German mind appears to possess an irresistible fascination in committing crime. A hospital, a church, a nun, a priest, a woman, a child, is a worthy object of German warfare. The murders from the air in England may have palled a little on the experts. To murder the wounded and their ministrants may be a new sensation, such as drowning enemy sailors gave one German submarine captain of genius.

BETTER LET IT ALONE.

The Tradesman has referred, from week to week, to the work of the promoters who are undertaking to secure sufficient subscriptions among the retail grocers of Michigan to establish a jobbing house at this market under the style of the Grand Rapids Wholesale Grocery Co.

Pending the investigation of the men connected with the enterprise and the record of similar companies organized to conduct business along similar lines at other market, the Tradesman has withheld expressing a definite opinion on the project. It is now in a position, however to advise its readers to have nothing to do with the undertaking, because it is not based on correct business principles. Some of the reasons for making this statement are as follows:

1. The character of the men who are most active in the movement is not such as to command the utmost confidence. The leading spirit in the undertaking has promoted eleven different companies and later dropped out of the active management, several of them having failed.
 2. It is impossible for any corporation of the kind proposed to do business on 3 per cent, which is the ratio of profit proposed by the promoters.
 3. It is not possible for these companies to obtain many lines of staple goods, because manufacturers do not care to do business with any institution which is so conducted as to be a demoralizing factor in the mercantile field.
 4. Grocers who have joined these enterprises at other markets fail to secure the advantages they expect and many of them assert that their subscriptions were obtained under false pretenses.
- There are other cogent reasons why the project should be avoided, which the editor of the Tradesman will discuss personally with any subscriber who can make it convenient to call at the publication office.

EASIER TO GET GOODS.

It is becoming somewhat easier to get goods in general and especially in all metal lines. The demand still continues heavy, particularly from the Government and from the Allies, but the enormous productive capacity of the country has finally begun to tell. The general consuming demand continues heavy. Throughout the country stocks of merchandise in the hands of dealers, both wholesale and retail, are generally large, but there is no disposition to cut prices to force sales, since it is generally realized that such a course would defeat its own object by creating distrust as to the soundness of the present level of prices, and thus tend to curtail buying. The general belief is that the great and unprecedented harvest yields at prices most remunerative to the farmers furnish a substantial basis for a large and sustained volume of business during the remainder of the year.

"ONWARD WITH GOD."

From the air, as from the sea and the land, the pious Kaiser speaks that "Onward with God" which, in his infamous Bremerhaven speech to the German troops about to start for China in the Boxers' Rebellion of 1900, took the form illustrated by a thousand savageries in this war:

If you meet the enemy, you will defeat him, give no quarter. make no prisoners; let whoever falls in your hands be doomed. Just as a thousand years ago the Huns, under their King Etzel, made for themselves a name, which to this day is a mighty one in tradition, so may your appearance make the name German be feared for a thousand years in China, so never again will a Chinaman dare to look askance at any German.

King Etzel and his Huns were milksops and weaklings compared with their scientific and thorough successors.

POTSDAM PLANNED

for forty years. And out of its plans grew an inhuman machine—terrible in perfection, terrible in power, terrible in its challenge to the democratic faith in the capacity of men to govern themselves.

Potsdam's plans are to be overthrown, not by a million minute men who rise up over night, nor by the valor of good intentions. But by other plans as thoughtfully conceived, as painstakingly developed, and as brilliantly executed.

As Potsdam thinks, so Germany acts. As America thinks, so America acts. To think straight and far just now is to contribute to the vitality of the very source of American power—public opinion.

So rarely comes good news out of Germany that, when it does, all the world should be notified. The Germans are melting down their bronze statuary for use in munition works! A 42-centimeter shell is not a thing of beauty as it advances whining through the air at you. On the other hand, neither is that monstrous Germania of the flowing brazen locks. Given the choice of one or the other, hypersensitive souls who have any regard for art whatever would prefer the shells to the wretched statues erected everywhere by the nation of beasts who walk on two legs but otherwise bear no resemblance to human beings.

Factory and Land for Sale by Public Auction

In re:
Damien Lalonde Limited

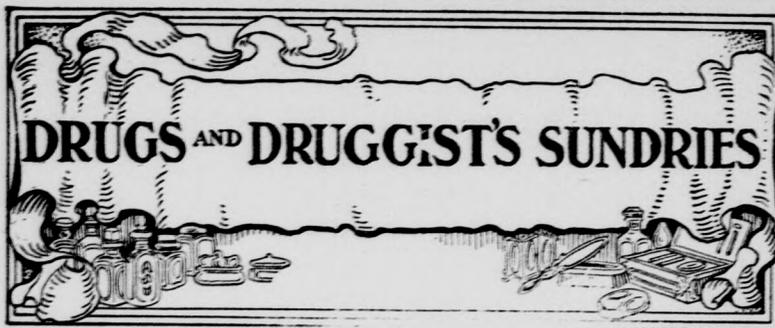
1000 Christophe Colomb Street,
Door and Sash Factory of Montreal,
In Liquidation.

To be offered for sale by public auction at No. 69 St. James Street, Montreal, on THURSDAY, 4th OCTOBER, 1917, at Eleven o'clock.

24 lots of land in St. Denis Ward, City of Montreal, containing over 80,000 feet of land with buildings thereon erected, comprising 2 stories solid brick building, 150 x 90 ft., iron framed, concrete foundations and ground flooring, gravel roofed, upper floor mill construction with saw mill and joiner shop, kiln and machine shop, heating and lighting system, water works and one 8-car railway siding to C. P. Ry., and all the machinery therein contained, lumber sheds, stables and keeper's dwelling, etc., etc.

Conditions of Sale: Purchaser to assume the mortgages of \$76,000.00, pay 10% on adjudication, balance of purchase price on completion of deed of sale as per conditions of sale deposited at the Office of the Liquidators, who will give any other information on demand.

VINET & DUFRESNE,
Liquidators,
99 St. James Street, Montreal.



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.

Trained Pharmacists Are Urged For Army.

The success of the French in saving the lives of their soldiers in the present war has been remarkable, and they have found the use of commissioned pharmacists absolutely necessary for the carrying out of the best methods for saving life. At Verdun, the pharmaceutical service of the great field hospital behind the firing lines is in charge of a pharmacist with the rank of major, and under him are many commissioned pharmacists and apothecaries. The whole hospital is under the command of a medical officer with the rank of colonel. This shows the tremendous importance attached to properly-trained pharmacists with commissions working side by side with the medical officers in one of the greatest military hospitals the world ever saw. I received this information personally from an acquaintance who has just returned within the last few days from active service in this very hospital.

The claim is being constantly made in the United States medical department that there is not very much real pharmacy in the department. There should be, if there is not, as can be readily shown in the daily lives of our people who demand pharmacists by law in every state and do not allow physicians to practice pharmacy unless they are state licensed pharmacists, licensed by actual state pharmaceutical examinations. The United States Army takes men for its pharmaceutical service as privates and then, after training them in the most menial hospital service, and sifting out the finer material from the coarser, the better men are advanced and slowly given a pharmaceutical training, and after years of service they can reach the higher ranks of non-commissioned men, but with these years of training they are not permitted to advance to those pharmaceutical posts which the medical department already admits requires commissioned officers, such as superintendents of medical supply depots, etc.

These places are all given to commissioned medical officers.

The department seems to admit, by not asking the Government to give commissions to pharmacists, that the department's training is not the proper kind to develop commissioned men. Congress would be glad to give commissions to the competent pharmacists in the United States Army if they were asked for in a hearty, earnest way by the medical department. The army badly needs more medical officers and more pharmaceutical officers, and if the latter cannot be secured from the pharmacists in the army they can be secured immediately from civil life. There are many capable pharmacists anxious to volunteer. Men who have graduated in pharmacy, who were required to have a good education before entering a college of pharmacy and have the licenses of their respective states to practice pharmacy. Said licenses having been granted by disinterested state boards of pharmacy.

Many such men are now writing us who wish to volunteer for pharmaceutical service. They are well trained, competent men. We refer them to the medical department. The department writes them that they can only take them in as privates in the medical department, which is true under the present jumbled-up conditions. The competent trained pharmacist does not want to enter the service as private, who scours the floors, empties the slops and does no pharmaceutical work whatever, and who, as he slowly rises, even if most competent and capable, can never be a commissioned officer. He is forced to go enlist with the ignorant and inefficient. The line offers such a man, who is ambitious, much better inducements. We note many pharmacists going into the officers' training camps. These capable pharmacists are needed in the pharmaceutical service of the United States as the co-workers of the medical men. The medical men need their assistance badly. The medical, dental and veterinary men are commissioned officers, but not a single pharmacist has a commission.

George F. Payne.

The man with a competency for life, with enough to educate his children and to travel modestly and not enough to burden him with cares, is richer than all of the boodleaires on earth. He is rich in contentment, in honors that smell not of pelf, in the years spent in the companionship of those he loves, and in the hours of thoughtful leisure which fertilize the heart and afford this world's only beauty culture for the soul.

