

MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 19, 1917

Number 1774

BRAVE LIFE

I do not know what I shall find on out beyond the final fight;
I do not know what I shall meet beyond the last barrage of night;
Nor do I care. But this I know—if I but serve within the fold,
And play the game, I'll be prepared for aught the endless years may hold.

Life is a training camp at best for what may wait beyond the years;
A training camp of toiling days and nights that lean to dreams and tears;
But each may come upon the goal and build his soul above all Fate
By holding an unbroken faith and taking Courage for a mate.

Is not the fight itself enough that man must look for some behest?
Wherein does Failure miss Success if all engaged but give their best?
Where does the Victor's call come in for wreath of fame or laureled brow
If one he vanquished fought as well as weaker muscle would allow?

If my opponent in the fray would prove to be a stronger foe—
Not of his making, but because the Destinies ordained it so—
If he should win, and I should lose, although I did my utmost part,
Is my reward the less than his if both should strive with equal heart?

Brave Life, I hold, is something more than driving upward to the peak;
Than smashing madly through the strong and crashing onward through the weak;
I hold the man who makes his fight against the raw game's crushing odds
Is braver than his brothers are who hold the favor of the gods.

On by the sky line, faint and vague, in that Far Country all must know,
No laurel crowns of fame may wait beyond the sunset's fading glow;
But life has given me the chance to train and serve within the fold,
To meet the test—and be prepared for all the endless years may hold.

GRANTLAND RICE.

Pere Marquette Railway Co.

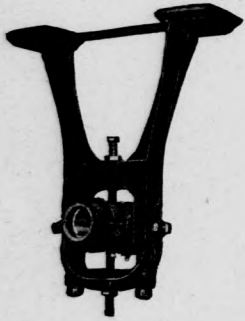
FACTORY SITES AND Locations for Industrial Enterprises in Michigan

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



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

Ceresota Flour

Always Uniformly Good
Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Co.
The Pure Foods House
Distributors
GRAND RAPIDS, MICHIGAN



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

Holiday Goods

IN

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

We are showing choicest selection of goods from over

Eleven Hundred Factories

Our display is a wonderful revelation of

New Goods

Lowest Prices and
Immense Variety

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

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

Other men are as busy as you but they have learned that goods "well bought are half sold," and in this year of wonderful changes IT IS 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 19, 1917

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SPECIAL FEATURES.

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MICHIGAN SHOE DEALERS.

Thirteenth Annual Meeting at Detroit Last Week.

Detroit, Sept. 17—The opening session of the thirteenth annual convention of the Michigan Retail Shoe Dealers' Association was held Tuesday afternoon with President Fred Murray in the Chair. Elwyn Pond, Secretary, was also right on the job. In calling the convention to order President Murray expressed his pleasure at such a good attendance, and felt that more members would be present later and on Wednesday. He said the Association had had a very successful year, and was growing and prospering. He then introduced Hon. Charles H. Culver, publisher and member of the State Legislature, who delivered the address of welcome.

Edwin V. Stocker, of Detroit, responded, saying that the shoe retailers had been in Detroit previous occasions, and would avail themselves of a visit to the many beauty spots.

Otto Reinhardt, of Detroit, and a past President, was called upon for a few remarks. He said he was glad to participate in the sessions, and joined with the others in wishing the Association every success.

"How to get a line on styles" was informally discussed, those taking part being Charles Becker, of Detroit; Mr. Henry, manufacturers' agent; Stephen J. Jay, of Detroit; Fred Murray, of Charlotte; Joe Bressette, of Bay City; and E. C. Dieckman, of St. Louis.

Mr. Becker said he got a line on styles through the trade journals.

Mr. Henry said the women's end of the business was being conducted along the same lines as millinery, and that a dealer had to be constantly on guard to get the lines that would appeal. He contended that to make a success of natty shoes for women the retailer had to sell from the millinery point of view, and that it would pay retailers to keep in touch with the corner milliner and occasionally find out how she "turns a trick." "In some sections one finds dealers selling a lot of women's low heel shoes, and six blocks away they don't sell at all," said Mr. Henry. "It's hard to explain why, but nevertheless it's a fact you cannot get away from. I believe the tendency is for more conservative styles even in women's footwear, but there will always be retailers who will do a big business on extreme styles. If one can work up a trade on extreme style shoes he can make a lot of money by knowing the game."

Stephen J. Jay, manager of the men's shoe department of R. H. Fyfe & Co., of Detroit, said he secured many of his best ideas right from the customer. "People come in and ask for things you do not have—that sets you thinking, and in this way some of your best lasts are secured," he said. "I find it pays to keep in close touch with customers and

watch for the things they call for. When you find a general call for some special style—get it. While most people want conservative styles, there are always many young people who want what they believe to be the latest style. You do not know where they get such ideas, but as customers are to be pleased at any cost, it pays to get what they want and when they want it. So again I say—watch for the styles that are called for. Right now there is a tendency to military styles, so I advise dealers to get them in stock."

Fred Murray, of Charlotte believes that in small towns the merchants are often too conservative. He thinks it a good idea for them to put a new style in the window occasionally—one with lots of ginger and pep—and watch the crowds that gather. Even if they do not buy—at least they will talk about your store, and give you credit for showing something new.

E. C. Dieckman, of St. Louis, said he believed that the wave of military footwear would bring about reforms in shoe styles, especially in regard to service and efficiency. In making the rounds of the merchants in the smaller cities he has found a great demand for blacks, and in sensible styles.

Jos. Bressette, of Bay City, said he found the best way to know what the customer wants is to carry a big line.

E. C. Dieckman, of St. Louis, spoke on "Foot Appliances and Their Relation to the Retail Shoe Business."

Considerable discussion followed the address of Mr. Dieckman and the consensus of opinion seemed to be that shoe appliances were profitable for retailers to handle.

Elwyn Pond, of Flint, said that if shoe retailers continued to neglect foot appliances, specialists were bound to open individual shops handling them exclusively, and that in this way they would take away a department that rightfully belongs to the shoe dealer.

E. V. Stocker, of Detroit, said that while he was slow to put in foot appliances, he found a good demand for them, and that now they form a profitable department.

Quite a number of other retailers agreed thoroughly with Mr. Dieckman that foot appliances should be handled by shoe retailers, and that their sale should be encouraged.

"Farm Trade and How to Handle It" was the subject of a brief talk delivered by E. C. Harmon, of Charlotte. He said that three things were essential to successfully hold the farmer's trade. First, to sell him good shoes at equitable prices—not too high. Second, to sell him perfect-fitting shoes—so that he would go away with solid comfort. Third, to treat him courteously. He also emphasized the great importance of getting the confidence of the farmer, of becoming more friendly with him and knowing him better. He added that the merchant in the small town must make the farmer feel that he is after something besides the dollar.

Charles Webber, of Kalamazoo, said he concurred with Mr. Harmon in all his statements and then explained the Dollar Day which the merchants of Kalamazoo conducted on Sept. 6. He told how successful it was for all the merchants, and how it brought in hundreds and hundreds of farmers from the surrounding territory. In his own store, Mr. Webber said he sold shoes at one dollar that were on the shelf

a long time, and got rid of practically all his old stock.

Wednesday Morning's Session.

Secretary Pond read a number of letters from business men in Grand Rapids inviting the Association to hold its 1918 convention in the Furniture City. Manufacturers and wholesalers there assured the members that everything could be done to bring out a large attendance if Grand Rapids was decided upon. The matter was deferred until the afternoon meeting.

George Bode, Secretary of the Michigan Shoe Retailers' Fire Insurance Co., spoke on the work of his organization, its development during the past year and its advantages. He said that at the last session of the State Legislature an amendment was granted his company to so change the charter that it could insure general stocks (of which shoes were a part) in addition to preferred stocks of shoes. His report for the six months ending July 1, 1917, showed that 553 retailers were members, and that the amount of risk carried was \$1,494,859. Also that there was close to \$9,000 in cash in the treasury ready to pay losses. He made comparative statements showing the cost of carrying insurance in his company and in others. He proved by figures that his company could save members considerable money in fire insurance cost and asked for greater support during the coming year. After his talk he answered many questions relative to his company.

John Muffley recommended that Secretary Bode send out immediately, a circular to every member of the company, calling attention to the recent amendment by the State Legislature, and asking attendance at a special meeting for the purpose of voting on the issue of whether the company should insure general stocks (of which shoes are a part) or whether the company should insure only preferred shoe stocks. The recommendation was accepted, and Secretary Bode announced a meeting for the Hotel Downey, Lansing, the date to be announced later. At this meeting those who cannot attend in person may vote by mail, blanks for which will be supplied. Mr. Bode recommended Lansing for the reason that it is the State capital, and the members could have the advantage of meeting with the new Insurance Commissioner, going over matters more thoroughly.

President Murray announced the following Nominating Committee: Charles Webber, of Kalamazoo, E. V. Stocker, of Detroit, Walter Roger, of Albion, George Miller, of Ann Arbor, and Mr. Fleming, of Evart.

The report of Treasurer William J. Kreger, of Wyandotte, showed the organization to be in a healthy financial condition, with a balance of about \$400 in the bank up to the opening of the convention, which did not include dues paid during the convention.

"Mail Order Competition" was a subject then announced for brief discussion. Jos. Bressette, of Bay City, said he did not believe many people were buying shoes from mail order houses, it being almost impossible to secure a fit by mail on standard lasts. He said he did not believe there was much use in trying to fight mail-order houses—that the best way to handle this competition was to sell as good quality shoes for less money. In looking up the catalogue of a mail order house he found they were asking \$6.50 for one style of

men's army shoe for which he (Mr. Bressette) was getting only \$5.98—underselling the mail-order house 52 cents.

Fred Murray, of Charlotte believes it best for retailers to ignore the mail order houses. He said that if every retailer would aim to give good values, and to become personally acquainted with the people in his community, the amount of mail order business would decrease every year. "The less said about mail order competition the better," was his concluding remark.

H. P. Minsch, salesman, said that up to two years ago more than 80 per cent. of the shoe business of this country was done by merchants, and that if retailers would pursue a policy of minding their own business they would have nothing to fear from the mail order houses which do but a small portion of the shoes business to-day.

Others who spoke on this question seemed to be fully in accord with the statement of President Murray—that the less said about mail order houses the better, inasmuch as they were here to stay and there would always be some people who preferred to buy through that medium. However, inasmuch as the retail shoe business is increasing every year, and the amount of shoes sold by mail is decreasing, why worry?

"Settling Complaints" was next up for discussion, led by Walter E. Rogers, of Albion. He divided complaints into two classes—the legitimate and the fraudulent. He believes if a claim seems to be legitimate it is best to make a definite settlement that will satisfy the customer, but if the claim appears fraudulent to make no settlement; in fact, the quicker a person making a fraudulent claim understands that he cannot "win" the sooner the number will be minimized. "You have to study human nature in making settlements, and the retailer can usually tell whether the customer is sincere or dishonest," he contended. "If you fit your customer properly at the start, you won't have nearly as many complaints as if you fit him imperfectly."

Elwyn Pond, of Flint, said he finds it best to fight shy of the word "guarantee," and that his present policy is to make no guarantee on anything sold. "Often in order to cinch a sale a clerk will say 'We guarantee this shoe to give you good wear,' but the customer misconstrues the word, and comes back feeling that he has a legitimate claim. If the salesman had not used the word 'guarantee' the customer would never think of making a claim," he said.

E. C. Harmon, of Charlotte, contends that the patron is always right, and makes a definite settlement when a customer enters a claim rather than let the matter drag.

Wednesday Afternoon Session.
The question of meeting next year in Grand Rapids was referred to the Board of Directors with the recommendation that it accept the invitation of the Grand Rapids Chamber of Commerce, and the various shoe manufacturers and wholesalers of that city.

Considerable time was then given over to the matter of whether the State Association should affiliate with the National Shoe Retailers' Association. Those who spoke seemed to favor the affiliation. When Secretary Pond announced that the State Association would only be assessed one dollar for each member sentiment grew in favor of the affiliation.

(Continued on page thirty-two)

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Sept. 18—Earl Walker, of Vestaburg, a lunch counter merchant, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for Oct. 1, at which time creditors may appear, prove their claims and elect a trustee, if necessary. The schedules of the bankrupt show liabilities amounting to \$1,830.34 and assets amounting to approximately \$900. Following is a list of the creditors of the bankrupt:

Preferred Creditors.	
Arnold Grohove, Vestaburg	\$ 15.00
Junior Cummings, Vestaburg	15.00
Unsecured Creditors.	
Kelly Ice Cream Co., Grand Rapids	\$158.50
Walker Candy Co., Muskegon	44.90
Woodenware Co., Saginaw	54.38
Valley Sweets Co., Saginaw	47.56
Schust Baking Co., Saginaw	61.53
Geo. A. Alderton & Co., Saginaw	80.96
A. E. Brooks & Co., Grand Rapids	15.71
National Candy Co., Grand Rapids	59.48
Eberlink Bros., Kalamazoo	10.00
James Redman, Alma	25.00
Fortino Bros., Alma	26.58
Van Eenebaum, Zeeland	8.05
Mike Krohn, Edmore	8.05
J. E. Hardin, Vestaburg	11.49
Vestaburg Elevator Co., Vestaburg	26.83
Vestaburg State Bank, Vestaburg	19.87
Howard & Bernius, Vestaburg	5.66
Parker Dairy Co., Saginaw	28.50
Folger's, Grand Rapids	10.85
J. W. Robinson, Alma	8.00
Butler Bros., Chicago	40.70
H. C. Smith, Alma	17.97
Appel Steam Baker, Saginaw	70.80
Martz Bros., Big Rapids	36.06
Connor Fountain Supply Co., Owosso	24.30
Woodhouse Co., Grand Rapids	32.70
J. W. Murtaugh, Wyman, Mich.	6.60
B. J. Lowery Calendar Co., Grand Rapids	7.75
S. Peterson, Greenville	12.90
J. L. Nichols, Riverdale, Mich.	1.05
Wm. White, Edmore	1.25
Liquid Carbonic Co., Chicago	4.10
Nassar Bros., Alma	10.29
Thomas Meddick, Vestaburg	15.00
James Bradley, Greenville	3.65
Hornbeck Bros., Vestaburg	10.85
Niels Johnson, Sidnep, Mich.	45.00
Pheiffer & Burch, Edmore	54.72
Alma State Bank of Alma	100.00
First State Bank of Alma	70.00
Mrs. J. W. Murtaugh, Wyman	72.50
Charles Kelly, Millbrook	50.00
Edmore State Bank, Edmore	408.25
Total	\$1,800.34

Gabriel H. Karicofe, of 89½ Market avenue, Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been made and the first meeting of creditors called for Sept. 28. The bankrupt schedules his liabilities at \$4,710 with no assets. Following is a list of the creditors of the bankrupt:

Helen M. Moore, Detroit	\$4,000.00
People State Bank, Detroit	300.00
Chas. E. Kriebel, Detroit	200.00
C. F. Hyde, Detroit	180.00
Glenn Houseman
J. H. Benton, Agt. for International Harvester Co., Chicago	30.00
Frank A. Jensen, meat dealer at Ludington, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. No meeting of creditors has as yet been called. The bankrupt schedules his liabilities at \$1,260.44 and his assets at \$435.29, of which \$250 is claimed as exempt. Following is a list of the creditors:	
C. F. Engfer, Fountain	\$ 15.00
A. S. Livermore, Chicago	4.28
Saginaw Beef Co., Saginaw	519.08
J. F. Rappel Co., Manitowac	62.80
Plankinton Packing Co., Milwaukee	177.59
Am. Sales Book Co., Elmira, N. Y.	19.39
H. J. Heinz Co., Chicago	54.06
Union Paper & Twine Co., Detroit	17.85
Marshall Paper Co., Appleton	22.97
Mich. Butcher's Supply Co.	30.20
Clark & Host Co., Milwaukee	95.92
A. J. Kasper Co., Chicago	21.21
Friedman Mfg. Co., Chicago	7.20
I. Frank & Son Co., Milwaukee
P. F. Collier & Son, Detroit	3.30
Vorce & McIntosh, Ludington	16.52
V. H. Vivian, Ludington	10.00
Clark Norton, Ludington	7.57
Goodsell Hardware Co., Ludington
Ford's Grocery, Ludington	15.24
Bert Smith, Ludington	16.32
Abrahamson & Nerheim, Ludington	5.80
Western Union Telegraph Co.	3.66
Stearn's Lighting & Power Co., Ludington	14.30
Karl Ashbacher, Ludington	14.75
Hans Fath, Ludington	10.00
F. W. Heysett, Ludington	52.00
J. Bernhard, Ludington	15.00
A. Hiller, Ludington	23.00
City Bakery, Ludington	11.74
Goodsell Hardware Co., Ludington	38.75
Art Atwood, Ludington	25.00
Total	\$1,260.44

Wirt D. Fletcher, a hotel proprietor of Ludington, has filed a petition in bankruptcy. Benn M. Corwin has been appointed receiver and Nathan Joseph, of

Ludington has been appointed custodian for the receiver. The first meeting of creditors has been called for Sept. 28, at which time creditors may appear, prove their claims, and elect a trustee. The bankrupt schedules his assets at approximately \$2,900, of which \$2,500 is scheduled as machinery, tools, etc. Liabilities amount to \$2,396.59. Following is a list of the creditors:

Preferred Creditors.	
City of Ludington, taxes	\$ 15.00
Secured Creditors.	
Elizabeth N. Kieswaller and Carrie L. Ellison, Ludington	\$1,035.00
First National Bank, Ludington	900.00
Unsecured Creditors.	
Vorce & McIntosh, Ludington	\$ 75.00
Avenue Market, Ludington	15.60
Ford's Grocery, Ludington	34.00
Johnson Bros., Ludington	66.05
Stearn's Lighting & Power Co., Ludington	29.99
Rigby Cigar Co., Ludington	10.30
E. Kanouse, Ludington	13.25
Eagle Chemical Co., Ludington	10.38
Ludington Lumber Co., Ludington	68.40
Goodsell Hardware Co., Ludington	79.00
A. Hengstler, Jr., Ludington	15.50
Wallace & Cartier, Ludington	29.20
Osmond L. Cahen, operating as the Style Shop, of Grand Rapids, has filed a voluntary petition in bankruptcy. The matter has been referred to Mr. Corwin, who has also been appointed receiver. John Snitseler has been appointed custodian for the receiver and is in charge of the assets. An inventory and appraisal is now being taken. The first meeting of creditors will be held October 3, at which time creditors may prove their claims, elect a trustee, and transact such other business as may come before the meeting. The bankrupt schedules his assets at \$3,850, of which \$250 is claimed as exempt. The creditors of the bankrupt are:	
Preferred Creditors.	
City of Grand Rapids, taxes
Unsecured Creditors.	
Broom & Newman, New York	\$ 20.00
Berliner, Strauss & Meyer, N. Y.	102.12
Bernheimer & Blumenthal, N. Y.	37.30
Brown & Co., Boston	40.04
Bonne Shirt Co., Hudson Falls	100.00
Bacharach & Co., New York	168.00
H. C. Cohn Co., Rochester	48.00
Cluett, Peabody & Co., Troy, New York	269.58
D. & H. Shirt Co., New York	48.83
Franc & Langsdorf, New York	249.77
Excello Shirt Co., Patterson	132.25
Eisenstaedt Bros., Chicago	164.53
J. I. Gumpert & Son, New York	38.25
Glendenning-McLeish Co., N. Y.	26.05
Hut Neckwear Co., New York	28.75
E. Heller & Bro., New York	47.88
Heyman & Weell, New York	40.25
I. Issacs, New York	304.75
Dent & Allcroft & Co., New York	76.50
Lindahl-Lavick, Chicago	30.42
Levy & Marcus, New York	130.75
Largman Bros., Philadelphia	598.00
Keith Bros., Chicago	151.00
Kaplan, Frank & Dunn, New York	63.50
Mayer Shirt Co., Louisville	113.18
James McCurragh, New York	23.25
M. Nadis & Co., Newark	59.75
Portis Bros. Hat Co., Chicago	100.00
Robt. Reis & Co., New York	218.80
United Shirt & Collar Co., Troy	134.00
Zimmern & Levi, New York	24.00
Meyer, Bacharach & Freidheim, New York	584.15
Steiner & Co., New York	82.38
Wilson Bros., Chicago	129.62
Phoenix Hosiery, Milwaukee	56.80
Pantlind Bldg. Co., Grand Rapids	379.09
Sandor Wies, New York	167.50
25 per cent. of the above accounts has been paid.	
Old National Bank, Grand Rapids	800.00
Seymore Cravet Co., New York	100.00
Knotche Bros. Co., New York	8.50
W. D. Horn & Bro., New York	10.00
Schaffner & Ruhstadt, New York	211.00
Alshuler Dreyer & Co., Chicago	950.00
Otto Weber & Co., Grand Rapids	100.00
G. R. Herald, Grand Rapids, (part disputed)	38.00
Mich. Central Paper Co., Grand Rapids	10.00
G. R. Window Cleaning Co., Grand Rapids	20.00
Frankenberger Est., New York City
David Adler & Son, Milwaukee	50.00
Atkins & Hartman, New York	77.00
Meyer Bacharach & Freidheim, New York City	50.00

In this matter the schedules of the bankrupt also show that a trust chattel mortgage was executed by the bankrupt to John Snitseler, as trustee, covering the entire stock of goods and fixtures located in the Pantlind building. In the matter of Phillip R. Eaglesfield, bankrupt, Grand Rapids, the litigation in this matter has been settled, and a final dividend of 12 per cent. has been declared and ordered paid, making altogether dividends of 27 per cent. The estate is now ready to be closed. In the matter of M. Katz & Son, bankrupt, Grand Rapids, a special meeting of creditors has been held. The trustee's first report and account show a balance on hand turned over by the receiver, \$1,545.99; additional receipts, \$5,317.65; total, \$6,863.64; disbursements for administration expenses, \$30; leaving a balance on hand of \$6,833.64. It was approved and allowed. Certain adminis-

tration expenses and a first dividend of 10 per cent. was declared and ordered paid.

Boomlets From Bay City.

Bay City, Sept. 18—Sabourie & Cook, Hillman, succeed Albert Cook in the hay, grain and feed business.

Saginaw Council's rally meeting Saturday afternoon and evening was a success, as are all the events put on by No. 43. Grand Counselor Hach delivered a splendid address, which was full of U. C. T. enthusiasm and was well received by all the members and visitors present. Mr. Stewart will, no doubt, give all the details of the meeting.

The business men of Bay City have subscribed to a fund and purchased ninety uniforms for the boys of the Home Guards, who are in training and expect to go South soon. The Scottish Rite degree was conferred free on fifty of the soldier boys in honor of their loyalty and patriotism.

Danin & Weinberg, general merchants, Owendale, have opened a branch store at Bad Axe.

L. A. Heineman, Kingston, has added shoes to his general line of merchandise.

Littleton & Graham, general merchants at Bad Axe, succeed George W. Littleton.

Seymour & Sanderson will open a general store in the Katzin building at Mio. Mr. Seymour will continue his store at Comins.

It is reported that the General Stores Corporation, Ypsilanti, will erect a building and conduct a department store in the near future.

Arthur E. Kuhlman, President of the Kuhlman Electric Co., of this city, died at his home in the Youngs apartments Friday night, after an illness of five months of Bright's disease. Mr. Kuhlman came to this city two years ago from Elkhart, Ind.

W. T. Ballamy.

The Coal Situation.

The demand for bituminous coal is steadily growing stronger, while the supply is slightly decreasing. The coal of this description that is moving is being sold on contract, and sales of spot coal at the \$2 basis are few and far between. Some mines not provided with contracts have closed down, and others are working short time on account of the poor car and labor supply. At a time when most industrial plants could be making good money, some of them have been obliged to curtail operations and others have shut down entirely.

It is reported from Maryland that some of the canneries which supply their fuel needs from the spot markets have been unable to operate because of their inability to obtain coal. Fruit and vegetables are said to be rotting on the ground as a result, in spite of all that has been said about the need of preserving them against the winter season. In New York, it is not uncommon for vessels to be held up in the bay for want of bunker coal.

Good Season For Corsets.

Corset makers report the winding up of the fall buying season with orders on hand well in excess of last year's figures. Reorders in many cases are said to be coming in fairly well. Buying has been widely distributed through the country, with New York showing a decided preference for the higher grades. Plain staples are proving the best sellers of the season at prices in most lines considerably higher than those prevailing a year ago.

Effective Work in the Interest of the Retailer.

John A. Lake, President of the Retail Grocers and General Merchants' Association of Michigan, was in the city Monday on his way to Lansing. Wednesday he will go to Ann Arbor to attend a meeting of the directors of the State organization, at which time the details connected with the organization of the new mutual insurance company authorized at the last annual convention at Kalamazoo will be decided upon. It will be necessary to have \$5,000 cash on hand, premium receipts of \$25,000 pledged and \$100,000 insurance applied for before the State Insurance Commission will authorize the company to begin writing policies. It is thought this can be accomplished within thirty days by assigning the work to local association secretaries in such amounts as they can handle advantageously.

