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GRAND RAPIDS
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MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 26, 1917

Number 1775

THE EDITOR'S DREAM

I look. In gloomy caves I see the martial serpents coiled waiting for their sacrificial prey. I see their open jaws, their restless tongues, their glittering eyes, their cruel fangs. I see them seize and crush, in many horrid folds, the helpless children given by mothers and fathers to appease the ambition and greed of Bloody Bill Kaiser.

I see a world at war. The lovers of God are the haters of men. I see dungeons filled with the noblest and best. I see exiles, wanderers, outcasts—millions of martyrs, widows and orphans. I see the cunning instruments of devastation and hear again the shrieks and sobs and moans of millions dead. I see the prison's gloom, the cannon's flame. I see a world beneath the feet of tyrants; Liberty in chains; every virtue a crime, every crime a virtue; the white forehead of honor bearing the brand of shame; intelligence despised, stupidity sainted, hypocrisy crowned; and bending above the poor earth a superstitious night without a star.

I look again, and in the East of Hope, the first pale light shed by the herald star gives promise of another dawn. I look, and from the ashes, from the blood and tears, the countless heroes leap to bless the future and erase the past. I see a world at war, and in the storm and chaos of the deadly strife thrones crumble, altars fall, chains break, creeds change. The highest peaks are touched with holy light. The dawn has blossomed. It is Day.

I look. I see discoverers sailing mysterious seas. I see inventors cunningly enslave the blind forces of the world. Schools are built; scientists arise; thinkers give the world their wealth of brain and lips grow rich with the words of truth. This is to come.

I look again. Superstition and kaiserism are gone forever. The altars and thrones have mingled with the dust. The aristocracy of land and cloud have perished from the earth and air. Threats and distrust are dead. A new understanding sheds its glory upon mankind. It is the gospel of this world, the religion of happiness, the evangel of health and joy. I see a world at peace, a world where labor reaps its true reward—a world without prisons, without work-houses, without asylums. I see a world without the beggar's outstretched palm, the miser's heartless stony stare, the piteous wail of want, the pallid face of crime. I see a race without disease of flesh or brain—shapely and fair, the married harmony of form and function.

And as I look, life lengthens, joy deepens, love intensifies, fear dies. Liberty at last is God and Heaven is here. This shall be.

American Sugar Refining Company

A bigger sugar business for you

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

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

American Sugar Refining Company

The Most Complete Line of Sugar in the World

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

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

GRAND RAPIDS
PUBLIC LIBRARY

Thirty Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 26, 1917

Number 1775

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MAKE GERMANY PAY.

The property of the Kaiser, of the German government, of the German steamship companies and banks, also of all enemy aliens in service in the forces of, in the public service of, or domiciled in any enemy country at the outbreak of its war with the United States, should be forthwith confiscated in part payment of the cost of defending the United States and its Allies against the German attempt to conquer the world in the Teutonic struggle for world power or downfall.

Debasement of currency was both practiced and justified by Prussia's greatest King. Repudiation of debts in the event of non-success, as well as the confiscation of foreign debts, is advocated as a part of the Pan German propaganda.

Congress should pass a sequestration and confiscation act not only to reduce the net cost of defending free government from the wanton attacks of feudalism, militarism, and autocracy, but also to prevent the Teutons from renewing the war later out of the proceeds of their property invested, secreted, or sequestered (but not yet confiscated) in other countries.

Long premeditated, deliberate, and unprovoked offensive wars of conquest against equal or higher civilizations, accompanied by confiscatory indemnities to enrich not only the government of Prussia, (or since 1870 of Germany,) but all Prussians or Germans as well, have been Prussia's before 1870 (and since then Germany's) most profitable business since the unjust Silesian war of 1740.

Both before and since the declaration of a state of war because of Germany's prior acts of war, prominent Pan Germans have declared that Germany's intention unless utterly defeated was to compel the United States to pay an indemnity of not only the entire cost of the war but if possible of much more. For years the country has been overrun with German spies, of whose ante bellum activities the Lusitania case and the innumerable explosions in factories, railroad yards, wharves and on ships furnish evidence.

It is reputed that the Kaiser, the German government, and other leading Pan

Germans, both individuals and corporations, have (although not always in their own names) very large investments in this country's land, manufactories, and securities.

According to the War Loan number of the Journal of the American Bankers Association, Vol. 9, Page 961, at the outbreak of the war Germans held in investments outside of Germany \$5,000,000,000 in securities, intangible and tangible property in other countries, and they have only disposed of \$200,000,000 thereof since the war broke out in 1914.

According to Secretary McAdoo's speech on June 5, 1917, if Germany wins the Kaiser proposes to make us pay an indemnity of \$125,000,000,000.

Unless Frederick the Great and the Pan Germans' project of currency debasement and repudiation of foreign debts and claims in the event of Pan German failure are repudiated by the Teutons, little is likely to be realized on the comparatively small amount of American-owned property in Germany.

There is enough nonresident enemy alien property here to make a substantial reduction in the cost of the war that feudalism has forced upon us. France and Great Britain have sequestered all enemy alien property within their territory. Justice to our soldiers, taxpayers, and all others upon whom the struggle to force feudalism and tribute upon the whole world has thrown such burdens demands that we sequester and confiscate all property of nonresident enemy aliens and apply it on account of the war they are waging to establish feudalism everywhere.

Naturally it could not have been long before Congress proposed a little junket by its members to the front in France. When the Panama Canal was being built, Congressional committees were constantly passing through Culebra Cut and critically viewing the giant shovels in action. Now that Congressmen have practically finished their work and passed about all the laws the President has asked them to pass, they feel deserving of a little vacation. What more interesting and picturesque than a tour up and down the trenches, inspecting modern warfare, always out of the danger zone, of course? It would be terrible indeed, if anything should happen to one of our legislators. Moving-picture apparatus and special correspondents, naturally, would be of the party, and hourly bulletins would be passed by censors in all the Allied countries to anxious constituencies on this side. And after the front, there would, of course, be Paris. Paris is not the same Paris it used to be; but even so, it will be able to interest and amuse the Congressional excursion.

WASTEFUL KNITTING.

It is estimated that a million women are now engaged in knitting for the army and navy. Why the necessary clothing of our troops is thus parcelled out to be manufactured by the slow and uncertain process of hand knitting is more than the Tradesman can understand. To knit a sweater by hand requires some sixteen hours. It can be done by machinery in about two minutes. When the Nation is cheerfully voting war appropriations and war taxes, why should an important part of the army outfit be made and largely paid for by half a million women out of their private funds of time and money?

The women are facing a heavy responsibility of their own in the necessity of keeping their families in health and comfort in a time of unhear-of prices. This might seem to be a matter of the will alone and the grocer's order; but wheatless meals and meatless meals in reality call for much extra time and management. Moreover, the great work of raising and administering funds for all kinds of unofficial war relief is largely in the hands of women. Now it transpires that these are also they who patiently go to Red Cross headquarters twice a week and roll bandages by a hand-machine like a meat-grinder and spend every possible moment knitting, not only sweaters and helmets, but wash-rags, and "sponges," and—of all things!—mops, for hospital use.

Why must bandages be rolled by hand when machinery would prepare them infinitely quicker and more perfectly? Why must military hospitals have hand-knit wash-cloths when the only requisite is a bit of clean fabric sufficiently soft and absorbent? If there is a true necessity for these things, all right, but in these strenuous days woman-strength is a valuable asset to the Nation. Should it not be used with discrimination?

MILLION MEN IN THE FIELD.

Our National Army is coming into being with increasing rapidity and efficiency. The House Military Committee gave out figures last week showing a total of more than 1,000,000 men now enlisted in our army and navy with no account taken of our drafted men. Another large contingent of these men went forward to their cantonments during the week. The longest step toward stabilizing business which has occurred for months was the unanimous passing by the House last week of the deficiency appropriation bill, which carries with it total appropriations and contract authorizations of \$7,144,000,000. The direct appropriations amount to \$4,830,000,000 while the contract authorizations aggregate \$2,314,000,000. The measure

will supply funds for our military needs for a force of nearly 2,000,000 soldiers and sailors. This, of course, means tremendous taxation of National resources, but it appears more clearly from week to week that the conservative element is in control both in the House and in the Senate and there is little probability that business or commercial enterprise will be crushed to impotency through unfair taxation. The coming Liberty Loan may cause a temporary upturn in interest rates with the consequent slowing down of business, but this will be only temporary. Indeed it has been announced that definite arrangements have been made for a plentiful supply of money at rates not to exceed 6 per cent, and probably considerably below that figure.

As a whole the outlook improves. The Government is spending billions of dollars, and these huge purchases are being made on a basis profitable to producers. The marketing of crops will be a stimulus to business and the earth's yield in our own country is estimated at \$3,000,000,000 for 1917. All this points to good business during the fall, but it is only fair to state that certain cautions should be exercised owing to the mixed conditions coinciding.

If the President's appeal to the metal and shipyard strikers on the Pacific Coast has been immediately effective in bringing back to work 30,000 men in San Francisco alone, the prospect is more than fair for the adjustment of future labor troubles on the same basis of temporary compromise, to be followed by investigation and definite adjustment. In San Francisco the tradition of labor warfare has been more persistent and more bitter than perhaps anywhere in the country, due to the fact that the labor union leaders are mostly thugs and assassins. If the unions have been willing to listen to reason in San Francisco, there should be no special difficulty in dealing with a similar situation in communities where such ancient animosities do not prevail. From now to the conclusion of peace we must look forward to the labor problem as one of the permanent factors in the Nation's war efforts. Because of the rapidly changing conditions consequent upon the sudden development of war industry, it is not likely that we can escape the constant need for negotiation and readjustment which all the other belligerent nations have been compelled to face, owing to the fact that union men, as a rule, are traitors to their country and seize upon the war situations as opportunities to secure for themselves wages two or three times greater than they are capable of earning. The prated loyalty of union labor men is a delusion and a sham.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Sept. 24—This is fair week throughout Cloverland. The faithful knights of the grip are having their hard luck stories backed with the proposition that it is almost impossible to see a merchant, as they are all out taking in the fair, when calls for business and collections are made. However, this is a good sign and shows progress being made throughout this part of the State with the splendid exhibitions which are being shown this year.

The Chippewa Clam Club will hold its third annual clam bake at the Hogarth camp, near Racoon, Sept. 30, and from all accounts this will be a bigger and better feed than any given heretofore. A special representative was sent to Nova Scotia to pick out the sea foods, while the chickens are being milk fed and closely guarded for the event.

That Uncle Sam was not bluffing when he warned people not to sell intoxicating drinks to soldiers or men in uniform was demonstrated at the U. S. District Court at Marquette last Thursday, when several of our local men were found guilty and fined \$1,000 apiece, but neither of them have as yet been sentenced. Both cases will be appealed.

William Walker, well-known merchant and lumberman of Sugar Island, is now postmaster of the new post-office, which will be known as Wilwalk, the office of Laramie being discontinued by the Government. Mr. Walker is practically the whole thing at Sugar Island, having increased his mercantile business to a large extent and branched out in his lumbering operations. He bids fair to make a big venture in this popular summer resort and farming community.

The general store of W. H. Lewis & Co., Detour, was totally destroyed by fire last week. Mr. Lewis expects that the insurance will be enough to pay all claims when adjustments are made. The burning of this well-known establishment will make much difference in the appearance of the thriving little village of Detour, as it long has been one of the old land marks.

C. C. Collins, the well-known manager of the Chippewa garage and former traveling salesman, is entertaining his father and mother from Detroit this week.

The Chippewa county dairymen are somewhat up in arms as the results of the agitation following the attempted raise in milk prices and the charge that a local combine existed. They are now demanding an investigation of the alleged unfair methods of outside buyers who are taking cream from this county. The charges made against the centralized creameries, as to unfair tactics in buying and selling, discrimination in express rates between long and short hauls and other like methods of suppressing the independent creameries, are probably too big a proposition for a community like Chippewa county to handle alone. It looks like a matter for the grange or other farming organization to take up with the State legal department.

Mackinac Island is doing her bit by sending eight of her boys to the Battle Creek encampment. They were given a fitting send off which the boys will long remember.