Status of the Drug Market.

Business in the market for drugs and chemicals was rather quiet yesterday, so far as the general list was concerned. In certain instances an active enquiry is noted for some products, which are scarce, but the purchasing in many cases is restricted to comparatively small quantities. The announcement in Washington dispatches that ocean freight rates are to be cut sharply excites some comment in the trade although the report is without effect as a market factor. The number of changes reported in prices are small, but there have been some developments of not a little interest. Camphor has been reduced 5c per pound by domestic refiners, the decline being due to the usual decrease in the consuming demand at this period of the year and also because of underselling by importers of Japanese product. Lanoline has been reduced rather sharply by manufacturers, owing to competition. Geranium, wormseed and spearmint oils are stronger. Cannabis indica lacks quotable change, but the market is strong, owing to reports of a rise abroad. Grindelia robusta is higher, owing to a decrease in supplies. The demand for bichromate of soda continues good, and prices have been advanced further. Bichromate of potash is more active and firmer. Lanoline has been reduced by manufacturers to 41@46c per pound for hydrous and 54@56c for anhydrous, according to quantity. The decline is attributed to competition.

Dragon's blood in reeds is in small supply and the market remains firm at the recent advance.

Lycopodium is receiving a moderate request and the market retains the same firm tone that has been noted recently.

Bay rum is meeting with a good demand. The market remains firm with sales reported at \$2.50 per gallon.

Quicksilver is in moderate request and the market continues steady.

Chloral hydrate is scarce on spot and the market continues firm.

Necessity of Assay for Digitalis.

Hamner points out that the chemical assay methods of digitalis are thus far of practically no value in determining the physiological strength of the drug; the color reaction of

Keller, adopted by the German Pharmacopoeia, is entirely worthless. This reaction, supposed to be due to digitoxin, cannot with certainty be ascribed to that substance. Hence physiological methods are absolutely necessary, and the author prefers Hale's "one hour" method, or Focke's "short time" method. However, on account of the experience and skill needed in carrying out biological assays, they should all be conducted in a central laboratory, and not in the individual pharmacies.

Paraffin Oil Hair Tonic.

The following is used for promoting the growth of the hair, baldness etc. It should be rubbed thoroughly on the scalp.

Paraffin Oil 1 pt.
 Tincture Cantharides 4 drs.
 Euphorbium 20 grs.
 Oil Rosemary 4 drs.
 Oil Cassia 20 min.
 Oil Cloves 5 m'n.

Heat the euphorbium and tincture of cantharides for two hours with the paraffin, then strain and add the other oils.

When every toiler can drop a nickel in the slot until he has saved fifty dollars and then get a Government bond he will be thrifty and happy.



It's Pure. That's Sure

Piper Ice Cream Co.
 Kalamazoo, Mich.

Fieglers

Chocolates

Package Goods of
 Paramount Quality
 and
 Artistic Design

DON'T OVERLOOK CRITERION QUALITY HOUSE PAINT

The chances are you've got some painting to do. We strongly urge that before you purchase paint, that you investigate our "CRITERION QUALITY."

It is made especially for Michigan needs—gives perfect protection—maximum spread and costs little compared with brands that offer less.

HEYSTEK & CANFIELD

Criterion Quality

**HOUSE PAINT
 MIXED FOR MICHIGAN**

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

An Absolute Necessity

In addition to its usefulness as an instrument for local communication, your Bell Telephone can be used to

Transact business in distant places.

Keep in touch with distant friends.

Call the home folks when you travel

Find distant persons in emergencies.

Talk to the children away at college.

Bell Service is provided to meet every commercial and social demand. Every Bell telephone is a long distance station connecting with 340,000 telephones in Michigan.