The arrangement of a programme for the Ann Arbor convention next February will also be considered at this meeting.

President Lake has struck a brilliant idea in connection with trading stamps, believing that Mr. Hoover should abolish them altogether during the period of the war on the ground of economy and efficiency. He has been in correspondence with Mr. Hoover on this subject and will soon be able to announce the result of his efforts in this direction in behalf of the retail merchants.

Trading in Gray Goods.

One of the features of the trading of the last several days has been the large movement of dimity checks, for use chiefly in "athletic" underwear. This business has been done in a quiet way, and practically nothing was heard of it until yesterday.

Another feature at the present time is the variance of prices in different parts of the market. On 38½-inch 64-60s, for instance, the mills appear to be much divided as to what is the right price. Some will take no less than 9¼ cents for prompt deliveries of this construction, while in other cases it is possible to get them for delivery during the remainder of this year at an eighth off that figure.

Then, again, some mills will not look into 1918 at any price, while the impression persists that others will be glad to "talk turkey" for next year whenever the buyers are ready to pay 9 cents for wide 64-60s.

Candle Novelty for Soldiers.

A prominent candle manufacturer has recently made up and will shortly put on the market a candle for use by soldiers in the field. It is made with a comparatively wide base so that it will stand of its own accord, thus making it unnecessary for the soldier to carry a bulky candle holder. The candles will be put up six in a box, neatly packed and taking up but little space in the men's personal kits. It is expected they will prove very popular, owing to their practical use and convenience, as gifts from the "folks at home."

Prices are so high that it is hard for one to pay his respects this year,

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Sept. 17—Electric lights are now being installed in the village of Detour and in many of the residences. This will put Detour on the map, day and night, but will, no doubt, hurt the grocery trade as well as John D., as it has been the habit of these residents to carry lanterns to find their way home in the dark. Detour also has a new doctor in the person of Dr. T. R. Laughbaum, who is taking the place of Dr. T. R. Whitmarsh.

"When it comes to mistakes, the supply always exceeds the demand."

Another speedy driver was in hard luck last week, when John Belonger, who was driving a large Overland delivery truck owned by George Dupois, local grocer, stepped on the gas accelerator instead of the brake, when the car became unmanageable. It struck a root and turned completely over, pinned young Belonger beneath the wreckage of the top, righted itself and was directed South with the motor still running. Injury to the driving gear was all that prevented it going on. Stephen Belonger, brother of the driver, was instantly killed. Dewey Hatch and Charles Myot, the fourth occupant of the machine, were badly bruised.

William Feetham, one of the Soo's leading jewelers and popular toastmaster, was a Detroit visitor last week.

Merlin Wiley, one of the Soo's well known attorneys, and Edward Stevens, manager of the National Grocer Co., attended the Methodist convention in Detroit last week. They report a most enjoyable meeting, but were glad to get away from the noisy city and come back to the good old Soo.

According to orders received here sixty-three Chippewa county boys will

leave Friday afternoon for Camp Custer. While the list has not been given out, it is understood the young men will be taken in the order of their drawing. The first twelve leaving this week were selected with regard to training and experience. Men now operating or working on farms will be held for a later date at the option of the county draft board.

Next Monday evening is the date set for the formal opening of the Price Drug Company in the Newton block, where the public will be received, but no goods will be sold. A musical programme, by the Rexall orchestra, is prepared for the occasion. The store has been furnished throughout with Circasian walnut furniture and the floor space is more than doubled by modern space saving cases, making this drug store one of the finest in Upper Michigan.

Charles Hass was the guest of Paddy Moher, deputy oil king, last week, in Paddy's large limousine. From all accounts Charlie beat the hotel man at Trout Lake out of one night's lodging, as he slept all the way from St. Ignace to Trout Lake.

Howard M. McDonald, the new traveling salesman for Gamble-Robinson & Shaw, has made a hit with the Drummond Island trade. Even the school children are plugging for him, but those who know Howard cannot blame them for that, as it is hard to find a knocker around the whole Island, not even the school ma'ams.

William G. Tapert.

Escanaba Merchants Abolish Trading Stamps.

Escanaba, Sept. 18—The retail dealers of this place have signed an agreement to abolish trading stamps during the period of the war. They do this "in compliance with the request of President Wilson—that all dead weight that makes the act of distribution cumbersome and costly must be

cut off." Trading stamps, are classed by the merchants of Escanaba as coming within this category of "dead weight" for the retailers in their announcement, go on to say: "After due deliberation, we have decided that we can not, in justice to ourselves, continue to give these stamps—and at the same time sell goods at a closer margin of profit than heretofore—so as a wartime retrenchment, we have decided to discontinue to give stamps with purchases."

That the retailers of Escanaba realize that in these times it is increasingly necessary to stick close to their function of economical distribution and let costly forms of service alone is indicated by this paragraph from their announcement: "We are in business to render service and give the best possible merchandise, with only a reasonable profit added to the actual wholesale cost of the goods. Although trading stamps have been given as an inducement to pay cash for purchases we feel, with the added cost of goods, we cannot in full justice to ourselves and our trade continue giving stamps and stay in business. To-day many items of staple goods are sold at established minimum resale prices, say, for example, a certain item selling at 50 cents, sold before the war and is selling at the same price, but with an increase of 10 to 20 per cent. in the wholesale price. All this added cost is taken out of our small just profit, manufacturers keeping the increase for themselves. On top of these increases in cost, we have been giving cash discount stamps with every purchase. We have spent many days, weeks and months figuring out what would be the best course, but could only see one way open, and that to discontinue giving out these little cash discount scripts."

Mindful of the authority and disposition of the Federal Government, the retailers make this acknowledgment: "We recognize that to-day the

Government has the same right to say to the retailer. 'You must reduce the cost of doing business by eliminating unnecessary expense and unnecessary services—as to the housewife—'You must not waste food.' We have taken all these things into consideration—stamps are the first to go. We have not waited for the peremptory demand from Washington, but are right to-day making our stores conform with the needs of the times."

Live Notes From a Live Town.

Owosso, Sept. 18—R. B. Allen has purchased the restaurant and bakery outfit of B. R. Chaffee, at Middleton. He has moved in and is doing business at the old stand.

Chas. Smallenburg has sold his ice cream and restaurant business at Ashley to C. J. Brubaker, who will take possession about Sept. 15.

Markham & Ballard, of Pompeii, have sold their stock of general merchandise to F. T. Zumbrick, of Shepherd, who has taken possession.

Ben Shaffee, of Crystal, has sold the Crystal Hotel to Chicago parties, who will take possession Nov. 1.

The old Banister Hotel building, which has stood unoccupied for several years, together with the lunch and pool room, occupied by Gene Smith, with living rooms on the second floor, was burned to the ground early Sunday morning. Mr. Smith and wife barely escaped. They were taken from a window by the fire company with the aid of ladders. Mr. Smith was badly burned about his face and head. Most of his hair was burned off while making his escape. The property was recently purchased by Roy Whitman and was partially insured.

S. M. Hewitt, of Cohoctah, has closed out his stock of general merchandise and moved to Ann Arbor. Honest Groceryman.

ALWAYS INSIST ON

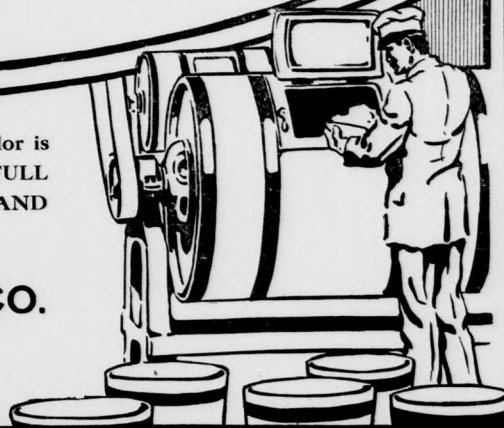
the butter you sell having that rich, golden color produced by Dandelion Brand Butter Color. Your customers expect it. Just specify

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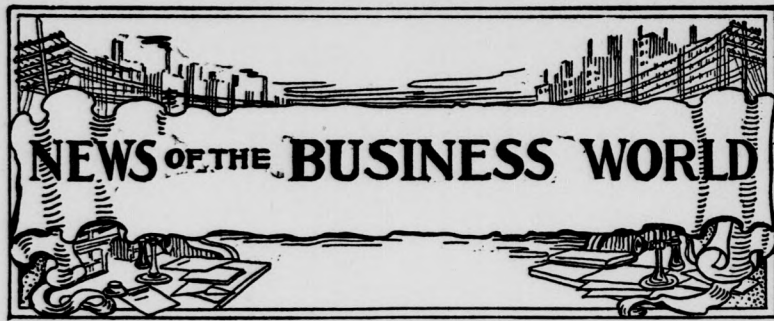


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT
And 200 Mountain St., Montreal, Canada



Dandelion Brand  Butter Color
The color with the golden shade



Movements of Merchants.

Manistee—The Manistee Sales Co. succeeds the Manistee Buick Co.

Lawton—Fire damaged Hotel Mack to the extent of about \$2,000 Sept. 13.

Alma—C. W. Martin, of Holland, has taken the position of manager of the Wright House.

Topinabee—Fire destroyed the summer hotel of H. H. Pike, entailing a loss of about \$15,000.

Howell—Fire damaged the bakery of Mrs. Herbert Johnson Sept. 15 to the extent of \$1,000.

Coldwater—F. L. McConkey, recently of Alma, has engaged in the undertaking business.

Sears—A. B. Casler has sold his stock of general merchandise to Charles Conn, who has taken possession.

Lansing—The Donsereaux-McNish Co. opened its women's ready-to-wear clothing and cloak store Sept. 13.

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

Detroit—The Newark Shoe Co., has installed woman's shoe departments in six of its Detroit stores, featuring prices at \$3.50 and \$4.

Charlotte—Youngs Bros., merchant tailors, have dissolved partnership and the business will be continued by Charles R. Youngs.

North Muskegon—Frank Goetzel is erecting a store building which he will occupy about Oct. 1, with a stock of fresh and salt meats.

Port Huron—The Moak Realty Co. has been organized with an authorized capital stock of \$25,000, \$10,000 being paid in in cash and \$15,000 in property.

Pontiac—The Stuart-Glenn Co. has opened a furniture and house furnishings store on South Saginaw street, with John F. Stuart as active manager.

Jackson—John A. Mott has purchased the interest of John Simpson in the stock of the Brewer Coal Co. and the business will be continued under the same style.

Holland—The Lokker-Rutgers Co. has purchased the Otto J. Cohan stock of clothing, shoes and store fixtures and will close it all out at special sale.

St. Johns—Curtis & Corkin, druggists, have dissolved partnership and the business will be continued by John Curtis, who has taken over the interest of his partner.

Tallman—J. B. DeLing has removed his stock of groceries and general merchandise to his farm near Bachelor, where he will continue the business, buying cream and produce in addition.

Charlotte—J. B. Gibbons has purchased the William Ohls stock of electric fixtures and accessories and will continue the business in connection with his jewelry store.

Eaton Rapids—Charles Henry has purchased the Wheeler store building and will occupy it with his ice cream parlor and confectionery stock as soon as it has been remodeled.

Saginaw—The Beck-Foss Co. has been organized with a capitalization of \$25,000, all of which has been subscribed and paid in in cash. It will conduct a general automobile and garage business.

Ann Arbor—The Ann Arbor Dairy Co., to deal in milk and products, has been organized with an authorized capital stock of \$35,000, of which \$3,900 has been subscribed and paid in in cash.

Northport—Flood & McNamee, orchardists, have incorporated with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$10,700 paid in in property.

Clare—The Clare Hardware & Implement Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash. It will also deal in general merchandise.

Detroit—George E. Van Tuyl has opened a shoe sample room at 5 Rowland building, 179 Shelby street. He will show the product of the Westcott Co., Syracuse, N. Y., carrying a full line of samples.

Muskegon—Thieves entered the jewelry store of Helmer Berg, Sept. 15, and carried away stock valued at more than \$500. They also entered the clothing store of Charles G. Bjorklund and took some stock.

Mt. Pleasant—The C. W. Campbell Mercantile Co., conducting a department store, is closing out its stock and will lease its five story brick store building to the Battle Automobile Co., giving possession Nov. 1.

Detroit—Ben Berke, who opened a Stetson shoe store a few weeks ago on Washington Boulevard, says his average sales price is \$12, showing that there are plenty of men in Detroit willing to buy "quality" footwear.

Detroit—The U. S. Wall Papering Machine Co. has been organized with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash. It will deal in the manufacture and sale of wall papering machines and parts.

Scottville—Rupert Stephens has purchased the interest of his partner, Mr. Benson, in the furniture and undertaking stock of Stephens & Benson and admitted to partnership his two sons. The business will be con-

tinued under the style of Rupert Stephens & Sons.

Detroit—It was a tale of a juggling soda clerk, a gray silk dress, a refreshing drink and a warm summer night that was unfolded before Justice De Gaw, Monday. Mrs. George Smith, accompanied by her husband, entered a downtown drug store for a cool drink. While waiting for the drink they watched in fascination the nimble clerk toss eggs and "soda-filler" into the air and catch them in a glass, held steady by his "trusty" right hand. And then suddenly his eye and "trusty" right failed to correlate and the unmixed egg nog landed on Mrs. Smith's dress. She wanted \$132.50 but got \$30.

Manufacturing Matters.

Petoskey—The Northern Auto Co. has increased its capital stock from \$6,000 to \$75,000.

Lansing—The Lansing Body Co. has increased its capital stock from \$150,000 to \$250,000.

Detroit—The Barnes Wire Fence Co. has increased its capital stock from \$10,000 to \$75,000.

Paris—The Paris Dairy & Produce Co. has opened its cheese factory, with John Brouwer as manager.

Detroit—The capital stock of the Michigan Leather Packing Co. has been increased from \$10,000 to \$30,000.

Flint—The Harry W. Watson Co., cigar manufacturer, has increased its capital stock from \$100,000 to \$200,000.

Sturgis—Fire destroyed the plant of the Van Buren Brass Foundry Co. Sept. 13, causing a loss of about \$20,000.

Detroit—The F. Jos. Lamb Co., tool manufacturer, 115 State street, has increased its capital stock from \$25,000 to \$50,000.

Detroit—The Bingham-White Co., 1433 Forts street, W., manufacturer of furniture, has increased its capital stock from \$40,000 to \$50,000.

Grand Haven—James L. Lee, President of the Challenge Machinery Co., died at the home of his son, Sept. 16, following a short illness.

Sears—The Sears Cheese Co. has been incorporated with an authorized capital of \$2,000 of which \$1,100 has been subscribed and paid in in cash.

Ionia—The Barrett Cigar Co. has been incorporated with an authorized capital of \$18,000, of which \$9,100 has been subscribed and \$1,000 paid in in cash.

Hale—The Hale cheese factory, owned and operated by John Carey, is enjoying a good patronage this season. Mr. Carey has not paid less than \$2 per 100 for milk this season. Daisy style cheese are made, which find a ready market at good prices.

Onaway—Lloyd E. Cady, who formerly conducted the creamery here under the name of the L. E. Cady Creamery Co., has filed petition in bankruptcy scheduling his liabilities at \$2,513.76 and his assets at \$150.00, which consists of exempted property. A number of personal friends of Mr. Cady are creditors in various amounts, who at the time of extending him credit considered him a competent business man, all of whom are losers.

CANNED TOMATO FLURRY.

If reports now coming in are true the frost scare last week in regard to tomatoes is not without its humorous side. While it appears to have been true that the Southern markets were flooded with orders for tomatoes as a result of the cold spell and the panicky feeling on the part of buyers, it seems to be pretty true that canners themselves were affected with the same feeling, and on their part were afraid to sell, with the result that although there was a great deal of excitement there was very little actual business put through. Now the excitement has subsided and the majority of the orders remain unfilled with less desire on the part of buyers to have them filled. Local brokers say the tomato market was unduly existed for account of the extremely cold weather, as a result of which jobbers fell over themselves in an endeavor to buy, but in this particular vicinity did not get a case, as packers on their part were afraid to sell. On the other hand, there has been absolutely no frost damage, and the situation will, undoubtedly, be nearly normal in a few days. It has, no doubt, had the effect, however, of delaying the glut for a few days, and it will be interesting to see what the developments actually are, especially if the weather should continue quite warm, as is not unusually the case the latter part of September.

TRUE TO BREED.

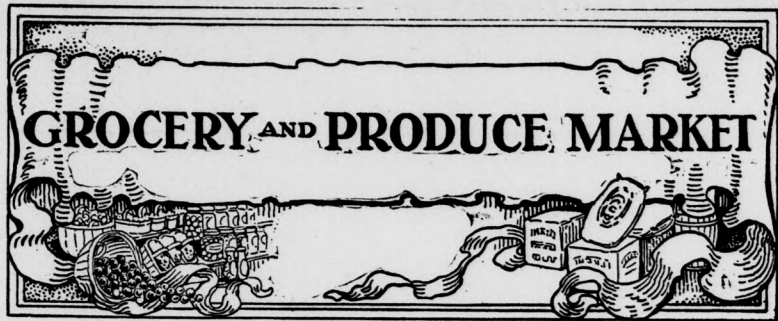
Leading representatives of trades unionism recently met in Minneapolis and pledged union labor to the cause of American liberty and human freedom.

Next day some of the same men ordered a strike of 30,000 men employed in building ships for the Government at San Francisco. They demand that the pay of the men be increased from \$7 to \$8 per day—\$1 per hour—time and a half for overtime and double pay after midnight.

Fine patriots, these!

The campaign for the flotation of the second Liberty Loan will start with the double advantage of a trained organization and a prepared public. There may be some defection from the ranks of financial and business establishments which in the first flush of enthusiasm gave themselves to the work at a heavy sacrifice, but that loss should be more than compensated by the experience gained. The more important factor, however, is the education of the public. The habit of bond investments among the great masses of the population had to be created. Every business man knows the effort involved in building up a new market. Such a market now exists. Especially in the matter of thrift it is the first step which counts, as the savings banks know. It is not too much to assume that of those who now have Liberty Bonds in small amounts the great majority will make an effort to add to their holdings.

The Gem Motor Sales Co. has been organized with an authorized capital stock of \$5,000, of which \$2,510 has been subscribed and \$2,000 paid in in cash.



The Grocery Market.

Sugar—Owing to the general uncertainty due to the readjustment of business conditions and the method of carrying on transactions in raw and refined sugar, business is practically at a standstill in all departments while awaiting further developments. New York refiners are considering the rules, regulations and agreements placed before them by the Government and until a final settlement of details has been arrived at little or no activity is looked for in sugar business circles. At present the Government is in a controversy with the holders of the remainder of available supply of Cuban raw sugar who are holding for excessive prices. If the Government wins, the sugar market will take a drop. If it does not win, the situation will probably remain unchanged.

Tea—The strength of Ceylon and Calcutta cables has stiffened local ideas materially, although demand has not yet fully measured up to the improvement, except in the case of the cheaper grades. Among dealers generally it was expected, however, that in the near future—being assured now that tea will be free from any further tax discussion—the trade will show increasing interest and a broader market may be looked for.

Coffee—The market is weaker probably by $\frac{1}{2}$ c on all Brazils. Milds are also cheaper. The cause of the advance is the very large available and prospective supply of coffee, coupled with the extremely poor demand. The elimination by the Senate of the 2c tax has not had any effect. Java and Mocha are unchanged and steady.

Canned Fruits—California fruits are unchanged since the opening. Small Eastern staple canned goods are dull and unchanged.

Canned Vegetables—"Glut" week in tomatoes has thus far proved itself rather elusive. What might have been had not Jack Frost interfered is not known, but something like it may be revealed during the coming week. The wide range of prices at which farmers offered tomatoes at the canneries has probably never before been equaled within the space of a single week. Canners are asking prices for tomatoes which jobbers say are beyond all reason, but the only answer on the part of canners is that prices may go still higher and probably will. They certainly will if canners can have their own way. One feature is a certain amount of irritability shown by them toward anyone who dares to question the reasonableness of their position. Nevertheless there have been some among the jobbers

who have the courage of their convictions and have declared that there is considerable inflation in the present situation. If this is so it ought to show itself in the next week or two and tomatoes should then quickly settle to a normal basis whatever that may prove to be. Corn and peas are unchanged but firm. Shoepeg corn is, undoubtedly, going to be scarce. The Southern pack of Maine style, however, will probably be good. Maine is packing now, with no late news of prospects. Peas are dull, but firm and unchanged.

Dried Fruits—Brokers report considerable business going on in dried fruit through local channels which is conspicuous, not for the size of the orders but for the number of them, which, in the end, make a large aggregate. It is apparent that this business is in the nature of filling in gaps in current stocks, and in some instances there is difficulty in finding what is wanted. This applies particularly to raisins, for which the demand has been active for the past week or more, causing a strengthened market in all directions. Fancy seeded are now held at $10\frac{1}{2}$ c, with offerings light even at that figure. In a general way brokers say that there has been considerable complaint about high prices on the part of buyers, but it has been largely because their stocks have run low and they have been hoping to replenish on terms favorable to them. Spot supplies of any kind of dried fruit are limited, but it has been thought that jobbers were well enough supplied to carry them through; but recent developments seem to indicate that this is not so true now as it might have been a short time ago. In the prune situation nothing of further interest has developed and there seems to be a little less buying by Coast interests, although the peculiarity of this business for the past two or three weeks has been its irregularity. The market is now strong for both spot and futures. There seems to be no special activity in peaches at the present time, but sellers say that the market is firm and the Association has the situation well under control. Apricots are firm with spot offerings light. There is, however, no urgent spot demand at the moment for any considerable quantity and purchases that are made are almost wholly filling in stocks that have run short sooner than expected.

Rice—The improved feeling noted this week has not yet been reflected in materially higher prices, but opportunities for picking up bargains have practically disappeared and full rates or slight advances are being

named on nearly all varieties. While the transportation difficulties exist, restricting arrivals here, the distribution is likely to be curtailed, but meantime stocks are being depleted and a very good demand is anticipated whenever the movement becomes normal again. The South is strong as a result of crop uncertainty and a steady demand for most grades.

Molasses—Until the sugar situation is cleared up dealers expect no extensive operations in molasses, yet a small business is passing from day to day, with the views of holders very firm in consequence of only moderate stocks of domestic.

Cheese—The cheese market is very firm, with a good consumptive demand and extremely light receipts. In consequence the market advanced from $1\frac{1}{4}$ @ $1\frac{1}{2}$ c a pound on all styles during the week. There was some export enquiry and continued high prices are looked for in the immediate future.

Spices—With the arrival of two steamers last week the market has been aroused to increased activity, which has given an upward trend to prices and a better tone to the whole market. There was a particularly active distribution of the large consignment of cloves which arrived from South Africa, at 39 @ 40 c.

Cocoa—There is a quiet, steady trade with no important transactions. Prices are unchanged.

Corn Syrup—Although the corn market continues relatively strong, the syrup market has not yet been marked up, although the undertone is firm, and it is said in many cases shipments of goods are being indefinitely delayed. A leading Western factory has just re-opened after having been closed some time on account of corn scarcity, but the New York plant is still closed for lack of material to work on.

Canned Fish—The market is firm all along the line particularly in salmon, in which the trade reports a heavy business. Sardines are in fairly good demand, the recent reduction having stimulated buying to a considerable extent.

Provisions—Smoked meats are very firm but unchanged in price, with a good consumptive demand. The supply is very light. Live hogs are still firm without material change. Pure lard is very firm at an advance of $\frac{1}{4}$ @ $\frac{1}{2}$ c per pound, due largely to the short killing of local packers and the good consumptive demand. Compound lard is very firm after an advance of $\frac{1}{2}$ c. There is a heavy consumptive demand and further advances are not unlikely owing to the extreme high prices of pure lard. The normal difference between pure and compound lard is 2 @ 3 c, but the present difference is 7 @ 8 c. Dried beef is steady and unchanged, with a fair consumptive demand and a normal supply. Canned meats are firm and unchanged with a light supply and a good demand. Barreled pork is firm and unchanged with a fair supply and a good consumptive demand.

Salt Fish—No change for the week. Mackerel are scarce and high.

Wholesale Grocery Promotor Arrested.

R. E. Snow, who has been soliciting stock subscriptions for the Grand Rapids Wholesale Grocery Co., was arrested last Friday on two warrants sworn out by the Secretary of the Michigan Securities Commission—one charging him with selling stock without first obtaining a license and the other charging him with selling stock in an unauthorized company. Both offenses are defined as criminal violations of the law and are punishable by stiff fines and jail sentences.