The large grocery boat, operated by H. P. Hossack & Co., who has been supplying the LaCheneaux Islands during the tourist season, has been taken off and a smaller boat which is now able to handle the business is put into service.

George M. Jefferies, well-known retired traveling man was a business visitor here last week. George is still hale and hearty and is greeting his many friends with "This is the life." We are more than pleased to

receive his calls when he finds time to come to the city. George is perfectly contented with his retired profession and enjoys telling many stories and instances which happened to him when he was on the road.

William G. Tapert.

Three Things the Retail Grocer Can Do.

Representatives of all branches of the Retail Grocery Trade met at the United States Food Administration, Washington, D. C., September 11, to discuss ways and means whereby the highest service to the country could be rendered by their trade and the consuming public be benefited to the greatest extent. The work of the Food Administration was heartily endorsed and unanimous assurances given that every possible help would be afforded the Government during these critical times. Those present at the meeting were:

John H. Schaefer, President National Retail Grocers Association, Davenport, Iowa.

R. H. Crawford, President American Stores Company, Philadelphia, Pa.

W. G. Wrightson, Great Atlantic & Pacific Tea Co., Jersey City, New Jersey.

James D. Casey, Cobb, Bates & Yerxa Co., Boston, Mass.

A. M. Decker, C. M. Decker & Bros., East Orange, N. J.

G. G. Cornwell, G. G. Cornwell & Son, Washington, D. C.

John A. Badenoch, Park & Tilford Co., New York, N. Y.

Geo. E. Lichty, Smith, Hillman & Lichty Co., Waterloo, Iowa.

In conference these men agreed to form a retail food committee with George E. Lichty, who is serving as a volunteer on the Food Administration, as chairman. This committee will continue to meet until definite and satisfactory plans of action are agreed upon.

The three things which by unanimous consent it was agreed that the retail grocers can do at this time were:

1. To introduce economy in his business to save man power and save money for the consumer. That this may be the better done the committee will keep in close touch with the Commercial Economy Board of the Council of National Defense.

2. To encourage the use of the potato in substitution for wheat flour and generally to push the sale and encourage the use of food products which are low in price and plentiful, so that flour and other concentrated foods may be saved for our armed forces and our Allies. In this connection the committee will keep in close touch with the Department of Agriculture.

3. Ways and means were likewise discussed looking toward the elimination of unreasonable profits, speculation and hoarding of food stuffs.

The committee recommended that all dealers doing a business of \$100,000 or more per annum be licensed. Suggestions as to how the work of this committee may be furthered will be welcomed by the Department of Distribution, U. S. Food Administration, Washington, D. C.

Advertise first, then theorize.

Status of the Bean Market.

A few new beans have come into the elevators at some points in Michigan. A great many of them are sold in the schools and a fair percentage are in the barns for this season of the year.

We should have new beans to offer from Michigan within the next two weeks in less than carload lots.

The quality so far has proven to be very good.

California are offering their new large and small white beans at about \$12 per hundred, delivered at points East of the Mississippi river.

On this basis, beans are worth about \$6 on a hand picked basis to the farmer.

The demand for beans right now is rather light and unless more buyers are ready to come in and take these beans at present price, we may look for a declining market when the real movement of beans from the farmers begins in Michigan.

The Government contract has been pretty well filled and the requirements of the army and navy are supplied for some little time to come.

It is impossible to ship beans out of the United States now without a license from the Government, and there will be little or no foreign demand.

Manchurian beans are being offered rather freely and, without a question, Manchurian reds are taking the place of our Michigan reds to a degree where the price is much lower.

E. L. Wellman.

Continued Rise in Price of Raw Silk.

The Japanese raw silk market has again advanced and reelers are asking higher prices every day. So far prices have gone up 100 yen per picul, and still higher quotations are to be looked for. The visible stock of silk at Yokohama is now estimated at 12,750 bales.

The Canton and Shanghai markets are practically unchanged, and business, owing to the high prices asked by reelers, has almost come to a standstill in both of them. Unless reelers change their views soon there will be hardly any business in these sorts done, as Japanese silks, even with the advance, are comparatively much lower than Chinas.

Milan market continues out of reach of American buyers, but business continues good over there as a result of the needs of the European manufacturers. In this city conditions are improving and manufacturers are broadening their efforts to obtain silk. Consequently the outlook for future business is very good.

Purely Personal Pencillings From Port Huron.

Port Huron, Sept. 25—Commerce on the Great Lakes is very heavy just now. The writer, while enjoying the beauties of Pine Grove Park Sunday, in a period of thirty minutes, counted ten large freight steamers going up and down the St. Clair River. Their length ranged from 400 to 600 feet and every one of them was loaded to its utmost capacity. The up-bound steamers are carrying coal to the Northwest territory and the down-bound steamers are carrying iron ore to the great blast furnaces and steel mills of Ohio and Pennsylvania.

W. H. Clark (Aikman Bakery Company) is enjoying a well-earned vacation, visiting friends and relatives at Evart.

Ed. M. Marx, the efficient and popular Secretary-Treasurer of Port Huron Council, has been called in the draft. Ed. has filed exemption claims on account of having a wife and growing family.

A campaign is on in Port Huron to raise \$40,000 for the Mueller Manufacturing Company which has purchased the property of the Cass Motor Co. and thirty-five acres adjoining. The company will spend \$400,000 at once in building and equipment and will employ 300 to 400 men. The committee having the raising of the \$40,000 bonus in charge secured \$10,000 in the first two hours' work, and expect to complete their work within forty-eight hours. This is going some when you consider the Liberty Loan and the Red Cross campaigns and various other calls upon the patriotic citizens of the our fair city. "You'll like Port Huron"—watch her grow.

W. J. Devereaux.

Wool and Woolen Fabrics.

No material change in the wool situation occurred during the week. Several conferences were held for the purpose of urging economy in the use of wool, and it was notable that even the mill men have abandoned the proposition against the making or use of all-wool fabrics. Enquiries sent by one of the trade papers to various mills resulted in showing that none of them was in need of wool at present or expected to be in the future. Many of them declared they would continue to make all-wool fabrics as heretofore. The notion that has been put forward, that civilians should not wear wool clothing until all the soldiers are properly provided for, had the implication that the latter were not being so provided or would not be. This is not warranted, inasmuch as the mills are giving, and will continue to give, precedence to Government orders. There has been considerable trading in wool during the week. The prospects of very large clips in Australia and South Africa are bright and are constantly improving. Dullness has marked the demand for woolen fabrics, both for men's and women's wear. Some interest is beginning to be displayed in the coming heavy-weight season, but there is no disposition to hurry this until some indication is had as to sales at retail in the near future.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Sept. 26—Creamery butter, extras, 44@44½c; first 43@44c; common, 41@42c; dairy, common to choice, 35@40c; dairy, poor to common, all kinds, 32@35c.

Cheese—No. 1 new, fancy, 26c; choice, 25@25½c.

Eggs—Choice, new laid 42@45c; fancy hennerv, 48@52c.

Poultry (live)—Fowls, 22@25c; chicks, 25@28c; old cox, 18@19c; ducks, 21@25c.

Beans—Medium, \$6.00; pea, \$7.50; Red Kidney, \$6.00; White Kidney, \$7.50; Marrow, \$7.50@8.00.

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

The Auto Direction Indicator Co. has been incorporated with an authorized capitalization of \$15,000, all of which has been subscribed and \$1,500 paid in cash. It will engage in the manufacture and sale of indicators for autos.

Gabby Gleanings From Grand Rapids

Grand Rapids, Sept. 25—The ball team of Kalamazoo Council is coming here Saturday, Oct. 6, to cross bats with the team of Grand Rapids Council. After the game they will all attend the meeting and be our guests at the pot luck dinner and the evening's entertainment.

Every one who knows W. L. McManus, the landlord of the Cushman House, at Petoskey, knows that "Mac" is a loyal democrat and thoroughly believes in the war policies of the present administration, but some of the traveling men who stop with "Mac" when in Petoskey say they think he ought not to "Hooverize" quite so strongly on the rationers served at his table.

The village of Mesick is patiently waiting for the Ann Arbor Railroad to get good and ready to finish putting in the highway bridge in the main street which was destroyed by fire several months ago. The cement work has been finished for some time and nearly all the required material is on the ground, but for some unknown reason no further progress is being made at present.

The need of a hotel inspector, with authority to punish violators of the law, is certainly apparent in many of our hotels these days. The detested germ-bearing roller towels are much in evidence again; also the paper towels instead of what the law requires—individual textile towels.

The Northern summer resorts report a very satisfactory business for the past season.

The Ann Arbor Railroad has again reduced its train service (?) North of Cadillac to one train a day. Just how long this kind of service will last we don't know, but we fear it will continue until the resorters wish to travel, when, of course, they will receive great consideration at the same rate or less per mile that the Michigan people pay when they ride.

It really is singular how the railroads solemnly state that "there is absolutely no profit in the passenger end of their business," and then note to what extremes they will go by way of extra trains, solid Pullmans, fast schedules, etc., in order to secure the resort travel which they get the benefit of just once a year, while the Michigan people—and especially the traveling men—are traveling up and down the lines nearly every day in the year.

On Saturday, Oct. 6, at 2 o'clock, Grand Rapids Council will open a meeting which has been looked forward to for some time by the members of the order all over Western Michigan. The local Council, known as No. 131 by its members, was for many years the largest council in Michigan, but at the present time stands second in membership. Its members fondly hope that, as the result of this meeting, old 131 will again top the list. A large class of candidates has been secured and will be initiated into the mysteries of the U. C. T. at the afternoon session. Representatives from both the Supreme and Grand Councils will be present and also visiting members from Traverse City, Muskegon, Kalamazoo and Jackson are expected.

At the close of the business session a pot luck supper will be served by the committee in charge and a little later they will go into an open meeting, known as the Golden Jubilee. This meeting, while part and parcel of the afternoon session, will be one of entertainment and pleasure and given in celebration of the rounding out of fifty years actual service on the road by one of the members of Grand Rapids Council, Wm. H. Jennings, known all over Western Michigan as By Gee Cripe.

Mr. Jennings has been a loyal member of the organization for many years and, as the number of traveling men in Michigan who have traveled on the road, selling goods to merchants continuously, for half a century

is very scarce, a real celebration has been planned in honor of this member's record. Several of the best and most prominent speakers in Grand Rapids have agreed to be present and address the meeting. All of the different committees in charge have worked hard to make the coming event a big success and one that will reflect great credit upon the organization and do honor to the sturdy old drummer who began traveling before many of the present members were born. He has agreed to tell some of his experiences covering the time when traveling was done mostly by stage coaches and automobiles were unheard of. The evening session will be open to all traveling men in Western Michigan, regardless of membership, and it is earnestly hoped and expected that every traveling man in Grand Rapids on the evening of October 6 will be present for not only the big feed, but the entire entertainment which will consist of instrumental and vocal selections by some of the best talent in the city, legerdemain and slight of hand by some of the local members and some rattling good talks, short and snappy and right to the point.

In this connection some data regarding the origin and growth of the U. C. T. will be of interest:

Columbus Council, No. 1.

Place of organization—Columbus, Ohio.

Date of organization—Jan. 16, 1888.

Number of charter members—8.

Levi C. Pearce, Chas. B. Flagg, S. H. Strayer, C. S. Ammell, John C. Fenimore, Frank A. Sells, John Dickey and W. E. Carpenter.

Incorporated—Sept. 25, 1890.

Grand Rapids Council, No. 131.

Instituted—Oct. 15, 1898.

Number of charter members—22.

J. C. Emery, L. F. Baker, D. E. Keyes, F. C. Merrill, James B. McInnes, R. W. Bertsch, Alva W. Brown, W. R. Compton, L. E. Phillips, W. A. Pitcher, J. G. Kolb, H. E. Hatch, F. J. Davenport, J. P. Reeder, N. A. Smith, W. H. Bunn, A. T. Driggs, J. M. Marz, E. S. Patterson, H. L. Gregory, F. E. Morley and Frank Dutton.

The officers of Grand Rapids Council are as follows:

Senior Counselor—E. J. MacMillan.

Junior Counselor—William R. Sawyer.

Past Counselor—A. N. Borden.