USE THE BELL TELEPHONE



Michigan State Telephone Company

Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids	Cubebbs 8 50@8 75	Capsicum @1 95
Boric (Powd.) .. 17@ 25	Eigerson 2 75@3 00	Cardamon @2 00
Boric (Xtal) 17@ 25	Eucalyptus 1 25@1 35	Cardamon, Comp. @1 50
Carbolic 61@ 65	Hemlock, pure 1 50@1 75	Catechu @1 33
Citric 90@ 95	Juniper Berries 20 00@20 20	Cinchona @2 25
Muriatic 3 1/4@ 5	Juniper Wood .. 2 75@3 00	Colchicum @2 25
Nitric 9@ 15	Lard, extra 1 90@2 00	Cubebbs @2 25
Oxalic 60@ 70	Lard, No. 1 1 85@1 95	Digitalis @1 40
Sulphuric 3 1/4@ 5	Lavender Flow. 7 00@7 25	Gentian @1 40
Tartaric 1 05@1 60	Lavender, Gar'n 1 25@1 40	Ginger @1 75
Ammonia	Lemon 2 00@2 25	Guaiac @1 80
Water, 26 deg. .. 10@ 15	Linseed, boiled bbl. @1 26	Guaiac, Ammon. @1 60
Water, 18 deg. .. 6 1/2@ 12	Linseed, bld less 1 41@1 45	Iodine @1 80
Water, 14 deg. .. 5 1/2@ 11	Linseed, raw, bbl. @1 25	Iodine, Colorless @1 80
Carbonate 14 @ 16	Linseed, rw, less 1 40@1 45	Iron, clo. @1 50
Chloride 25 @ 35	Mustard, true, oz. @2 25	Kino @1 55
Balsams	Mustard, artifil oz. @2 00	Myrrh @2 10
Copaiba 1 40@1 65	Neatsfoot 1 80@1 95	Nux Vomica @1 55
Fir (Canada) .. 1 25@1 50	Olive, pure 3 00@4 50	Opium @9 00
Fir (Oregon) .. 40@ 50	Olive, Malaga, yellow 2 40@2 50	Opium, Camph. @1 50
Peru 5 50@5 75	Olive, Malaga, green 2 40@2 50	Opium, Deodor'd @9 00
Tolu 75@1 00	Orange, Sweet . 4 25@4 50	Rhubarb @1 20
Barks	Origanum, pure @2 50	Paints
Cassia (ordinary) 25@ 30	Origanum, com'l @ 75	Lead, red dry ..13 1/4@13 3/4
Cassia (Saigon) 90@1 00	Pennyroyal 2 25@2 50	Lead, white dry 13 @13 1/2
Elm (powd. 35c) 30@ 35	Peppermint 4 25@4 50	Lead, white oil 13 @13 1/2
Sassafras (pow. 35c) @ 30	Rose, pure .. 26 00@28 00	Ochre, yellow bbl. @ 1 1/2
Soap Cut (powd.) 35c 23@ 25	Rosemary Flows 1 50@1 75	Ochre, yellow less 2 @ 5
Berries	Sandalwood, E. I. 15 00@15 20	Putty 3@ 6
Cubeb 1 20@1 30	Sassafras, true 1 50@1 75	Red Venet'n bbl. 1 1/2@ 5
Fish 15@ 20	Sassafras, artifil 50@ 60	Red Venet'n less 2 @ 5
Juniper 10@ 15	Spearmint 3 75@4 00	Vermillion, Amer. 25@ 30
Prickley Ash @ 30	Sperm 1 85@2 00	Whiting, bbl. @ 3
Extracts	Tansy 3 50@3 75	Whiting, 3 1/4@ 6
Licorice 55@ 60	Tar, USP 30@ 40	L. H. P. Prepd. 2 15@2 25
Licorice powdered 85@ 90	Turpentine, bbls. @ 49	Miscellaneous
Flowers	Turpentine, less 55@ 60	Acetanalid 70@ 80
Arnica @3 00	Wintergreen, tr. 5 50@5 75	Alum 10@ 12
Chamomile (Ger.) 75@1 00	Wintergreen, sweet birch 4 00@4 25	Alum, powdered and ground 12@ 15
Chamomile Rom. 2 00@2 20	Wintergreen art 1 25@1 50	Bismuth, Subnitrate 3 60@3 70
Gums	Wormseed 8 00@8 25	Borax xtal or powdered 10@ 15
Acacia, 1st 75@ 80	Wormwood 4 75@5 00	Cantharades po 2 00@6 00
Acacia, 2nd 65@ 75	Potassium	Calomel 2 56@2 60
Acacia, Sorts 45@ 50	Bicarbonate 1 90@2 00	Capsicum 35@ 40
Acacia, powdered 60@ 70	Bichromate 55@ 60	Carmine 6 50@7 00
Aloes (Barb. Pow) 30@ 40	Bromide 1 70@2 00	Cassia Buds @ 40
Aloes (Cape Pow) 20@ 25	Carbonate 1 60@1 75	Cloves 35@ 40
Aloes (Soc. Pow. 60) @ 55	Powdered 60@ 65	Chalk Prepared .. 6@ 8 1/2
Asafoetida, @2 25	Chlorate, gran'r 95@1 00	Chalk Precipitated 7@ 10
Asafoetida, Powd. Pure @2 50	Chlorate, xtal or powd. 70@ 75	Chloroform 85@ 93
Camphor 95@1 00	Cyanide @1 25	Chloral Hydrate 1 92@2 12
Guaiac 45@ 50	Iodide 3 50@3 60	Cocaine 9 15@9 35
Guaiac, powdered @ 60	Permanaganate .. @5 25	Cocoa Butter 50@ 60
Kino 70@ 75	Prussiate, yellow @1 75	Corks, list, less 55% @ 2
Kino, powdered .. 75@ 80	Prussiate, red ... @3 50	Copperas, bbls. @ 2
Myrrh @ 40	Sulphate @ 90	Copperas, less .. 2 1/2@ 7
Myrrh, powdered @ 50	Roots	Copperas, powd. . 4@ 10
Opium 35 00@35 20	Alkanet 2 00@2 10	Corrosive Sublm. 2 30@2 40
Opium, powd. 35 00@35 20	Blood, powdered 20@ 25	Cream Tartar 61@ 65
Opium, gran. 35 00@35 20	Calamus 50@3 50	Cuttlebone 65@ 70
Shellac 75@ 80	Elecampane, pwd. 15@ 20	Dextrine 10@ 15
Shellac, Bleached 90@ 95	Gentian, powd. 30@ 35	Dover's Powder .. @5 00
Tragacanth 2 50@3 00	Ginger, African, powdered 20@ 25	Emery, all Nos. 6@ 10
Tragacanth powder 2 50	Ginger, Jamaica, powdered 22@ 30	Emery, powdered 5@ 8
Turpentine 10@ 15	Ginger, Jamaica, ground 22@ 30	Epsom salts, bbls. @ 5 1/2
Insecticides	Goldenseal pow. 8 00@8 20	Epsom Salts, less 6@ 10
Arsenic 23@ 30	Ipecac, powd. . 3 25@3 50	Ergot 1 25@1 50
Blue Vitriol, bbl. . . @ 12	Licorice 35@ 40	Ergot, powdered 2 75@3 00
Blue Vitriol less 12 1/4@ 20	Licorice, powd. .. 30@ 40	Flake White 15@ 20
Bordeaux Mix Dry 20@ 25	Orris, powdered 30@ 35	Formaldehyde lb. 18@ 25
Hellebore, White powdered 38@ 45	Poke, powdered 20@ 25	Gelatine 1 75@1 85
Insect Powder ... 40@ 60	Rhubarb 75@1 00	Glassware, full es. 58%
Lead, Arsenate Po 34@ 44	Rhubarb, powd. 75@1 25	Glassware, less 50%
Lime and Sulphur Solution, gal. . . 15@ 25	Rosinweed, powd. 25@ 30	Glauber Salts, bbl. @ 1 1/2
Paris Green 55@ 60	Sarsaparilla, Hond. ground 75@ 80	Glauber Salts less 2@ 5
Ice Cream	Sarsaparilla Mexican, ground 35@ 40	Glue, Brown 25@ 35
Piper Ice Cream Co., Kalamazoo 80	Squills 35@ 40	Glue, Brown Grd. 25@ 35
Bulk Vanilla 80	Squills, powdered 45@ 65	Glue, White 30@ 35
Bulk Special Flavored 90	Tumeric, powd. .. 13@ 20	Glue, White Grd. 30@ 35
Brick, Plain 25	Valerian, powd. .. @1 00	Glycerine 76@ 90
Brick, Fancy 30	Seeds	Hops 45@ 60
Leaves	Anise 35@ 40	Iodine 4 50@4 60
Buchu 1 75@1 85	Anise, powdered .40@ 45	Iodoform 5 68@5 70
Buchu, powdr'd 1 85@2 00	Bird, is @ 10	Lead, Acetate .. 21@ 25
Sage, bulk 67@ 70	Canary 10@ 15	Lycodium 2 75@3 00
Sage, 1/4 loose .. 72@ 78	Caraway 85@ 90	Mace 85@ 90
Sage, powdered .. 55@ 60	Cardamon 1 80@2 00	Mace, powdered .. 95@1 00
Senna, Alex 90@1 00	Celery (Powd. 50) 38@ 45	Menthol 4 25@4 50
Senna, Tinn. 40@ 45	Coriander 36@ 45	Morphine 14 00@14 65
Senna, Tinn. pow. 50@ 55	Dill 30@ 35	Nux Vomica 22 1/2@ 30
Uva Ursi 18@ 20	Fennel 90@1 00	Nux Vomica, pow. @ 20
Oils	Flax 7 1/2@ 12	Pepper, black pow. 35@ 40
Almonds, Bitter, true 15 00@16 00	Flax, ground ... 7 1/2@ 12	Pepper, white ... @ 45
Almonds, Bitter, artificial 7 00@7 20	Foenugreek pow. 19@ 25	Pitch, Burgundy .. @ 15
Almonds, Sweet, true 1 35@1 60	Hemp 8 1/2@ 12	Quassia 12@ 15
Almonds, Sweet, imitation 65@ 75	Lobelia 40@ 50	Quinine 90@1 00
Amber, crude 1 75@2 00	Mustard, yellow .. 19@ 25	Rochelle Salts ... 48@ 55
Amber, rectified 2 50@2 75	Mustard, black .. 19@ 25	Saccharine, oz. @4 00
Anise 2 00@2 25	Mustard, powd. . . 22@ 30	Salt Peter 36@ 45
Bergamont 8 00@8 25	Poppy @1 00	Seidlitz Mixture .. 41@ 45
Cajeput 1 35@1 60	Quince @1 25	Soap, green 20@ 25
Cassia 2 75@3 00	Rape 15@ 20	Soap mott castile 22 1/2@ 25
Castor 2 70@2 80	Sabadilla @3 35	Soap, white castile case @13 00
Cedar Leaf 1 50@1 75	Sabadilla, powd. 35@ 45	Soap, white castile less, per bar ... @1 40
Citronella 1 00@1 25	Sunflower 7@ 10	Soda Ash 5 1/4@ 10
Cloves 3 50@3 75	Worm American .. @ 25	Soda Bicarbonate 2 1/2@ 6
Cocanut 40@ 50	Worm Levant .. 1 00@1 10	Soda, Sal 2@ 5
Cod Liver 4 75@5 00	Tinctures	Spirits Camphor .. @ 7 5
Cotton Seed 1 65@1 75	Aconite @1 55	Sulphur, roll 4 1/4@ 10
Croton 1 75@2 00	Aloes @1 20	Sulphur, Subl. 4 9-10@ 10
	Arnica @2 55	Tamarinds 15@ 20
	Asafoetida @3 60	Tartar Emetic @ 85
	Belladonna @2 25	Turpentine, Ven. 50@4 75
	Benzoin @1 80	Vanilla Ex. pure 1 00@1 50
	Benzoin Compo'd @3 00	Witch Hazel ... 1 10@1 50
	Buchu @2 25	Zinc Sulphate 10@ 15
	Cantharadies ... @3 75	

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 2 columns: Item Name (e.g., Wooden Bowls, Canned Salmon) and Price/Category.

Honey

DECLINED

Index to Markets

By Columns

Large index table with columns A through Y listing various grocery items and their prices.

1

2

Main price list table with multiple columns for different categories like ARCTIC AMMONIA, AXLE GREASE, BAKED BEANS, etc.

CHEWING GUM section listing items like Adams Black Jack, Adams Sappota, Beeman's Pepsin, etc.

CHOCOLATE section listing items like Walter Baker & Co., German's Sweet, Premium, etc.

CLOTHES LINE section listing items like No. 40 Twisted Cotton, No. 50 Twisted Cotton, etc.

COCOA section listing items like Baker's, Cleveland, Colonial, etc.

COCOANUT section listing items like Dunham's, 1/8s, 5 lb. case, etc.

COFFEES ROASTED section listing items like Common, Rio, Choice, etc.

COFFEES ROASTED (continued) listing items like Maracaibo, Mexican, Guatemala, etc.

COFFEES ROASTED (continued) listing items like Java, Private Growth, Mandling, etc.

COFFEES ROASTED (continued) listing items like Bogota, Exchange Market, Spot Market, etc.

McLaughlin's XXXX section listing items like package coffee, Extracts, Holland, etc.

CONDENSED MILK section listing items like Carnation, Tall, Carnation, Baby, etc.

CONFECTIONERY section listing items like Stick Candy, Horehound, Standard, etc.

Mixed Candy section listing items like Broken, Cut Loaf, French Cream, etc.

Specialties section listing items like Auto Kisses, Bonnie Butter Bites, etc.

CHOCOLATES section listing items like Assorted Choc., Amazon Caramels, Champion, etc.

POP CORN GOODS section listing items like Cracker Jack, Cracker-Jack Prize, etc.