Snow was arraigned before Justice Loucks and his preliminary examination was set for Sept. 21. As the defendant is understood to have made about twenty sales of stock, it is quite likely he will be re-arrested on other charges as soon as the first cases are disposed of.

The statute under which Snow was apprehended and arrested was enacted by the Legislature to protect the people against itinerant and irresponsible vendors of worthless or questionable securities, with whom the State was flooded prior to the enactment of the law. The statute is a reasonable one and efforts protection to reputable men and reputable undertakings, as well as a means of punishing those who undertake to evade the law clandestinely or openly.

John M. Thorpe has been selected by the Judson Grocer Company to succeed the late David S. Haugh in Northern Michigan territory. Mr. Thorpe joined the Judson family about fourteen years ago as assistant book-keeper. He subsequently went to work on the floor as packer to familiarize himself with the stock. He was subsequently promoted to the position of shipping clerk, which he filled several years, graduating therefrom into the position of house salesman. He is thoroughly familiar with the stock and with the Judson system of handling groceries. Mr. Thorpe will take up his residence in Traverse City, so as to keep in close touch with his trade. The Tradesman believes he will make his mark as a traveling salesman.

Guy W. Rouse, President of the Worden Grocer Company, will probably be in the market for a new car. A street car struck his seven passenger Cadillac as he was crossing South Ionia avenue Monday, completely demolishing the rear of the machine. As he was going West and the street car was headed North, Mr. Rouse had the right of way and the street car company will probably settle the bill promptly and satisfactorily, in accordance with its usual custom.

Joseph P. Lynch has returned from Toronto, Ont., where he conducted a three day sale for J. H. Bardwell, who has just opened a clothing and furnishing goods store. The sales for the three days aggregated \$5,350.

George W. Townsend, who recently retired from the grocery business at Plainwell, has re-engaged in trade at that place. The Worden Grocer Company furnished the stock.

Activities in Michigan Cities.

Written for the Tradesman.

The Schust Baking Co., of Saginaw, is adding a brick building, 100 x 140 feet, two stories, to its plant. The company's candy department was recently removed to the factory, Lapeer and Sixth avenues, where the Schust people started in business.

A new ordinance prepared by the Common Council of Muskegon, if passed by the people, will provide for cheaper car fares, including the sale of seven tickets for a quarter for use during the rush hours of morning and evening.

Milk has jumped from 9 to 12 cents a quart at Battle Creek and Mayor Wilson is investigating conditions to see whether the jump is justified.

Portland will discard its out-of-date arches and adopt the boulevard system of street lighting, installing forty-eight lamps at an estimated cost of \$62 each.

The Taite Manufacturing Co. is a new industry at Niles and will erect a fire-proof building, 60 x 100 feet, for the manufacture of belting and other fabric specialties.

John E. Hayes, of Luther, has brought out an invention designed to shield ships from torpedo damage, which has been presented to the Government and accepted.

Holly will vote Sept. 23 on a bond issue of \$20,000 for a new waterworks plant.

Lakeview now has electric light service, the electricity being developed at the new dam on the Little Muskegon river at Morley.

Kalamazoo's first dollar day, held last week, attracted 10,000 people and was a success.

The Adrian Chamber of Commerce will conduct an advertising campaign to secure workmen for the factories.

The Belding Machine Co. is a new industry at Belding, with \$25,000 capital, and will manufacture tractors and do general machine work. Henry Upholt is at the head and the stockholders are all local men.

Thompsonville has changed its fair dates to Oct. 9-11, or a week later than was first planned, so as not to conflict with the fairs at Buckley and Empire.

August was a record-breaking month for St. Mary's canal at the Soos. Iron ore led the freight shipments, with 10,213,000 tons, and wheat is second, with 8,850,000 tons. Coal led in tonnage westward, with 2,548,000 tons.

The Mt. Pleasant schools show a 25 per cent. increase in enrollment this year.

Saginaw has amended its city market ordinance. The market will be open from 7 a. m. to 3 p. m. each week day and from 7 until 10 a. m. Sunday. None can purchase for reselling, this provision being aimed especially at the hucksters.

Lakeview will vote Sept. 24 on a bond issue of \$11,500 for a new waterworks plant.

Shortage of vessels has influenced the iron mines of the Upper Peninsula to ship 2,500 cars of ore over the Ann Arbor road, so that ten car ferries leave Menominee each week, instead of an average of six. The ore goes to Toledo, Cleveland, and Buffalo.

Mason will hold a free agricultural street fair Sept. 19-21.

Lansing reports a gain of about 1,000 students in the public schools this year.

Girls in the Saginaw east side schools are being taught knitting, in line with the Red Cross work and war preparedness.

The schools at Flint show heavy enrollment and at least three new twelve room buildings are needed to take care of students now in temporary quarters.

The Evert Manufacturing Co. is starting operations at Evert and employs fifteen to twenty men making whiffletrees.

Holland's new hospital will be ready about Oct. 1.

Charlevoix county's twenty-third annual fair will be held at East Jordan Sept. 25-28.

Traverse City will entertain the Grand Traverse county fair Sept. 24-28.

German courses are in disfavor in the Menominee high school, with but one German class this year, as against five classes last year. French is now more popular.

Pontiac now has nearly sixteen miles of streets paved with brick, asphalt or concrete.

It is ninety-nine miles from Manistee to Grayling via the railroad and slow freight covers the distance in eight to nine hours, but mail matter requires eighteen to twenty-four hours or longer. The reason is that mail is sent over the Pere Marquette to Saginaw, thence back to Grayling. The Manistee Board of Commerce has entered vigorous protest with the postal authorities.

The Marshall Board of Commerce will be reorganized.

Niles needs more houses for its factory men.

Rev. Burton S. Shaw, former pastor of the Walkerville M. E. church, has been elected as Secretary of the Greater Hart Association, at Hart.

Houghton reports a new industry for the copper country, the Fertile Chemical Co., of Cleveland, having arranged to build a fertilizer factory, using the peat from the Sturgeon swamp. This swamp covers 6,700 acres and the peat is four to six feet in depth. Almond Griffen.

Promoted to Store Management for a Week.

Stores of the Woolworth chain recently held an "assistant-manager's week," in which the assistant manager was promoted temporarily to store manager and the latter was placed under him as assistant. The man in charge for the week had full authority to put in practice any of the ideas for store betterment and increased sales that he believed would work for the company's profit. He could, moreover, let the sales people know that he had been made manager for the time being, and urge them to make special efforts in selling, in order that he might make a good showing.

It is said that the innovation resulted in some especially good records.

A failure is a man who has blundered, but is not able to cash in the experience.

Pickings Picked Up in the Windy City.

Chicago, Sept. 18—The Stock Yard employes of seven big packing companies have had the glad feeling forced upon them by announcement of the heads of the houses that their salaries would be advanced 2½¢ an hour, to take effect at once. The total of this amounts to \$6,250 per day or a total of \$1,937,000 per year. The advance was voluntary.

As usual anyone visiting Chicago at this time of the year can tell it is close to moving day. This is the time of year that leases expire and leases are signed, taking effect Oct. 1.

Drug stores in the city of Chicago are becoming very popular with the crooks. There is hardly a night passes but what one hears of a number of robberies in drug stores. One night last week thirteen drug stores on the North Side were entered, thousands of dollars worth of merchandise having been stolen.

More improvements coming. Clarendon Beach, on the North Side, will this coming winter be thrown open to the public for ice skating, swimming pool and a dance hall.

One of the greatest patriotic meetings held in Chicago for some time was that at the Coliseum Sept. 15, with 16,000 people in attendance. The main speaker was Elihu Root, who has recently returned from Russia, where he was sent as a special representative of this Government. From the amount of applause one would forget that we had a Mayor in Chicago by the name of Thompson.

One can readily see that the vacation period is coming to a close by noticing the Lake Shore Drive homes opening up for the winter, as well as general business becoming more settled and featuring autumn goods.

Hurrah for Chicago! Dr. Dill Robertson, of the Health Department, reports that Chicago during the past summer was the healthiest city in the country, claiming that more people returned to the city with ailments of some kind while visiting outside than did the people who remained at home.

All cigar dealers throughout the city are now discussing the revenue tax, making all kinds of guesses as to what the tax will be, how it will be spread and as to whether or not the Government intends to tax the entire stock which may be on hand or half the stock or tax the jobber and eliminate the retailer. It reminds one of local politics to hear the different remarks as to what may be done.

It is getting very popular now in Chicago to take care of the children while alive instead of leaving a will. There has been a number of cases of late of some of Chicago's wealthy citizens conveying some of their property to their heirs. The latest so far reported is J. P. Wilson, Sr., member of the law firm of Wilson, Moore & McIlvaine, who has conveyed to his children property on Michigan avenue said to be valued at \$200,000.

It is reported that the Marshall Field estate has leased to the Phoenix Theater Co. the property at the southwest corner of State and Lake streets at a rental of \$50,000. This to be increased every five years until the amount reaches \$120,000 by 1951.

The American Coconut Butter Co. will erect a new four story building 70x150, to cost \$100,000, having purchased from the Merchants Loan and Trust Co. five acres on the Belt Railway of Chicago, at Twenty-eighth street. The property is south of the new plant of the Diamond T Motor Truck Company. Plans for the building are being prepared.

Sears, Roebuck & Co. still have difficulty in securing sufficient storage space. They have acquired from H. Melvin Mahin his lease on the four-story building at 22nd street and Ford avenue. Mahin had this under lease from Brunswick-Balke-Collender Co. for two years from February

1, 1917, to January 31, 1919, at a term rental of \$34,180.50. Sears, Roebuck & Co. have now acquired his lease, paying for the unexpired part of the term \$31,122.50.

The Maier-Roedel Baking Co. has purchased from Fred C. Magnusson the property in Winnemac avenue, 75 feet east of Western avenue, south front, 50x110, price not disclosed.

Charles W. Reattoir.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Sept. 19—Creamery butter, extras, 43½¢@44½¢; first, 42¢@43¢; common, 40¢@41¢; dairy, common to choice, 35¢@40¢; dairy, poor to common, all kinds, 31¢@34¢.

Cheese—No. 1 new, fancy, 25¢; choice, 24¢.

Eggs—Choice, new laid 41¢@44¢; fancy henney, 46¢@50¢.

Poultry (live)—Fowls, 23¢@27¢; chicks, 25¢@30¢; old cox, 18¢@19¢; ducks, 21¢@25¢.

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.

Auto Bandit Wounded

Howell, September 7th:

James Amstey, President of the First State Bank at Ashley, Sunday night about twelve o'clock, heard his automobile pass out of his yard. A hurried investigation showed that the lock had been broken and his six cylinder Studebaker automobile was being driven away. He reached the officers at Elsie, St. Johns, Ithaca and the Citizens' Mutual Automobile Insurance Company at Howell within a short time. It had about fifteen gallons of gas and the bandits made their escape out of Michigan, but the officers in Ohio had been notified, and a watch was kept at the filling stations. Monday afternoon the bandits questioned a farmer as to the distance to a little town; this aroused suspicion, and the marshal at Brailey was notified and he gathered an armed posse to lay in ambush. Early Tuesday morning the stolen automobile and its occupants reached Brailey and proceeded to steal gasoline; the posse opened fire; two of the bandits were wounded, (later, upon the automobile was found seventy-five bullet marks). The bandits started to make their escape but after going about six miles the car was out of gas. The automobile was recovered. James Amstey called at the office of the Citizens' Mutual Automobile Insurance Company to compliment them upon the prompt action and to receive a settlement for the damages to the car.

J. Earle Brown, of Lansing, had his car stolen out of a garage in Lansing. The thief made his escape to Rockford, Illinois, where the car was traded to a second-hand dealer and later sold. The car was insured in the Citizens' Mutual Automobile Insurance Company, of Howell, and finally traced out and a settlement obtained; the thief is now in jail.

The Company has also recovered a Buick automobile owned by Sherman Schroder, of Battle Creek, in Buffalo, N. Y. As the Company has a membership of about 28,000, it is known as the largest mutual automobile insurance company in the world among the police and officers of Michigan and the adjoining states, and is therefore giving its members the best of service, as the police and officers report the Michigan cars to the Company knowing its large membership.

Good Advice For Every American Soldier.

One of your first duties as a soldier will be to take all the care you can of your health. The firmer that is, the better you will be able to do any service, or undergo any fatigue, required of you. To preserve your health, you must try to lead as regular and temperate a life as is possible. I hope you will not try to avoid your full share of labor, danger or exposure where either is necessary or called for. Take every proper occasion for bathing your whole body—and scrupulously regard your personal cleanliness, no matter how much trouble it may give you. Have nothing to do with spirituous liquors of any kind. Take your food as regularly as you can get it, and neither eat immoderately nor go a long time without food, if you can avoid it. Especially be careful not to eat to excess after long fasting.

I hope you will never disgrace yourself by any profaneness or obscenity, and will avoid all conversation and companions where they are practiced or allowed.

Try to preserve a cheerful and contented spirit and encourage it in others. Bear hardships without grumbling and always try to do more, rather than less, than your duty. You will have occasion to be patient much oftener than to be brave.

The duty of a soldier is unquestioning obedience—but, beyond this, I hope you will cultivate a kind, respectful, and considerate temper toward your officers.

I hope you are going with a love for your country and your cause, and with a determination to be faithful to every duty you have undertaken. My boy, you bear the name of one who, to the end of his honored life, never shrunk from a duty, however painful, nor from a danger to which duty called him. Be sure that you do no discredit to it! Neither by cowardice, by falsehood, by impurity, by levity, nor by selfishness. Remember always your home and your friends—those who will welcome your return with pride and joy if you shall come back in virtue and honor; who will cherish your memory if, faithful and true, you have given up your life; but to whom your disgrace would cause a pang sharper than death. Remember your obligations to duty and to God. And may these thoughts keep you from temptation and encourage and strengthen you in danger or sickness.

And how, my dear boy, I commend you to God—and the power of His grace. May God bless and keep you. Think of your Heavenly Father in health and in sickness, in joy and in sorrow. Go to Him for strength and guidance. You are very dear to our hearts—and your absence leaves a great place vacant in our home. If it be accorded to His will, may you come back to us in safety and honor—but whatever is before us, may His mercy and love be ever with you and His grace be sufficient for you.

The old populist party adopted the pumpkin pie for its badge because it had no upper crust.

What We Are Fighting For.

We are fighting to save American husbands from being forced to dig graves for their wives. We are fighting to save American babies from your bayonetmen. We are fighting to save American women from the flames. Loyal and thinking Americans feel that if the ship-watch on the North sea slackens, and the weary guard from the Yser to Belfort is battered down, your cannon would point toward us and soon the trench line would be on the Hudson, the Delaware, and the Chesapeake.—Detroit Journal.

Unless we win abroad, we shall have to fight at home. And it is by no means rash conjecture that an invasion by German-Austrian-Bulgarian-Turkish hordes (there are four Germans now) would meet with the same difficulties, the same scrapes, the same military embarrassments and the same uprisings of civilians as in Belgium. What would follow, the Belgian atrocities outline with appalling vividness. Indecency and carnage in Belgium did not bring us into the war. We are not fighting primarily other people's battles. We are not championing primarily oppressed foreigners. We are not beside ourselves with enthusiasm for the rights of Europeans. We took up arms only when the imperial German government had wantonly and persistently made war upon us. Beyond question, the Belgian atrocities predisposed us to tolerate an armed attack upon Germany. They inflamed feeling the world over. They help

to explain why four-fifths of the human race holds Prussian militarism in abhorrence. But we are fighting for America. Because we have at last locked horns with the greatest military power on earth and exposed ourselves to the chance of being everlastingly punished for entering this war, we think of the German performance in Belgium and say with the Detroit Journal, "We are fighting to prevent such an abomination coming to American homes."—Chicago Tribune.

The Spotlight Must Go.

Muskegon, Sept. 18—There is certain to be some action taken within the next year or so to regulate the spotlight, and it is possible that it will be legislated out of existence. This is solely because of the misuse of it at the present time. The spotlight is used to-day as a plaything instead of a pathfinder. The spotlight is of great benefit to the motorist if used as it should be, but the great majority of autoists use it to-day just as a sort of a plaything. They flash it on the other cars as they pass. Spotlights are also kept burning in the corporate limits of well lighted cities, when in fact they are seldom needed. Sooner or later laws will be passed that will do away with it entirely and as is generally the case, the good motorist will suffer for the wrongs of the others.

C. M. Gibney.

Has Been Relieved From Duty.

Len Wagley, of Levering, who was one of the first appointees of the present State Dairy and Food Commissioner, has been relieved from duty by his superior officer.



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

Barney says—

I was thinking last night of the old days when three of us used to ship all the goods. It's quite different from these days with the big force we have now.

And, By Golly, we ship every order the day it's received, too. That's service.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

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E. A. STOWE, Editor.

September 19, 1917.

STABILIZING PRICES.

If someone should decree a new set of nomenclature for our efforts at food conservation, there would be a great deal less erroneous thinking and probably somewhat less careless and fallacious talking and writing. Because Mr. Hoover has not yet brought down the prices of food products should not be construed as an evidence of failure of the whole scheme of wartime regulation, but rather a reflection on the wrong ideas which some people had formed in advance. Laws passed by Congress are not the whole thing by any means and the underlying causes of high prices are more commonly due to elements superior to any human law than to any of the fanciful causes the theorists have been setting up. The workings of governmental authority are proving it.

For instance, it has never really been expected by well informed people that Uncle Sam could "fix" prices so much as that he could "stabilize" prices. Nor does food "control" mean altogether food dictatorship. And even if both these things were otherwise, it would not necessarily operate to correct wholly the objectionable conditions of which we complain. Similar efforts in Europe have failed wholly to accomplish the ends sought in any completeness, but they have operated in the right direction and they probably will here, as well. In fact, the chances are far better here than in Europe because our plans are based less on official authority than on a combined programme in which the Government and trade have come to agreement and are working together to a common end.

It is a matter of surprise to most people that one after another the trades are so calmly assenting to being licensed and regulated by the Food Administration, without the slightest disposition to complain. It is not true that the great majority of distributors like to practice speculation, however true it may be of an individual here and there. Even if they do speculate, they prefer to do it on reasonably safe grounds and not on so unstable a basis as public scare and violent fluctuations due to popular excitement. If governmental influences can result in stabilizing prices somewhat, the trade welcomes it as one step toward everyone's safety; but it

is not to be expected that it will necessarily mean materially lower prices.

It is rapidly coming out that the food control law was emasculated in its most promising feature when it was made to so generally keep its hands off the farmer. As an illustration of this, the experiences of the Maryland packers of canned foods furnish much illuminating information. Whatever may have been the truth about the actual supply of tomatoes, so long as the farmer could refuse to honor his own contracts with the canners, the whole industry was at his mercy and many thousands of dollars will be lost by Maryland canners by reason of the farmer's freedom of sliding from under his contracts and gouging the packer.

But an even greater interest has been attaching to the Maryland canning industry of late by reason of various causes, some of them independent of the farmers. The weather has certainly played pranks with the crops and furnished the uninitiated with evidence of how rapidly prices can jump and render impossible any of the alleged schemes of control attributed to it in the past. How anyone—Government or others—could intelligently set a price on a product under such conditions is hard to imagine.

Canners thought they were safe when they bought tomatoes at between \$1 and \$1.15 a dozen, and probably three-quarters of the pack were bought at some such figures. Then came the lateness of the crop and a contest between Jersey and Maryland packers for the raw material. It forced tomatoes up from the safe price of 25 cents a basket—although that is fully 10 cents above normal—to even \$1 a basket, while canned tomato prices went to \$1.45 and even \$1.50.

Then came the glut of last week and week before, and prices of raw material went down to 20 cents or even less. A Chicago jobber, himself a canner for several years, came to town and told a story of crop conditions that tended to "bear" the market again to probably as low as \$1.25. It created a sensation, but before it could sink into the minds of the traders along came the cold snap, with reports of killing frosts, and, in the face of the glut conditions reported by the Chicago man, the scare of frost sent prices back again to even the unheard of prices of \$1.65 or more, and even now have not yet subsided to a normal basis on which packer and jobber can agree.

Of course, the theorist would have the Government step in and "fix" the price, but how any governmental official can fix prices on such jumping-jack conditions of supply and demand baffles the wisecracks of the trade, even if it doesn't the reformer.

The most interesting phase of that situation, however, is the argument of Mr. Webster that in the time of uncertainty, the farmer was able to use the governmental "fixed" price as a sort of umbrella, under which to protect his own claims of the fairness of his high prices. Whether his charges of the unfairness of the Government standard price are just or not, it is pretty evident that such standardization, with

the name of the Government back of it did operate to establish the ruling market price and if it proves anything, it proves that price regulation is an influence so potent that it must be used with much discretion.

In the case of wheat, however, an interesting difference in its effect appears. With the tomato farmer, the Governmental price was high enough to bolster him up in his exactions, and he used it accordingly. In the case of wheat, the Government price of \$2.20 is regarded by the farmer as too low and he is refusing to sell his crop at that figure, confident that he can get more for it. This remains to be seen, but if the stories circulated late last week about farmers withholding wheat from the millers of the Northwest are true, it looks as though there is a tussle on between the force of Uncle Sam's food controllers and the hoarders as to who can be of greatest force.

Happily, in this case Mr. Hoover will have at his command and subject to commandeering immense stocks of food-stuffs held up at seaboard points by the food embargo and liable to seizure. This lets into the situation another factor; the only one which uniformly worked out right in Europe's experience—competition of the Government, backed with a large stock of goods to be sold in the open market. It has been said by economists that anyone owning 25 per cent. of an available stock of anything, and willing to sell it in competition—even at a loss—can control a market either way. And if so, it may be that Mr. Hoover will find it convenient to use the accumulations at seaboard to beat the farmer. Which will prove once more that the only real unchangeable power to control the law of competition.

But Mr. Hoover is quoted as denying that there is any intention to commandeer wheat stocks held by farmers. "Except in certain very limited areas where anti-war and pro-German propaganda is being carried on," he said, "there is no disposition to withhold the wheat from the Government and the Allies. The farmers are very busy planting a very greatly increased acreage of winter wheat. The report of the millers' committee shows that all mills in the Central and Southern States are running over the normal of last year, and while the lateness of the harvest has shortened supplies to mills in the Northwestern section, this is now remedied by arrivals of Canadian wheat."

MAKE THE CHAIN COMPLETE.

The re-organization of the Grand Rapids Merchants Mutual Fire Insurance Company and the prospective advent of the new grocers' mutual, to be organized under the auspices of the Retail Grocers and General Merchants' Association of Michigan, still leaves the field open for several other companies covering the following mercantile lines:

Dry Goods
Clothing
Furniture
Jewelry

The Grand Rapids company writes policies at two-thirds the regular rate charged by the stock companies.

The drug companies write policies at 25 per cent. discount and one of

them announced last week that its surplus had reached \$100,000, in consequence of which it would carry its risks hereafter at 70 per cent. of the stock company rate.

The hardware companies are writing risks at one-half of the stock rate and making money at that.

The shoe company is affording protection at 75 per cent. of the board rate, with an additional discount of 5 per cent. for prompt payment of premium.

The companies which insure flour millers and retail lumbermen are writing policies at very attractive rates, enabling their policy holders to effect substantial savings.

Of the companies still needed to complete the chain, the clothing and furniture dealers can easily secure prompt action through their respective State organizations. Unfortunately, the dry goods and jewelry trades have no central organizations to assist them in this matter, but the sentiment in favor of organization among leading representatives of both lines of trade is so pronounced that efficient and enthusiastic leadership is about all that is needed to bring about such a result. Several attempts have been made to form district associations and it is not at all unlikely that concerted effort will be made to create and maintain State organizations in the near future.

Of course, mutual insurance companies can be formed and successfully conducted without the aid or cooperation of State associations, but the two work well together. Each helps the other by keeping up interest in the organizations. Especially is this the case where membership in the association is made a requisite to securing and maintaining a policy in the insurance company.

The Tradesman stands ready at all times to do all it can to assist in bringing about this consummation, believing that it will result to the advantage, both personal and pecuniary, of all concerned.

THE SLIPPERY FARMER.

Now is the season when packers and distributors alike are looking askance at each other with suspicion as to their stability to resist the temptation to welch. If, for instance, there be a short pack and prices rise to materially more than the future price levels at which large contracts were made, will the packer flagrantly make short deliveries—of course assuming that he will fall back on his 75 per cent. clause—or, if there be a liberal pack and lower prices, will the jobber cudgel his brain to find ways to reject and throw his goods back on the packer? As things stand, there does not appear much ground for believing strongly in small packs; at least not sufficiently short to force prices below the future price level.

It is well known what troubles the Michigan packers have been having in keeping their tomato growers up to the bar of common honesty, and many striking stories are told of the complacent way in which farmers will sidestep their obligations without the slightest hesitation and assume that it is a perfectly proper procedure.