Conductor—L. V. Pilkington.

Page—James Vander Meer.

Sentinel—John Wells.

Other Michigan Councils.

First—Detroit, No. 9.

Second—Flint, No. 29.

Third—Saginaw, No. 43.

Grand Council.

Organized—May 13, 1893.

Committees in charge of the booster meeting:

Jennings Jubilee—James B. McInnis, Wilbur S. Burns, Wm. B. Holden.

Reception—W. S. Lawton, Harry D. Hydorn and O. W. Stark.

Cigars—H. W. Harwood and J. Harry Mann.

Membership—W. E. Sawyer, L. V. Pilkington, C. C. Herrick, A. F. Rockwell and A. N. Borden.

Music—Herbert L. Benjamin.

Booster—A. W. Stevenson, Muskegon; C. C. DeFrance, Kalamazoo, John D. Martin, Grand Rapids.

Mrs. C. E. Beers, grandmother of Mrs. John D. Martin, recently had the misfortune to fall and break her hip. She has been removed to the DeVore Hospital, where she is being made as comfortable as possible.

The car ferries across the Straits and from Frankfort to Manistique soaked the automobilists good and plenty this season. The former charges 17½ cents per hundred pounds weight, \$1 dockage at each end of the line and 50 cents per passenger. Room is made for the cars at one end of the transport and the car is run on deck by the driver under its own power, without remov-

ing the gasoline, as is the case with the strictly passenger boats. This is permitted so long as the transport maintains an extinguisher within 50 feet of the car. The line got careless during the summer and a Government inspector who happened along and noted the violation of the law assessed the captain \$500 fine. The boats ordinarily took from three to five cars on each trip and from twelve to fifteen per day. The line from Frankfort to Manistique charges \$11 for an auto, \$3.50 fare for each passenger, \$1 per berth and 75 cents per meal—and the distance is only ninety miles. The line has averaged three cars per day during the touring season and handles the traffic without touching a car or drawing the gasoline, the same as the Straits transports do. In contrast to these overcharges, it may be stated that the Anchor line charges only \$3.50 to carry an auto from the Soo to Marquette, with the usual fare for passengers. Of course, the gasoline has to be drawn from the tanks and restored at the end of the trip.

A well-known traveler writes the following warning to any person owning a gasoline wagon: If you take Harry Harwood for a ride, do not, under any consideration, permit him to suggest routes, for he certainly knows more about other things than he does about picking out good auto roads. We suggest that he be turned over to Good Roads Earle for remodeling.

Geo. K. Coffey, while in Milwaukee four weeks ago, undertook to push a street car off the track, but received a bruised ankle in the controversy which kept him in a hospital for a week. Three weeks ago he was removed to this city, where he has since been confined to his home. He took his first airing—by auto—Monday of this week.

H. K. Allen, manager of the Blanchard Hardware Co., at Charlevoix, was in the city several days last week, posting up on fall styles of hardware and the latest methods in mercantiling. Mr. Allen is a progressive merchant and richly merits the success he is achieving in the Pine Lake district.

Louie Winternitz—Uncle Louie is the title he is commonly known by from Jerusalem to Honolulu—will be in Grand Rapids Oct. 4 to attend a social function at the home of one of his oldest friends. Mr. Winternitz has spent the summer at Mackinac Island and Charlevoix, carrying off the honors at both resorts in golf, polo, tennis, whist, rum and poker. He is an all round sport and one of the best fellows on earth. While here next month he will celebrate the thirty-third anniversary of his landing in this country from Prague, Bohemia in 1884. He came to Grand Rapids direct from the old country, tarrying in Chicago only long enough to pay his respect to his sweetheart, who subsequently became his wife. Here he started as a yeast peddler, climbing the ladder of success by rapid strides until he reached the proud position of auditor of the Fleischmann Yeast Co, which is the only American institution he has ever been connected with.

James L. Murray, who for quite a few years has successfully cheated the proverbial wolf by handing out large quantities of brass goods to the furniture and other manufacturers in the various states assigned him, wishes to announce to his friends that for a limited length of time he is enabled to sell them all kinds of nails, including horse shoe nails and six, eight, ten up to twenty penny, at a greatly reduced price. These nails are a job lot which he picked up on a recent trip to Traverse City in company with Mrs. Murray and the children in his King 8. After his present supply is exhausted, he says the price of nails will be that adopted by the Hardware Association.

Mr. and Mrs. J. E. Van Horn, of

Rives Junction, are planning an automobile trip to Florida which, if successfully executed, will afford them no end of enjoyment. Mr. Van Horn has purchased for the trip a large trailer, which will be provided with a tent, bed, cooking utensils; in fact, it will be a veritable hotel on wheels. They expect to be a month or more going and, after spending the winter there, will return the same way, taking the same length of time on the return trip. As Mr. Van Horn is a successful hardware merchant in Rives Junction, we venture to assert that one thing which prompts him to go just at this time is so that he may be away during Jim Murray's reduction sale of nails. Gabby Gleanings wishes both Mr. and Mrs. Van Horn a most pleasant and successful trip.

Mr. and Mrs. D. F. Rockwell, of Tipton, motored through to Grand Rapids last week, where they were the guests over Sunday of their cousins, Mr. and Mrs. A. F. Rockwell, 1422 Wealthy street.

Things not to forget: Oct. 6—grub for three; one or more applications and to boost for the order of United Commercial Travelers first last and all the time; the only secret organization in the world composed exclusively of commercial travelers, and continuing in one united whole the indispensable adjuncts to a successful career—organization, fraternalism and insurance.

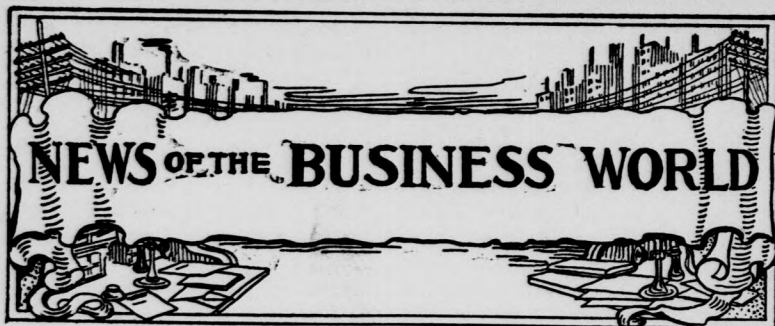
In last week's edition of the Michigan Tradesman, William Steward, in Sagacious Suggestions, proudly boasts of the fact that Frederick D. Guider is the third member of one family to join the U. C. T.'s and says he doubts whether there is another council in the State that can boast of such a record. Again old No. 131 looms up and we take pleasure in announcing that Grand Rapids Council can not only equal Sister No. 43, but goes her one better by landing the dad also. Joe Lichtenauer, of Greenville, and his three sons, Max, Ralph and Jess, are all loyal and enthusiastic members of No. 131. Max and Joseph live in Greenville, Ralph in Grand Rapids and Jess in Cincinnati. Come again, Mr. Steward. Nevertheless, we congratulate you on so admirable a showing, of which you can justly be proud. We also congratulate Mr. Guider in affiliating himself with the loyal and progressive men of No. 43.

Sale of Sumatra Tobacco.

In the final sale of a series conducted by the Sumatra Tobacco Import Corporation, New York, 3,800 bales of Sumatra tobacco, the last of the 1916 crop, were disposed of at prices in some cases as much as \$1 a pound over the figures of last year. The disposing of the Sumatra tobacco crop in this country, instead of in Holland as formerly, was more or less of an experiment, and was watched with interest by tobacco merchants. The success of the undertaking in disposing of a total of 20,000 bales of tobacco at higher prices in every instance than those obtained a year ago has been very gratifying to its promoters, and already arrangements are being made for doing the same next year.

Big Season Promised for Waists.

The market for waists for fall and winter wear is said to be showing indications of becoming one of the best in many years. A large variety of new and attractive designs are among the season's offerings, with the high collar coming back into prominence. Severe straight lines suggestive of the Orient are predominating, and they have given rise to the descriptive term of "suit-blouse," due to their neat, tailor-made appearance.



Movements of Merchants.

Jonesville—Miss Hazel Park has leased the Lake Shore Hotel, taking immediate possession.

Manistee—Lum Sing Kee has opened an American and Chinese restaurant at 419 River street.

Walhalla—B. C. Barnhart has sold his stock of general merchandise to Lyda Ray, who has taken possession.

Unionville—John Eckfeld is closing out his general stock under the direction of the United Sales Co., of Grand Rapids.

Webberville—Fire of unknown origin completely destroyed the Hotel McCarthy Sept. 21. The loss is covered by insurance.

Pentwater—Fred Lagesen has sold his bakery to Hans Jensen, who has been conducting it for the past year under a lease.

Alma—F. J. Tucker is erecting a store building on Wright avenue which he will occupy with a stock of groceries about Oct. 1.

Detroit—The Capital stock of the Detroit Butcher Supply Co., 431-435 Gratiot avenue, has been increased from \$15,000 to \$50,000.

Merrill—Anthony Mayan is erecting a store building which he will occupy with his stock of harness and accessories about Oct. 15.

Nashville—C. R. Quick has purchased the M. L. Munson confectionery stock and ice cream parlor, taking immediate possession.

Shelby—C. L. Churchill and E. C. Welton have formed a copartnership and taken over the Hotel Shelby and will continue the business.

Fremont—Mr. Van Oss, recently of Holland, has leased the Hain building, which he will occupy with a stock of bazaar goods about Oct. 1.

Alma—The DeLuxe Candy Co. has enlarged its ice cream parlor and confectionery store, on South State street, to double its capacity.

Boyne Falls—Fire destroyed the store building and general merchandise stock of W. A. Davol Sept. 20, causing a loss of about \$4,000.

Durand—A. J. Briggs has opened a cash-and-carry grocery store, in the Brown block, which he will conduct in connection with his bazaar store.

Jackson—The Hahn Paper Box Co. has been re-organized with an authorized capitalization of \$25,000 under the style of the Jackson Paper Box Co.

Jackson—W. A. Risheill, who conducts a cash and carry grocery store at 204 East Main street, has purchased the G. H. Van Arsdale grocery stock, at 515 East Main street, and will continue the business as a branch store.

Ann Arbor—George Fiegel has purchased the grocery stock of Theurer & Walker and will continue the business at the same location, 305 South Main street.

Nashville—Charles Nease has sold his interest in the Nashville Auto Co. to his partner, Lloyd Mead, who will continue the business under his own name.

Onkama—E. Klug & Con, meat dealers, have opened a branch meat market at Manistee, on Division street, under the style of the Central Meat Market.

Niles—Thomas Leonard has sold his interest in the meat stock of Leonard & Miller, to G. H. Gerold and the business will be continued under the style of Miller & Gerold.

Leslie—Ferris Rumsey and George Brownley have formed a copartnership and purchased the implement stock of Leach & Barber, taking immediate possession.

DeTour—Fire destroyed the Lewis & Co. store building and stock of general merchandise Sept. 23, causing a loss of about \$10,000, which is partially covered by insurance.

Ionia—Ralph Bowerman has purchased the interest of his partner, Allen K. Cobb, in the Cobb & Bowerman restaurant and will continue the business under his own name.

Alma—Winslow Bros., druggists at Owendale, have leased a store building on East Superior street and will occupy it with a stock of drugs about Nov. 1, conducting it as a branch store.

Durand—The Durand Farmers Elevator Co. has been organized with an authorized capital stock of \$20,000, of which amount \$11,000 has been subscribed and \$3,500 paid in in cash and \$5,000 in property.

Augusta—The Custer Supply Co. has been incorporated with an authorized capitalization of \$3,000, of which \$2,500 has been subscribed and paid in in cash. It will do a wholesale and retail meat and produce business.

Pontiac—The George Masrob grocery stores, conducted at 6 South Saginaw street, 83 North Saginaw street and 66 West Huron street, have been purchased by the Kroger Grocery & Baking Co., of Cincinnati, Ohio, which conducts a chain of stores in several states.

Grand Haven—John J. Mulder has purchased the interest of his partner, P. J. DuSaar, in the drug stock of Mulder & DuSaar and will continue the business under his own name. The store which they purchased of O. L. Hendriks last November will be continued under the same style and policy as before.