COUGH DROPS section listing items like Putnam Menthol, Smith Bros., etc.

NUTS-Whole section listing items like Almonds, Tarragona, Almonds, California, etc.

SHelled section listing items like No. 1 Spanish Shelled, Peanuts, etc.

SHelled (continued) listing items like Pecan Halves, Walnut Halves, etc.

PEANUTS section listing items like Fancy H P Suns, Raw, Roasted, etc.

CREAM TARTAR section listing items like Barrels or Drums, Square Cans, etc.

DRIED FRUITS section listing items like Apples, Evap'd Choice blk., etc.

APRICOTS section listing items like California, Corsican, etc.

CURRENTS section listing items like Imported, 1 lb. pkg., etc.

PEACHES section listing items like Muirs-Choice, Muirs-Fancy, etc.

PEEL section listing items like Lemon, American, Orange, American, etc.

RAISINS section listing items like Cluster, 20 cartons, Loose Muscatels, etc.

CALIFORNIA PRUNES section listing items like 90-100 25 lb. boxes, 80-90 25 lb. boxes, etc.

FARINACEOUS GOODS section listing items like Beans, California Limas, Med. Hand Picked, etc.

PEARL BARLEY section listing items like Chester, Portage, Green, Wisconsin, etc.

SAGO section listing items like East India, German, broken pkg., etc.

TAPIoca section listing items like Flake, 100 lb. sacks, Pearl, 100 lb. sacks, etc.

FISHING TACKLE section listing items like 1/2 to 1 in., 1 1/2 to 2 in., etc.

COTTON LINES section listing items like No. 1, 10 feet, No. 2, 15 feet, etc.

LINEN LINES section listing items like Small, Medium, Large.

POLES section listing items like Bamboo, 16 ft., per doz., Bamboo, 14 ft., per doz., etc.

FLAVORING EXTRACTS section listing items like Jennings D C Brand, Pure Vanilla, etc.

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FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat
Purity Patent 11 65
Fancy Spring 13 00
Wizard Graham 11 00
Wizard, Gran. Meal 10 75
Wizard Buckw't cwt. 6 00
Rye 11 00
Valley City Milling Co.
Lily White 11 85
Light Loaf 11 45
Graham 4 90
Granena Health 5 00
Gran. Meal 5 40
Bolted Meal 5 30
Watson-Higgins Milling Co.
New Perfection 12 25
Tip Top Flour 11 85
Golden Sheaf Flour 11 45
Marshalls Best Flour 12 50
Watertown Wisconsin
Rye 11 00
Worden Grocer Co.
Quaker, paper 11 50
Quaker, cloth 11 50
Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/8s 12 50
American Eagle, 1/4s 12 40
American Eagle, 1/2s 12 30
Spring Wheat
Judson Grocer Co.
Ceresota, 1/8s 13 70
Ceresota, 1/4s 13 60
Ceresota, 1/2s 13 50
Worden Grocer Co.
Wingold, 1/8s cloth 12 75
Wingold, 1/4s cloth 12 85
Wingold, 1/2s cloth 12 55
Meal
Bolted 10 55
Golden Granulated 10 75
Wheat
Red 2 05
White 2 03
Oats
Michigan carlots 75
Less than carlots 77
Corn
Carlots 2 20
Less than carlots 2 22
Hay
Carlots 19 00
Less than carlots 20 00
Feed
Street Car Feed 75 00
No. 1 Corn & Oat Fed 75 00
Cracked Corn 81 50
Coarse Corn Meal 81 50
FRUIT JARS
Mason, pts., per gro. 7 00
Mason, qts., per gro. 7 40
Mason, 1/2 gal. per gro. 9 85
Mason, can tops, gro. 2 75
GELATINE
Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90
Knox's Sparkling, doz. 1 75
Knox's Sparkling, gr. 20 50
Knox's Acid'd doz. 1 85
Minute, 1 doz. 1 25
Minute, 3 doz. 3 75
Nelson's 1 50
Oxford 75
Plymouth Rock, Phos. 1 40
Plymouth Rock, Plain 1 25
GRAIN BAGS
Broad Gauge, 12 oz. 24
Climax, 14 29
Stark, A, 16 oz. 25
HERBS
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25
HIDES AND PELTS
Hides
Green, No. 1 18
Green, No. 2 17
Cured, No. 1 20
Cured, No. 2 19
Calfskin, green, No. 1 1 25
Calfskin, green, No. 2 23 1/2
Calfskin, cured, No. 1 2 1/2
Calfskin, cured, No. 2 25 1/2
Pelts
Old Wool 75@2 00
Lamb's 50@1 50
Shearlings 50@1 50
Tallow
No. 1 @12
No. 2 @11
Wool
Unwashed, med. @60
Unwashed, fine @55
HONEY
A. G. Woodman's Brand.
7 oz., per doz. 3 90
20 oz., per doz. 3 90
HORSE RADISH
Per doz. 90
JELLY
5lb. pails, per doz.
15lb. pails, per pail .. 1 05
30lb. pails, per pail .. 2 00

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Jiffy-Jell
Straight or Assorted
Per doz. 1 15
Per case, per 4 doz. 4 60
Seven Flavors: Raspberry,
Strawberry, Cherry, Lemon,
Orange, Lime, Pineapple.
JELLY GLASSES
1/2 pt. in bbls., per doz. 25
1/2 pt. in bbls., per doz. 27
8 oz. capped in bbls.
per doz. 27
MAPLEINE
2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75
16 oz. bottles, per dz. 18 00
32 oz. bottles, per dz. 30 00
MINCE MEAT
Per case 3 45
MOLASSES
New Orleans
Fancy Open Kettle 50
Choice 43
Good 37
Stock
Half barrels 2c extra
Red Hen, No. 2 1/2 3 20
Red Hen, No. 5 3 10
Red Hen, No. 10 3 00
MUSTARD
1/2 lb. 6 lb. box 16
OLIVES
Bulk, 1 gal. kegs 1 10@1 20
Bulk, 2 gal. kegs 1 05@1 15
Bulk, 5 gal. kegs 1 00@1 10
Stuffed, 5 oz. 1 10
Stuffed, 8 oz. 1 60
Stuffed, 14 oz. 2 50
Pitted (not stuffed)
14 oz. 2 50
Manzanilla, 8 oz. 1 10
Lunch, 10 oz. 1 50
Lunch, 16 oz. 2 60
Queen, Mammoth, 19
oz. 5 00
Queen, Mammoth, 28
oz. 6 25
Olive Chow, 2 doz. cs.
per doz. 2 25
PEANUT BUTTER
Bel-Car-Mo Brand
4 oz. 4 doz. in case 3 60
7 oz. 2 doz. in case 2 90
8 oz. 2 doz. in case 3 30
18 oz. 1 doz. in case 3 00
5 lb. pails, 6 in crate 25
10 lb. pails 18
15 lb. pails 17 1/2
25 lb. pails 17
50 lb. tins 16 1/2
PETROLEUM PRODUCTS
Iron Barrels
Perfection 11.
Red Crown Gasoline 21.5
Gas Machine Gasoline 33.9
V M & P Naphtha 21.
Capitol Cylinder, Wood
Bale 33.9
Capitol Cylinder, Iron
Bale 32.9
Atlantic Red Engine. 20.4
Winter Black 11.6
Polarine 37.9
PICKLES
Medium
Barrels, 1,200 count 9 50
Half bbls., 600 count 5 25
5 gallon kegs 2 20
Small
Barrels 11 00
Half barrels 6 25
5 gallon kegs 2 50
Gherkins
Barrels 14 00
Half barrels 6 75
5 gallon kegs 2 75
Sweet Small
Barrels 24 00
Half barrels 11 50
5 gallon kegs 4 20
PIPES
Clay, No. 216, per box
Clay, T. D. full count 30
Cob 99
PLAYING CARDS
No. 90, Steamboat 85
No. 15, Rival assorted 1 50
No. 20, Rover, enam'd 1 75
No. 572, Special 2 00
No. 98 Golf, Satin fin. 2 25
No. 808, Bicycle 2 25
No. 632 Tour'n whist 2 50
POTASH
Babbitt's 2 doz. 1 90
PROVISIONS
Barreled Pork
Clear Back 44 00@45 00
Short Cut Cir 42 00@43 00
Bean 40 00@41 00
Brisket, Clear @46 00
Pig
Clear Family 35 00
Dry Salt Meats
S P Bellies 24 00@25 00
Lard
Pure in tierces 24 @25
Compound Lard 19 @19 1/2
80 lb. tubs advance 1/4
60 lb. tubs advance 1/4
50 lb. tubs advance 1/4