WHY WE ARE AT WAR.

Why did the United States go to war with Germany?

A pertinent question which seems as hard to answer as were the causes which led up to the Civil War in the sixties.

Ask a man why the great Civil War, and ten chances to one he will reply that the North went to war to free the slaves. Such an explanation is even taught by some teachers in our public schools, and yet it is far, very far from the truth.

The Southern states seceded from the Union for the purpose of forming an independent Nation composed of the Southern half of the Union, and it was to save this dismemberment that the free states flew to arms at the call of President Lincoln. Not one word, pro or con, about slavery. In fact, the struggle had gone on for nearly two years before the slavery question became a factor in the contest.

Lincoln's emancipation proclamation was issued as a war measure, wholly in the interest of saving the Union, not, as many suppose at this day, as a great humanitarian project to make all men free and equal before the law. It is even surmised that had Lincoln issued the proclamation in the early days of the war it would have served to aid rather than retard the efforts of the South to destroy the Government.

However much the great Lincoln wished in his own heart that slavery should be wiped out in the interest of humanity, he found it impossible to enunciate such a policy, fearing that by so doing the Union itself might be destroyed. Not until he felt confident that the people would stand back of him did he come out in favor of the emancipation of the slaves. As a distinctive war measure this proved a success; as a strictly humanitarian procedure it might have failed of its purpose and endangered the fate of the Federal Union.

Now as to this country to-day entering the breach in this great European struggle for the avowed purpose of destroying autocracy and elevating democracy to full power all over the world, that is a secondary consideration. Had we any such intention we would naturally have entered the struggle very much earlier.

Let us suppose, for instance, that Germany had been careful in her under sea warfare to not interfere with American ships or American citizens on the high seas. Let us suppose that the Lusitania had not been sunk, nor any other vessels in which Americans were interested, is it conceivable that America would to-day be a factor in this world wide struggle of democracy against autocracy?

Is it not plainly evident that this entrance of America into the war was brought about by the assaults made by Germany upon our own citizens, and that we refrained from even remonstrating against the rape of Belgium, standing on our dignity as a neutral power until after Germany, again and again, committed acts of war against America?

Plainly the Allies owe the help we are giving world democracy to the fact of Germany's indiscretion in assailing our rights upon the high seas. To an American it seems that the Teutonic powers made a bad blunder in forcing the hand of the Yankee republic. Had they scrupulously avoided a rupture with this country by adhering to the practices of a civilized country in time of war the battle in Europe would still be carried on between Germany and her allies and the Entente powers. Her chances for victory would be doubly advanced and the cause of the brutal and bloodstained Hohenzollern would still be of a hopeful nature.

The United States entered this war, not because she was anxious and determined to see victory perch on the banners of world democracy, as so many speakers, magazines and newspapers are proclaiming to-day, but for the sole purpose of vindicating her honor from villainous assaults in utter disregard of solemn promises and in defiance of every principle of right and justice. We were forced by Germany to take up arms in self defense. Brutal murder of our citizens wherever the German under sea boats reached put it out of the question for America to not take notice in a military way of her villainous assassinations.

It will be remembered that a similar mistake was made by many good people with regard to the Spanish war. These people were fond of exploiting the supposed fact that America went into that war to free Cuba and to give Spain a lesson because of her tyrannical methods of governing her colonies near our shores.

Had there been no blowing up of the Maine there would have been no Spanish war. With the Hohenzollern we had no cause for hostilities until that remorseless outlaw and hellion made war upon America. The sinking of the Lusitania was ample cause for a declaration of hostilities against the Hun. When this was followed by numberless other murders of America's men, women and children it became a matter of common manhood for this country to assert itself.

Now that we have entered the contest, the outcome must be for the betterment of all mankind, perhaps the downfall of monarchies, the upbuilding of democratic governments on the soil of old Europe. We trust that this may be so, as was the emancipation of the slaves in Civil War days, which, issued as a war measure, became the humanitarian uplift of a whole race and made the United States of America a Nation of freedom in fact as well as in name.

No woman can be pretty unless she was born that way, but almost any woman can be beautiful if she thinks sweet and noble thoughts, does kindly deeds, and lifts herself above the fogs and worries of this vagrant world.

It is better to have a little sense all the time than so much in bunches that you can't use.

SHATTERED KAISER MYTH.

In his enforced haste to leave Petrograd, when dispossessed of his throne on account of treason to his country, the Czar left a large collection of secret archives behind, showing the repeated effort the Kaiser made to secure an invincible alliance with Russia against England and France.

The telegrams between Kaiser and Czar had their origin in the Russo-Japanese War. Wilhelm was abundant in advice, warning and cajolery. Nor did he omit to display a keen eye for business. The Imperial Bagman, as he has been called, appeared in one telegram to the Czar. "You ought not to forget to order new ships. Our private firms will be most glad to receive contracts." But the great thing at which he labored was a secret treaty between Russia and Germany, which France, as Russia's ally, was to be kept in ignorance of until the last moment, when she was to be compelled to acquiesce in it, and which was to bring about the complete isolation and discomfiture of England. Some such treaty was drawn up and appears actually to have been signed by the two monarchs. At any rate, in one telegram the Kaiser said: "We joined hands and signed before God, who heard our vows." It would appear that the vacillating Czar shrank back at the end. The German official statement declares that the scheme was "defeated by the unreliability of Romanoff and by brilliant English diplomacy, which produced an understanding between England, Russia and France."

The disclosures now made are certain to shatter the myth of the Kaiser's reputation. By them he will be greatly injured in his own land; abroad, they will make it impossible to put him back on the pedestal where some had placed him. Prof. Kuno Francke, for instance, contended a year ago or so that, whatever the world thought of the Kaiser's policies, it must concede that he had displayed great qualities as a ruler. It will be hard to make men believe this any longer. In these telegrams of the Kaiser to the Czar we have revealed the real Kaiser—a meddlesome, restless, conceited, unscrupulous, brutal, underhanded man, with little grasp of the tremendous forces with which he was playing. He is an embodiment of the recipe how to bring great empires low by small minds. What will especially rankle in German hearts to-day is that their own autocrat was secretly urging the Russian autocrat to consult the Duma which, "as it represents the people of Russia, would be the voice of the Russian people." The question which Germans will ask bitterly is why the Kaiser did not, at the time when he was trying to make an alliance against England, as also when he precipitated the present war, consult the representatives of the German people? Why was the Duma more to be respected than the Reichstag?

MAN POWER ON BOTH SIDES.

Official estimates of the drain on German man-power, issued from French General Headquarters through the Associated Press, show a total mobilization since the beginning of the war of ten and a half million men out of an available fourteen millions. Since the

calculation of ultimate human resources is always a speculative undertaking, we may confine ourselves to two specific items in the French estimates, one which places the total of German killed, prisoners, and permanently incapacitated at 4,000,000, and the other which places the present German strength on all fronts and in interior depots at 5,500,000. The first figure would seem to us too high, arguing from the calculations made every little while from the German casualty lists. At the present moment the total recorded casualties can hardly exceed 5,000,000. Of these a million and a half might be killed and dead of wounds and another half-million would be a very generous allowance for prisoners. This would leave three million wounded. In various countries the recovery of wounded and their return to the battlefield have been placed as high as 90 per cent., and rarely below 80 per cent. Of the three million German wounded, therefore, not more than three-quarters of a million would be permanently incapacitated, so that the permanent German losses would have to be placed at not more than 2,750,000.

Regarding the distribution of the five and a half millions whom Germany is now said to have under arms, we may deduct the odd half million for the interior, leaving five millions for the actual battle-front and the lines of communication. Now, it is pretty well established that two-thirds of the German strength is in the West, or, roughly, about three and a half million men. This is rather above the usual estimate, and it may be that the forces held in the interior are larger and that the German line in the West is about three million strong. How many of the Allies are now facing these three millions? For the French we have the statement of Andre Tardieu, French High Commissioner in this country, who declared on May 25 last: "I am speaking officially when I say that the men now actively fighting in the French armies are between 2,750,000 and 3,000,000." The usual estimate of the British strength in France is two millions. This gives us the usually accepted ratio of 5 to 3 for the Allied preponderance in the West. It is a situation which works both ways. It would indicate, on the one hand, that very large American forces must arrive on the French front to make possible a decision which a 5 to 3 ratio has been insufficient to attain. It shows, on the other hand, that if the very worst happens in Russia, the transfer of German troops to the West can never give Germany the means for anything but a defensive policy.

A pleasing bit of native humor was offered for inspection not long ago. A band of vigilantes working in the interest of good government hung the wrong man and a committee of their number was appointed to wait on the widow and express regret for the mistake. The spokesman began his address by saying, "Wall, you've got the laugh on us this time."

There is one happy thought about being drowned at sea. After the preparatory sea-sickness, the final plunge is a joy ride.



Proper Labeling of Skimmed Cheese.

A recent Federal ruling on skimmed cheese is as follows:

"The bureau requires all skimmed or part-skimmed cheeses to be plainly labeled or branded with the words 'skimmed' or 'part-skimmed' upon the wrapper or container of each individual cheese, as well as upon the case in which a number of small cheeses are packed.

"Skimmed or part-skimmed cheeses of a size commonly sold uncut to the customer, and not enclosed in a wrapper or other individual container, must be branded or labeled, in accordance with the fact, on the rind of the cheese itself.

"Large cheeses, skimmed or part-skimmed, which are not inclosed in a wrapper or other covering than the wooden drum or box, and which are commonly sold to the consumer in segments or slices and not as entire cheeses, need not have the brand or label on the cheese itself, but only on the drum or box. If, however, any circular or printed matter be inclosed with such cheese, it must bear in conspicuous type the words 'skimmed,' in accordance with the fact."

Says Egg Shippers Practice Fraud.

According to W. B. Barney, State Dairy and Food Commissioner of Iowa, egg shippers at various points near the border line have for the last three years been shipping eggs procured from points in nearby states as "Iowa" eggs, in order to secure top market prices which the Iowa product usually brings during the summer by reason of less heat damage than is shown in the product from less-favored states.

Investigations of the alleged practice are being made by Fred H. Gray, Federal inspector, and C. S. Bogle and John W. Milnes, inspectors from the State Food Department. This work will be kept up until fall, it is said by food authorities.

Under the Iowa State laws, eggs showing more than 2 1/2 per cent. bad cannot be shipped from point to point within the State. The Federal law allows 5 per cent. loss in interstate commerce. The penalty for violation of the State food law is a fine of \$100.

The Reward of the Stand-Patters.

Milk condensaries on the Coast, as elsewhere, are offering the strongest possible inducements to secure a sufficient supply of milk from dairymen to enable them to fill orders. As an average price \$2.50 per hundred pounds of average testing milk is paid, or approximately 20 cents a gallon. Taken together with the fact that in some sections 7 cents per

quart is being paid to producers for market milk, 50 cents on a butterfat basis for milk for cheesemaking and nearly as much for buttermaking, there is a lot of encouragement for those of us who "stand pat" for the dairy cow. It was ever thus, the cow comes to the front when things go wrong, whether it is with the baby's digestion, the invalid, or when the world goes to war, and you can also gamble on the prospect that the side on which the dairy cows hold out the longest is the side that will win.—Pacific Dairy Review.

Bag Egg Campaign Is on in Pennsylvania.

The fall campaign against the sale of bad eggs has started by the Dairy and Food Bureau of the Pennsylvania Department of Agriculture and during the past week large quantities of liquid frozen eggs that were unfit for food were found in Pittsburgh, while in Philadelphia nine bakeshops were raided and four were found to be using rotten eggs in baking.

Commissioner James Foust has instructed his agents to be especially active this fall for deceptions in the sale of eggs. It has been a practice of some bakers to use rotten eggs in baking, but the raids on the Philadelphia shops disclosed four offenders who were immediately prosecuted. In addition six other arrests for the sale of rotten eggs were made.

Cottage Cheese Campaign.

To make every drop of milk useful to the food supply, the Dairy Division of the United States Department of Agriculture will launch an active campaign to promote the making and use of cottage cheese. A corps of cheesemaking specialists will demonstrate the creamery methods of turning their waste skim milk into this valuable product. Milk producers will be encouraged to send so much whole milk as possible to the creameries which undertake to manufacture cottage cheese, and efforts will be made to induce the public to eat more of that attractive and nutritious food.

To help individual farmers utilize their skim milk, groups of specialists co-operating with state agencies, particularly demonstration workers in home economics, will give practical instruction in cottage cheesemaking in the home and on the farm. The specialists will demonstrate the process before groups of farm women and in connection with regular short courses, while in certain sections they will give individual instruction.

Abolish fear and you can accomplish whatever you wish.



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

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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.



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.**

Beans Still Play Big Part in War.

Were such a performance possible, the autobiography of a bean probably would start with the vegetation that began to sprout from the sleeping seed in the earth immediately after Noah disembarked on the sterile crown of Mount Ararat, asserts James M. Binkley in *The Nation's Business*. Humble, then, the bean is not. And the cheapness has ceased for the present. Beans for planting cost farmers this season from \$10 to \$12 a bushel. The food price at retail was considerably higher. The writer continues:

"Moses ate beans, as did Abraham, and doubtless Cleopatra. Races have come, ruled, and vanished; but the bean, always here, is here yet. Napoleon fought and Shakespeare dramatized and Hannibal marched over the Alps, but they perished from the face of the earth; yet the bean is nourishing millions of soldiers along the edges of Belgium and France.

"Beans," said a pioneer from the North the other day, "conquered Alaska. We would cook a batch for ourselves," he said, "and a batch for the dogs and put them in long, shallow pans to freeze. After they were frozen we would break them into pieces, like peanut candy, and carry them in bags on the sleds. The beans were thawed by a spirit lamp, and for three months at a time were about the only food we ate. But for beans Alaska would still be an unknown wilderness in the snow and ice."

Professor Lee Cleveland Corbett, of Cornell University, is quoted as follows:

"Up to 1861 beans were not used much in this country. Railroads fifty-seven years ago were crude and found it difficult to supply the Federal armies with guns, ammunition, and clothing, and bulk was eliminated so far as possible in the matter of food.

"Beans, with pork, are very nourishing, and Northern Quartermasters began buying them and shipping them to the soldiers. When, at the close of the war, the soldiers returned to their homes, their appetite for beans, created in camp and on the march, soon made itself felt in the market. There was a demand for beans, and farmers began growing them.

"The bean industry was established by the Civil War, as was the industry in light-colored smoking tobacco. Union soldiers found a new tobacco in North Carolina which they liked and which they tried to buy after the war closed.

"A confederate soldier, riding a blind mule and having 50 cents in his pocket, traveled back to North Carolina, when Lee surrendered at Appomattox, and began cultivating and curing the particular kind of tobacco that the Federal soldiers had found so satisfactorily. His business grew and he became a millionaire. The son of this man organized the largest tobacco company in existence, with branches in Great Britain and in other parts of the world.

"Beans made no millionaire, but they increased the prosperity of farmers in the North, and in time became a valuable crop throughout the South.

The men in blue and the men in gray, while fighting one another, joked about beans and sang humorous songs about them, and also about fat pork, but they know the food value of both, and the dietary habits they acquired as soldiers were not given up when peace was restored.

"The soldiers of the regular army have eaten beans for years. They ate great quantities of them during the Spanish war and on the Mexican border, and are eating them now in France. British and French soldiers are living on them, and the American product, at that. When the banners of democracy are seen floating all over the world it will be well to remember the part that the bean has taken in behalf of the people in their battle with Kings and Emperors and their Divine rights.

"The acreage in beans a half century ago was small. It has been growing, however, from decade to decade. The yield last year on 945,000 acres was 8,846,000 bushels, as against 928,000 acres in 1915 and a crop that totaled 10,321,000 bushels.

"Many foreign buyers were in the market last season bidding for a crop that was 1,855,000 bushels less than the crop of the previous year. The farm value of beans, therefore, increased from \$2.59 a bushel in 1915 to \$5.06 a bushel in 1916.

"Farm value means the price that the grower receives. Very few, if any, consumers bought beans even for \$6 a bushel. The price mounted higher and higher as the stock disappeared from the market. It would be supposed, naturally, that the acreage this year would break all previous records. The dearthness of seed, however, has worked, in my opinion, against such a theory. Seed sold as high as \$12 a bushel, or 20 cents a pound.

"Then in several states the weather for beans has not been favorable. My old home is in Western New York, where the farmers who once grew wheat have become successful producers of beans. One man whom I know was driven off his bean land seven times early this spring by rain."

"Why didn't he stay off after, say, the fifth time?" the interviewer asked.

"Now," Professor Corbett answered, "you are trying to lure me into the bogs of psychology. Why doesn't a merchant shut up shop after a great disaster? Why do Wall Street men speculate in spite of a long succession of wrong guesses? Your question is no easier to answer than either of mine."

We are told that Aaron stayed up the hands of Moses, but there is no record of what he got.

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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.

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Heavy Hens...22 Heavy Springs...22
Light Hens...19 Light Springs...19

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TAKING INVENTORY

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

Grand Rapids Store Fixture Co., Inc.

The Place, 7 Ionia Ave., N. W.
BUY AND SELL
Used Store and Office Fixtures

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

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

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

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

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



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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.

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GRAND RAPIDS, MICH.
The Sack that keeps the flour IN and the dirt OUT.

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Headquarters for

Bananas

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Home grown and Southern

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Send for our weekly price list

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Grand Rapids, Michigan



Effect of the War on Financial Affairs.

Written for the Tradesman.

Notwithstanding financial evidence of continued activity in industrial and commercial business, shown by the bank clearings, prices of stocks have continued to fall on the New York stock exchange and in the outside markets. There is a significance to this that must not be overlooked and should be taken into consideration in looking into the future, because it indicates there is a limit to our financial capacity. Billions have been voted by Congress, rightly so for the prosecution of the war, in full accord with the sentiment of the country, and without endangering the prosperity of the Nation. Unfortunately, however, taxes upon taxes have been and still are being added. Those receiving large incomes and corporations with large excess profits cannot resist the imposition of these added burdens, but when an appeal for capital is made to the investment market, a severe test is applied. The response indicates the nature of the nation's standing. Thus the weakness of the security market is clear evidence of weakened confidence; a fear the Government may not deal fairly. If this country is to maintain its financial standing, the causes that stand in the way of the full use of our facilities must be removed.

Congress must awaken. Nothing must be done to suggest to the timid capitalist that the Government is not going to act in absolute good faith in dealing with him. As a matter of mere policy, it is a mistake to place him between the upper and nether millstones of price control and extortionate taxation. Fortunately, the Senate seems to have had a glimpse of the handwriting on the wall and has eliminated some of the confiscatory clauses of the revenue bill. This action is salutary and will tend to so restore confidence as to make the flotation of the new Liberty Loan less difficult.

The amount of the loan and the interest it will bear have not been definitely announced, but the enactment by the House of Representatives of the new war loan bill indicates the new bonds will bear interest at 4 per cent. They may, however, be subject to super-taxes on incomes and to the excess profits tax. If this is the case it is probable the conversion of the 3½ bonds into the new 4's will be comparatively small, as the former are fully tax exempt, except from inheritance tax.

The "Blue Sky" law of Michigan is a protection to the public from the sale by irresponsible canvassers of

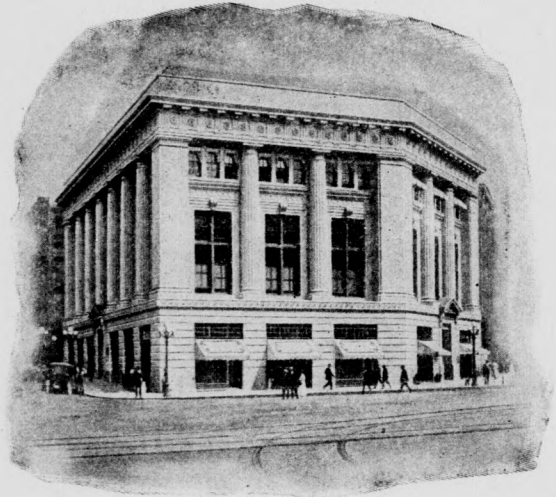
doubtful securities, but there is an avenue through which the uninformed can and do lose money they work hard for. The mails are flooded with well worded circulars counseling the recipient not to let his money lie idle when it can earn 15, 20, 25, 50 or 75 per cent. through the purchase of the stocks advertised. If any consideration is given these specious offerings it should be in the way of investigation. Go back at the advertiser. Demand a sworn statement of earnings showing full operation of the property, bank references, etc. In nine cases out of ten no answer will be received. If one is, follow up the enquiry through your local banker. The better way, however, is to feed the fire with all literature offering or assuring a return of more than 6 per cent. or 7 per cent. on the investment. It is best and safest to stick to investments giving the yield of 5, 6 or 7 per cent., and then, purchase them only from reliable investment houses or trust companies whose judgment, formed from experience and investigation, can be trusted.

The revenue bill enacted by the Senate extends the war tax to ordinary peace profits in excess of 10 per cent. in addition to excessive war profits reached by graduated rates, amounting to sur-taxes ranging from 12 to 60 per cent. The excess income is based upon the net income above \$5,000 of corporations, partnerships or individuals in trade or business, over the average of 1911, 1912 and 1913—the pre-war standard—with a maximum exemption of 6 per cent. of actual invested capital, and a maximum exemption of 10 per cent. The graduated rates and their estimated revenue fields are as follows:

12% on profits up to 15%	\$100,080,000
16% on profits between 16 and 25%	46,080,000
20% on profits between 25 and 50%	109,000,000
25% on profits between 50 and 75%	101,000,000
30% on profits between 75 and 100%	88,200,000
35% on profits between 100 and 150%	120,050,000
40% on profits between 150 and 200%	102,000,000
45% on profits between 200 and 250%	84,150,000
50% on profits between 250 and 300%	72,500,000
60% on profits in excess of 300%	462,940,000

Taxes are levied on individual incomes, in addition to the present 2 per cent., ranging from 1 per cent. on amounts between \$5,000 and \$7,000 to 33 per cent. on amounts exceeding \$500,000, and imposes on corpora-

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

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OTTAWA AT FOUNTAIN.

BOTH PHONES 4391

tions, in addition to the 2 per cent. tax, a tax of 4 per cent.

The probable fixing of 4 per cent. as the interest on the new Liberty Bonds has given rise to considerable speculation as to the effect it will have on the savings banks of the country through the withdrawal of accounts for investment. In the Eastern states the savings banks have been quietly trimming their sails to meet the situation which will be created by a 4 per cent. bond issue. They have been at it practically since the first Liberty Loan campaign was finished, strengthening their cash position. This course was taken to prevent the dumping of large amounts of securities upon the market, which would have been the height of folly. Savings banks investments are real estate loans, municipal, railroad, steamship and public utility bonds which, under present conditions, could only be sold at a sacrifice, whereas by holding them until maturity a fixed income is assured on the money of depositors. The savings banks have been, therefore, buying short time securities to keep a portion of their assets liquid—a most wise precaution. When asked what effect the 4 per cent. loan would have on the savings banks of Michigan, Frank E. Coleman, Vice-President and Cashier of the Grand Rapids Savings Bank said: "I do not believe it will have any of consequence. Investment bankers for the past few years have been plugging at savings banks as hard as they could, urging depositors to buy baby bonds—bonds of small denominations, \$50, \$100 and upward, and it is doubtful if the 4 per cent. Liberty Bonds will be much of a drain—on our bank at least."

There is a question, however, if a number of the country savings banks, heretofore recognizing the 3 per cent. rate as the margin of greater safety to depositors, will not be tempted to increase the rate to 4 per cent.

That the new bonds at 4 per cent. will call out a large number of savings accounts is probable. Therefore, an unceasing campaign of thrift should be carried on and the gospel of saving spread broadcast. While very interesting, the situation is in no way disturbing, the savings banks of the State being in an exceptionally strong condition.

For two or three months past there has been a noticeable change in financing from bonds to short time notes, due to the difficulty in floating long time issue on a descending bond market, influenced by extensive financing by the Government. It is noticeable that some of the strongest corporations have had to pay more than 6 per cent. on short time notes. Several of the large and prosperous corporations needing capital for expanding business are holding off from issuing bonds, doing the best they can through bank loans until a more propitious time.

In spite of other heavy demands, the banks, especially those of the Middle West, are well prepared for the movement of the crops, and with improved transportation facilities the crop money will soon flow back into the usual channels.

Public utilities companies are feeling the effect of high prices of metals, especially copper. Electric lighting companies in many of the cities and towns in Michigan have been compelled to refuse to wire houses for lighting until prohibitive prices of copper tumble and delivery of the wire can be secured.

Paul Leake.

Not a Safe Person to Tie to.

A subscriber to the Tradesman recently sent in one of his policies for criticism and suggestion. The policy was found to be invalid and the correspondent was advised to have the rider corrected and returned to the Tradesman for final inspection. Instead of doing so, he wrote as follows:

"We referred the policies to our agent and he made a notation on the application which was sent in to headquarters, so they have same on file in the office of the company. Now if this isn't sufficient, let us hear from you and we will send the policies back to you."