Detroit—Joseph Walker has merged his merchant tailoring business at 202 Palmer building into a corporation under the style of Joseph Walker, Inc. The company has an authorized capital stock of \$10,000, which amount has all been subscribed, \$100 being paid in cash and \$9,900 in property.

Lansing—The XX Century Tailor Co., conducting a chain of stores in Ohio and Michigan, has leased a store at 125 East Michigan avenue which it occupies with a line of men's suits and overcoats which it manufactures. The store will be conducted by R. H. Kustoff and L. Swartz and be open for business Oct. 1.

Muskegon—Alvin L. Jackson, clothier at 287 West Webster avenue, has merged his business into a stock company to be conducted under the style of the Jackson Clothing House, with an authorized capitalization of \$25,000 common and \$16,500 preferred stock, of which \$25,000 has been subscribed and paid in in property.

Mendon—Hickmott & Thurston, successors to Hickmott & Dukette, who lost their store building and stock of general merchandise during the fire which destroyed nearly every business place in town, have opened their new store with a complete line of dry goods, general merchandise and women's ready-to-wear clothing.

Charlotte—Jacob Summers, shoe dealer, is the victim of a new form of swindle. A working man rushed into the store and stated that his daughter had fallen into the lake and ruined her clothing and shoes and that he wanted to take a pair of shoes to her immediately as she was in no condition to visit the store. He was not sure of the size so he took a pair of No. 5's and also a pair of 6's. He gave his name and said he was an employe of Clever Bros. and that he would be right back. That was the last seen of the man or the shoes and an investigation disclosed the fact that no such man ever worked for Clever Bros. and Mr. Summers probably was the victim of a clever swindler.

Muskegon—Several Muskegon wholesale houses Saturday afternoon donated the services of about thirty men to the Moulton Grocer Co. in aiding in clearing away the debris caused by the collapse of a part of the warehouse one night last week. The bee was arranged by W. W. Richards of the Richards Candy company and was done to show their sympathy to the Moulton company in its misfortune. The men did much Saturday in clearing away the wreckage. And their services were greatly appreciated by the Moulton company, not only from the material gain, but because of the feeling expressed by the action. The company has found that its loss is greatly more than at first estimated. Nearly all the tons of merchandise which was on the four floors is badly damaged or a total loss. The firm at first estimated its loss on stock at \$12,500, but it will probably run several thousand dollars more. It is expected that it will take a month more to clear away the wreckage, despite that several men are at work. The wall will not be torn away until the debris is cleared away.

Manufacturing Matters.

Detroit—The Merchants' Baking Co. has decreased its capital stock from \$30,000 to \$10,000.

Kalamazoo—The capital stock of the Kalamazoo Sanitary Carton Co. has been increased from \$10,000 to \$50,000, and the business will hereafter be conducted under the style of the Kalamazoo Carton Co.

Kalamazoo—The Goss Furniture Co. has purchased the Dallas Boudeman residence, at the corner of West Main and North West streets, and will occupy it with its stock of furniture and art goods as soon as it has been remodeled.

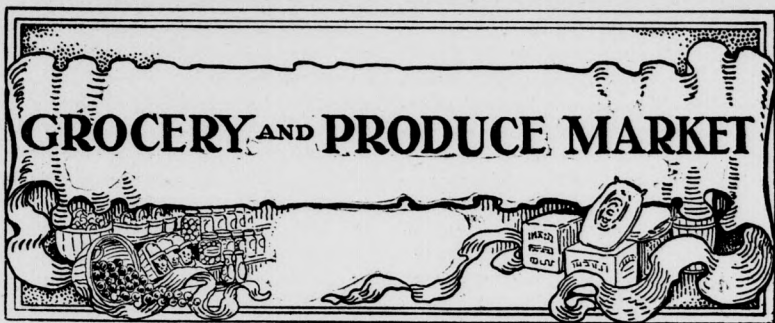
Detroit—The Costimeter Co. has been organized with a capitalization of \$50,000, of which \$45,000 has been subscribed, \$44,000 being paid in in property and \$1,000 in cash. It will manufacture and sell costimeters.

Jackson—The Jackson Paper Box Co. has been incorporated with an authorized capital stock of \$25,000, of which \$24,000 has been subscribed and paid in in cash. It will manufacture and sell paper boxes and packages.

Escanaba—Owing to the shortage in male help, the I. Stephenson Co. is now employing a large number of girls and young women in its hardwood flooring factory. The girls are being paid the same wages that the boys formerly received, and they are performing their work very satisfactorily.

Lansing—The F. W. French Lumber Co., having branch mills in many parts of the country, has purchased ten acres of land in the north part of the city and will begin at once the erection of a sawmill, veneer and handle factory. It will also establish a wholesale lumber yard, carrying all kinds of building material.

Every person who undertakes to teach the German language, either privately or in the public schools of this country, is a traitor to the United States and should be treated as such. The finger of scorn will follow him wherever he goes and the contempt of every true patriot will accompany him to his grave, because he is undertaking to perpetuate the language of a race which has proved itself accursed by all men. We are at war with Germany and everything German should forever be banished from this country. The conduct of the war by the Germans shows they are a race of brutes, unworthy of association with decent people anywhere. The only proper course open for American citizens is to ignore everything German—refuse to buy German products, read German books, listen to German music, ride on German boats or hold any concourse whatever with the German beasts who masquerade as men, but bear no resemblance to human beings except in shape and form. Perhaps a thousand years of isolation and penance for his crimes may make the average German a decent creature, but to accomplish this result he will have to progress as fast in the social scale as he has descended in the realm of the brute since he espoused the religion and governmental ideas of kaiserism and its barbaric manifestations.



The Grocery Market.

Sugar—The market is in statu quo, pending the conclusion of the food control commission. Refiners, brokers, jobbers and retailers are all up in the air as to the outcome.

Tea—There is a fair demand for Imperial sorts, but the supply is light and offerings are taken as fast as they arrive. On the other hand, Indias and Ceylons are quiet owing to the very high range of prices, which checks demand. Some Javas have been sold, but Young Hyson is quiet and hard to get. Calcutta cables are much stronger, and about a cent a pound higher. No advices have been received from Ceylon.

Coffee—The market continues weak, sluggish and dull. As long as the present supply of coffee, together with the immediately prospective supply, continues as heavy as it is, with the demand practically confined to this country, the situation will remain much as it is now, although there seems no reason to expect any particular slump in price.

Canned Fruit—Canners will not name prices in advance as a rule. One canner said yesterday that he would offer pears before long, but that it would be necessary to wait until the goods were packed. The market for California products is very strong with light offerings.

Canned Vegetables—Local jobbers are slowly and reluctantly changing their views on the tomato question. One who has been most pronounced in his opposition to prevailing values said yesterday that he was forced by actual developments to admit that his predictions had been entirely wrong. He was not yet willing to give up entirely, but he had to face the fact that the market had gone just the opposite of what he had expected it to do. There will be short deliveries in some sections, by packers who sold early in the season and who sold liberally. Raw stock has been ruling at high figures, many farmers disregarding their contracts and selling tomatoes to the highest bidder, at prices two to four times as much as the packer had contracted for. One large canner writes that he has closed down for the season on peeled tomatoes, a fact that is almost without parallel so early in the season. The cold spell is declared to have done its work not so much because of actual frost but because the cold rains in July had weakened the plants and they were not able to withstand further punishment. An interesting item is the news that a large canner in Delaware was burned down on Wednesday night destroying 35,000 cases as a result of incendiarism. Other canneries are keeping guards posted be-

cause of the knowledge imparted to them by the Federal authorities that the country is full of German spys and German sympathizers who will destroy every food factory they can. The general feeling throughout the canned goods trade is that it will be difficult to supply the demand, which is now assuming proportions that give distributors some concern. Concerning corn, the packers are not in position to offer anything of any consequence. There will be some surplus in a few sections; a good many sections will deliver short.

Canned Fish—While there is a light demand for salmon at the moment it is regarded as merely a lull. The market is strong in all directions. Canners have withdrawn from the market for sardines for the time being, with last sales on the basis of \$5.25 for quarter oil keyless f. o. b. Eastport. Imported sardines are very scarce and high.

Dried Fruits—The feature of the dried fruit market is the buying of prunes by jobbers. The market is showing a very strong tendency and 40s have been purchased at 11½c. Reports from the Coast state that drying is proceeding very slowly. The weather is not wholly favorable. Although the temperatures are high during the day they have shown wide variation, ranging from 62 degrees in the early morning to 102 degrees in the afternoon; naturally this delay brings the rainy weather so much nearer, with a possibility of damage from that source. It is confirmed from other sources that deliveries of prunes thus far have been running to small sizes, and there will be some delay in obtaining the larger varieties. The shortage of box shooks is also causing considerable anxiety and it is feared that this accumulation of delays may carry the shipments so far along that they will run into the car shortage that is bound to occur later on. Seedless raisins are moving freely and the demand is likely to be unusually heavy this year, as they will take the place of currants, which are scarce on account of the war and are held at almost prohibitive prices.

Cheese—The market is very firm, following an advance of 1@1½c per pound on the various styles. Receipts are light and there is a good home consumptive demand. The markets from the country points advise about 1c per pound advance on goods in their particular sections. Higher prices are looked for in this commodity in the near future, which will be due largely to an increase in export and moderate supply of fresh-made goods.

Molasses—While the market remains very firm, the trade is inclined to hold

off for the new crop, which is due in about six weeks. Porto Rico varieties are unchanged and blackstrap has a fair demand from the usual sources. In general the situation is regarded as strong, with a shortage in New Orleans molasses of the higher grades.

Spices—Except for cloves, which, because of scant supply, are in a firm position and tending higher, the spice market shows little change, with demand of moderate volume from grinders. Cassias remain firm at the recent advance, with stocks small and China shipment light, the price there being quoted as high as 14c. In gingers there is a moderate trade with the tendency higher, owing to light supplies here and in transit.

Rice—Further strength is shown in the rice market, both South and here, with domestic prices generally about ½c higher and demand very active. The situation is emphasized by the action of the Farmers' Association in advancing rough rice 35c per 100 pounds. Owing to the disturbed shipping situation very little rice is available here and the tendency is steadily higher for all domestic grades, Blue Rose and Honduras in particular being in active request.

Provisions—The market on lard is firm, having advanced ½c per pound since last week's quotation. There is a very moderate supply and a fair consumptive demand. The market on compound is very firm, having advanced ½c per pound over last week's quotation. Further advances are looked for, as there is a very light supply and a good consumptive demand. Furthermore, the differential between pure hog lard and compound is greater than usual, and there being no sign of pure lard declining, compound will very probably advance in the course of a few days. The market on smoked meats is firm, following advances of about ½c per pound on the different kinds, due to a very light supply of hogs and a fair consumptive demand. Local packers are not killing many more than for actual requirements. The market on dried beef is steady, having declined 1c per pound since last week's quotations. Barreled pork is firm at unchanged quotations, with a light supply and a fair consumptive demand. Canned meats are firm at unchanged quotations, with a light supply and a good consumptive demand.

Review of the Grand Rapids Produce Market.

Apples—Wealthys, Maiden Blush and Duchess fetch \$1.50 per bu; Strawberries, \$2 per bu.

Bananas—\$4 per 100 lbs.

Beets—\$1.40 per bu.

Butter—The market is firm at unchanged quotations. The supply of fresh creamery is moderate and consumption is good. Continued high prices are looked for in the near future, as the receipts will gradually fall off and the dealers will resort to warehouses. There is a considerable shortage for this time of year. Local dealers hold extra creamery at 44c in tubs and 45c in prints. Centralized brings 1c less. Local dealers pay 38c for No. 1 in jars and 34c for packing stock.

Cabbage—Home grown, 75c per bu.

Cantaloupes—Ponys from Benton Harbor command \$2.50 for 54s and \$2.75 for 45s and 36s; \$1.10 per flats of 12 to 15; Benton Harbor Osage, \$1.25 per crate of 12.

Carrots—75c per bu.

Cauliflower—\$2 per doz.

Celery—Home grown, 30c per bunch.