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20 lb. pails advance 1/4
10 lb. pails advance 1/4
5 lb. pails advance 1
3 lb. pails advance 1
Smoked Meats
Hams, 14-16 lb. 25 1/2 @26
Hams, 16-18 lb. 21 @22
Hams, 18-20 lb. 20 1/2 @21
Ham, dried beef
sets 29 @30
California Hams 20 1/2 @21
Picnic Bolled
Hams 19 1/2 @20
Boiled Hams 36 @37
Minced Hams 17 1/2 @18
Bacon 33 @36
Sausages
Bologna 15
Liver 12
Frankfort 17
Pork 14@15
Veal 11
Tongue 11
Headcheese 14
Beef
Boneless 25 00@27 00
Rump, new 30 00@31 00
Pig's Feet
1/4 bbls. 1 75
3/4 bbls., 40 lbs. 3 40
1/2 bbls. 6 00
1 bbl. 12 00
Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00
Casings
Hogs, per lb. 35
Beef, rounds, set 19 @20
Beef, middles, set 45 @55
Sheep 1 15 @1 35
Uncolored Butterine
Solid Dairy 22 @25
Country Rolls 25 @27
Canned Meats
Corned Beef, 2 lb. 6 25
Corned Beef, 1 lb. 3 25
Roast Beef, 2 lb. 6 25
Roast Beef, 1 lb. 3 25
Potted Meat, Ham
Flavor, 1/4s 55
Potted Meat, Ham
Flavor, 1/4s 95
Deviled Meat, Ham
Flavor, 1/4s 52
Deviled Meat, Ham
Flavor, 1/4s 1 00
Potted Tongue, 1/4s 55
Potted Tongue, 1/4s 1 00
RICE
Fancy 80@84
Bule Rose @83
Broken @83
ROLLED OATS
Monarch, bbls. 10 25
Rolled Avena, bbls. 10 50
Steel Cut, 100 lb. sks. 5 20
Monarch, 90 lb. sks. 5 10
Quaker, 18 Regular 1 75
Quaker, 20 Family 5 60
SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia, 1 pint 4 00
Durkee's, large, 1 doz. 4 20
Durkee's, small, 2 doz. 5 00
Snider's, large, 1 doz. 2 40
Snider's, small, 2 doz. 1 45
SALERATUS
Packed 60 lbs. in box.
Arm and Hammer 3 10
Wyandotte, 100 1/2s 3 00
SAL SODA
Granulated, bbls. 1 40
Granulated, 100 lbs. cs. 1 50
Granulated, 36 pkgs. 1 40
SALT
Common Grades 3 15
70 4 lb. sacks 3 05
60 5 lb. sacks 3 05
28 10 lb. sacks 3 90
56 lb. sacks 43
28 lb. sacks 27
Warsaw
56 lb. sacks 26
28 lb. dairy in drill bags 20
Solar Rock
56 lb. sacks 43
Common
Granulated, Fine 1 80
Medium, Fine 1 90
SALT FISH
Cod
Large, whole @11
Small, whole @10 1/2
Strips or bricks 12 1/2 @16
Pollock @ 9
Holland Herring
Standards, bbls. 13 50
Y. M., bbls. 15 00
Standard, kegs 85
Y. M. kegs 95
Herring
Med. Fat Split, 200 lbs 8 00
Laborador Split 200 lb 10 00
Norway 4 K, 200 lbs. 16 50
Special, 8 lb. pails 70
Scaled, in boxes 17
Boned, 10 lb. boxes 17
Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 3 lbs. 75

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Mackerel
Mess, 100 lbs. 16 50
Mess, 40 lbs. 7 00
Mess, 10 lbs. 1 85
Mess, 8 lbs. 1 66
No. 1, 100 lbs. 15 50
No. 1, 40 lbs. 6 70
No. 1, 10 lbs. 1 75
Lake Herring
100 lbs. 4 00
40 lbs. 2 35
10 lbs. 58
8 lbs. 54
SEEDS
Canary, Smyrna 9
Caraway 9
Cardamon, Malabar 1 25
Celery 45
Hemp, Russian 7 1/2
Mixed Bird 9
Mustard, white 20
Poppy 70
Rape 15
SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25
Bixby's Royal Polish 35
Miller's Crown Polish 85
SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35
French Rapple in jars 43
SODA
Boxes 5 1/2
Kegs, English 4 1/2
SPICES
Whole Spices
Allspice, Jamaica .9 @10
Allspice, lg. Garden @11
Cloves, Zanzibar @36
Cassia, Canton @20
Cassia, 5c pkg. doz. @35
Ginger African @15
Ginger, Cochin @20
Mace, Penang @90
Mixed, No. 1 @17
Mixed, No. 2 @16
Mixed, 5c pkgs. dz. @45
Nutmegs, 70-80 @35
Nutmegs, 105-110 @30
Pepper, Black @30
Pepper, White @32
Pepper, Cayenne @22
Paprika, Hungarian
Pure Ground in Bulk
Allspice, Jamaica @16
Cloves, Zanzibar @44
Cassia, Canton @32
Ginger, African @24
Mace, Penang @1 00
Nutmegs @36
Pepper, Black @30
Pepper, White @30
Pepper, Cayenne @30
Paprika, Hungarian @45
STARCH
Corn
Kingsford, 40 lbs. 9 1/2
Muzzy, 48 lb. pkgs. 9 1/2
Kingsford
Silver Gloss, 40 lb. 9 1/2
Glass
Argo, 48 5c pkgs. 2 40
Silver Gloss, 16 3lbs. 9 1/2
Silver Gloss, 12 6lbs. 9 1/2
Muzzy
48 lb. packages 9 1/2
16 3lb. packages 9 1/2
12 6lb. packages 9 1/2
50 lb. boxes 6 1/2
SYRUPS
Corn
Barrels
Half barrels
Blue Karo, No. 1 1/2 3 05
2 doz. 3 80
Blue Karo, No. 2 1/2, 2
doz. 4 60
Blue Karo, No. 5, 1 dz. 4 45
Blue Karo, No. 10, 1/2
doz. 4 30
Red Karo, No. 1 1/2, 2
doz. 3 20
Red Karo, No. 2 1/2, 2 doz. 4 05
Red Karo, No. 2 1/2, 5 00
Red Karo, No. 5, 1 dz. 4 85
Red Karo, No. 10 1/2
doz. 4 60
Pure Cane
Fair 16
Good 20
Choice 25
Folger's Grape Punch
Quarts, doz. case 6 00
TABLE SAUCES
Halford, large 3 75
Halford, small 2 26
TEA
Uncolored Japan
Medium 20@25
Choice 28@33
Fancy 36@45
Basket-fired Med'm 28@30
Basket-fired Choice 35@37
Basket-fired Fancy 38@45
No. 1 Nibs 30@32
Siftings, bulk 9@10
Siftings, 1 lb. pkgs. 12@14
Gunpowder
Moyune, Medium 28@33
Moyune, Choice 35@40
Moyune, Fancy 50@60
Ping Suey, Medium 25@30
Ping Suey, Choice 35@40
Ping Suey, Fancy 45@50
Young Hyson
Choice 28@30
Fancy 45@56