To this the writer replied as follows:

Grand Rapids, Sept. 13—I beg leave to state that a notation in the office of the agent is not sufficient.

When the agent delivers the policy to you, the contract relation is between you and the company and the policy is the only thing that defines the contract. Any memorandum made by the agent outside of the policy has no more effect than scattering salt in the ocean.

If the agent acted in good faith, he is too ignorant to be trusted.

If he did it to deceive you, he is unworthy of your confidence and patronage.

In either case he is not a safe person to tie to.

Bring in all your policies when you come to town and I will go over them with you—any time in the week but Wednesday forenoon.

E. A. Stowe.

Late News From Byron.

Byron, Sept. 18—Dr. F. S. Ruggles and grandchildren, Fred and Ardin Foster, returned Saturday from a two weeks' visit at his old home in Vermont. They also visited Montreal, Portland and Boston. He reports a fine time and feels refreshed.

Fred Meier and family, of Gaines, visited at his parents' home (H. J. Meier) Sunday.

J. L. Vanalstine, William Meier and J. F. Barnes have recently purchased Dodge cars.

Herman Meier and Dave Meier (brothers) have just purchased Buick 6 cars.

Floyd Bassett made a trip to Flint last Thursday with a load of vegetables. They were in great demand. He says he did not get any further than the 4th ward before he was sold out.

William Telling, Sr., is improving slowly, having been confined to his bed since the latter part of May.

Glen Foster, blacksmith, has a second-hand two cylinder Reo car and is having a hard time to keep it going, as it wants to rest every little ways. One day the trouble is in the carburetor; next it is in the coil and next in the man.

Fred H. Meier, of St. Anne, Ill., is visiting relatives in Byron and vicinity.

R. L. Morgan had two large hogs killed by lightning during the storm last week.

L. E. Tower.

Some scientist ought to discover a way to take starch out of potatoes and put it into politicians.

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Tax Exempt in Michigan

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

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

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

Wm. N. Senf, Secretary.

Whom Shall I Appoint?

The question as to whether an individual or a trust company should be appointed as executor under your will is no longer debatable. One single feature---the continuous existence of a trust company---should remove any doubt from your mind.

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.

How to Bring About a Change in German Character.

Oberlin, Ohio, Sept. 18.—The New Republic proposes to weaken and overthrow German Junkerism by announcing moderate peace terms which will remove all fear of any destruction of the German nation and thus allow her more liberal elements to assert themselves and take control of the German government. This has, of course, much in its favor. As a war measure it might prove effective. But would it reach the real core of the problem? In all their discussion of the war and its issues, both immediate and ultimate, the advocates of this proposal have assumed that the German people, the real German people, if freed from militaristic bureaucratic control, are ready for world citizenship. This assumption seems to beg the question which is the crux of the whole matter. Are the German people ready for world citizenship? Freed from their present governmental shackles and able to express their real character without hindrance, would they be livable neighbors in the brotherhood of nations?

The great world problem is not to overthrow Teuton militarism. That is only its most immediate aspect. The real problem is the regeneration of the German people, a problem beside which that of Russia is simple and easy.

Why do I say that Russia is the simpler, easier problem? Because the Russian people are spiritually minded, are idealistic, have a genius for justice and altruism, and, in spite of a certain impracticality, are sure to win through to wholesome social relations both intranational and international.

But with sorrow one must say that the German people are not spiritually minded. "Efficiency" looms larger to them than altruism, and one must even doubt if justice itself makes so strong an appeal to the inner feeling of the truly representative German.

Of all the peoples of Northern Europe the Germans have been most nearly immune to infection by the gospel of altruism which Jesus embodied, and an invincible sense for justice is less characteristic of them than of their neighbors. Germany has never had a Carlyle or an Emerson or a Lincoln, and this lack is no accident. John Knox, Carlyle, and Lloyd George are the product and the sign of the British fighting sense for justice. Bismarck and Goethe, with their marked lack of interest in the moral aspects of statecraft and philosophy, seem as truly characteristic of the German people.

There are two questions underlying the problem of German regeneration: First, the question of the nature of the German stock itself; and, second, the puzzling question of the education of this stock to fit it for life in the modern world.

A race, a nation, makes itself; is never made or molded chiefly by outside influences. Nations are what they have made themselves. Germany is unmoral as a nation because she is so as a people. Britain is democratic in government because her people are so. The inception and conduct of this war by Germany has been such as would have been utterly impossible to any other European nation, for no other people has a character that would allow such a period of evil self-education as has led to Germany's undoing. It is really doubtful if the North German stock can ever furnish the best type of world citizen.

It seems certain that no thoroughgoing, sudden change toward more human quality can be wrought in the German people in connection with the present war. All one can see is the hope that the less brutal South German people and her social-democratic classes will be able to assume control and that there may thus be inaugurated the period of slow and painful ed-

ucation of the German nation back from barbarism to wholesome, livable neighborliness. The real problem at the root of the whole matter seems to be how best to aid in Germany those factors, far from satisfactory at the best, which may in time leaven the mass and bring Germany truly into the brotherhood of nations. There are those, whose judgment is not to be despised, who believe that the task is an impossible one and that the German stock has shown itself hopelessly worthless as building material for world society. And they are right, unless some way can be found to quicken the German moral sense and place it in control. Thus far God Himself has failed in this task, so who can have any confidence in our poor efforts? Yet we must make the endeavor.

Hold Germany impotent for further world destruction and meanwhile affiliate with and encourage everything among her people which tends toward her moral regeneration. Is not this the only course which gives any hope? And through it all do not be misled by unjustified optimism. We have learned to our astounding and stupefaction that a whole nation can support with united front a course which is brutal and vile beyond belief. Let no shallow optimism block us in our thoroughgoing endeavor to see this thing through to the point where Germany can effectively be controlled while she is given the long years in which she may endeavor to grow into a radically different character with real human quality.

Will you allow me to say, before putting my signature to this letter, that I base my feeling about Germany not only upon the phenomena of the present war, but even more upon data gathered during two years' recent residence in German university towns, and that among those I most care for are some of the friends I made in those two years?

Maynard M. Metcalf.

Proposed to Penalize the Company.

"I have come here," said the angry man to the superintendent of the street-car line, "to get justice; justice, sir. Yesterday, as my wife was getting off one of your cars, the conductor stepped on her dress and tore a yard of frilling off the skirt."

The superintendent remained cool. "Well, sir," he said, "I don't know that we are to blame for that. What do you expect us to do? Get her a new dress?"

"No, sir. I do not intend to let you off so easily as that," the other man replied gruffly. He brandished in his right hand a small piece of silk. "What I propose to have you do," he said, "is to match this silk."

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources

9 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

Valid Insurance at One-third Less Than Stock Company Rates

Merchants insure your stocks, store buildings and residences in the

Grand Rapids Merchants Mutual Fire Insurance Co. of Michigan

For the last ten years we have been saving our policy holders 33 1/3% on their insurance. We can and will do as much for you.

Home Office, Grand Rapids

THE



GRAND RAPIDS, MICH.

177 MONROE AVE.

Complete Banking Service

Travelers' Cheques Letters of Credit Foreign Drafts
Safety Deposit Vaults Savings Department Commercial Department

Our 3 1/2 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

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

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

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

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.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Sept. 11—Axel Julian, of Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for Sept. 19. The schedules of the bankrupt show liabilities amounting to \$3,463.50 and assets in the sum of \$372, of which \$250 consists of debts due on open account. Following is a list of the creditors:

Preferred Creditors.
City of Grand Rapids, taxes Amount unknown

Unsecured Creditors.
August Dormeuil & Co., New York \$ 682.97
Beckermann & Co., New York 576.31
Bingeman & Baxter, Rochester 13.87
Boulter McMillen & Co., N. Y. 1066.57
F. F. H. Galtcott & Co., N. Y. 143.99
M. Fisher Sons Co., New York 152.73
M. Heminway Silk Co., Water-town, Conn. 8.97
Howse-Meade & Sons, New York 191.17
Mullen & Company, Chicago 130.22
W. P. Soule & Co., Boston 176.70
Johnson Cigar Co., Grand Rapids 320.00
The Veit Manufacturing Co., of Holland, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for Sept. 14, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may come before such meeting. The bankrupt schedules assets amounting to \$32,319.27, of which \$6,000 is listed as stock in trade, while the liabilities amount to \$38,529.85. Benn M. Corwin has been appointed receiver and John Tazelaar is in charge as custodian. Following is a list of the creditors:

Preferred Creditors.
Board of Public Works, Holland \$113.35
Holland City taxes 331.52
Secured Creditors.
First State Bank of Holland \$10,000.00
McMullen Machinery Co., Grand Rapids 800.00
Dictaphone Co., Detroit 51.75
Alt & Basche Mfg. Co., Grand Rapids 7.80
Am. Wood Working Co., Rochester 2.67
Appalachian Marble Co., Knoxville 3.63
Am. Glue Co., Chicago 8.40
G. H. Behnke, Grand Rapids 13.00
W. H. Bingham, Holland 40.95
Barclay-Ayers & Bertsch, Grand Rapids 9.71
Bixby Office Supply Co., Grand Rapids 1.70
Walter Bledsor & Co., Terre Haute 128.63
F. R. Buck, Sturgis 5.01
Wm. Bommelje & Sons, Grand Rapids 6.60
M. Braudy & Sons, Grand Rapids 11.52
A. H. Brinkman, Holland 65.86
Henry R. Brink, Holland 18.20
M. Brochu & Sons Mfg. Co., Grand Rapids 9.50
Citizens Phone Co., Holland 21.35
Carborundum Co., Grand Rapids 1.16
Citizens Telephone Co., Grand Rapids 6.40
Central Boiler Works, Grand Rapids 15.23
Central Michigan Paper Co., Grand Rapids 67.19
Jas. B. Clow & Son, Chicago 9.82
Commercial Photo Co., Washington 5.00
Chas. A. Coye, Inc., Grand Rapids 53.22
Crane Co., Grand Rapids 34.84
Jas. Crowell, Newark 51.18
Cassidy & Son Mfg. Co., N. Y. 12.40
Herman DeFouw, Holland 26.62
De Korne & Lindhout, Grand Rapids 1,431.31
DePree Hardware Co., Holland 8.05
Frank Edge & Sons, Grand Rapids 5.11
Franklin-Allen Window Cleaner Co., New York 2.50
Fris Book Store, Holland55
Carl Fleischman, Holland 165.00
Foster, Stevens & Co., Grand Rapids 83.36
E. E. Francis, Rushville, Ind. 2.88
Furniture City Plating Co., Grand Rapids 25.60
Furniture Worker, Grand Rapids 2.50
Garden City Plating Co., Chicago 42.71
Garrat-Callahan Co., Chicago 54.00
G. R. Savings Bank, Grand Rapids 3,850.00
Golden Boter Transfer Co., Grand Rapids 16.50
Glidden Varnish Co., Cleveland 29.18
Grand Ledge Chair Co., Grand Ledge 60.00
G. R. Adv. Co., Grand Rapids 1.00
G. R. Belting Co., Grand Rapids 48.22
G. R. Brewing Co., Grand Rapids 189.52
Grand Rapids Directory Co., Grand Rapids 25.00
G. R. Insurance Co., Grand Rapids 41.98
G. R. Lumber Co., Grand Rapids 14.00
Grand Pulley & Hdw. Co., New York City 43.20
G. R. Salvage Co., Grand Rapids 180.00
G. R. Wood Finishing Co., Grand Rapids 223.78
Groskopf Bros., Grand Rapids 49.50
Gunn Furniture Co., Grand Rapids 103.00
G. H. Haven Co., Grand Rapids 137.00
Healy-Lewis Co., Grand Rapids 50.00
A. L. Holcomb Co., Cleveland 14.83
Heystek & Canfield, Grand Rapids 128.97

A. L. Holcomb Co., Grand Rapids 14.88
Holland City Roofing Co., Holland 316.01
Holland City News, Holland 11.00
Holland Lumber Co., Holland 77.75
Holland Printing Co., Holland 2.25
Geo. H. Heuizenga Co., Holland 5.00
Huntley Machinery Co., Holland 25.50
Ideal Coated Paper Co., Brook-field, Mass. 12.98
International Press Co., Chicago 59.00
Johnson City Coal Co., Chicago 285.25
Thos. Jones Decorative Glass Co., Brooklyn 6.80
Keller Co., Grand Rapids 1.00
Kent State Bank, Grand Rapids 44.06
T. C. Keller & Co., Chicago 367.16
Kentucky-W. Virginia Coal Co., Grand Rapids 235.13
John Knappe Machine Co., Grand Rapids 26.62
Henry Kraker, Holland 559.46
Lussky, White & Coolidge Co., Chicago 1.44
A. Leitelt Iron Works, Grand Rapids 181.20
F. Letellier Co., Grand Rapids 53.82
Luce Press Clipping Bureau, New York 64.33
Macey Co., Grand Rapids 3.78
C. C. Mengel & Bros. Co., Louisville, Ky. 1,752.20
B. L. Marble Chair Co., Bedford, O. 129.25
Marquette Lumber Co., Grand Rapids 44.15
Mich. State Telephone Co., Holland 43.30
Mayer & Lowenstein, New York 13.50
Mich. Railway, Holland 33.52
Michaels Art Bronze Co., Covington, Ky. 351.00
Mich. Aux. Fire Alarm Co., Detroit 30.00
Mich. Lithographing Co., Grand Rapids 73.39
Mich. Tradesman, Grand Rapids 110.40
H. W. Miller Inc., N. Y. City 460.00
Minnesota Mining & Mfg. Co., St. Paul, Minn. 157.17
P. J. McCormac, Grand Rapids 34.20
Nat. Glue Co., Chicago 250.74
New York Telephone Co., New York City 47.47
John Nies & Son, Holland 25.54
F. Oltman & Co., Grand Rapids 60.00
H. Olert, Holland 32.13
Simon Oosse, Grand Rapids 10.93
Overland Garage, Holland 11.75
Peerless Blue Print Co., N. Y. 32.49
Postal Telegraph Co., New York 1.46
Postal Telegraph Co., Holland 12.05
Pittsburgh Plate Glass Co., Grand Rapids 724.93
Reed-Tandler Co., Grand Rapids 27.45
Rice Veneer Co., Grand Rapids 368.20
Royal Varnish Co., Toledo 111.50
Rudolph Sattler Co., Cincinnati 30.00
Steffens Bros., Holland 11.28
Sanders Egbert Co., Goshen 33.25
Sengbusch Self-Closing Ink Stand, Milwaukee 2.00
Anton Seif, Jr., Holland 9.00
Schoone Marble & Tile Co., Grand Rapids 183.25
Sentinel Pub. Co., Holland 77.00
Schriell & Brock, New York City 22.97
The Serfling Co., Grand Rapids 2.80
Shinkman-Herman Co., Grand Rapids 556.22
Bert Slagh, Holland 19.20
Statler Edge Tool Co., Grand Rapids 36.44
Standard Oil Co., Grand Rapids 285.67
Steurer Pub. Co., New York 50.00
St. Johns Table Co., Cadillac 42.00
Stow-Davis Furniture Co., Grand Rapids 180.21
Superior Clamp Co., Grand Rapids 8.82
Tisch-Hine Co., Grand Rapids 15.85
Trumbull Waste Mfg. Co., Philadelphia 17.40
Jos. Tazelaar, Grand Rapids 65.40
Taylor Chair Co., Bedford, O. 212.87
Thompson Mfg. Co., Holland 384.67
United Piece Dye Works, Lodi, N. J. 73.00
U. S. Blue Print Paper Co., Chicago 11.80
Underwood Typewriter Co., Grand Rapids 16.00
Updegrave & Beckwith, Grand Rapids 2,655.44
Van Ark Furniture Co., Holland 61.75
Leonard Verdier, Grand Rapids 2.60
John Vander Sluis, Holland 4.40
Van Dyke Hdw. Co., Holland 25.45
Geo. Van Landegand, Holland 70.06
Vansant Lumber Co., Ashland, Ky. 508.56
Viscosity Oil Co., Chicago 31.34
B. A. Vrieling, Grand Rapids 1.70
Weatherly Co., Grand Rapids 50.30
Western Union Tel. Co., Holland 26.14
Western Union Tel. Co., Grand Rapids 18.09
West Mich. Furniture Co., Holland 77.90
West Side Iron Works, Grand Rapids 28.05
Wilmarth Show Case Co., Grand Rapids 18.62
Wolf-Lockwood Lumber Co., Grand Rapids 56.17
Yale & Towne Mfg. Co., New York 304.94
H. P. Zwemer, Holland 168.64
Holland Oxy. Acet & Welding Co., Holland 13.70
Visscher & Robinson, Holland 116.35
Diekema, Kollen & Ten Cate, Holland 329.30
Pere Marquette, Holland 1.98
J. A. Brink, Holland 150.00
L. W. Beck, Akron 53.78
Glenn V. Wilson, a grocer, of Howard City, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Cor-

win. The first meeting of creditors has been called for Sept. 18. The schedules of the bankrupt show liabilities amounting to \$1,967.88 and assets amounting to \$885.13, including an item for stock in trade of \$400. The schedules show the following creditors:

Preferred Creditors.
Emanuel Bartholomew, Howard City \$ 60.00
Village of Howard City 5.20
Unsecured Creditors.
Arbuckle Bros., Chicago \$ 27.81
American Can Company, Chicago 35.50
Armour & Co., Chicago 41.47
W. S. Burns Soap Co., Grand Rapids 18.50
Gardner Froom Co., Amsterdam, New York 13.50
J. B. Haskin, Howard City 3.50
J. Hale & Son, Ionia 128.00
T. M. Henderson, Lapeer 250.00
T. M. Henderson, Lapeer 125.00
Jennings Extract Co., Grand Rapids 9.22
Judson Grocer Company, Grand Rapids 511.67
Will Lovelace, Howard City 25.00
H. W. Mitchell, Howard City 12.10
J. H. Prout & Co., Howard City 100.00
Putnam Candy Co., Grand Rapids 80.00
Elvira Richards, Lake View 250.00
Vern Robinson, Howard City 44.00
Standard Oil Co., Grand Rapids 10.13
Watson & Higgins, Grand Rapids 48.65
Worden Grocer Company, Grand Rapids 22.72
Vanden Berg Cigar Co., Grand Rapids 31.86
Vinkemulder & Co., Grand Rapids 63.00
National Biscuit Co., Grand Rapids 39.35
McLaughlin Coffee Co., Chicago 11.70
Charles A. Coffey, of Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been made and the first meeting of creditors called for Sept. 24. The schedules show the assets to be \$400, all of which is claimed as exempt. The liabilities amount to \$854.91. Following is a list of the creditors:
Henderson Milling Co., Grand Rapids \$394.17
Blodgett Memorial Hospital, Grand Rapids 101.75
Alexander, McKenzie & Campbell, Grand Rapids 110.00
Martin E. Elzinger, Grand Rapids 10.00
Eli W. Wells, Grand Rapids 16.00
Roy R. Eaton, Grand Rapids 15.00
Vandiver L. Bell, Grand Rapids 6.00
Mrs. Johanna Sieperde, Grand Rapids 22.85
Claude D. Osborne, Grand Rapids 14.00
Echantz Implement Co., Grand Rapids 85.00
William Roupe, Grand Rapids 5.00
Gerrit Brummell, Grand Rapids 50.00

Noble Heft, Grand Rapids 5.14
Everil J. Manshum, Grand Rapids 20.00
Chas. Brudi, Grand Rapids 9.40
Stewart Ave. Pharmacy, Grand Rapids 9.40

Labor is the only prayer that is ever answered.

UNITED LIGHT & RAILWAYS CO.

Davenport Chicago Grand Rapids
Preferred Stock Dividend No. 28 Common Stock Dividend No. 11
The Board of Directors have declared a dividend of One and One-Half Per Cent. (1½%) on the First Preferred Stock and a dividend of One Per Cent. (1%) on the Common Stock, payable out of the surplus earnings on October 1, 1917, to stockholders of record at the close of business 12 M. September 15, 1917.
Stock transfer books will reopen for transfer of stock certificates at the opening of business September 17, 1917.
L. H. HEINKE, Secretary.
September 1, 1917.



THE BANK WHERE YOU FEEL AT HOME
GRAND RAPIDS SAVINGS BANK
WE WILL APPRECIATE YOUR ACCOUNT TRY US!

Some of the Advantages of Concrete

Fireproof Watertight Durable Verminproof
Sanitary Weatherproof Rigid Rapidly Built
No Repairs No Painting

Concrete is used to-day more generally than ever before. The smallest job on the farm and the largest engineering works are built of concrete. Concrete is used to build the factory, foundry, shop, warehouse, bridge, tank or reservoir for storing liquids, coal pocket, ore bin, grain elevator, garage—any building you are planning.

So much for the concrete itself. If you wish to make an investment in a company manufacturing this great staple we commend you to 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

You have a Standing Credit with us until the last pair of Presidents are sold

In other words, we guarantee to every dealer that his stock of Presidents will always inventory 100% on a dollar. If you cannot sell Presidents, you can return them.

President Suspenders *for comfort*

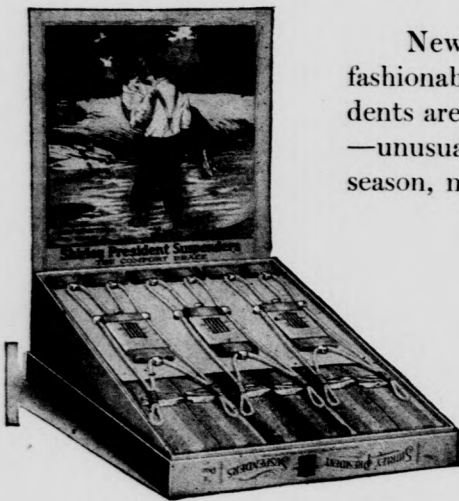
Three Million Pair

of President Suspenders were sold last year. A large proportion of this Three Million were repeat sales. Only **good** goods repeat. Our enormous suspender business is founded upon the **excellence of the goods**. Were it not for the **excellence of Presidents** we could not guarantee satisfaction to the wearer; we could not guarantee sales to you; and still continue doing more and more business every year.

Dominating Advertising

Advertising "never turned a **pumpkin** into a **gold** nugget." The President nationwide advertising is built on the **excellence** of Presidents. If they didn't **make good**, advertising couldn't make them good. If they didn't **make good** we couldn't say to millions of suspender prospects through the leading publications of the country, "**Satisfaction—or money back.**" If they didn't **make good** we couldn't say to you: "**You have a standing credit with us until the last pair of Presidents are sold.**"

They sell to-day—they sell to-morrow—all the time



This new Carton Display Box is a link between your store and President Advertising—the Saturday Evening Post ad, for instance, shown on next page. Ask your Jobber for these Cartons.

New suspender wearers are being created all the time. Comfort is becoming fashionable and Presidents afford comfort—the comfort not found in a belt. Presidents are every-day sellers. They're also good season sellers. Our holiday packing—unusually attractive this year—puts Presidents in the S. P. U. G. class. This season, more than ever before, **useful** presents will be bought. Stock a full line of Presidents—ask your jobber for the holiday packing—no extra charge—and we'll advertise them for you. There is no way you can lose—**sales guaranteed or money back.**

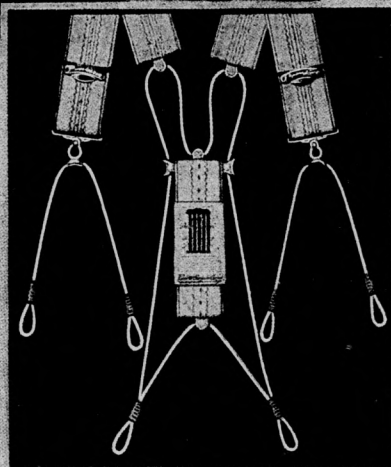
Buy Through Your Jobber

Ask for the new Counter Carton with the Easel Back Lithographed Picture Display. A wonderful **help-sell**. Would you like electros for your local advertising? We'll furnish them in 2, 3 or 4 inch, single column. Special Holiday sign in colors packed in each one dozen carton. Write direct, to-day—**now**.

President Suspender Company

SHIRLEY, MASS.

The Saturday Evening Post Sept. 22, 1917



So good to the shoulders

"A comfortable body makes an easy mind, an easy mind helps to better work, better work promotes success—then why not Presidents?"

R. A. Edgarton, Pres.

Presidents are the "easiest feeling" suspenders you ever put on. No grip on shoulders, no pull on buttons. The "give and take" feature adjusts automatically with every turn of the body—as light and easy as the seam in your shirt. They hang and hold the trousers *right* under all conditions, affording service, plus comfort—the comfort and service not found in a belt.