Eggs—The market is strong, despite increased receipts. Local dealers pay 38c for fresh, loss off, including cases. Cold storage operators are putting out their stocks on the following basis: Extras, 41c; firsts, 39c; seconds, 36c.

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 are beginning to come in in a small way. California Tokays command \$2 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 \$6.50 for choice and \$7 for fancy.

Lettuce—\$1.25 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 command \$3 per 100 lb. sack; Spanish, \$1.85 per crate.

Oranges—California Valencias, \$4@4.25.

Peaches—Michigan Elbertas command \$2.50 per bu. Ontario (N. Y.) shipments are now en route and will reach this market the latter part of the week. They will range from \$2.25@2.50 per bu.

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—Sickles, Anjous and Duchess command \$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—\$5.25 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.

He that goes too hastily along often stumbles on a fair road.

WHALE AS FOOD.

Meat Said to Be Equal to High Grade Beef.

Will the scarcity of meat and its manifest short production as compared with consumptive needs bring about a revival of the old whaling industry? If so, such old seaports as New Bedford and Nantucket, New London and Provincetown; also several of the Pacific Coast ports, may come back to their old glory on the seas, although it is by no means certain that they still have enough remnants of their old business, either as to plants or men, to designate those ports as the ones most likely to furnish the centers of the revival.

But one thing is certain—that the scientists are just now discovering that a very considerable portion of the whale is excellent meat. It is nothing new to an old whaler, for any old blubber hunter lying around the New Bedford docks in the old days would prate about the fine "whale steaks" that the crew always enjoyed a few days after taking a whale. But the idea of canning it or otherwise preparing it as commercial food never entered their heads, and millions of tons of it were turned loose when the carcass of the whale had yielded its "blanket" of blubber. Now that food has become scarce the fishery may be revived, coupled with floating canning plants, and a great accession to our available supply be secured; for the long cessation of whaling has allowed the species to multiply greatly in all oceans, especially the Atlantic.

Doctor Barton W. Evermann, chairman of the committee on zoological investigations of the California Academy of Sciences, has written to the Secretary of the San Francisco Chamber of Commerce the following interesting letter conveying information regarding whale meat as food:

"Dean Thomas F. Hunt, director of the Agricultural Experiment Station of the University of California, has kindly given me a copy of the letter addressed to you by the American Pacific Company, and asked me to give you any information or suggestions I may be able to supply regarding whale meat as food.

"It has been a matter of wonder to me that whale meat as an article of human food had not long ago come into general use.

"The whale is not a fish, but a mammal, as are sheep, cattle and hogs. Its flesh is meat, not fish. It has no 'fishy' taste whatever, but closely resembles high grade beef, not only in appearance but in texture and flavor. The color is somewhat darker red than that of beef and is all the more attractive looking on that account. The flavor is more like that of beef than anything else. When cooked it is tender and very palatable and savory. It can be utilized fresh, corned or canned. To overcome any prejudice one may have against it, it will be necessary to try it; when one has tried it once he is sure to like it and want more.

"One very attractive feature of whale meat is that there is no bone,

gristle or fat in it; it is 100 per cent. meat.

"Whales are still found in considerable numbers on our coast. For many years large numbers have been taken all along the American Coast from San Diego to Behring Sea and the Arctic, chiefly for the oil and the whale bone. Recently a number of plants have been established for converting the whale carcass into fertilizer; and still more recently these plants or others have been making the whale meat into chicken feed. Both of these uses—as fertilizer and as chicken feed—are entirely legitimate and perfectly proper, but not the most profitable way to utilize the red meat. When sold for human food, even at as low a price as 10 cents a pound, it will net the company five to ten times as much as it will when converted into fertilizer or chicken feed.

"Many hundreds of tons of excellent red meat that will make delicious human food can be obtained from the possible annual catch of whales on this coast. Besides the parts utilized as food, the vast quantity of bone, viscera, etc., would be available for fertilizer, while the less choice red meat would make excellent chicken feed. Moreover, the skins are said to be easily tanned and to make good leather.

"But these are not all the uses to which the whale can be put. Some years ago Carl Adolph Sahstrom, of Jonkoping, Sweden, developed a process by means of which a delicious and nutritious extract was made from the flesh of the whale and other marine mammals. It was reported that the extract was quite similar to that prepared from beef.

"I hope the Chamber of Commerce may take up this matter. It would seem that if one or more of the large meat dealers here in the city could be induced to place whale meat on sale it should be easy to build up a considerable demand for it."

The California Sea Food Company has seized opportunity by the forelock by organizing for the thorough exploitation of this new resource of the Pacific. It is more than twenty years since old-time whaling became unprofitable and was abandoned, during all of which and for many previous years the United States fishing laws have been such as to preclude foreign whalers from operating in American waters, the results being that American whaling grounds are wonderfully rich. The equitable climate of California, the proximity of the proposed stations of the California Sea Products Company to lines of rail transportation and to markets, for both its products and necessary supplies, the low cost of fuel, the abundant supply of labor and the continuous presence of ideal working conditions combine to lend advantages not possessed by any whaling organization in the world.

The Norwegians are now operating in nearly all parts of the world, and are paying heavy annual license fees and taxes to many foreign governments. They now own or control more than seventy different whaling companies operating in Spitzbergen,

Shetland, the Gulf of St. Lawrence, Iceland, Hebrides Islands, Brazil, Faroe Islands, Orkney Islands, Galapagos Island, Chili, Argentina, South Georgia, South Shetland, Tasmania, East and West coast of Australia, New Zealand, Kerguelen Island, East, West and South coasts of Africa, and the West coast of Mexico; have over forty land stations, as many floating factories, about 200 whaling steamers and employ more than 10,000 men. If whale meat becomes popular, it is thought that a fresh stimulus to exploitation of canning whale meat will be created.

What Will Wage Earners Do?

A number of ingenious persons have been trying to prophesy what the wage earners in this country will do, basing their predictions on what has occurred in Great Britain. In the latter country wages of both men and women, to say nothing of boys, advanced very rapidly after the munitions factories and shipyards were in full blast, and several million men donned uniforms. Erstwhile very poor persons suddenly had the handling of larger sums of money than they ever had before, and they became extravagant in their purchases. Their buying took all kinds of odd turns, that of the women being much shown toward things appealing to their vanity. Jewelry, cosmetics, and fine clothing seemed to be more to their liking than other things usually counted among the essentials. Those who reason that similar conduct is likely to follow in this country are apt to be mistaken. The ordinary worker here is more accustomed to taking care of money, and his women-folk have always been fairly well dressed. Anything extra in wages has usually been saved in normal times, and there is no reason for believing that a change in this direction will occur now, especially in view of the exceptionally high prices for food and clothing. Thrift, too, has been preached so much that it is likely to be practiced, particularly when, as it happens, it coincides with the patriotic purpose of helping the Government by putting savings into the Liberty Loan. The increase of the deposits in savings banks thus far help out this theory.

Are Women "Salesmen" Coming?

One of the unpleasant things which salesmen in the general women's ready-to-wear lines are now facing is the possibility of more women being put on the road to sell these goods as a result of the inroads the war promises to make on the ranks of the younger men. While the matter has not yet advanced to the stage where anyone has begun to show lines of worry, it is intimated that the change would not be very welcome. Not only are female sellers of the various items that go to make a woman well dressed regarded as exceedingly unfair competitors by men who have come in contact with them in a business way, but they are said to presume on their sex to a degree that is sometimes intolerable.

It is all right to be a man of note if you can get it extended.

The Question of Distribution.

Beyond doubt the most important of the problems to be solved by this country is that of transportation. The movements of troops within this country and of the supplies for them have recently been an added factor in this direction, although a comparatively small one. The dispatch of food, munitions, and other supplies to the Allies in Europe and of raw materials to the domestic factories and other plants, and the importation and distribution of materials from abroad which are needed in manufacturing, are enough to tax existing facilities to the utmost. To this must be added the transport of American troops abroad, together with their equipment and supplies. Every possible increase in ocean tonnage will be needed long before it is available. But there are evidences that by next spring the situation will be much less acute, and that within a year there will be a freer interchange of commodities between this and other countries. Much better use will also be made henceforth of the means now at hand. The control of imports as well as of exports will permit the shipping in and out of essentials to a larger extent at the expense of non-essentials. Raw materials for domestic industries will come in in greater quantity than heretofore, and there will be a better distribution of them where they are most needed. For this country these materials will include wool, rubber, sugar, hides, and similar articles. The large stores of wheat and meat, either now available or soon to be, in Australia, South America, and South Africa will also be at the disposal of the United States and of its European Allies.

English Retail Business Good.

No fault can be found with the condition of business in England, according to an executive of a chain of low-priced retail stores that is being run in that country. Not only are the big stores going ahead in sales from month to month, but the stores that are the equivalent of the 5 and 10-cent establishments of this country are also doing an extra good business. The activity of the buying in the latter stores is attributed largely to two things—recognition of the need of economy in buying on the part of a great portion of the English public, and the increased employment of women, which is supplying fund for little knick-knacks that could not be indulged in very freely before the war, for want of money.

As goes the United States so goes the Union. And so let it be.

Merchants

Your best act of business economy with absolute assurance of greater efficiency and service is to AT ONCE, CUT OUT high cost gas and use 8c kerosene as fuel for your Ford cars.

80 cents now will give you better service, greater mileage than \$2.30 heretofore. Net CASH SAVING of \$1.50. No trouble of any kind.

Hundreds are doing it and so can you. Agents wanted.

BURN-OIL CO.
617 Schiller Bldg. CHICAGO

Marketing of Cotton and Goods.

For the greater portion of the last week cotton prices showed an advance. There were all kinds of reasons put forward for this. A supposed prospect of peace in the near future was one of them. Another was the alleged bad weather in the growing districts. Perhaps as cogent as any was the statement that growers were not inclined to sell at low figures and were in a position to keep their holdings until assured of a satisfactory price. The crop is coming in quite slowly, although an accelerated movement is expected soon. The takings of spinners are much behind those of last year, the discrepancy being wholly in foreign purchases. Decided advantage to the trade is expected to result from the meeting called for procuring a speedier and more economical movement of the crop. A standardized and properly compressed bale is urged, and the loading of 100 bales to the car. In the goods market the strength in the quotations of the raw material has helped to maintain the prices of fabrics only in a measure. The shortness of the supply and the continued demand from at home and abroad have been potent factors in this regard. In the export field the act to prevent trading with the enemy will probably necessitate the changing of consignees or agents in Central and South American countries where these persons are Germans. In knit goods there is some delay in deliveries of fall goods. The prices for these goods have also provoked some resentment and op-

position on the part of consumers. The largest of the factors in the hosiery field announced its prices on Thursday. They permit of the sale at retail of goods at 15, 19, 25, and 35 cents respectively.

Predicts Run on Serge Dresses.

Manufacturers of suits and dresses for women are said to be selling a great number of serge and broadcloth garments. One manufacturer, speaking of the popularity of the velveteen dress pointed out that, inasmuch as it is a warm and good looking street frock to wear with furs, its public favor is not surprising. But due to its warmth, which makes it undesirable for house wear or for service under a coat, he believes it will give way later on to the more generally useful serges, which he expects will have a very big run this year.

Cotton Men Watch Wool Situation.

Cotton men have been watching with considerable interest the progress of the movement to substitute cotton mixtures in place of all-wool fabrics as recently suggested by the Commercial Economy Board. They point out that, although the cotton goods market is not as strong as it has been, should a buying movement on the part of those houses using it as a wool substitute set in, the increased draft on the cotton yarn supply would be reflected in a very substantial stiffening in cotton goods prices.

Turn every stumbling block into a stepping stone.

All Beet Sugar Refiners Agree on Price.

Conference between the beet producers of the country and the United States Food Administration, which have been in progress for several days, have resulted in an unanimous agreement on the part of the beet producers to loyally assist the Food Administration in carrying out its proposed plan to control sugar in the immediate future.

One hundred per cent. of the beet sugar producers have signed the contract presented by the Government, and the result is not only gratifying to the Administration, but should be to the consuming public, as it assures a maximum price for beet sugar of \$7.25 per hundred pounds, cane basis, at seaboard refining points, as soon as the crop is available. This will be about the middle of October.