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Colong
Formosa, Medium 25@38
Formosa, Choice 32@45
Formosa, Fancy 50@60
English Breakfast
Congou, Medium 25@30
Congou, Choice 30@35
Congou, Fancy 40@50
Congou, Ex. Fancy 60@80
Ceylon
Pekoe, Medium 28@30
Dr. Pekoe, Choice 30@35
Flowery O. P. Fancy 40@50
TOBACCO
Fine Cut
Blot 1 45
Bugle, tin pail 4 50
Huxie, 10c 11 00
Dan Patch, 8 and 16 oz. 38
Dan Patch, 4 oz. 11 52
Dan Patch, 2 oz. 5 78
Fast Mail, 16 oz. 7 80
Hiawatha, 16 oz. 8 00
Hiawatha, 5c 5 78
May Flower, 16 oz. 9 88
No Limit, 8 oz. 1 95
No Limit, 16 oz. 3 90
Ojibwa, 8 and 16 oz. 40
Ojibwa, 10c 11 10
Ojibwa, 8 and 16 oz. 42
Petoskey Chief, 7 oz. 2 30
Petoskey Chief, 14 oz. 4 60
Peach and Honey, 5c 5 76
Red Bell, 14 oz. 4 20
Red Bell, 20c 2 10
Sterling, L & D, 5c 5 76
Sweet Cuba, canister 9 16
Sweet Cuba, 5c 5 76
Sweet Cuba, 10c 96
Sweet Cuba, 1 lb. tin 4 60
Sweet Cuba, 1/2 lb. foil 2 40
Sweet Burley, 5c L&D 5 76
Sweet Burley, 8 oz. 2 45
Sweet Burley, 16 oz. 5 50
Sweet Mist, 1/2 gro. 5 76
Sweet Mist, 3 oz. 11 10
Telegram, 5c 5 76
Tiger, 5c 6 00
Tiger, 25c cans 2 50
Uncle Daniel, 1 lb. 60
Uncle Daniel, 1 oz. 5 23
Plug
Am. Navy, 16 oz. 35
Apple, 10 lb. butt 47
Day's Work, 7 & 14 lb. 42
Drummond Nat. Leaf, 2
and 5 lb. 60
Drummond Nat. Leaf,
per doz. 96
Battle Ax 32
Bracer, 6 and 12 lb. 30
Big Four, 6 and 16 lb. 32
Boot Jack, 2 lb. 90
Boot Jack, per doz. 96
Bullion, 16 oz. 46
Climax Golden Twins 49
Climax, 14 1/2 oz. 44
Climax, 7 oz. 47
Climax, 5c tins 60
Creme de Menthe, lb. 65
Derby, 5 lb. boxes 28
5 Bros., 4 lb. 66
Four Roses, 10c 90
Gilt Edges, 2 lb. 50
Gold Rope, 6 and 12 lb. 58
Gold Rope, 4 and 8 lb. 58
G. O. P., 12 and 24 lb. 40
Granger Twist, 6 lb. 50
G. T. W., 10 and 21 lb. 40
Horse Shoe, 6 and 12 lb. 48
Honey Dip Twist, 5
and 10 lb. 49
Jolly Tar, 5 and 8 lb. 40
J. T., 5 1/2 and 11 lb. 40
Kentucky Navy, 12 lb. 32
Keystone Twist, 6 lb. 45
Kismet, 6 lb. 48
Maple Dip, 16 oz. 50
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 3 38
Parrot, 12 lb. 32
Patterson's Nat. Leaf 98
Peasey's, 6, 12 & 24 lb. 47
Picnic Twist, 5 lb. 50
Piper Heidsieck 4 & 7 lb. 59
Piper Heidsieck, per dz. 96
Polo, 3 doz., per doz. 48
Red Cross 32
Scrappe, 2 and 4 doz. 48
Sherry Cobbler, 8 oz. 33
Spear Head, 12 oz. 46
Spear Head, 14 1/2 oz. 46
Spear Head, 7 oz. 50
Sq. Deal, 7, 14 & 28 lb. 30
Star, 6, 12 and 24 lb. 48
Standard Navy, 7 1/2, 15
and 30 lb. 36
Ten Penny, 6 and 12 lb. 35
Town Talk, 14 oz. 33
Yankee Girl, 12 & 24 lb. 33
Scrap
All Red, 5c 5 76
Am. Union Scrap 5 40
Bag Pipe, 5c 5 88
Cutlas, 2 1/2 oz. 26
Happy Thought, 2 oz. 30
Honey Comb Scrap, 5c 5 76
Honest Scrap, 5c 1 55
Mail Pouch, 4 doz. 5c 2 00
Old Songs, 5c 5 76
Old Times, 1/2 gro. 5 50
Polar Bear, 5c, 1/4 gro. 5 76
Red Band, 5c, 1/4 gro. 6 00
Red Man Scrap, 5c 1 42
Scrappe, 5c pkgs. 48
Sure Shot, 5c, 1/4 gro. 5 76
Yankee Girl Scrap 2oz. 6 00
Pan Handle Scrp 1/4 gr 6 00
Peachey Scrap, 5c 5 76

11

Smoking
All Leaf, 2 1/2 & 7 oz. 30
BB, 3 1/2 oz. 6 00
BB, 7 oz. 12 00
BB, 14 oz. 24 00
Badger, 3 oz. 1 44
Badger, 7 oz. 2 88
Banner, 5c 5 76
Banner, 20c 1 84
Banner, 40c 3 68
Belwood, Mixture, 10c 94
Big Chief, 2 1/2 oz. 6 00
Big Chief, 1 1/2 oz. 3 30
Bull Durham, 5c 5 85
Bull Durham, 10c 10 80
Bull Durham, 15c 1 45
Bull Durham, 8 oz. 3 60
Bull Durham, 16 oz. 6 72
Buck Horn, 5c 5 76
Buck Horn, 10c 11 52
Briar Pipe, 5c 5 76
Briar Pipe, 10c 11 52
Black Swan, 5c 5 76
Black Swan, 14 oz. 3 50
Bob White, 5c 6 00
Carnival, 5c 5 70
Carnival, 1/2 oz. 39
Carnival, 16 oz. 40
Cigar Clip'g Johnson 30
Cigar Clip'g Seymour 30
Identity, 3 and 16 oz. 30
Darby Cigar Cuttings 4 50
Continental Cubes, 10c 90
Corn Cake, 35c 3 55
Corn Cake, 20c 1 90
Corn Cake, 5c 5 76
Cream, 50c pails 4 70
Cuban Star, 5c foll 5 76
Cuban Star, 6c 4 40
Chips, 10c 10 30
Dills Best, 1 1/2 oz. 79
Dills Best, 3 1/2 oz. 77
Dills Best, 16 oz. 73
Dixie Kid, 5c 48
Duke's Mixture, 5c 5 76
Duke's Mixture, 10c 11 52
Duke's Cameo, 5c 5 76
Drum, 5c 5 76
F. F. A., 4 oz. 5 04
F. F. A., 7 oz. 11 52
Fashion, 16 oz. 5 72
Five Bros., 5c 5 28
Five Bros., 10c 5 80
Five cent cut Plug 29
F. O. B. 10c 11 52
Four Roses, 10c 96
Full Dress, 1 1/2 oz. 72
Glad Hand, 5c 48
Gold Block, 10c 12 00
Gold Star, 50c pail 4 60
Gail & Ax Navy, 5c 6 00
Growler, 5c 48
Growler, 15c 1 50
Growler, 30c 3 00
Giant, 6c 6 00
Giant, 40c 4 18
Hand Made, 2 1/2 oz. 60
Hazel Nut, 5c 6 00
Honey Dew, 10c 12 00
Hunting, 5c 38
I X L, 5c 5 10
I X L, in pails 4 95
Kiln Dried, 16 oz. 3 50
King Bird, 7 oz. 2 16
King Bird, 10c 11 52
King Bird, 5c 5 76
La Turka, 5c 5 76
Little Giant, 1 lb. 28
Lucky Strike, 10c 96
Le Redo, 3 oz. 10 80
Le Redo, 8 & 16 oz. 40
Myrtle Navy, 10c 11 52
Myrtle Navy, 5c 5 76
Maryland Club, 5c 6 00
Mayflower, 5c 6 00
Mayflower, 20c 1 82
Nigger Hair, 5c 6 00
Nigger Hair, 10c 11 52
Nigger Head, 5c 5 40
Nigger Head, 10c 10 56
Nigh Hour, 5c 48
Old Colony, 1-12 gro. 11 52
Old Mill, 5c 5 76
Old English Crve 1 1/2 oz. 96
Old Crop, 5c 6 00
O. S., 35c 3 48
P. S., 8 oz. 30 lb. case 19
P. S., 3 oz., per gro. 5 70
Pat Hand, 1 oz. 63
Patterson Seal, 1 1/2 oz. 48
Patterson Seal, 3 oz. 96
Patterson Seal, 16 oz. 5 00
Peerless, 5c 5 76
Peerless, 10c cloth 11 52
Peerless, 10c paper 10 80
Peerless, 25c 2 40
Peerless, 50c 4 80
Plaza, 2 gro. case 5 76
Plow Boy, 5c 5 76
Plow Boy, 10c 11 40
Pedro, 10c 11 93
Pride of Virginia, 1 1/2 77
Pilot, 7 oz. doz. 1 05
Queen Quality, 5c 48
Rob Roy, 5c foll 6 00
Rob Roy, 10c gross 11 52
Rob Roy, 25c doz. 2 50
Rob Roy, 50c doz. 4 90
S. & M. 5c gross 5 76
S. & M., 14 oz. doz. 3 80
Soldier Boy, 5c gross 5 76
Soldier Boy, 10c 10 50
Stag, 5c 5 76
Stag, 10c 11 52
Stag, 8 oz. glass 4 50
Stag, 90c glass 8 40
Soldier Boy, 1 lb. 5 40
Sweet Caporal, 1 oz. 60