**Light Presidents for Dress Wear—
Sturdy Ones for Rougher Service**

There's a President for every preference. Narrow and Wide Lisle, light and "natty", in all the popular colors, for dress and business wear; Medium Weight and Extra Heavy, in the best wearing webs for rough-and-ready service. You can tell Lisles by examining the webbing. It is thin and the colors of the pattern show through in the back of the webbing. Medium weight is best for business wear. Extra Heavy is made of strong hard twisted yarn. It's the webbing suitable for men who do hard work.

President Suspenders for comfort

This is a reproduction (reduced) of the President's page in the Saturday Evening Post appearing September 21st. Circulation 2,093,000

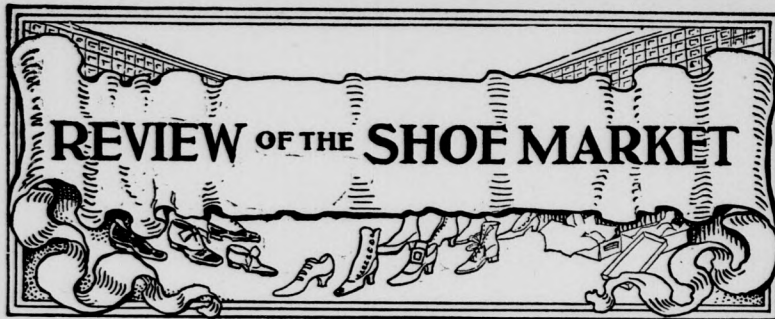
Ask for them by name—say "I want a pair of *President Suspenders*." See that the *President* mark is on the buckle. Pick the kind of web that suits your occupation. Your suspenders will then give you longer wear and better satisfaction. Best dealers everywhere sell *Presidents* at 50c. Get a pair for each pair of trousers.

If the *Presidents* you buy prove unsatisfactory—in any particular—after they have been worn, mail them to us, and we will repair, replace, or (if requested) refund your money. There is a guarantee tag on every pair. Buy *Presidents* for *comfort and long service*.

President Suspender Company, Shirley, Mass.

The manufacturers of the famous *President Suspenders* make a complete line of suspenders to satisfy every preference. "*Shirley Make*" on a pair of suspenders is your guarantee of highest quality and service. All dealers.

MR. DEALER: It will profit you—in dollars—to harmonize your selling to **TO-DAY'S** demand. Every sale turned away is so much trade lost. Handle goods that move. There is no way you can lose by keeping a full line of *Presidents*. Because—we guarantee satisfaction to your customer—we guarantee sales to you. It's more than a "fair play" proposition—it's an *absolute money-back guarantee* in both cases. Tell your jobber you want *Presidents*.



Critical Situation Facing the Shoe Dealers.

Written for the Tradesman.

That the present situation in the realm of shoe retailing is unprecedented has become a truism of late; that it is also becoming critical for many shoe dealers throughout the country is a fact that may not be so generally known, but it's a fact nevertheless.

The volume of business done by the average shoe dealer during the eight months ending August 31 shows a very perceptible falling off as compared with the same period of 1916. The average merchant has actually sold fewer pairs during the first eight months of the present year than for the same period of last year, although in many cases he may have made as much or more profit. This is accounted for by the fact that the dealer's profit on individual sales has been greater.

But the success of a good merchandiser depends on volume. The shoe dealer realizes this as sensibly as anybody else. Consequently the aim of all wide-awake shoe merchants is to increase sales from year to year, if possible, certainly not to lose out with respect to volume of business. If, for any reason, he should do so, this fact gives rise to very serious considerations. Now if it were only an occasional shoe dealer here and there who admitted that the volume of his business had shrunk during the last six or eight months as compared with the same time for last year, one wouldn't think so much of it. It might be explained on the basis of local conditions. But the shrinkage in the volume of the shoe business is country-wide. And the experience of one shoe dealer in this respect has been duplicated by practically all others.

People have been retrenching along many lines, but more particularly, it would seem, in the matter of wearables. Tailors and clothiers, managers of dress departments of the department stores, milliners and haberdashers, all report a similar situation. In other words this country, during the last eight months, has been passing through an economic depression similar to that which prevailed in England during 1915. During the first year of the war the English people seemed hopelessly unable to grasp the seriousness of the war. They were obsessed by the idea that it would soon be over. So they went ahead as if it didn't amount to much. And then the government undertook to impress it upon the people that they must sacrifice, and economize, and get down to everlasting simplicities, if

they were to win the war. And the pendulum swung to the other extreme. So the English manufacturers and tradesmen were confronted with a lean year, the notable year 1915. But they got over it. And now business is good among the business men of London and all other English towns large and small. Our present economic depression is doubtless due to the preachment along the line of economy to which our people have listened.

But undoubtedly it is the aim of the Government to limit the exercise of our war-time economies principally to foodstuffs. It assuredly will not help us to win the war by creating a vast, country-wide economic depression at home; by talking calamity and refusing to buy shoes and other things that we need; and so making it difficult for our merchants to make a living, and impossible for our manufacturers to keep going. Always its the masses that are hardest hit by such a condition.

Along with the shrinkage of the volume of business done by the average shoe dealer, is the further fact that the expense of running the store has surely not been less, but rather is more apt to have increased, during the period to which reference has been made. One dealer puts it this way: "We find the cost of selling a pair of shoes is 40 cents per pair in advance of the cost, per sale, for the same period last year." (The period of which he was writing was the first six months of 1917). In other words, according to the statement of this dealer, it cost him 40 cents a pair more to sell his shoes this year than it did last.

Everything has gone up, of course. In the big cities the increase in overhead has been larger, to be sure, than in the smaller communities; but even there it has increased to some extent. There isn't a dealer anywhere who isn't paying far more now for his wrapping paper, twine, printing, etc. than he did before the war, or even during the first two and a half years of the war. It has only been within the last eight months that these, and many other things that might be mentioned, have reached the present high-price level.

Now here you have two highly significant facts: a shrinkage in the volume of business done, and an increase in overhead. In other words, the average shoe merchant is selling fewer pairs than formerly, and it is costing him more money per pair to sell them than it used to do.

"In all my life," said a friend of the writer's, and he said it very soberly, "I never knew anything like it."

LOGAN Goodyear Welts with Rinex (Fibre) Soles ON THE FLOOR



No. 451

Three styles of Men's Black Gun Metal.

No. 451—English last (like cut)...	} \$2.75 Per Pair
No. 452—Blucher....	
No. 453—Button.....	

And Very Special

No. 461 Men's Brown Cordo English Bal with Rinex Soles, Goodyear Welt @

\$3.00

Here are four styles that are selling well this fall. We recommend that you stock them and get the business.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

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.

This man, by the way, is shoe manager of a department store carrying shoes for women and children.

"They are not buying shoes like they did last year. Everybody's retrenching. Why do you know people are bringing in shoes to be halfsoled that never used to think of having a pair of shoes halfsoled? And often both the soles and the innersoles are worn clear through—not thin, mind you, but worn through! My repair business for August of this year (our dullest month in the matter of repairs) was \$185 as compared with \$35 for August of last year."

Then he threw out this one: "Suppose something or other should happen to bring on a slump in prices what would we do, stocked to the guards as we are by shoes bought at war-time prices? Not very pleasant anticipations, eh? well I'll say they aren't!"

The writer gave it as his opinion that nothing of this sort need be feared, and the more he looks into conditions bearing upon the price situation, the more firmly convinced does he become that there's no occasion for alarm on this score. Prices aren't going to drop suddenly even if the war should end unexpectedly and soon. The declaration of peace cannot possibly create leather at once where there was no leather before. The stocks of leather in the leather markets of the world are, and have been for months, limited—in other words so low that the price must remain at a high level for many months, or years even. In fact some authorities confidently assert that they will not again in our day be down to where they were five years ago.

And yet quite aside from this fear of a sudden panic (over which no one should worry), the facts of the situation, as I have attempted to size it up in this article, are of a kind to give pause to the retail shoe dealer. Two things he must do: first, get more business; in some way overcome this holding-off idea that the people have; get them to buying shoes in greater quantities: and, in the next place, cut the cost of doing business to the very limit.

Cid McKay.

Process of Price-Cutting.

There was a man who manufactured silver spoons. At least, they were the sort of spoons that are usually called silver. There was a dealer who bought largely from him and he was always clamoring for a lower price.

"I cannot lower the price," the manufacturer would say, "unless I put in more lead."

"All right! Put in more lead by all means," the dealer would reply.

Recently, the dealer wired that he would take a very large assortment of these spoons if the price were cut another 10 per cent.

"I cannot cut the price another penny," the manufacturer wired.

"Put in more lead," wired the dealer.

"Impossible," replied the manufacturer, "last lot I shipped you were all lead."

No Enthusiasm For Price Fixing.

Grand Rapids, Sept. 18—On this matter, strange to say, there seems to be a waning of the enthusiasm which there was for price fixing by the Government. And this change of heart is based not on any newly formed opinions as to the policy of socialism, but on the results of what has been so far done. Thus, the making of an arbitrary price of \$2.20 per bushel on this year's wheat and of \$2 on that to be raised next year has not been very cheerfully welcomed by the consuming public. It means \$10 or more a barrel for flour at the mill, and this denotes that there will be no cheap loaf of bread for two years. Then, the prices agreed upon by the Government to be paid to the canners for certain vegetables are said to have been unwarrantably high in view of the large crops and to have resulted in making the general public pay more than they should. On the other hand, in cases where there has been no Government interference, prices are proportionately as high. This is true regarding such staples as butter, eggs, and cheese and the major provisions. As to the latter the packers have been trying to come to some understanding with the public authorities. But it would seem as though nothing short of a series of successive boycotts on the use of certain foods would force concessions. It would be a bad and unsettling thing to have this occur, but the controllers of food have always such a possibility in view when they seek to obtain extortionate profits.

Frank Stowell.

Care Nothing for Welfare of People.

Evansville, Ind., Sept. 17—Your editorial entitled "Sowing the Seeds of Sedition," which appeared in your September 12 issue of the Tradesman, is filled to overflowing with thoughts which require most careful consideration.

When you say we have 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—you say something that is true, and we ought to dig into this thing and find out who are the ones who are doing this country the more damage by their selfish desires to promote their own interests.

We know who these men are and what their desires are, but we are damnable cowards and will not tell them that we can see through their dirty work.

Most of these fellows are hiding behind their pet organizations. They would make us "believe" they are working for humanity, when, in fact, they care absolutely nothing for the welfare of the people.

This country is filled with high treason and anarchy and it is going to take some real thinking to apprehend and scotch these fellows. We can find them in a very short time if we are not afraid to "spot" them.

Edward Miller, Jr.

If pleasures are greatest in anticipation, just remember that this is also true of trouble.

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



Drafted No. 4130

Drafted for service as it measures up to all requirements. Passed the most rigid examination. Soles our own chrome tannage from selected hides. Uppers from the part of the horse that is known to be the best for wear, tanned and retanned, making it tough and pliable. Counters and insoles are both guaranteed to outwear the shoes.



What more could you ask for? Look at the roomy last and the good workmanship. See that the ROUGE REX stamp is on the bottom.

From Hide to Shoe

Hirth-Krause Co. Grand Rapids, Michigan

ATTENTION Fair Visitors

You Are Welcome to Visit
Our Factory
"The Heart of Michigan's
Shoe Industry"

We will gladly show you
Style, Quality and Service
built into our shoes

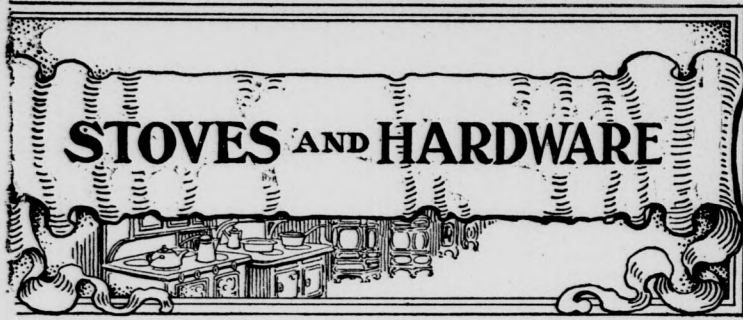
And remember our Special Fair Week
Bargains

PROFITS FOR YOU

Rindge, Kalmbach, Logie Company

Satisfactory Service Since 1864





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.

Ideas That Help the Dealer to Sell Stoves.

Written for the Tradesman.

In stove selling, an important point is to emphasize quality. Sell cheap stoves if you must, but sell good stoves if you can—this is a good axiom. Value, not price, is the one safe guide for the purchaser in buying a stove, and this is a fact you should emphasize.

The stove peddler and the catalogue house, although they feature price, do not neglect to talk quality. The home town merchant has an advantage in that he is right on the ground; he can best meet the outside competition by emphasizing value, even to the extent of an actual comparison.

A stove dealer who has some trouble with mail order competition carried out this idea to the letter. On his floor he shows the range which the catalogue house operating actively in his territory is featuring as a leader. Side by side with it are the ranges he himself is featuring. If a customer protests: "I can get a range from Chicago for ten dollars less and it's every bit as good" the merchant calmly says: "You don't need to send to Chicago for it. You can get it right here. Come here and look it over."

And he compares the ranges, point by point, emphasizing the difference in weight, the difference in metal work, the oven, the fuel economy, and a host of other points.

That sort of comparison is usually a clincher, unless the customer is of an exceedingly penny-wise type. It meets the outside competition fairly and squarely. That, in itself, creates a good impression upon the customer.

Another dealer did not go as far, but he adopted similar methods. He compared his range with the one pictured in the catalogue, following the same lines of comparison. Yet another dealer got hold of a catalogue house range that had proven unsatisfactory after a very short career. He carries it with his ranges as a sort of horrible example. It is very effective.

There are many good stunts that the hardware dealer can adopt to attract trade. This must not be forgotten: that it is less essential to hit at the catalogue house than it is to build up your own reputation and the reputation of your goods. It is not enough to show that buying from the mail order house is poor business: it is even more vital to show that buying at your store is good business.

Make your advertising stunts positive rather than negative. Don't go out of your way to hit at the outside competitor. Too pronounced an animus in that direction is apt to arouse suspicion. But be ready to meet that competition if the customer refers to it.

A good way of calling attention to your stove display is to hold a fall opening. Many dealers are so well satisfied with this device that in their stores the fall opening is an annual affair. Such events will bring many people to the store, sell other goods, and give the dealer a chance to get a list of good prospects which can be followed up as the season progresses.

About a week after the opening the dealer should send a personal letter to every customer on his mailing list, suggesting the topic of stoves again. Include in this letter any good printed matter relative to stoves that you may have.

Thereafter, keep tab on the individuals listed, and if this or that customer does not come into the store again within a few weeks, make it a point to look him up. One dealer takes a day or two off, feeds his flivver with gasoline, and drives through the country following up farmer customers. He says it pays.

A stunt that is occasionally pulled off in connection with the fall stove opening is the auctioning off of a high-grade range to the highest bidder. Here, of course, there is a risk of losing money on the sale; a loss which must be charged to advertising account. For such an auction has a big advertising value, and will attract many people who would not otherwise come.

A Western merchant recently held a range bidding contest which proved very successful. The public were invited to bid on a kitchen range exhibited in the show window. The bids were recorded as made and each one was put in a sealed envelope and dropped in a box especially provided for the purpose. The box was placed in the window with the stove. On the closing day, as advertised, the box was opened, and the range awarded to the highest bidder. The stunt had this advantage, that it secured the names and addresses of a lot of persons who were evidently considering the purchase of a range, and these were followed up by direct-by-mail publicity and personal solicitation. On the closing day of the contest, practically all the bidders and many others visited the store to hear the results, and salesmen had a chance to show the entire line of stoves and ranges.

AGRICULTURAL LIME BUILDING LIME

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

Diamond Tires

Squeegee Tread

Certainly, when you save in the first cost of a Diamond Tire, and add to that saving by its service, you will save four times as much by using four Diamonds.

Distributors,

Sherwood Hall Co., Ltd.

30-32 Ionia Ave., N. W. 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

Bell Phone 596 Citiz. Phone 61366
Joseph P. Lynch Sales Co.
 Special Sale Experts
 Expert Advertising—Expert Merchandising
 44 So. Ionia Ave. Grand Rapids, Mich.



HORSE SHOE TIRES

Wrapped Tread System

Guaranteed For 5,000 Miles

Made in All Styles and Sizes

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

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

Wholesale Distributors:

BROWN & SEHLER CO.
 GRAND RAPIDS, MICH.

Foster, Stevens & Co.

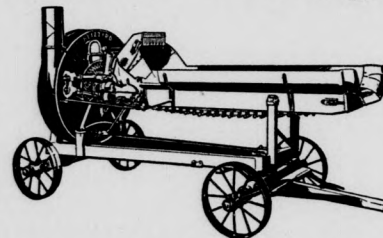
Wholesale Hardware

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

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

The Dutch auction idea is sometimes adopted: the range is offered at a certain price, and the price is dropped 50c or \$1 a day until it is sold. This, however, is a better device to dispose of an article that may ordinarily be hard to sell.

Another contest was put on by a dealer in the Middle West, to advertise his line of base burners. He offered a ton of coal as a prize for the best letter giving an actual experience to show that this heater was the best on the market. The announcement said:

"We are offering a ton of coal free. Here is the way to get it. All it will cost you is a 2-cent stamp. We maintain that the — base burner is the best heater on earth. To the party giving from actual experience with the — base burner the best reasons why it is the best heater, we will deliver, free of charge, a ton of hard coal. (1) Each contestant must be a user of — heater. (2) Where statements are made as to the quantity of coal used in any one season, contestants must give number of stove, number of rooms heated, approximate size of rooms and number of months stove ran during the season. (3) Letters must be addressed to — Hardware Store, and must not be over 200 words in length. (4) Contestants must be willing to swear before a notary public to the accuracy of the statements made in letters, as the winners will be obliged to do so before we can deliver the coal. (5) All letters intended for this contest must reach us not later than Nov. 13; winners will be announced Nov. 15."

The stunt attracted attention, and the sworn statement backing the winning experience is still a good advertisement for that base-burner.

A special range day at which hot coffee and biscuits are served to all comers is as good a stunt as can be put on. Have an orchestra and a capable demonstrator to show what the range can do, advertise the event, invite prospects by personal letter—and you'll get results.

Victor Lauriston.

Fundamental Basis of Real Internationalism.

Swarthmore, Pa., Sept. 17—No one but must be impressed with the remarkable number of public expressions of the idea that a real international government is the solution of the great problems brought so vividly before men by the Kaiser's war. It was a great conflict also that suggested it, for Europe alone, to Henry IV of France, as we are told by Sully, at the decade following 1600—a "Christian republic," as he called it. Likewise it was a like struggle which led Penn also to propose a European federation about ninety years later—1693, to be exact. These, however, were mere academic, speculative suggestions of a couple of broadviewed thinkers. Almost a hundred years later, the idea was approached in a more practical and scientific way, and, consequently, a prophetic way, when, from 1776 to 1787, James Wilson, the American statesman, showed how the people of states could create both a state and an inter-state or national government by specifying powers for each, according to its nature, and also showed that this principle was the scientific or natural one, and was bound to spread through the world and meet every kind of need for gov-

ernment, including an international one. "The project of Henry IV and his statesmen," said James Wilson in 1787, "was but the picture in miniature of the great portrait to be exhibited" in the years to come, after the influences of the American Constitution has had its national influence upon the world. He did not propose it; he prophesied it as a natural result of the great principle he presented, and led in actual construction of it into that interstate instrument. Ten years later, the German philosopher, Kant, was influenced by it and advocated it as a matter of philosophical truth; and it took a half a century more nearly for it to be put forth in the emotional, poetic form of the British poet laureate, Tennyson. And now, over a half-century later, the Kaiser's war demands that the lawless field of international activity be put under a real government, by the people of the nations, as the scarcely less lawless field of interstate activity in America was put under a real government in 1787, by the people of the States.

Of course "unconditional surrender" must first be the answer to Germany's international immorality; just as it had to be the anomaly of slavery in a free land in 1865. But, assuming that as accomplished, as it surely must be, how can such questions as the "open door" ever be anything but a dog-and-bone one, unless there is an international government to handle all lands as territories, that are not organized national governments? How can such spurious imitations of an American Monroe Doctrine as Germany proposes for the smaller nations of Europe which she has invaded and trampled on except by the methods of thuggery, unless a real international government supports a constitution of international morals? Are we to remain feudal internationally, when we have declared against it nationally and personally? How can civilization view or handle an "unconditionally surrendered" Germany without an international government of which she is a part? For who shall control her? A vigilance committee made up of America, England, France, Russia and Italy? A "vigilance committee" is itself the proof of necessity for government and a community that would endure a "vigilance committee," except as an emergency expedient, is below civilization.

Internationally, we are feudal; our coast fortifications are our castles and the ocean our moat. "Warden, ho! Up with the draw-bridge!" Little Bulgaria trembles lest the lord of the German castle be not strong enough to protect her. The Philippines get behind Lord Sam and his knights. Persia doesn't know half the time whose coat-tail she does hold to. South Africa rejoices in the overlordship of just and generous John Bull. Armenia is the captive lady in the Turk's castle and the Turk a feudal retainer of Germania—and so on ad nauseam.

Let every man's prayer be: "May the artillery of this awful war of the Kaiser be the divine bolts to smash international feudalism, so that on its ruins may rise an international government based on the consent of the governed." Burton Alva Konkle.

Couldn't Afford It.

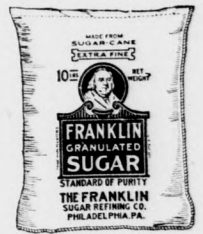
He never took a day of rest—
He thought he couldn't afford it.
He never got his trousers pressed—
He thought he couldn't afford it.
He never went away from home care free
On an interurban trip to see
What a beautiful State Michigan might be—
He thought he couldn't afford it.
He never went to a play—
He thought he couldn't afford it.
His love for art he put away—
He thought he couldn't afford it.
One day he died and left his heirs a lot
But no tall shaft does mark the spot
Where his old carcass lies, his children
thought
They could not afford it.

**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

**LITTLE
DUTCH MASTERS
CIGARS**

Made in a Model Factory

Handled by All Jobbers

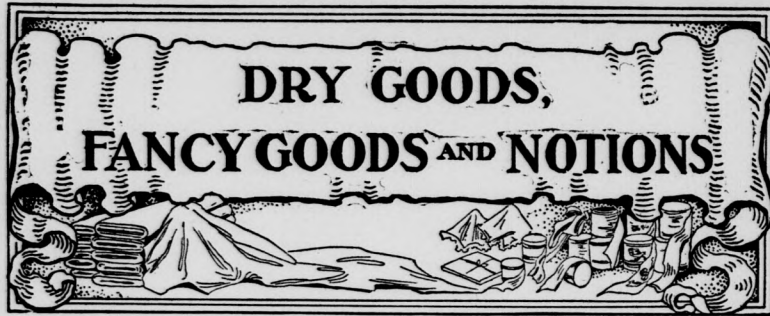
Sold by All Dealers

Enjoyed by Discriminating Smokers



They are so good we are compelled to work full capacity to supply the demand

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



Men's Wear Market Remains Inactive.

The men's wear market remains without general activity so far as the civilian trade is concerned. Less has been heard lately concerning army business, but it is understood that orders to be placed from now on will not be announced by the authorities. However, taking into account this greater secrecy, it is said that orders have not been so generally distributed in the recent past as during August.

Commission men hear of some additional new business in the 30-ounce olive drab melton and also in the skirting flannel. It is understood that no action has been taken in the setting of maximum prices, although the committee's limits are fairly well recognized.

Selling agents are giving more thought to war taxation now that the revenue bill has been passed by the Senate. Few of them can get beyond a bare statement of the case to see what lies in the future. It is apparent to sellers that taxes laid on corporations become an added expense in manufacturing. Such expenses in the last analysis must be paid by the consumer, and an increase in expense means higher prices. On the other hand, all phases of the revenue bill which are direct taxes upon the people curtail their buying power and make them just so much less able to pay the increased price of corporation made goods.

This dilemma cannot well be solved until the situation begins to work itself out. It is hoped that the large amounts of money being put into circulation through Government purchases of supplies will stimulate buying, and the work of the Administration toward holding down the price of foodstuffs and other essentials of life may leave a proportionately greater sum in the pockets of the people for buying manufactured articles.

Despite the reduction in volume of suitings and overcoatings available for the civilian trade because of the heavy engagement of machinery during the last four months of military goods, there is little complaint from buyers. It is apparent that civilian distribution has shrunk to the point where the fraction of the industry's production still available for it is sufficient.

In event of improved retail business this fall, sellers look for the development of a shortage. The present cool weather is said to have started good fall trade in retail circles,

but it would be more effective if it is repeated early in October.