The Western section of the country where beet sugar is now being produced, will reap the benefit on October 1, and the Eastern section will feel the effect as soon as the beet crop is in full swing.

Within a few days the Food Administration will issue a statement covering the entire situation in regard to prices in the different sections of the United States.

George M. Rolph, head of the Sugar Division of the Food Administration, says that this patriotic action on the part of the beet sugar producers of the United States demonstrates conclusively the value of this industry to the country in coming forward with low priced sugar at a time when sugar

would naturally be selling at much higher levels.

Sidelights on Celery City and Environs.

Kalamazoo, Sept. 25—William H. Peck, of this city, was re-elected President of the Michigan Building and Loan Association League at the closing session of the thirtieth annual convention of the organization in Jackson late Wednesday afternoon. Mr. Peck is a charter member of the Kalamazoo Building and Loan Association and has for many years been its Financial Secretary.

H. Wrigglesworth, 1114 March street, has sold his stock of groceries, meat and fixtures to Mike George and Laze Delow, who will continue the business at the same location.

James Grant, Manager of the Brink Baking Co., who has been confined to his home for several months, is again able to be out and attend to his duties at the company's offices on North Church street.

Andress & Company, 727 South Burdick street, has recently purchased a ford touring car of R. E. Fair, local ford agent.

George Freeman, Manager of the Hygienic Baking Co., has recently added two new trucks to his equipment for handling Sun Rise Bread.

William Spillane, of Kealy, has sold his stock of groceries to James Flow-ers.

The Mattison Drug Co. has succeeded the Van Ostrand-Mattison Drug Co. The new company is incorporated for \$15,000, all paid in. The stockholders are Fred J. Bond, Walter W. Mattison and Arthur N. Olds, of Grand Rapids.

The Goss Furniture Shop has purchased the Dallas Boudeman residence, on West Mail street, and will transform it into an exclusive furniture shop. W. S. Cook.

A bank never fails on a holiday.



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

Barney says—

By Golly, I couldn't understand for a long time why the Company wouldn't let any customer buy very much of our package coffees at one time, but when I see the Coffee Department running nights to fill orders, I guess the Company's policy was right again.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

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E. A. STOWE, Editor.

September 26, 1917.

RETAIL TRADE IMPROVING.

For the past two or three weeks local department stores have been telling of better business. The spurt came at about the time the cooler weather began to make itself felt, with the result that department store managers here are very hopeful as regards their prospects for the remainder of the fall and winter season.

Probably the greatest strides have been made during September in house furnishing goods, with special emphasis on furniture items and various things that go to make up the kitchen utensils, particularly aluminum ware.

The stores all admit the spring and summer business hit them rather hard. The country had just begun to get settled down on a war basis, the hysterical wave of economy was in full force, and altogether all sorts of retrenchments were practiced everywhere. The result was that the retail stores did suffer, and badly.

But things are starting off much more brightly for fall—and business has been better at retail for two weeks or more—and the outlook for continued good retail trading is considered very good.

The head of one of the city's largest retail stores, in touching on the loss his establishment was forced to take during the summer, owing to the smaller than normal business, says that by the end of September the current month's sale would offset just half the loss the store suffered last season. He added that if October came along with as good a business as is now the case in September, the loss of last season would be entirely wiped out.

As regards ready-to-wear garments, store executives and buyers for the different coat, suit, dress and waist departments and even millinery, seem under the impression that the women have got to buy; that their wardrobes are at a point now where they cannot make a former season's suit or coat do, for such garments are past using again.

This leads to the impression that the end of the economy idea—at least to the radically-practiced economy—ended with summer, that from now on the public must buy, but carefully and economically.

In all the large stores the coat and suit departments are reported doing well—in some of them ahead of last year.

But in cases where they are reported ahead of a year ago, it must be remembered that prices are higher for all apparel than was the case last fall. Roughly they may be said to average around 33 1/3 per cent. over last year's prices for similar merchandise, so when departments of this kind are reported ahead, it means that they are ahead in dollars and cents—and it also means that the same number of sales per day, at these present higher prices, would show an increase in the store's daily totals. On the other hand, several of the large stores here of late have been making "fall drives"—in other words, forcing business,—quoting prices in their newspaper advertising that could not fail to attract business.

In one large store recently a sale of furs was held. This was a September sale, staged at a time when the public had not got into any step of its buying stride. The results from this offering of fur goods show larger returns in money to the store than a similar sale of similar furs—scarfs, muffs and capes—staged in mid-winter this past year. It was admitted that the fur pieces offered were priced so as to force business, but the store executive declares that the sales ran into larger volume than he had any idea would be the case when the offerings were advertised and the department opened its sale.

In cotton goods, naturally one does not look for volume in these dress fabrics at this time of year, although in a few cases retail departments are said to show daily increases over the corresponding month a year ago.

With woolen and worsted dress goods and coatings, the sales of the retail stores are larger than a year ago at this time, and emphasis is laid on the fact that the more expensive lines are the ones sought. This would seem to indicate that a certain proportion of women accustomed to buying the more expensive ready-made garments were grasping an opportunity to work in a little economy and have their clothes made at home or furnish the goods for some tailor to make up into suit or coat.

As for silks, these departments are also reported going ahead of the daily totals of last year. Silk sales at retail are reported picking up. Both staples, satin brocades and the more or less sheer materials are moving satisfactorily, according to statements made by the buyers of the different big stores.

It is possible to obtain merchandise, whether made-up garments or goods in the piece, at prices which now look very reasonable to a person who is familiar with the figures asked for such articles by the producers. For instance, a navy serve dress at \$29, offered by one women's clothing department, is made of goods that are excellent value, and the whole get-up of the garment would indicate the greatest care in development and tailoring. It is a bargain, judged by present-day cost prices. Evidently the manufacturer of the dress in question had carried the goods over from a previous season, for if the price were based on what he would have paid for the fall 1917 season from either mill or piece goods jobber, the dress would have cost as much if not more to produce than the retail figure. In cases where any of

the stores have been able to obtain garments made from goods by these manufacturers at a lower price than to-day's market, the consumer is getting the benefit, for the prices are low compared with other goods of a similar character.

Another interesting development of the past week or two is the fact that millinery departments are making a better showing than has been the case since about last fall. The retail millinery business has been bad, and the stores have suffered. One explanation of this dull business was that during the spring and summer women were wearing so many sport hats—which, from the stores standpoint, came far from netting any considerable amounts in money.

Evidently several stores have been able to purchase coats, suits and dresses at figures that allow making a reasonable price to customers.

The rug departments of the large shops have also been noting a greatly increased patronage, especially the room sizes in domestic-made varieties. This business has exceeded expectations in many cases.

It would not be fair to leave out the men. They have been offered overcoats, suits, shirts, hosiery, underwear and neckwear at "sale" prices, and the merchandise so sold appeared well worth the money asked for it. So far as regularly-priced merchandise is concerned, these suits and coats all register advances over previous heavy-weight seasons, as is the case with women's apparel, but the number of "special" offerings made from time to time seems to make it possible for the average man to dress without it costing him so very much more than it did in the past.

It will be interesting to watch the progress of the present season, with its special offerings, and learn whether, with regular prices so much higher, the public will not be more and more tempted to watch for the price cutting and buy when the figures are low instead of at the regular values.

DOOMED TO DISASTER.

R. E. Snow, who was recently arrested on complaint of the Michigan Securities Commission on two counts for violation of the so-called blue sky law, will be given an opportunity to explain his actions before a local court Oct. 5.

At the preliminary examination, held Sept. 21, C. C. Daehler "Field Organizer," appeared in behalf of Snow and asked for an adjournment in order to enable him to make application to the Commission for authority to form such a company as he proposes to float.

Considering the unfortunate record made by similar companies formed under the same auspices and the uncertain business careers of the men who propose to stand as sponsors for the new undertaking, it hardly seems within the bounds of reason that the Commission will consent to authorize the creation of a project which is doomed to disaster because of its inherent weaknesses. These shortcomings have already been described in detail in previous issues of the Tradesman, so they need not be repeated in this connection. Suffice to

say, the propaganda undertaken by the men who would profit by such a campaign is not based on either business principles or philanthropic motives. It is based solely on antagonism to long-established and time-honored business conditions and depends for its success on the creation of prejudice and jealousy in the minds of the dupes who are asked to furnish the funds. The promoters contribute neither money nor brains to the undertaking, but rake in a handsome commission all along the line—from the sale of stock to the purchase of supplies for the ephemeral institution.

CANNED TOMATO MARKET.

The trade has been confident from the outset that there would be a big demand for canned goods this year and that prices, if left to themselves, would seek high levels. The one item on the list that seemed to offer some hope of moderate prices—moderate in comparison with present standards—was tomatoes, of which a record pack was estimated by the Government. Up to two weeks ago there seemed no reason to change this view. Then followed the abnormally low temperatures for this season of the year and the whole situation was changed. Glut week that was talked of in the beginning did not have a chance, and the stampede by jobbers to get in their orders sent prices for Standard Maryland tomatoes from \$1.45 to \$1.85, where they now rest. Jobbers here were inclined to look upon the advance as artificial, partly psychological and partly stimulated by the enthusiasm of Southern operators. Probably there were both of these elements present, but recent investigation has caused jobbers to realize that there was also some basis for belief that the expected heavy pack would not materialize—that the cold weather coming after the cold rains in July had so far retarded growth of the plants that enough permanent injury had resulted to make a serious difference. Later developments may cause some further revision of these views, for it has been the history of crop scares generally that they are never quite so bad as they appear to be at first.

STABILIZING STEEL.

After weeks and even months of daily waiting, the Government price of steel has been fixed. The price for steel bars is \$58 a ton, for shapes \$60 a ton, and for plates \$5.25 a hundred pounds. The prices of the various grades of steel are somewhat lower than many people had in mind when they vaguely talked of \$65 to \$68 a ton. They were probably thinking of billets. On the other hand, the price of pig iron at \$33 a gross ton, of iron ore at the lower lakes at \$5.05 a gross ton, and of Connellsville coke at \$6 a ton, also lower than expected, raised the possibility of a wider margin of profit for the steel makers—that is, of the steel makers who have not their own iron ore mines. There is no immediate market response of great extent. The decision will require time for digestion.

GERMAN EFFICIENCY.

The General commanding the Eleventh Reserve Division of the German army recently put the price of 400 marks (normally \$100) on the first American soldier brought dead or alive into his lines.

If alive, he will be emasculated.

If dead, his body will be mutilated.

This information has been disclosed by the diary of a Prussian Sergeant of the Twenty-third Reserve Infantry Regiment.

The diary, which covers nearly two months, describes in detail the destruction of an important industrial town by the Germans and its transformation by a German Army commander into a great mass of fortified ruins. Batteries have been planted in the cellars of private houses, factories, and public buildings, which have been partially demolished to give a better field for the fire, while the streets and squares and even the city cemetery have been torn up and enmeshed with wire to provide positions for groups of machine guns.

The diary describes how the troops quartered in the city spent their time when not on duty in firing machine guns from the barricaded windows and the roofs of buildings left standing, and in searching for hidden treasure, digging among the ruins for silverware. The Sergeant tells how his friends found gold watches and priceless paintings from the museums, statuary and other works of art, which they are hoarding in their dugouts. The cathedrals were sacked, as well as the other public buildings.

The German authorities have removed the bulk of the municipal and ecclesiastical valuables to Germany, but many of the inhabitants, who were evicted from their homes at a few hours' notice when the city was cleared before its destruction, had no opportunity to remove their private possessions, and tried to secrete them. The German soldiers, it seems, were eager to serve at St. Quentin because of the chances for "treasure hunts" there.

The diary does not indicate any marked depreciation of the German morale, but emphasizes the discomfort of the conditions of life in the field and the terrible accuracy of the French gunners, who give the Germans no rest.

THE SITUATION IN COTTON.