SPECIAL PRICE CURRENT

12	13	14
Sweet Lotus, 5c 5 76	Wire End	BAKING POWDER
Sweet Lotus, 10c 11 52	1 lb., 250 in crate 35	K C
Sweet Lotus, 15 oz. .. 5 50	2 lb., 250 in crate 45	Doz.
Sweet Rose, 2 1/4 oz. .. 30	3 lb., 250 in crate 55	10c, 4 doz. in case 95
Sweet Tip Top, 5c 50	5 lb., 20 in crate 65	15c, 4 doz. in case 1 40
Sweet Tip Top, 10c .. 1 00	Churns	25c, 4 doz. in case 2 35
Sweet Tips, 1/2 gro. ... 11 52	Barrel, 5 gal., each .. 2 40	50c, 2 doz. plain top 4 50
Sun Cured, 10c 98	Barrel, 10 gal., each .. 2 55	80c, 1 doz. plain top 7 00
Summer Time, 5c 5 76	Clothes Pins	10 lb. 1/2 dz., plain top 14 00
Summer Time, 7 oz. 1 65	Round Head	Special deals quoted up-
Summer Time, 14 oz. 3 50	4 1/2 inch, 5 gross 65	on request.
Standard, 5c foil 5 76	Cartons, No. 24, 24s, bxs. 70	K C Baking Powder is
Standard, 10c paper 9 60	Egg Crates and Fillers	guaranteed to comply with
Seal N. C. 1 1/2 cut plug 70	Humpty Dumpty, 12 dz. 20	ALL Pure Food Laws, both
Seal N. C. 1 1/2 Gran. .. 63	No. 1 complete 42	State and National.
Three Feathers, 1 oz. 48	No. 2 complete 35	Royal
Three Feathers, 10c 11 52	Case, medium, 12 sets 1 30	10c size ... 1 00
Three Feathers, and	Faucets	1/4 lb. cans 1 45
Pipe combination .. 2 25	Cork lined, 3 in. 70	6 oz. cans 2 00
Tom & Jerry, 40c 4 00	Cork lined, 9 in. 80	1/2 lb. cans 2 55
Tom & Jerry, 20c 2 00	Cork lined, 10 in. 90	3/4 lb. cans 3 95
Tom & Jerry, 3 oz. .. 76	Mop Sticks	1 lb. cans .. 4 95
Turkish, Patrol, 2-9 5 76	Trojan spring 1 35	5 lb. cans 23 70
Tuxedo, 1 oz. bags .. 48	Eclipse patent spring 1 35	
Tuxedo, 2 oz. tins ... 96	No. 1 common 1 35	
Tuxedo, 20c 2 04	No. 2, pat. brush hold 1 35	
Tuxedo, 55c tins 8 15	Ideal, No. 7 1 35	
Union Leader, 5c coli 6 00	12 lb. cotton mop heads 1 75	
Union Leader, 10c	Pails	
pouch 11 52	10 qt. Galvanized 3 50	
Union Leader, ready	12 qt. Galvanized 4 00	
cut 11 52	14 qt. Galvanized 4 50	
Union Leader 50c box 5 10	Fibre 5 50	
War Path, 5c 6 00	Toothpicks	
War Path, 20c 1 84	Birch, 100 packages .. 2 00	
Wave Line, 3 oz. 40	Ideal 85	
Wave Line, 16 oz. 5 75	Traps	
Way Up, 2 1/4 oz. 36	Mouse, wood, 2 hoels .. 22	
Way Up, 16 oz. pails 6 00	Mouse, wood, 4 holes .. 45	
Wild Fruit, 5c 6 00	10 qt. Galvanized 1 55	
Wild Fruit, 10c 12 00	12 qt. Galvanized 1 70	
Yum Yum, 5c 5 76	14 qt. Galvanized 1 90	
Yum Yum, 10c 11 52	Mouse, wood, 6 holes .. 70	
Yum Yum, 1 lb. doz. 5 40	Mouse, tin, 5 holes 65	
	Rat, wood 80	
	Rat, spring 75	
CIGARS	Tubs	
Peter Dornbos Brands	No. 1 Fibre 16 50	
Dornbos Single	No. 2 Fibre 15 00	
Binder 35 00	No. 3 Fibre 13 50	
Dornbos, Perfectos .. 35 00	Large Galvanized ... 12 50	
Dornbos, Bismarek 70 00	Medium Galvanized 10 75	
Allan D. Grant 65 00	Small Galvanized 9 50	
Allan D. 35 00	Washboards	
Johnson Cigar Co.'s Brand	Banner, Globe 3 75	
Dutch Masters Club 70 00	Brass, Single 6 75	
Dutch Masters Inv. 70 00	Glass, Single 4 00	
Dutch Masters Pan. 70 00	Double Peerless 6 25	
Dutch Master Grande 65 00	Single Peerless 5 50	
El Portana	Northern Queen 4 75	
Dutch Masters, 5c	Good Enough 4 65	
S. C. W.	Universal 5 00	
Gee Jay	Wood Bowls	
Johnson's Straight	13 in. Butter 1 90	
Above five brands are	15 in. Butter 7 00	
sold on following basis:	17 in. Butter 8 00	
Less than 300 36 00	19 in. Butter 11 00	
300 assorted 35 00	WRAPPING PAPER	
2500 assorted 34 00	Fibre Manila, white .. 5 1/2	
2% cash discount on all	Fibre, Manila, colored	
purchases.	No. 1 Manila 6 1/2	
Worden Grocer Co. Brands	Butchers' Manila 6 1/2	
Worden's Hand Made	Kraft 9	
Londres, 50s Wood .. 33 00	Wax Butter, short c'nt 16	
	Wax Butter, full c'nt 20	
	Parchm't Butter, rolls 19	
	YEAST CAKE	
TWINE	Magic, 3 doz. 1 15	
Cotton, 3 ply 44	Sunlight, 3 doz. 1 00	
Cotton, 4 ply 44	Sunlight, 1 1/2 doz. ... 50	
Jute, 2 ply 25	Yeast Foam, 3 doz. .. 1 15	
Hemp, 6 ply 30	Yeast Foam, 1 1/2 doz. 85	
Flax, medium 35	Window Cleaners	
Wool, 1 lb. bales 17	12 in. 1 65	
VINEGAR	14 in. 1 85	
White Wine, 40 grain 12	16 in. 2 30	
White Wine, 80 grain 17	SALT	
White Wine, 100 grain 20	MORTON'S	
Oakland Vinegar & Pickle	NEVER CAKES OR HARDENS	
Co.'s Brands	MORTON'S	
Highland apple cider	FREE RUNNING	
Oakland apple cider ..	SALT	
State Seal sugar	IT POURS	
Blue Ribbon Corn ..	MORTON SALT COMPANY	
Oakland white picklg		
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		

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**



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

THE ONLY 5c CLEANSER



Guaranteed to equal the best 10c kinds. 80 can cases \$3.20 per case.

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



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

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

American Sugar Refining Company

A bigger sugar business for you

More Domino Granulated Sugar is being sold than ever before because of our "Save The Fruit Crop" advertising urging the public to use more canned and preserved fruits.

Are you linking your store to this advertising by displaying Domino Granulated and the other Domino Cane Sugars?

American Sugar Refining Company

The Most Complete Line of Sugar in the World

You Can Buy Flour — IN

SAXOLIN
Paper-Lined Cotton Sanitary Sacks

DUST PROOF
DIRT PROOF
MOISTURE PROOF
BREAKAGE PROOF

The Sack that keeps the Flour IN and the Dirt OUT

Ask Your Miller in Your Town

— he can give you his flour in this sack

Our co-operative advertising plan makes the flour you sell the best advertised flour in your community

For samples and particulars write

THE CLEVELAND-AKRON BAG CO., CLEVELAND

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.

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

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 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

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

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

For Sale Cheap—Several outside display cases suitable for dry goods store. Write or call on R. C. Herpolsheimer, c/o Herpolsheimer Co., Grand Rapids, Michigan. 313

For Sale—Suburban grocery, live proposition; residence in connection; real estate valued \$5,000; stock invoices \$2,500. Cash proposition only. Address A. P. Parker, Rochester, Minnesota. 314

For Rent—Two new stores on good business street, less than one block from main corners. Building in splendid shape and in desirable surroundings. Can give lease from three to five years. The J. W. Bailey Co., Lansing, Michigan. 315

To Exchange—Farm and income property for merchandise. Address Real Estate Exchange, Stanton, Michigan. 316

For Sale—Steam roller feed mill and blacksmith shop combined with Studebaker Auto Agency service station. Work for two men. Write owner. W. H. Chambers, Lancaster, Wash. 317

For Sale—Stock of harness, blankets, robes, shoes, coats and mitts. All goods new—bought under the old price. Must sell at once. Lock Box 11, Metamora, Michigan. 318

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, Mich.

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—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

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

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

For Sale—Hotel Schoolcraft, Adrian, Michigan, having 27 rooms, exceptionally furnished with large restaurant, best in city. Hotel furnishings and restaurant offered at \$3,000; building can be rented on long lease or can be bought on terms with sufficient down payment. This is an opportunity for the right people; also skating rink or dance hall, 125 x 70 feet can be used for light manufacturing or garage; will be sold at appraised value, \$3,500—cost three times this amount to build. Reason for sale, death of proprietor, widow closing out estate. Come at once, correspondence not desired. 319

For Sale—An old established hardware business, with the only tin shop; stock and fixtures will inventory about \$5,000. Most all stock was bought at the old price; will sell at inventory for quick sale. If interested address Box 320, care Tradesman. 320

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. 757

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

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

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

Special DAY Sales
For Retail Merchants. Any line. Closing out complete or reduction. Write for terms and dates. Information free.
UNITED SALES CO.
431 Houseman Bldg. Grand Rapids, Michigan

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

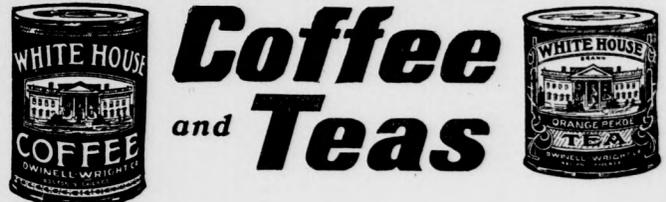
Next Week is Fair Week

As usual, we shall expect to meet and greet many of our customers next week on account of the West Michigan State Fair. Make our store headquarters while in the city. We will care for your bundles and give you the latest news regarding market conditions in our line.