Ypsilanti Merchants Join Hands With State Organization.

Cadillac, Sept. 17—Pleasure comes from the fact that something has been done.

It has been my pleasure to have met with the merchants of Ypsilanti and to have talked with them on the things that make or mar their business.

The greatest pleasure to be derived from doing business is the knowledge that it has been done with a desire to at all times be fair with competitors as well as customers.

Ypsilanti, like most other towns, have men in business who do not hesitate to make such statements as "good as you regularly pay a good deal more for" in their advertising.

Recently I tried out a sample of tea which I bought from a mail order house, for which I paid 38 cents per half pound with a premium privilege. I sent a sample of this tea to one of our large tea and coffee importers, asking them at what price they could duplicate it. Their answer was 33 cents per pound, 4 per cent. off ten days, while just a short time before this the price was only 26 cents per pound, same terms. This is only one illustration of the way in which the consumer is being bled by mail order concerns.

For thirty-five years merchants have been molested with these unfair business methods, yet a little activity of the local merchant will do a great deal towards placing facts before the consumer which cannot help being of value to the community.

Ypsilanti merchants have joined hands and are instrumental in pushing an investigation of statements which, if true, will bear investigation, but, if false, should be shown to the public in their true light.

The result of this investigation will appear in these columns in due season and we hope that merchants throughout the State will take steps to show up any advertising which is false in either essence or appearance.

Merchants who make use of deception and falsehood, instead of good values and service in order to attract trade, would seem to possess some of the spirit of German piracy and it is the duty of liberty loving and patriotic merchants to use every honorable means to expose and unmask merchants who use deceptive advertising.

Ypsilanti added six new members to the State Association list, Breckenridge three, Hemlock two, Alma three, Muskegon three, Grand Haven five, Coopersville one, Fremont one, Boon three—all of whom are doing their part to increase the efficiency of the Association, bringing it up to a point where it will do as effective work as many other organizations which are doing their part in building up their particular line of endeavor.

Mr. Merchant, your suggestions, criticisms or requests will be appreciated and given due consideration.
J. M. Bothwell, Sec'y.

Blessed is that man who has found his work.

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.



Elevators

Electric and
Hand Power

Also Dumbwaiters

Sidney Elevator Mfg. Company
Sidney, Ohio

Mention this paper.

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

Setsnug Underwear

You know that well advertised lines are half sold. They mean quicker turnover, easier selling and larger profit volume.

CARRY SETSNUG. Profit by an excellent line, ever-growing popularity and co-operation such as few mills ever offer.

In your own interests, we urge you to let us give prices and other particulars.

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

Study This Picture



Think of the old way of fastening garters to the waist, pulling forward on back of neck, causing the child to stoop. None of this in

THE WILSON

cord and slide Garters.

The child is absolutely free to grow straight and trim.

For boys and girls, sizes 2 to 14 years, shoulder styles as shown, slips easily over head, retails for 25 cents. For price write the

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

Wool and Woollen Fabrics.

No material change has occurred in regard to the position of wool excepting, possibly, what may result from the publication of the Government estimate of this year's domestic yield of the article. This shows an increase, aside from pulled wool, of nearly 700,000 pounds above last year's clip. The result is rather unexpected in view of the statements early in the year concerning the supposed great losses in the number of sheep out West. Last year the production was nearly 3,000,000 pounds above that of the year previous. In view of the steps being taken to raise more sheep, it is quite probable that a much larger yield will be obtained next season, and increasing ones in following years. There is no danger of an overplus of wool production. There has been a request made to the Commercial Economy Board of the Council of National Defense for more detailed information as to why there should be a curtailment of "all wool" cloth production. The latest statistics from the Department of Commerce are only up to June 30. They show imports of clothing and combing wool increased during the last quarter of the fiscal year over those of the corresponding period in 1916. The domestic mills, according to their own statements and the recent Government census on wool, are well provided with raw material, and shoddy is being extensively used to supplement the wool stocks. From the contracting already done in South America and South Africa, it appears that much more wool will come here within the next four or five months. This is all exclusive of the Australian supply, which can, undoubtedly, be drawn upon as needed. It is going to be wholly a question of whether enough ocean tonnage will be forthcoming to bring wool here. If there is not, wool will be scarce. Otherwise it will be quite plentiful. In the goods market, both for men's and women's wear, business is quite dull. More activity is apparent in the sales of made-up garments, especially in those for women. Suits are moving quite freely from all accounts, and sales of coats and dresses are continuing.

Shapes and Trimmings Now in Vogue in Millinery.

Reports from the wholesale millinery trade indicate that there is still a pronounced tendency toward soft effects in brim or crown, or both, for fall. Some stiff brims have soft crowns. There is also a strong tendency, according to the bulletin of the Millinery Association of America, toward the use of kolinsky fur for edges, around the bases or tops of crowns, or for use as full crowns. The following colors are black, navy, purple, brown, taupe, beige, and bordeaux. Velvet hats in American Beauty red and poppy red are worn in this city to some extent. Only a fair business is reported on these colors, however. Among the popular shapes are large mushroom and sailor effects in black and brown plush, with soft, pleated crowns.

The bulletin also gives in detail the purchases made, for September sell-

ing, by one of the best-known millinery buyers in the city. They include velvet (piece goods) and panne velvet in purple, dark brown, dark gray, American beauty red and French blue. Hatters plush also has been bought in black and white all of these goods being for workroom use. Liberal purchases also have been made of ornaments, appliqued and beaded effects, spangles and wool decorations. Wool in high colors was bought from the store's own art department for use in the workroom in making fancy applique work for hats.

The September purchases also included small flowers, mostly flat effects in high shades, old rose, pinks, jack rose, yellows, and orchid—the shades that will go well with dark hats. Feather breasts of pheasant and chicken were ordered in black, blue, brown, and purple. Ostrich for high-grade dress hats was bought in the form of military pompons, tiny French heads, clusters of tips—both in medium and small bunches—and also in the form of single, long, two-piece plumes, both curled and fat.

Late News From the Cereal City.

Battle Creek, Sept. 18—About fifteen members from Battle Creek Council on Oct. 6, the date of the rally meeting.

Orin B. Cook, representing the Toasted Corn Flakes Co., was made a member of Battle Creek Council Saturday evening.

If any secretary of the several councils in Michigan will write C. B. Whipple, Secretary of Battle Creek Council, of any members who are in Camp Custer, special attention will be given each and every member by our Council members to see that they are made to feel at home.

No trace as yet of the Climax bank bandits.

Work went on last Sunday at Camp Custer as usual. Major Earl B. Morden, construction quartermaster, has issued orders that in view of the pressing demand for the cantonment to be completed as soon as possible, work will continue Sundays the same as week days until it is finished.

The first heating unit at Camp Custer will be in operation in about ten days is the latest report. Practically all of the material for the heating plant is on the ground and men are working as rapidly as possible to install it.

The Grand Trunk agent had a lively experience with safe blowers Friday night. He heard them cutting the telegraph wires and hastily put out a light in the station and then listened while the safe was being blown open. A few minutes later a freight came along and he flagged it down with the semaphore, telling the crew what had happened. In a short time several freight and passenger trains were held up at Climax, as all the trains were unable to proceed because of the interruption of the telegraph service.

It has been announced that the fire loss at Camp Custer has been the smallest of any cantonment in the United States. Jack.

The Meaning of the Sign.

The tailor's sign in a little inland town was an apple, simply an apple. The people were amazed at it. They came in crowds to the tailor, asking him what on earth the meaning of the sign was.

The tailor, with a complacent smile replied: "If it hadn't been for an apple, where would the clothing business be to-day?"

Waist Demand Active.

Waist manufacturers report continuing activity in the demand for Georgette crepe and voiles, which are said to be among the best sellers of the season. Many new and attractive treatments of the convertible collar are among the late sample lines, which it is confidently expected will be widely welcomed by the trade. The volume of business on hand to date is reported to be well over last year's figures, in spite of prices that have seemed by many to be prohibitive.

Joyous are the busy; dissatisfied the idle.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
 237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

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

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

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

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

Fieglers
Chocolates
 Package Goods of
 Paramount Quality
 and
 Artistic Design

The Book That Takes the Risk Out of Buying

For many years "OUR DRUMMER" with its net guaranteed prices has been famous for taking the risk out of retail buying. This is more than ever the case now in these unusual times. It not only makes buying secure from the price standpoint, but it removes uncertainty in the way of getting goods. Back of the prices in this book are huge open stocks of the merchandise it advertises.

Butler Brothers

Exclusive Wholesalers of
 General Merchandise

New York Chicago
 St. Louis Minneapolis
 Dallas

ATTENTION!



PREPARE YOUR CANDY CASE

ARRANGE FOR DISPLAYS

Beautiful Window Trims
 for the Asking

PUTNAM FACTORY
 Grand Rapids :: Michigan



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

CHAMPION JINER.

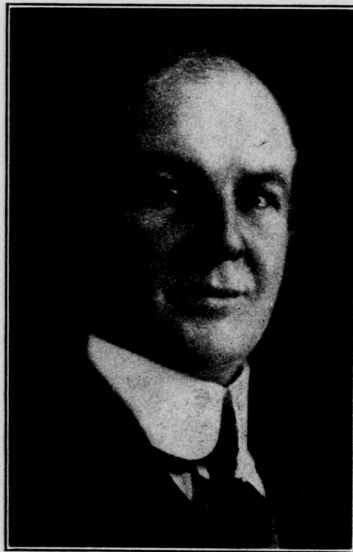
Wm. J. Remus Belongs to Nineteen Lodges.

Wm. J. Remus was born in Big Rapids, April 2, 1871. He was educated in the public schools of that place and took a business course in the Ferris Institute. On completing his education he entered the drug store of H. E. Grand, Girard, with whom he remained a year and a half. His father in the meantime removed to Gowen and engaged in the drug business there and William entered the employ of the father, remaining in Gowen two and a half years. He then came to Grand Rapids and worked two years in the drug store of the late Charles E. Kellogg, during which time he passed an examination before the Board of Pharmacy and was given permission to practice as a registered pharmacist. His next employment was with W. H. Tibbs, with whom he remained a year and a half. He was subsequently employed in West's Canal street drug store a year, after which he worked a year for White & White in the Morton House block. He then quit the drug business for a time and entered the employ of the Mutual Life Insurance Co., of New York, for which corporation he worked four years. He then enlisted in the Spanish-American war and went to Tampa as a member of Company H. He trained under Captain (now Brigadier-General) Covell from May until October, when he returned to Grand Rapids and entered the employ of the Mutual Life for another year. He then went to South Haven, where he purchased the Red Cross Drug Store, which he continued for five years. He then returned to Grand Rapids, where he took up the work of Western Michigan manager for the Knights and Ladies of Security. He continued in this position for ten years when he became private secretary to ex-Mayor Ellis, in which capacity he served the city for six months. June 26 of this year he was appointed State investigator and inspector for the Dairy and Food De-

partment for Western Michigan, which work he is now prosecuting with all the vigor at his command.

Mr. Remus was married June 18, 1912, to Miss Mabel Pickard, of Grand Rapids. They reside at 845 South Division street.

Mr. Remus is active in the work of the National and fraternal congresses



William J. Remus

and as such is compelled to be in touch with all fraternal and beneficial organizations in the city. He is a member of the Masonic fraternity, both the blue lodge and chapter, of the Knights of Pythias, the Knights of Khorassan and the Pythian Sisters, of the Knights of the Maccabees, of the Knights and Ladies of Security, American Insurance union, Modern Woodmen of America, the Eagles, Woodmen of the World, American Fraternal Stars, Spanish War Veterans, Protected Home Circle, Royal Neighbors of American, Eastern Star, Odd Fellows, Mystic Workers of the World and National Protective Legion. Just for full measure Remus has had himself taken in as a member of the American Pharmaceutical Association, the Young Men's Republican Club and the Lincoln Club. He also is Michigan representative for the Knights and Ladies of Security in the State fraternal congress and secretary of the Kent county branch of the Fraternal Voters' League.

No, dear reader, you can't raise the roof by planting shingle nails.

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



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

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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

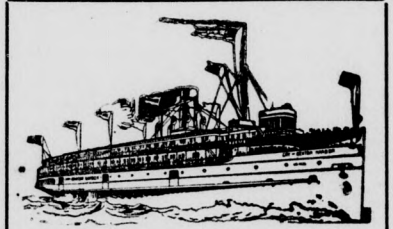
NEW MERTENS
 FIRE PROOF
 One half block East of the Union Station
 GRAND RAPIDS MICH

THE Keeley Treatment

Don't Despise the Drinking Man—Help Him

Don't kick a man because he is drunk. Help him. Surely every man is worth saving. Drop us a line and let us tell you how we can aid him. Address The Keeley Institute.

733-35 Ottawa Ave., N. W., Grand Rapids, Mich.



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.

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.

When the Kaiser GERM is removed
 from GERMany, we will talk peace.

We will only deal with the MANY
 of gerMANY—the people.

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

Sagacious Suggestions From Saginaw

Saginaw, Sept. 18—Saginaw U. C. T.'s were given a rare treat Saturday night. One might say a triple treat, as the enthusiasm ran high and put every one in the finest of spirits. Secondly, if there was a person there who was not greatly benefited by the eloquent talks given by the grand officers of the State, they were asleep; and last but not least the treat, furnished by the entertainment committee in the Elk's Temple banquet hall was the best given in many months. Hats off to Fred Strutz, chairman of the "eats" committee, who is a real system man—no doubt its the training he has received and gone through handling the affairs of the local branch of the Hammond-Standish meat and produce house. The other members of the committee were also right on their toes doing their "bit."

In the absence of Senior Counselor, W. B. McGregor, Grand Sentinel H. D. Ranney presided with Harry Zirwis, Past Senior Counselor of Bay City Council at the Past Senior's station. The meeting was called to order at 3 p. m. and after the regular business was finished, the degree team took charge of affairs. To relate what followed would take up too much space in this valuable journal, so I'll just hit a few high spots.

E. L. Gardner, sales manager and buyer for the E. L. Gardner Co., merchandise brokers of Midland, Bay City and Saginaw was especially honored by defeating a large field of candidates for Keeper of Parchemnts. It is one of a very few cases where a new member has ever been honored with this position, and to make it all the more impressive, he was installed by Hon. W. T. Ballamy, of Bay City, Grand Junior Counselor of Michigan, another epoch in history.

Another one of the candidates was highly honored in this, that he was made a member of the U. C. T.'s and received the 23rd degree of the order all the same night. The installing officer in this case was the czar of Michigan, Mark S. Brown, assisted by the degree team. Louis G. Fair, who represents S. Fair & Son, Inc., of this city, manufacturer of steel castings, is to be congratulated in having such honors bestowed upon him.

Following is a list of the new members of No. 43:

E. L. Gardner, Saginaw.
Louis G. Fair, 615 Catherine street, Saginaw.

W. F. Terzia, 408 South Jefferson street, Saginaw, representing the Booth-Boyd Lumber Co.

Walter E. Johchem, 122 South Woodbridge, Saginaw, representing Melze-Alderton Shoe Co.

D. J. Goodrich, 316 North 10th street, Saginaw, representing Johnson-Baird Shoe Co., of Fort Dodge, Iowa.

Oscar Ziegler, Columbus avenue, Bay City, representing Schwartz Bros., Saginaw.

Frederick D. Guider, 316 South Porter street, Saginaw, representing Saginaw Mirror Works.

The latter is the third member of one family to join the U. C. T.'s. His father, W. M. Guider, was a charter member of No. 43 and Past Senior Counselor. Arnold Guider, one of No. 43's most enthusiastic and energetic workers, is a brother. It is doubtful if there is a Council in the State that can boast of such a record.

John A. Hach, of Coldwater, Grand Counselor of Michigan, and known as father of the Henry hotel bill, was here and delivered a grand talk to the boys. In legislation work he has no equal in the State, always fighting for better conditions for the traveling public.

M. G. (Mike) Howarn, of Detroit, one of our district deputies, was also present and gave an interesting talk on the State of the order. Mr. Howarn is one of Michigan's biggest

U. C. T.'s and stands ace high in the Supreme Council of the U. C. T. of America.

W. T. Ballamy, of Bay City, gave an interesting talk also. As a closing feature of the meeting, a collection was taken up for tobacco for the brother U. C. T.'s who are now in the service of Uncle Sam. The collection amounted to \$35. Following are the brothers who are in service at this writing and where they are located:

• Chan Symons, Newport, Conn.
J. W. Symons, Newport, Conn.
A. L. Secoir, Battle Creek.
H. A. Sowerby, Boston.
Robert Horine, Battle Creek.
Hugo Werner, with the Knights Templar Hospital Corps.

B. N. Mercer, Secretary Saginaw Council, was in Detroit the first part of the week on a business trip. Mr. and Mrs. Mercer returned from Ontario Saturday where they were visiting friends.

Fred Wiggins, representing the Calumet Baking Powder Co., went to Detroit Monday to attend a salesmen's convention of the above named company.

W. B. McGregor was in Milwaukee last week attending the Wisconsin State Fair. He was an exhibitor of Dort motor cars.

Mrs. Wesley Irwin, wife of Wesley Irwin, representing Lee & Cady, of this city, is recovering from an operation at the Woman's Hospital. She has been sick for three weeks. Late reports say she is doing nicely.

Boys, remember, before the next election, let us find out how our candidates for representatives and senators from this district stand for a law which will give the State of Michigan a hotel inspector who will abide by and enforce all hotel laws. Hotel conditions are gradually growing worse all over the country and we need some good legislation along such lines as will give the traveling public and the commercial travelers, especially, better "away from home" comforts. Its your duty. Do your bit.

L. M. Steward.

Gabby Gleanings From Grand Rapids

Grand Rapids, Sept. 18—The New Occidental, at Muskegon, which conducts its dining room on the a la carte system, keeps open until 2:30 Sunday afternoons during the resort season to accommodate the scores of auto tourists who pass through Muskegon constantly during the day.

W. J. Klein, Eastern and Southern Michigan representative for the Michigan Hardware Company, has removed from Detroit to Ann Arbor, locating at 709 Arch street.

W. G. Epley, formerly of Paw Paw, has leased the Phoenix Hotel, at Charlotte. He is remodeling same, putting in all new furniture. The boys will not have to pass up Charlotte on account of poor hotel accommodation hereafter.

Roy Kendall, President of the Kendall Hardware Co., Battle Creek was in Grand Rapids Saturday, buying goods from the Michigan Hardware Co. The Kendall Co. is only a few months old, but it is the recipient of a fine business, which is gradually expanding both in volume of sales and extent of territory covered.

David Drummond has been re-elected President of the Fifth Ward Bob Tailed Cat Club at a substantial increase in salary over his stipend for previous years. Mr. Drummond has come to be regarded as one of the best authorities on bob tailed cats in this country.

In these stirring war times the recording angel must have a corps of type writers. Let us hope that some things we do may not be noticed.

Better be a farmer. The poorest nubb'n will wear silk this season.

Bottom Facts From Booming Boyne City.

Boyne City, Sept. 18—Schaeffer & Company have bought and are moving their stock of harness and saddle-fittings into the Edlestein building, on South Lake street. Mr. Schaeffer began his business in a very small way five years ago as an exclusively harness repair shop, having been harness repair man for several years for W. H. White. The business has gradually grown until the old quarters are entirely inadequate. Boyne City is a good place for a real live man to build up a business.

The Boyne City Chamber of Commerce has engaged the services of E. G. Ackerman, of Muskegon, as Managing Secretary. Mr. Ackerman comes to us with very high recommendations as a community builder and we are expecting that he will make us get to the front and do business with a big B.

The steamer Arizona unloaded today the steel rails necessary to complete the connection of the two ends of the B. C., G. & A. across the State. The grading is expected to be finished this week and the prospect of an early closing of the gap in the road is very good. The understanding is that additional equipment is under way for first-class service within a short time.

During the fine weather of the past week Street Commissioner Dow has been pushing the work on the concrete road through the city and will complete the Boyne avenue section by the middle of the week. This will complete about a half of the road contemplated under the bonding proposition that was voted last spring.

A tri-city organization was launched at Charlevoix last Monday for pushing a county bond for the construction of a concrete road on all the trunk lines in the county, which will affect the West Michigan Pike and Mackinaw Trail. It is expected that by the end of another season, the three towns around Pine Lake will be connected by thoroughly good gravel and concrete roads, so that the "Drive around Pine Lake" idea will appeal to every tourist who strikes the county, either end. Come on up and try it out. Maxy.

Store Manager Ruined By Bad Company.

Ishpeming, Sept. 18—Fred A. Young, until recently manager of the Skud Estate's dry goods store, is charged with grand larceny by the owners of the store. He was arrested in St. Paul, Minn., by Chief of Police Trevarrow and brought back to Ishpeming, arriving yesterday morning. Mr. Young was arraigned in the municipal court before Judge William St. John and bound over to the Circuit Court for trial, as the crime he is charged with is a circuit court offense.

Mr. Young's "downfall" is said to be due to "bad company" he fell in with about ten days ago, just before his unexpected departure from the city. He left the store one day and went to Marquette, where it is alleged he got into a gambling game, losing the firm's money, which he "borrowed" from the safe. He wrote Miss Stella Skud, in charge of the business, what had happened, and departed for parts unknown. It was at first assumed that he had gone to New York, as he had but a few days before returned from that city, where he had been on business for the concern.

His whereabouts was unknown, even to his family, until he sent a telegram from St. Paul to his wife, telling her where he was. Following her husband's departure, Mrs. Young decided to leave the city and departed for the East before the message arrived.

A warrant was sworn out for Mr. Young's arrest and placed in the hands of Chief Trevarrow, with in-

structions to go to St. Paul and get him.

Speaking of the affair yesterday Miss Skud said that the amount involved is not large, but too much for the firm to lose. She expressed regret that the trouble had occurred, but said the firm felt that it could have taken no other course, as the loss was more than it cared to stand.

Will the Nation Have a Potato Dictator?

There has been considerable speculation in potato circles on the probability of the appointment of a potato dictator by the Food Administration at Washington.

It has been rumored that E. Percy Miller, of Albert Miller & Co., was slated for the job and some ground for such rumors might be found in the fact that he was called to Washington recently for a conference with Food Administrator Hoover and Lou D. Sweet, of Hoover's office. There has been for some time a feeling in certain quarters that the Government might take a hand in the potato situation this fall.

The daily press has mentioned the likelihood of Mr. Miller being appointed as potato dictator and such reports are believed to have had their origin in Washington as Mr. Miller has not been appointed and has given out no information leading one to believe the proposition has been put up to him. Again it was recently current in Wisconsin potato circles that the State Council of Defense of that State had received word from the National Council of Defense to advise Wisconsin potato growers not to be in a hurry to dispose of their stock as it was quite probable a dictator would be named and possibly a minimum price established.

Status of the Bean Market.

Frost has damaged beans to some extent on lowlands, but we find that on high ground the damage has been very small.

Some county agents reports serious damage to tomatoes, cucumbers, etc., but at the same time has helped more or less to mature the bean crop.

The crop this year is late and present observation would indicate that very few new beans will be on the market much before October 15, and then probably in limited quantities.

The Agriculture Department has estimated the bean crop of Michigan at 8,000,000 bushels, but is my candid opinion that this is at least 2,000,000 bushels above what will be actually produced in bushels and pounds.

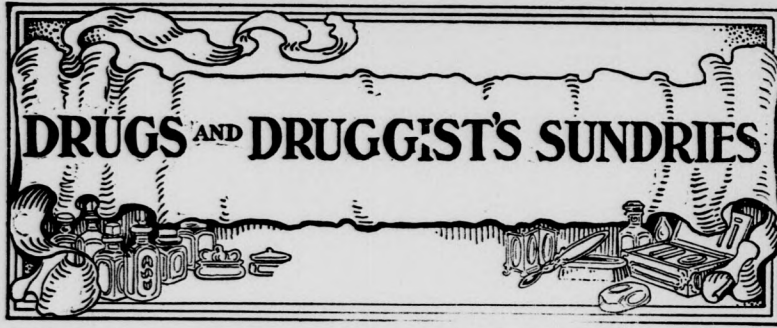
There is a fair demand to-day for old beans, and this particularly is for the white variety.

Red kidney beans and other varieties are begging in all markets.

E. L. Wellman.

Every once in a while we hear something about the log of the Mayflower. Seems as if it would be all chipped away for momentos by this time.

Business must be so conducted that each patron becomes to some degree the first link in a chain of more patrons.



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.

Druggists Needed as Doctors Depart For War.

The Medical Department of the United States army during peace times, with a limited number of soldiers to care for, is a splendid organization. It has no superiors and few equals. War will naturally impose a tremendous strain upon it which can be materially lightened. Before war was declared the ratio of the army physicians to men was ten to 1,000. The British have increased their ratio to 19,000 to 1,000,000.