Much nervousness seems to be shown in the cotton market as the picking of the crop advances. Every change in weather conditions in the growing districts and each indication of foreign buying are shown in the variances in quotations. Ginning is proceeding very slowly, and sales of actual cotton are small to domestic spinners. A better condition prevails as to exports, which are increasing both to Great Britain and the Continent. The reduction in ocean freights and the increased protection against submarines are a help in this direction. Despite the statements made in the United States Senate favoring an embargo on cotton exports because of the alleged smallness of the crop and the enlarged domestic consumption, the general impression is quite the contrary. Indications now favor a larger crop than even the latest

Government estimate appeared to show, and the carryover from last year's crop seems to have been well over two and a quarter million bales. There is nothing as yet to indicate that there will be any material increase in the consumption of cotton in domestic mills, and the restrictions on the British ones seem to denote a lessening of the quantity there. The general trend of prices downward has been reflected in the goods market, especially in print-cloths. It is noticeable, however, that purchases have been made rather freely on the declines, usually from second hands. Prices have been well upheld in bleached and branded goods, although the demand does not seem to have been large. There has been no change in the situation as to fine and fancy constructions. While the call for them is rather slight at present, it is expected to pick up later in the season.

WATCH YOUR TURN-OVER.

As merchandise continues to increase in value, the difficulty of maintaining a satisfactory turn-over becomes more manifest. While a general merchant with a \$10,000 stock may be able to hold his annual sales up to \$50,000 during ordinary times, it may be exceedingly difficult for him to force his sales up to \$75,000 per annum when the same amount of merchandise costs him \$15,000; yet he must plan to accomplish this result if he expects to make the same ratio of profit he made under normal conditions. Of course, every merchant who possesses the proper business acumen is making an abnormal profit nowadays on account of the increase in values, but profits so obtained are not likely to stay by him, if he continues in business, because they will be dissipated—possibly more than wiped out—by the reduction in prices which he must face when peace is established and the downward tendency in market values sets in.

Next to keeping up his stock and rendering his customers the service they are entitled to, it should be the aim of every merchant to see that his turn-over is maintained on the basis he undertakes to establish during normal times, to the end that he may not emerge from the ordeal which now confronts every merchant—sooner or later—lessened profits, reduced assets and increased liabilities.

A number of Michigan creameries have gotten into trouble with the Government on account of over moisture in their butter. The extremely hot weather had a tendency to soften the butterfat and cause it to take on an over amount of moisture. Government inspectors have spent considerable time in Michigan examining samples of butter and, as a result, a number of creameries have paid fines from \$100 to \$800 and have been branded as butter adulterators. One manufacturer of less than 200 pounds daily paid a fine of \$600, when an inspector found fifty-nine pounds of butter contained 16.2 per cent. moisture.

The best investment in all the world is the wagging tongue of the satisfied customer.

LIGHT ON GERMAN METHODS.

A little more light was let in on German methods in getting and holding foreign trade by some utterances recently of William Watson Rutherford, Chairman of the Rumanian Consolidated Oil Fields, who has for sixteen years represented the West Derby Division of Liverpool in the House of Commons. What he had to say, moreover, is not without value to exporters in this country. He at first referred to the young Germans trained in schools of commerce who, because they were willing to work at nominal salaries, obtained positions in English banks and business offices. These fellows made it their principal vocation to forward the details of British business to a central commercial intelligence department at Berlin. But much more cleverness was shown in another direction. Very nearly all of the reinsurance business was in the hands of the Germans, especially marine reinsurance. That business brought them in close association with all the English and foreign insurance concerns, and in the course of it they were able to learn the destination of all goods, the names of the manufacturers, merchants, and buyers, the prices paid, and all other information relating to the cargo. These data were sent to a Foreign Trade Committee at Berlin and were made use of for the benefit of German manufacturers and traders. The scheme was simply an adaptation of the German spy system applied to commerce instead of to governmental or political matters.

THE OBJECT OF THE WAR.

The object of this war is to deliver the free peoples of the world from the menace and the actual power of a vast military establishment, controlled by an irresponsible government, which, having secretly planned to dominate the world, proceeded to carry the plan out without regard either to the sacred obligations of treaty or the long-established practices and long-cherished principles of international action and honor; which chose its own time for the war; delivered its blow fiercely and suddenly; stopped at no barrier, either of law or of mercy; swept a whole continent within the tide of blood—not the blood of soldiers only, but the blood of innocent women and children also and of the helpless poor; and now stand balked, but not defeated, the enemy of four-fifths of the world.

Woodrow Wilson.

Although the "first and supreme object" of American Red Cross activity, as set down in the Society's report, is our own army and navy, it will be noted that out of a total of more than \$12,000,000 already appropriated and more than ten and a half million dollars already assigned to work in France, less than two million dollars has been set apart for work among our own troops. As our military forces in France increase and are brought nearer to the actualities of war, no doubt this item of expenditure will rise. Yet at no time is it likely that American need will call upon the larger share of Red Cross effort in Europe. America will

never face the economic wastage and the human suffering which the Red Cross has set itself to repair in France, in Russia, Rumania, Servia and Armenia. It is not so much the direct effects of the battlefield as seen in the hospitals that will engage the Society's principal efforts, as the woe and loss of civilian populations and of soldiers who have been cast back into civilian life from the war mill. A million and a half dollars for foodstuffs, a million dollars for the relief of incapacitated French soldiers and their families, nearly a million dollars for village reconstruction and the restoration of agricultural life, these constitute the big items in the Red Cross appropriations for France. What the full demands will be for work in devastated Servia and in bleeding Armenia, it is only too easy to conjecture. The Red Cross has been transformed by the modern nature of war from an agency for the care of wounded soldiers into an agency for the care of wounded nations. It is a call upon American generosity to which the country is responding heartily. The Red Cross has now a membership of more than three and a half million. The size of its task should make its membership co-extensive with the Nation.

Everybody will hope that the "Liberty motor" will justify the high expectations that the War Department has of it. At the same time, it is only common prudence to reserve judgment upon it until its merits have been tried out further. The disposition to hail the great problems of the war as solved by the mere touch of American ingenuity has been one of the less inspiring features of our entrance into the struggle. But upon the co-operation between consulting engineers and rival motor-manufacturers in the production of an "all-American" engine, judgment need not be reserved—in either sense. It is just the kind of patriotic display that heightens one's pride in his country and makes him feel that, despite the frequent revelations of regretted methods in business, at bottom we are sound. Secretary Baker's account of the achievement asserts that trade secrets were given to the Government, making available special processes of great commercial value. The speed with which the engine was developed, the exactness with which parts turned out at a dozen factories scattered from Connecticut to California were found to fit when brought together—these are qualities we like to think of as peculiarly American. They are not so absolutely ours as we unthinkingly boast, but it is gratifying to have this new proof of them. If the engine proves anything like the marvel it is declared to be, criticism of the Administration upon the score of tardiness in bringing our resources to bear upon the conflict will have to look for new lines of attack.

It is opportunity that brings out the great man, but he only is great who prepares for the opportunity, who knows it will come, and who seizes upon it when it arrives.

The fellow with wheels in his head finds it easy to travel in cog.



Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.
Vice-President—Patrick Hurley, Detroit.
Secretary and Treasurer—D. A. Bentley, Saginaw.
Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Cheese Standards Established Under Government Authority.

St. Paul, Minn., Sept. 19—You doubtless recollect some time ago having had some correspondence with me on the subject of definitions and standards for cheese. In your last letter you requested that I write you again as soon as definite conclusions have been reached, and I am therefore enclosing herewith a copy of the cheese schedule as approved by the Joint Committee on Definitions and Standards at Atlantic City August 3, 1917. In addition to the varieties covered by the present schedule, the Committee have under consideration definitions and standards for the following: Pineapple cheese, Neufchatel cheese, Camembert cheese, Brie cheese, Gouda cheese, Port du Sault, Parmesan, Cottage cheese, Gammelost, Roquefort, Gorgonzola, Cream cheese and Whey cheese. These additional standards will be agreed upon at some date in the near future and as soon as they are ready for distribution I will send you a copy. With reference to the schedule which we adopted at our last meeting, I should explain that these definitions and standards have already been approved by the Association of American Dairy, Food and Drug Officials and have yet to be submitted to the Association of Official Agricultural Chemists and to the U. S. Department of Agriculture. After having been approved by the various organizations named above, the standards are to be considered as the working bases for food and drug control officials throughout the United States in the enforcement of food and drug laws.

Julius Hortvet,
Member Joint Committee on Definitions and Standards.

Cheese Schedule.

1. Cheese [The name "cheese" as used without qualification in America refers to American cheese, American Cheddar cheese.] is the sound product made from curd obtained from whole milk, part skimmed or skimmed milk, goat's milk or the milk of other animals, with or without added cream, by coagulating the casein with rennet, lactic acid, or other suitable enzyme or acid, and with or without the further treatment of the separated curd by heat or pressure or by means of ripening ferments, special moulds, or seasoning.

A cheese bearing a varietal name indicating a special process and foreign origin, when made in America by the same process, is designated as American Camembert, American Emmenthaler, American Swiss, American Edam or American Roquefort cheese, as the case may be, and, except for the place of manufacture, conforms to the definition and standard of the foreign cheese.

American cheeses made from cow's milk to resemble foreign varieties made from the milk of other animals, are designated in such a manner as to

indicate that they are made from cow's milk.

2. Whole milk cheese is cheese made from whole milk.

3. Skimmed milk cheese is cheese made from skimmed milk.

In the case of cheese normally made from whole milk, when milk is used from which any of the fat has been removed, the approximate amount of this fat removal is stated in connection with the varietal name of the cheese; e. g., "Edam one-quarter skimmed milk," "one-half skimmed milk Edam," "three-quarter skimmed milk Edam," etc., as the case may be. Cheeses Made From Whole Milk.

4. American cheese, American cheddar cheese, is the cheese made in America by the Cheddar process, from pressed curd obtained by the action of rennet on whole milk. It contains not more than 39 per cent. of water, and, in the water-free substance, not less than 50 per cent. of milk fat.

5. Stirred curd cheese, sweet curd cheese, is the cheese made in America by a modified cheddar process, from curd obtained by the action of rennet on whole milk, in which treatment of the curd after removal of whey yields a product of more open granular texture than American Cheddar cheese. It conforms in respect to moisture and fat content to the standard for American Cheddar cheese.

6. American Limburger cheese is the cheese made in America by the Limburger process, from unpressed curd obtained by the action of rennet on whole milk. The curd is ripened in damp atmosphere by special forced fermentation. It contains, in the water-free substance, not less than 50 per cent. of milk fat.

7. Brick cheese is the quick-ripened cheese made in America by the Brick cheese process, from curd obtained by the action of rennet on whole milk. It contains, in the water-free substance, not less than 50 per cent. of milk fat.

8. Stilton cheese is the cheese made in England by the Stilton process, from unpressed curd obtained by the action of rennet on whole milk, with or without added cream. The curd is ripened by special moulds which give it a peculiar blue or green color.

9. Edam cheese is the cheese made in Holland by the Edam process, from pressed curd obtained by the action of rennet on whole milk, and ripened by special slimy fermentation (*Bacillus viscosus*). It is commonly made in spherical form and coated with harmless red color and harmless drying oil.

Cheeses Made From Whole Milk or Partly Skimmed Milk.

10. Emmenthaler cheese, Swiss cheese, is the cheese made in Switzerland by the Emmenthaler process, from pressed curd obtained by the action of rennet on whole milk or partly skimmed milk, and ripened by special gas producing bacteria, causing characteristic "eyes" or holes. It contains, in the water-free substance, not less than 45 per cent. of milk fat.

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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.

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New Perfection Flour

Packed in **SAXOLIN** Paper-lined
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Mr. Poultry Shipper:

Last week we handled four cars live poultry. This is evidence that we have satisfied shippers. Give us a trial. We don't charge commission.

WILSON & CO.

20-22 Ottawa Ave., N. W.
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Help Hoover Prevent Waste

Mr. Hoover as food dictator has got a real job and every merchant should support him by doing what he can to conserve the food supply of the United States.

If President Wilson found that it was a wise policy to appoint a food dictator in these abnormal times of high prices, it should be the duty of the merchant to install a profit dictator in his business.

DETROIT AUTOMATIC SCALES

(Will Conserve Your
Profit, Your Time,
Absolutely eliminate
the giving of over-
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Model No. 75—Capacity 100 lbs.