Michigan Hardware Co.

Exclusively Wholesale Grand Rapids, Michigan

DWINELL-WRIGHT CO.'S



White House
Coffee
and **Teas**

Make people realize, when they try them, that they have received fullest value—which is the sentiment every dealer should be scrupulous to inspire in the minds of his customers if he would hope for continued patronage and the recommendations of his faithful and honest service—which, in a cumulative way, is a tremendous business-pusher. WITH EVERY PACKAGE YOU DO UP, BE SURE THAT SATISFACTION GOES WITH IT.

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

Economic Coupon Books

- They save time and expense.
- They prevent disputes.
- They put credit transactions on cash basis.
- Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Review of the Grand Rapids Produce Market.

Apples—Wealthys, Red Astrachans and Duchess fetch \$1.50 per bu.

Bananas—\$4.50 per 100 lbs.

Beets—\$1.40 per bu.

Butter—The market is very firm, showing advances of undergrade creamery butter averaging about 1c per pound on the different grades, due largely to cooler weather in the producing sections, causing a shorter make of fine butter. Continued high prices are looked for in creamery butter in the immediate future, there being a good home consumptive demand and some export enquiry. Local dealers hold fancy creamery at 43c in tubs and 44c in prints. Local dealers pay 38c for No. 1 in jars and 32c for packing stock.

Cabbage—Home grown, 75c per bu.

Cantaloupes—Ponys from Benton Harbor command \$2.25 for 54s and \$3.50 for 45s and 36s; \$1.50 per flats of 12 to 15; Benton Harbor Osage \$1.75@2 per crate of 12; Colorado Standards, \$3.50 for 45s and \$1.50 for flats.

Carrots—\$1 per bu.

Cauliflower—\$2 per doz.

Celery—Home grown, 30c per bunch.

Eggs—The market is very firm, with quotations about 2c higher than one week ago. The receipts are moderate and a good consumptive demand. We do not look for any lower prices in eggs in the near future. Local dealers pay 37c for fresh, including cases, loss off. Cold storage operators are putting out their stocks on the following basis: Extras, 40c; firsts, 38c; seconds, 35c.

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

Grapes—Wordens from Southern Michigan command 30c per 8 lb. basket. The local crop is still green on the vines, awaiting sunshing and warmer weather to ripen it.

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 \$7 for choice and \$7.50 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—\$1.75@2 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—Home grown are now in market, commanding \$2 per 65 lb. sack; Illinois, same; Spanish, \$1.75 per crate.

Oranges—California Valencias, \$4@4.25.

Peaches—White varieties from Benton Harbor command \$2.50 per bu.; Elbertas from Maryland fetch \$2.75 per bu. Arrivals from New York will not reach this market before Sept. 20.

Peppers—Home grown command 50¢ @ \$1 per basket, according to size.

Pears—Bartlett fetch \$2.50 per bu.

Plums—Blues and Lombards command \$2 per bu.

Potatoes—\$1.35 per bu.

Poultry—Local dealers pay as follows, live weight: heavy hens, 25@26c; 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—\$2 per bu.

Summer Squash—\$1 per bu.

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

Tomatoes—\$3 per bu.

Water Melons—\$3.25 per bbl. of 12 to 14 for Florida.

Wax Beans—\$2 per bu.

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

Boots For Service Wear.

A novel officer's field service boot, designed especially for cavalry and artillery officers, is now being shown in this market by a well-known manufacturer of footwear specialties for men. This boot, which is as nearly waterproof as it is possible for human endeavor to make it, is seventeen inches high and retails for \$40 a pair. It is made of brown cordovan leather, on a blucher last, and laces across the instep. Lace gussets at the top of the boot, on the outer side, allow it to be fitted as snugly as the wear may desire. An interesting feature is a spur rest in the form of a slight projection at the top of the heel in the back.

The same manufacturer has also brought out an officer's parade boot in imported Scotch grain and brown cordovan leathers. This boot, which is half an inch higher than the service boot, and with also incorporates the spur rest at the back of the heel, retails at \$50 a pair.

Old Terms May Be Continued.

According to a report heard in the retail millinery trade, it was decided at the recent meeting of the National Association of Ladies' Hatters to drop the discount question and to permit all members of the Association to give any terms and discounts they choose, without violating the rules of the organization. This is taken in the trade to mean that the members may continue to sell at the old terms if they so desire. This action is believed to have resulted from the decision arrived at at the women's garment peace meeting that was held not so very long ago, and at which it was decided to make the question of terms optional with the sellers.

U. C. T. Round-Up at Marquette.

Hancock, Sept. 10—Traveling salesmen of the Upper Peninsula are going to have a "pow wow" at Marquette next Saturday evening with the Copper Country bunch as guests of honor. An initiation of a class of twenty-five will be the opening feature of the festivities.

When Hancock Council went out of existence a few years ago the members affiliated with Marquette Council. There have been few times in this period that the "boys" were able to fraternize, except on the trains or while waiting for a busy merchant to see him.

"Jack" Johnson, of Dollar Bay, and Jay R. Pearce, of Hancock, have been commissioned to undertake a "round up" of the Copper Country salesmen. The trip will be made by automobile, leaving here Saturday about noon and reaching Marquette about 6 o'clock.

Traveler Instantly Killed.

Eaton Rapids, Sept. 10—C. J. Harris, of Lansing, traveling salesman for the Cudahy Packing Co., was struck and instantly killed by a west-bound Michigan Central train last Wednesday forenoon at a grade crossing between Onondaga and Rives Junction. The statement of the engine crew is to the effect that Mr. Harris' automobile was standing parallel with the railroad at the crossing, and that his head was hanging over the door of the car, which gave the appearance that he was sick or suffering from a fainting spell. The car was so nearly clear of the track that only the pilot beam hit the rear fender, and the same beam cut a large hole in the back of the unfortunate man's head, which resulted in his death. The body was brought to this city and prepared for burial and Wednesday night was taken to the Harris home in Lansing. Mr. Harris made regular trips to Eaton Rapids for the company he represented and was well known among the business men here. He is survived by his wife and two sons.

Skirt Buying Has Been Active.

Buying in the skirt market has been considerably more active during the

past few weeks than in the same period a year ago, in spite of prices which at first were thought prohibitive. Retailers throughout the country are said to be showing considerable preference for taffeta and satin garments, both in black and in navy blue. Serges and broadcloth are also extensively sought, although volume in these purchases is necessarily somewhat restricted, owing to the abnormally high prices prevailing. Style changes in most cases are slight, those of last year predominating, except for minor details in some instances.

BUSINESS CHANCES.

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. 323

For Sale—Good, clean grocery stock in good, thriving town. Doing all cash business. Inventory between \$900 and \$1,000; not many fixtures. Can cut stock down if desired. Will sell at invoice price for cash. Rent \$8 per month—fine location. Address Box 321, care Tradesman. 321

Designs, cartoons, showcards and illustrating. Jas. T. Carroll, Commercial Artist, Baird, Mississippi. 322

Fixtures! Fixtures!

The undersigned having purchased the entire store and office fixtures with the barn equipment of the

Ira M. Smith Department Store
GRAND RAPIDS, MICHIGAN

will offer the same for sale at very attractive prices to save the cost of cartage and freight to our warehouse.

COMMENCING

Tuesday, Sept. 18th, 1917
at the Smith Store, Grand Rapids, Mich.

Consisting of Floor, Wall, Coat and Suit Show Cases, Tables, Counters, Shelving, Stools, 2 Large Safes, Typewriters, Adding Machines, Time Clock, Shoe Fixtures, Gas and Electric Fixtures, Office and Cashier's Desks, 125 feet of Ground Glass Office Partitions, 1 Large Meat Refrigerator, Toledo Computing Scales, Hobart Electric Coffee Grinder, 1 Large Hobart Meat Grinder, 1 Four Hole Butter Refrigerator, 2 16 Foot Counter Refrigerator Display Cases, 1 Team Mules, 1 Horse, 5 Delivery Wagons, 5 Set Delivering Sleighs, 1 Auto Delivery Car, Harness, Blankets and all other store fixtures.

W. Maxwell Merchandise & Salvage Co.
KALAMAZOO, MICH.

Remember This Sale Takes Place in Grand Rapids