We will require, probably, at least 15,000 physicians for our first army of 1,000,000 men. To-day there is a shortage of about 10,000 doctors, without considering that there may be 2,000,000 men under arms in another year. Can this shortage be supplied without seriously endangering the lives and health of civilians? There are numerous duties to be performed by physicians in the Medical Corps besides diagnosing and treating disease and operating upon the wounded. Pulse rate, temperature, tongue appearance may still be examined, but in addition there may be Rontgen ray examinations; and blood, sputum, excrement analyses. The army surgeon needs assistants for this highly important work. Assistants who are not physicians are available.

There have recently been graduated from the pharmacy schools of this country 1,500 men trained in chemistry, bacteriology, physiology, pharmacology, materia medica, toxicology, assaying, (food, drug, blood, milk, excrement, etc.) drug purchasing, compounding, and dispensing. Thousands of similarly trained men were graduated in former years—there are approximately 150,000 pharmacists in the United States. An ample supply is available for the Medical Department. But the status of pharmaceutical service in the army will have to be radically changed before these pharmacists can be utilized. As at present constituted, our scheme of war does not recognize the need for educated

pharmacists. Great Britain did not see this need at first, but now she does. France, Japan, Italy, Germany, and several smaller nations have always recognized the ability of pharmacists by having a separate corps for them.

It may be argued that pharmacists can enlist in the Medical Department as it is now constituted. They can; but not many highly trained pharmacists would care to enlist, since, regardless of their educational training and experience, they must enter as privates. This might not be so strongly objected to if they were allowed to demonstrate any real ability; if they were permitted to do professional work, not the work of orderlies; if they could be promoted as privates in the line can be promoted, for gallantry or good service, to commissioned rank. But as privates they must serve for an allotted time, regardless of their worth, until finally, after years of service, they may become Master Hospital Sergeants at \$75 a month. They may not hope ever to be Second Lieutenants. Moreover, their work is very menial; their professional equipment and training are absolutely ignored. Consequently, most educated pharmacists enlist as privates in the line, volunteer for Red Cross work, or enter the Officers' Reserve Corps, with the result that the Medical Department forever loses this potential assistance. Physicians, dentists, veterinarians are granted commissioned rank upon entering the service, and receive professional work to do. Pharmacy is a profession, and the graduated pharmacists of to-day have had years of collegiate training and practical experience. To enlist professional men as privates not only is unjust to the men, but to the army.

It is true that pharmacists would have to receive special training for army work. But physicians need training, also, as is evidenced by the fact that they are now being sent to army posts for three months. Another statement is made to the effect that the pharmacy practiced in the

army to-day is "canned." That is to say, there is little actual compounding to do. Compressed tablets take the place of freshly prepared drugs. It is argued from this that any one, skilled or unskilled, can read a simple order calling for twenty tablets, say, out of bottle No. 100; and that it is useless to have trained druggists do work that can be done by any soldier.

Assuming that either of these statements is true, pharmacists' greatest service would be along lines not ordinarily thought of as pharmaceutical; that is, as medical, surgical or sanitary assistants. Being technical men, they could, with a small amount of training, become helpful not only in drug dispensing, but in the application of various clinical tests required by modern medical practice; in the field of preventive medicine; in sanitary work, not as orderlies, but as sub-directors acting under orders from the surgeon in charge. Since large numbers of men are required for this work and regular army physicians are need-

ed for other things, why should pharmacists not be utilized?

J. G. Beard.

Japan's Glycerin Industry.

The glycerin industry of Japan has attained remarkable development since the outbreak of the war. The government is now granting pecuniary aid to those engaged in this particular line of industry, and the result has been the establishment of the Japan Glycerin Manufacturing Co. and several other concerns. Before the war none of these companies existed and consumers in Japan relied entirely upon imports from the United States and other countries. The output of the Japan Glycerin Manufacturing Co. alone amounts to 300 tons a month, and in the course of the next few years the imports of this commodity will, it is believed, be nearly checked.

The Divine Economy is automatic and very simple: We receive only that which we give.



It's Pure, That's Sure

Piper Ice Cream Co.
 Kalamazoo, Michigan

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

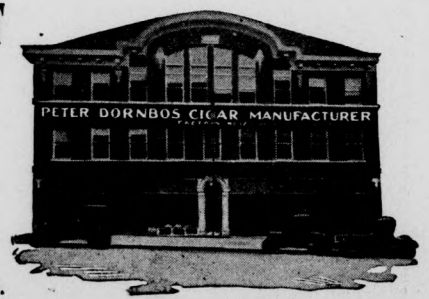
HOUSE PAINT
 MIXED FOR MICHIGAN



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 DORNOS SINGLE BINDER for 5c straight
 SOLD BY ALL JOBBERS
 PETER DORNOS
 Cigar Manufacturer

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



Shampoo Paste, Cream or Jelly.

Many shampoo preparations are now put up in the form of pastes or jellies which are really soft soaps. Many of these are known by the name "egg shampoo" but some of these preparations do not contain any egg, but are merely a perfumed soap.

- 1. Coconut Oil16 ozs.
Potassium Hydrate 2 ozs.
Potassium Carbonate ... 1 oz.
Oil of Rose Geranium ...10 dps.
Oil of Bergamot30 dps.
Distilled Water sufficient.

Melt the coconut oil in a porcelain or enameled-iron dish, dissolve the caustic potash in eight fluidounces of distilled water, and add gradually and with constant stirring to the hot oil, continuing the heat and stirring until saponification is complete. Discontinue the heat, to the warm soap add the potassium carbonate dissolved in four fluidounces of water, stir or heat until the paste is uniformly smooth, and finally incorporate the volatile oils. Other volatile oils or synthetic perfumes may be used.

- 2. Olive Oil16 ozs.
Potassium Hydrate 4 ozs.
Alcohol, water, each, sufficient.

Dissolve the caustic potash in eight fluidounces of water and warm the solution. Also warm the oil on a water-bath, add the solution, and stir until saponification is complete, meanwhile continuing the heat. The caustic potash for this preparation should be of U. S. P. strength; if it is weaker, more of it must be used to cause saponification. If a transparent preparation is desired, add

eight fluidounces of alcohol to the warm soap and continue beating without stirring.

Sparks From the Electric City.

Muskegon, Sept. 18—The Lakey Foundry and Machine Co. is making progress on its new foundry which, when completed, will be the largest in Muskegon if not in Western Michigan.

Nick Lulofs, book-keeper for the Moulton Grocery Co., started out Monday to cover a part of N. Heere's territory. Bet Nick gets the wanderlust again. Nick reports that the stock has not been transferred in the portion of the store which collapsed, so the damage cannot be correctly stated at this time.

In our recent reference to E. C. Welton we said "anti-fat." The Tradesman said "auto-fat," and, after looking him over, we concur. Yes, he ought to fat.

Gabby, of Grand Rapids, said something about drawing a bead. Now, Gabby, it is generally known that we are not much for anything with a bead on it.

I see by the Tradesman that my boss says six meals a day and two snoozes. Wonder what he would say to the likes of that in my swindle sheet?

Any one wishing to know what brand of cigarette is best, consult a certain genial middle aged Standard Oil salesman who makes Fremont. F. P. is getting quite proficient in the manly art.

Doctor Boyd, of Grant, has moved to our city beautiful. Welcome, Doctor!

Judging from what we have seen, the damage by frost in Western Michigan has been greatly magnified.

We hear that Sweden got in Dutch. E. P. Monroe.

Any man who has a job has a chance.

WHOLESALE DRUG PRICE CURRENT

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

Table of Wholesale Drug Prices Current, listing various commodities and their prices. Categories include Acids, Ammonia, Balsams, Barks, Berries, Extracts, Flowers, Gums, Insecticides, Ice Cream, Leaves, Oils, Potassium, Roots, Seeds, and Tinctures.

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

SPECIAL PRICE CURRENT

<p>Royal</p>  <p>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</p> <p>AXLE GREASE</p>  <p>MICA AXLE GREASE</p> <p>1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10</p>	<p>SALT</p>  <p>MORTON'S FREE RUNNING SALT IT POURS</p> <p>Morton's Salt</p> <p>Per case, 24 2 lbs. 1 80 Five case lots 1 70</p>	<p>THE ONLY 5c CLEANSER</p>  <p>KITCHEN KLEANSER</p> <p>ANTISEPTIC CLEANS-SCOURS SCRUBS-POLISHES FITZPATRICK BROS. CO.</p> <p>Guaranteed to equal the best 10c kinds. 80 can cases \$3.20 per case.</p>
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You Can Avoid

All the losses and annoyances of the Pass Book and other charging systems by adopting the Economic Coupon Book, manufactured by Tradesman Company, Grand Rapids, Mich.

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.

THE HIGH COST OF PROGRESS

EVER since the friction match came into existence, there have been imitators. Some of them were content, after having made a match that would light a fire, to "let well enough alone." No wonder they didn't progress beyond the "just as good" stage. But this company has never been satisfied, even though its product was the "standard" by which imitations measured their shortcomings. Even though it has produced the only match ever awarded a gold medal for proved safety and efficiency, the

SAFE HOME MATCH

We are still spending more money than all other manufacturers of matches combined in an endeavor to improve our product, our methods and the condition of our workers—for the benefit of the world at large.

There's a "DIAMOND" match for every need, every trade, and every price, and every one of them represents in its class the same effort at perfection and leadership. The grocer who pins his faith to "DIAMONDS" can rest content that he is selling his customers the best match that money, care, science and 40 years of experience can produce

THE DIAMOND MATCH COMPANY

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**

GRAND RAPIDS SAFE CO.

Agent for the Celebrated YORK MANGANESE BANK SAFE
 Taking an insurance rate of 50c per \$1,000 per year. What is your rate?
 Particulars mailed. Safe experts.

TRADESMAN BUILDING :::: GRAND RAPIDS, MICHIGAN

Manistee's New Hotel

Manistee is to be congratulated upon its new hotel, the Hotel Chippewa, which is rapidly nearing completion after an expenditure of over \$100,000.

The Chippewa Hotel is successor to the famous Briny Inn, for years one of the best known hostelrys of Michigan and famous for its salt baths and cuisine. The Briny Inn was destroyed by fire last winter, leaving Manistee temporarily without a first-class hotel. The Board of Commerce promptly met the situation, however, and under its active direction a new hotel company was formed which includes many of the leading business men of the city who patriotically subscribed the necessary capital in order that the city might be provided with proper hotel facilities.

Every energy was directed to get a building before the rush of summer tourist trade. A large crew of men was employed and when July 1 came it found the new Chippewa Hotel, with forty rooms in readiness for the accommodation of guests. Construction has been in progress all summer, and this has hampered the management some in giving service, but the work is now rapidly nearing completion.

A gratifying feature to stockholders in the new Hotel Company is the unanimous verdict of praise given by travelers to the accommodations provided, service and cuisine at the Chippewa. The Hotel appears to have almost instantly stepped into the good graces of the traveling public and there has scarcely been a night since its opening that practically all the rooms have not been taken.

Tourist parties in particular have made Manistee a night control and traveling men have gone out of their way to spend a night at the hotel.

The Chippewa is under the same management as the old Briny Inn, with big, genial, whole-hearted August Field in charge. There is not a traveling man who covers this section of the State who does not know Field and like him for his willingness to accommodate himself to almost any request from "the boys." We bespeak a successful future for the new Hotel Chippewa.

[The above advertisement is published without charge at the request of the Manistee Board of Commerce.]

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

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.

Have \$10,000 Stock

Consisting of Dry Goods, Shoes for Men, Women and Children, Furniture and Crockery for quick sale.

UNITED SALES CO.

431 Houseman Bldg. Grand Rapids, Michigan

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

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

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—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—Public garage, 50 x 160 ft., equipped up to date with general repair shop, office and show room; fire-proof construction. Located in one of the most progressive little cities in Michigan and on popular highway between Detroit and interior cities. Address H., care Tradesman. 325

For Sale—Grocery stock and fixtures of the Harry Dailey store at Alto, Michigan. To liquidate the estate we can make this a real bargain for someone. Grand Rapids Trust Co., Administrator, Grand Rapids, Michigan. 326

For Sale—Dry goods stock. One of the best towns in Ohio. Will inventory \$15,000. Can be reduced to suit purchaser. Alex. Crisman, Barberton, Ohio. 327

Wanted—Grocery, bazaar, bakery and restaurant or general merchandise stock. Description and price first letter. Box 330, Tradesman. 330

For Sale—First-class, two story, solid brick business block in first-class location; located in one of the best farming districts in Southern Michigan. \$3,000 to handle it, balance on time. Am retiring from business. No trading for other property. Lock Box 172, Webberville, Michigan. 322

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

Safes Opened—W. L. Stocum, safe expert and locksmith. 128 Ann St., N. E., Grand Rapids, Michigan. 104

Cash Buyers of clothing, shoes, dry goods and furnishings. Parts or entire stocks. H. Price, 194 Forrest Ave. East, Detroit. 678

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 767

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

Merchants wishing to sell stocks or a portion of same at an advantage, should get in touch with us.

Weickgenants Dept. Store,
Battle Creek, Mich.

For Sale—Clean stock of groceries and crockery in one of the best towns of Michigan. Good location and good trade. Will invoice about \$3,000. Address No. 164, care Tradesman. 164

Collections everywhere. We get the money and so do you. No charge unless collected. United States Credit Service, Washington, D. C. 57

For 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

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

Good business chance at a bargain price; this snap will not last long; six miles from the big oil well on the Hull land, and several others drilling closer to town; best location in town; general merchandise and building, or separate, for cash only; stock is new and building is good; come at once if you want this. Address Box 83, Rosalie, Butler County, Kansas. 323

For Sale or Trade—Insurance business averaging \$150 per month; loan business additional. Address Smith's Insurance Agency, Marceline, Missouri. 329

For Sale—Drug stock and fixtures in Central Michigan town. Good business. Good reason for selling. Only drug store. Address No. 333, care Tradesman. 333

For Sale—Almost new stock of dry goods and men's furnishings, fine location in Detroit. Goods were purchased 25 to 40 per cent. under to-day's market. Good opportunity for some one who wishes to own legitimate growing business. Address C. S. McDuffee, 1216-1218 Hamilton Boulevard, Detroit. 334

Cash Registers—We offer exceptional bargains in rebuilt National or American Cash Registers. Will exchange your old machine. Supplies for all makes always on hand. Repair department in connection. Write for information. The J. C. Vogt Sales Co., 215 So. Washington Ave., Saginaw, Michigan. 335

COLLECTIONS.

We collect anywhere. It costs you nothing unless we get the money for you. Send us your delinquent accounts. Arrow Mercantile Service, Murray Building, Grand Rapids, Michigan. 336

Come to 104 Michigan avenue, Ypsilanti, if you would make two thousand dollars, purchasing a stock of drugs, books and paints. 338

Wanted—Stock of merchandise in country town. Write full particulars in first letter. Wm. Sweet, Cedar, Mich. 339

Will exchange my equity of \$12,800 in new ten family flat centrally located; brings \$341 a month; will stand inspection—always rented—for a stock of dry goods, groceries and shoes or furniture and undertaking business in good sized town. Rare chance for person desiring winding up of business. Address 340, care Tradesman. 340

POSITION WANTED.

Wanted—Position by a young man with ten years' experience as salesman, buyer and manager of shoe department. Best of references. Address 324, care Tradesman. 324

Wanted—Position by experienced retail shoe salesman. Six years' experience—three years as manager and buyer. Best of references. 603 Lafayette Ave., S. E., Grand Rapids, Michigan. 331

Experienced young married man wishes good, steady position in country store—small town preferred. Address No. 337, Tradesman. 337

EVERY MERCHANT IN MICHIGAN Can use the John L. Lynch Sales Co. to build up their business, sell out their store, stock and fixtures, reduce stock, raise money or clean up odd lots left in stock. We can get you a good price for your merchandise. We sold for Blood & Hart, Marine City, Michigan, population 3,500 in nine days, \$17,774.00. Write them! We sold for George Duguid, Gobleville, Michigan, population 350 opening day of the sale over \$2,000.00. Write them! We have worked wonders for others and can do same for you. Write to-day for information, dates, references, etc. Please mention size of stock.

John L. Lynch Sales Co.,
28 So. Ionia Ave.,
Grand Rapids, Mich.

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.



TRADESMAN COMPANY, Grand Rapids, Mich.

PRINTING

For Retail Dealers

Letter Heads, Bill Heads, Business Cards

Envelopes, Statements

Shipping Tags, Order Blanks

In fact, everything that a produce dealer would use, at prices consistent with good service. ❁ ❁ ❁ ❁ ❁ ❁ ❁ ❁ ❁ ❁

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

MICHIGAN SHOE DEALERS.

(Continued from page one)
 tion. Speaking for the merger, President Murray said: "The National Association needs us and we need them. Both can accomplish greater results by closer affiliation and co-operation and I believe it would be a wise move for our organization to be affiliated with the National."

To bring about such an affiliation, Charles Webber, of Kalamazoo, made a motion that the dues of the State Association be raised from \$2 to \$3 per year. After considerable discussion—some members favoring that the dues be \$5 per year—the motion of Mr. Webber was adopted. The constitution and by-laws will be so amended, the \$3 dues being for active members only, while the Associate dues will remain the same as they have been, \$1.

The members discussed the question of changing the time of the annual convention to the early part of the year, when it was felt the attendance would be larger and the retailers could find more time to give to the meetings. It was suggested that either a week previous or a week later to the dates of the Ohio State convention would be more favorable. It was the general opinion that any time after the first of the year during the months of January, February or March would be better than September. The matter was referred to the Executive Committee and they were given full authority to act as they deemed best.

A. B. Gemmer, of Ann Arbor, chairman of the Resolutions Committee, made the following report, which was adopted:

Because of the high price of leather and other materials entering into the construction of shoes, we urge the use of all materials other than leather which have proven their worth and that such materials be used in shoes of style and beauty to enhance the worth of staple lines."

We most emphatically condemn all publicity which is misleading in character, and the advertising of false values; also that we endorse the work of the Association and others backing the Stevens-Ashurst bill relating to the above.

We recommend the curtailing of all shoes sent on approval and the acceptance of shoes returned after a certain period of time and of shoes that have been altered in any way.

We pledge ourselves to co-operate with the Economy Board of the Council of National Defense for the conservation of both men and materials and thereby aid our Government in its military and civic responsibilities.

Because of their efforts to make our convention a success, we bestow upon the trade journals our approval and thanks.

The nominating committee then made its report and the election of new officers resulted as follows:

President—Elwyn N. Pond, Flint.

Vice-Presidents—V. A. Osborne, Dowagiac; J. E. Wilson, Detroit; Ferd Adams, Saginaw; George Miller, Ann Arbor.

Secretary—A. B. Gemmer, Mt. Clemens.

Treasurer—W. J. Kreger, Wyandotte.

Board of Directors—H. P. Woodruff, Lansing; Ed. V. Stocker, Detroit; Chas. Webber, Kalamazoo; Rollo Chase, Owosso; D. J. Dittman, Mt. Pleasant; Fred Murray, Charlotte.

"Store Efficiency" received a half-hour discussion. J. E. Wilson, of Detroit said he had been trying for the past four months to bring greater efficiency into his business, but admitted it was a great problem to get away from the stereotyped way of doing things.

E. C. Dieckman, of St. Louis, made a number of good suggestions on store efficiency, among them that retail stores open fifteen minutes ahead of time to give the porter a chance to sweep up and get the place cleaned for the em-

ployes when they arrive and not to make porters out of the salesmen and clerks. If you are going to settle a claim with a customer to do it not grudgingly, but do it "like a sport," as he expressed it, also to establish a uniform system of marking.

William Gerk, of Lenox, suggested that the manufacturers facilitate the work of retailers by making cartons more uniform in size.

J. F. O'Connell, publicity director of the United Shoe Machinery Co. of Boston, delivered an address on "The Romance of the Shoe." In the convention hall were three large display cases of ancient shoes, and the members listened very attentively to their history as given by Mr. O'Connell. The collection was started in 1900 and is said to be the largest of its kind in the world.

Frederick W. Lines, Jr., of Chicago, spoke on "Specialty Shoe Advertising." The salient features of his address were that two important points must be considered in advertising—brevity and truthfulness. He said the average retailer writing his own copy did not give enough time to the preparation of his advertising. Successful advertising, he said, must be backed up by the right kind of merchandise and store service. He also spoke upon the importance of proper window displays, suggesting that they be changed often and in keeping with the advertising. In other words, if a store is making a special drive in its advertising on certain lines, displays of the merchandise should be made in the window at the same time.

In the evening an elaborate banquet was given at the Hotel Statler, there being a large attendance of members, their ladies, and those affiliated with the allied trade. In conjunction with the banquet there was a splendid vaudeville entertainment. Everybody had a most enjoyable time and voted the convention a grand success.

Review of the Grand Rapids Produce Market.

Apples—Wealthys, Maiden Blush and Duchess fetch \$1.50 per bu.

Bananas—\$4.25 per 100 lbs.

Beets—\$1.40 per bu.

Butter—The market is very firm on all grades. Receipts are moderate for the season and the consumptive demand is good. Continued high prices are looked for in the near future, particularly as the official reports of warehouse holdings show fourteen million pounds of creamery less than last year and there was not enough storage butter to go around last year. Local dealers hold extra creamery at 44c in tubs and 45c in prints. Centralized grings 1c less. 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 \$2.75 for 54s and \$3 for 45s and 36s; \$1.50 per flats of 12 to 15; Benton Harbor Osage, \$1.25 per crate of 12.

Carrots—\$1 per bu.

Cauliflower—\$2 per doz.

Celery—Home grown, 30c per bunch.

Cranberries—The loss to the cranberry crops in Plymouth and Barnstable counties, Mass., will run into hundreds of thousands of dollars as a result of frosts last Monday and Tuesday nights. These counties are the principal producing districts for the United States and the outlook is that the Thanksgiving turkey will go ungarished in many a home. A meeting will be held in a few days to estimate the loss.

Eggs—The market still feels the effect

of the heated period early in August and fine heat-free eggs are salable even at prices above quotations. During the heated spell when fresh eggs were practically all showing defects, some eggs were removed from storage, but as yet no considerable quantity has gone out of storage into consumption. We look for a rather free movement of storage eggs during the present month. Present prices are likely to be easily sustained and higher prices more than probable before the end of the month. Stocks in storage are comparatively heavy, but there is nothing in the situation statistically to warrant any lower prices than at present prevail. 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 25c per 8 lb. basket. Home grown will begin to come in next week. California Tokays command \$2.25 per crate.

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 \$2.25 per 65 lb. sack; Illinois, same; Spanish, \$1.85 per crate.

Oranges—California Valencias, \$4@4.25.

Peaches—Delaware Elbertas command \$2.75 per bu.; Michigan yellows fetch \$2.25@2.75. Ontario (N. Y.) shipments are expected in next week.

Peppers—Red, 50c per doz.; green, 50c@\$1. per basket, according to size.

Pickling Stock—Cukes, \$3.50 per bu.; onions, \$1.50 per box.

Pears—Bartlett fetch \$2.50 per bu.; Sickles, \$2 per bu.

Plums—Lombards command \$2 per bu.; German Prunes, \$2.50 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—\$5.50 per bbl. for Virginia.

Tomatoes—\$3 per bu. for ripe; 75c per bu. for green.

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.

One of the most pretentious exhibitions ever undertaken in this city is a Better Homes Show, which will be held at the Klingman Building, Nov. 28 to Dec. 8, inclusive. The affair will be under the personal management of Louis W. Buckley, an experienced exposition man as well as good publicity worker. Mr. Buckley was director of amusements, attractions and ceremonies at the Buffalo, St. Louis, Seattle and other big international expositions and manager of many scores of classified industrial expositions in the large cities of the country the past few years. He is in the city and has opened his office as the business manager of the exposition.

Salt—There is a general routine demand but no marked changes are observable in price or demand.

BUSINESS CHANCES.

For Sale—Billiard hall in a lively town. Receipts from \$15 to \$50 per day. Rent reasonable. Hotel in connection if wanted. Sam C. Carmel, Middleton, Michigan. 341

For Sale—Hardware and implement stock. Located in Livingston county, Michigan; no competition; good farmers' trade. Will sell at cost price which is about 20 per cent. less than present wholesale price. Stock and fixtures inventory about \$6,000. Address 342, care Tradesman. 342

Wanted—Position with some good hardware firm, either as salesman on road or manager of store. Have had ten years' experience in the buying and selling end. Best references. Address 343, care Tradesman. 343

Prepared Roofing

Michigan: 1, 2 and 3 Ply
Permanent: 1, 2 and 3 Ply
Service: 1, 2 and 3 Ply

Look up your stock and mail us your orders. We have just received a shipment of three (3) car loads and our stock is complete.

Michigan Hardware Co.
Exclusively Wholesale **Grand Rapids, Michigan**