They tell Instantly and Automatically the Weight, Price and Value of any commodity placed on the platform.

Ask Us to Send You
a Profit Percentage Chart
It's Free

Detroit Automatic Scale Co
Detroit, Mich.

Meeting Mail Order Houses By Eliminating Overhead

Lansing, Sept. 18—E. J. Pierce, cash grocer, has leased the old Michigan Knitting Co. building, on South Hosmoer street, and is utilizing it for a warehouse. He has also established his central office in this building, from which he directs his chain of seven cash stores. Mr. Pierce is now establishing an eighth store on the West side of the city in response to a petition signed by forty residents. The petition is probably unprecedented in the history of Lansing's retail business. It was circulated by residents in the West side section who like the Pierce plan and the names on the petition were procured by two shop employees after their day's work was done.

Starting with a "two-by-twice" store, Mr. Pierce has watched his business spread out. Several years ago Mr. Pierce maintained that every dollar's worth of business going to the catalogue houses could be kept in the home community, if goods were sold under the same plan as that obtaining in the mail order house sales programme. Mr. Pierce has demonstrated with five stores in Lansing that this can be done. He not only meets the mail order house price, but goes it one better.

"Non-credit, non-delivery, non-telephone." These sum up the basic ideas of Mr. Pierce's plan to undermine the mail order house business in the communities where he has started stores. While he maintains a telephone in each store for obvious reasons, the numbers are not listed in the directory and he refuses to take any orders over them. He will not deliver an ounce of anything, nor a ton of it. He maintains no delivery system and wouldn't charge an account for a brother, so strict is the Pierce plan of "pay-as-you-go."

Thus he has cut down every overhead possible. The saving is reflected in the prices he quotes in his advertisements, for advertising is the one overhead in which Mr. Pierce will go the limit, taking it, however, from his own pocket and not from the customers. "This is the day of bargain hunting," declared Mr. Pierce. "War prices have compelled banker, manufacturer, farmer and laborer to look to his expenditures. Advertising is merely a bulletin showing what you have to offer and your price. Instead of posting it in your window, you pay for having it scattered about the city into every household. The non-charge, non-delivery, non-telephone plan is no longer a theory, but its success is accelerated by judicious advertising."

"I have always maintained that merchants can meet the mail order house prices easily by eliminating such overhead as delivery, a costly service, and eliminating credit. Lost accounts are the biggest overhead a merchant has to carry. By doing nothing but a cash business, you are able to pay cash and get the benefit of discounts."

"But the person who insists on a merchant carrying him on the books from month to month or pay day to pay day; who insists that a merchant deliver yeast cakes in single orders and who insists on telephoning orders instead of coming to the store and paying cash and carrying home the purchases in a basket, has absolutely no complaint on that merchant's prices. Certainly the customer should pay for such service."

"The day of basket marketing is upon us. Women no longer consider it 'vulgar' to carry groceries home. Some day we shall all get the habit. Some day we shall all acquire the knack of paying cash. Then shall we get habits of thrift and thrift hunts bargains. Thrift that drove business to the mail order houses, but when the public gets educated to paying cash, delivering its own purchases and cutting out the frills of business, then

the mail order house will no longer be taking money from our community. Cash and non-delivery are the mail order house's secrets of success."

Buying Potatoes By Standard Grades

During the month of October and November the retail grocery trade throughout the United States will put a great deal of selling energy behind Irish potatoes. The country has an abundant crop of potatoes this year, as an outcome of its planting campaign last spring, and the selling campaign is the natural sequence of that movement.

During this campaign the public will be urged to buy and store potatoes in quantities of from three to ten bushels and upwards, according to home facilities. This is to be accomplished through publicity given by the United State Food Administration. At the same time articles will be published in grocery trade papers, giving suggestions for the handling and selling of potatoes.

One of the first essentials in selling goods, of course, is to buy them right. Well bought merchandise is half sold. To guide the farmer in grading his crop and the grocer in judging value the Food Administration and the Department of Agriculture have drawn up potato grades which they recommend. For several years the Bureau of Markets, Department of Agriculture, has been investigating and demonstrating the practicability of marketing potatoes by grade. Potatoes have been graded and packed in the field in different sections of the country, and later sold in the principal markets in competition with ungraded potatoes, always to the advantage of the graded article.

The following specifications for these grades will enable any grocer to judge potatoes that are offered to him or received by shipment:

U. S. Grade No. 1.

This grade shall consist of sound potatoes of similar varietal characteristics, which are practically free from frost injury, sunburn, second growth, frost injury, sunburn, second growth, cuts, scab, blight, dry rot, and damage caused by disease, insects, or mechanical means. The minimum diameter of potatoes of the round varieties shall be one and seven-eighths inches, and of potatoes of the long varieties one and three-fourths inches. In order to allow for variations incident to commercial grading and handling, 5 per cent. by weight of any lot may be under the prescribed size, and, in addition, 3 per cent. by weight of any such lot may be below the remaining requirements of this grade.

U. S. Grade No. 2.

This grade shall consist of potatoes of similar varietal characteristics, which are practically free from frost injury and decay, and which are free from serious damage caused by dirt or other foreign matter, sunburn, second growth, cuts, scab, blight, dry rot, or other diseases, insects, or mechanical means. The minimum diameter shall be one and one-half inches. In order to allow for variations incident to commercial grading

and handling, 5 per cent. by weight of any lot may be under the prescribed size, and, in addition, 5 per cent. by weight of any such lot may be below the remaining requirements of this grade.

The Syrup Maker



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

CRESCENT MAPLEINE

EAT SKINNER'S
THE BEST
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MY SIGNATURE
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ON EVERY PACKAGE

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

Established 1873

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

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

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

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

CONGRESS TIRES

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

Yet Congress Non-Skids are moderate priced.

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

Distributors,

Sherwood-Hall Co., Ltd.
Ionia Ave. and Louis St. Grand Rapids, Michigan

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co.
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Paris Green Arsenate of Lead
Get Our Prices

Reed & Cheney Co.
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Mr. Flour Merchant:

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



Write us today for exclusive sale proposition covering your market for

Purity Patent Flour

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

GRAND RAPIDS GRAIN & MILLING COMPANY.
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The Sack that keeps the flour IN and the dirt OUT.

Vinkemulder Company

Headquarters for

Bananas

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Home grown
and

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Send for our weekly price list

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Grand Rapids, Michigan

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



Arbitrary Methods Necessary to Ensure Food Control.

Written for the Tradesman.

So closely interwoven with finances are the National statutes recently passed that a glance at their effect on business is useful and opportune. A new condition confronts business men engaged in the production and distribution of foods, feed, fuel (including fuel oil), fertilizer and its ingredients, tools, implements, machinery and equipment required for the production of food and fuel. As is well known, these lines of business are now, by act of Congress, under Government control and must be conducted under such regulations as the President, through Mr. Hoover, may announce. This control may be placed under the following heads:

Practices prohibited by statute and illegal, consisting of destruction of supplies for the purpose of enhancing price or restricting supply. Wilful waste or wilfully permitting preventable deterioration; hoarding, holding or contracting for quantities in excess of reasonable requirements for use or consumption within a reasonable time. A second form of control becoming operative upon orders of President Wilson is that no man may engage in, or carry on any business above mentioned without a license from the President. When the President acts and licenses are required the President may revoke a license if the licensee makes undue profit or engages in practices "unjust or unreasonable, discriminatory, unfair or wasteful."

The President is empowered to determine when an action comes within any of the foregoing list and may determine what is a "just and reasonable, non-discriminatory and fair storage charge, commission profit or practice."

The third means of control covers five articles—wheat, flour, meal, beans and potatoes. These the President is empowered to purchase, store and sell. The fourth power of control exists should the President find it necessary to use it, to secure an adequate supply of commodities mentioned "for the support of the Army or the maintenance of the Navy or for any other public use connected with the common defense." Under this provision of the law the President may requisition and take over for use or operation by the Government or part thereof any factory producing any of the commodities mentioned in the statute.

To stimulate the production of wheat the statute guarantees that for the crop of 1918 the price of No. 1 Northern spring wheat shall not be

less than \$2 a bushel at the principal interior primary markets. President Wilson, however, is given the power to fix a higher minimum price if he finds this justified by the emergency. To protect the minimum price guaranteed by the Government, the President is authorized, if he regards it necessary, to levy an import duty on wheat in such amount as may be necessary to preserve the guaranteed price. He is also authorized, if necessary, to protect the guaranteed price, to purchase, hold and store wheat.

In addition to the above, the act of August 10 contains special provisions with regard to coal and coke and these powers have been conferred upon Dr. Harry A. Garfield and the Wade Commission. One of these provisions is as follows:

"The President of the United States shall be, and he is hereby authorized and empowered, whenever and wherever in his judgment for the efficient prosecution of the war, to fix the price of coal and coke whenever and wherever sold, either by producer or dealer, to establish rules for the regulation of, and to regulate, the method of production, sale, distribution, apportionment or storage thereof among dealers and consumers, domestic or foreign. Said authority may be exercised by him in each case through agency of the Federal Trade Commission during the war or for such a part of said time as in his judgment may be necessary." It is provided by the statute that such maximum prices as may be fixed by the Government shall not be construed as invalidating any contract made in good faith prior to the establishment and publication of maximum prices by the Commission.

Michigan bankers are still carrying on the good work of establishing an agricultural industrial agency in the State. F. H. Williams, President of the First State Bank of Allegan, who has been one of the moving spirits in agricultural improvement, says most of the banks of the State are responding to requests of the Michigan Bankers Association Agricultural Committee in supporting such an agency. In this work, which is for the benefit of the entire State, it would seem the banks should not be left to shoulder the entire burden. Any benefit to be derived from greater farm production and more scientific farming is fully shared by every merchant, because it increases the purchasing power of the farmer. It would be a graceful and sensible act for the merchant to go to his local banker and offer to bear a share of the financial burden of this move-

Every American must realize the urgent necessity of supporting His Country unreservedly, and of definitely showing his Practical Patriotism by subscribing to his utmost ability to the Second Liberty Loan.

GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN YOU KNOW

OTTAWA AT FOUNTAIN.

BOTH PHONES 4391

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

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

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

GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK
ASSOCIATED

ment. This suggestion is entirely voluntary and made without the knowledge or consent of the banking business.

At a recent meeting at Lansing, Mr. Williams said:

Progressive farmers are profiting by the information gained through the educational campaign carried on and cheerfully admit it. It is the unprogressive farmer we must elevate. There are many classes of farmers—the thirty-five bushel of wheat men, the twenty bushel and the five bushel men. It is sad to think that it practically costs the five bushel farmer as much time and labor to raise his small harvest as it does the thirty-five bushel farmer. We are well aware that when a banker or any other business man takes an interest in these matters he will be called an uplifter, a book farmer and will be accused of assuming a knowledge of farming he does not possess. It must be remembered this campaign is not for the thirty-five bushel farmer, but for the five bushel man. Any banker or business man who is unwilling to accept the criticism of the farmers for his activity had better step out of the race. The man who does wish to assist the Nation and his own community can find a great opportunity for his activities. Napoleon said an army travels on its stomach. The business men and farmers should enlist in the stomach brigade.

We must reach the five bushel farmer. How are we to do it? In the first place, advertise, and then advertise some more. Sears-Roebuck and Montgomery Ward have millions of dollars of farmer's trade which they have obtained through printer's ink. Get out posters written by men who are advertisers. Carry out the campaign on the same basis as the Liberty loan and Red Cross campaigns were carried on. Call a meeting at each county seat. Have it addressed by a man who knows how to grow wheat. Advertise early plowing, pedigreed seed, right sowing, correct use of fertilizers and other means of crop improvement. Appoint special committees in each township, following the group system when country agents have it established. Call in the officers of the school districts. Make canvass of the five bushel men, the ten, twenty, and thirty-five bushel men. There should be established in some of the wheat growing sections tractor service with plows, drags and rollers, so a farmer may telephone in an order to have his wheat ground placed in condition. The bank will lend the farmer the necessary money to pay for the work if his project is approved by the county agent and would, no doubt, finance the community or organizers in the purchase of the machinery. There is just as much reason why there should be tractors, plows and drags to put in a crop as there is that there should be machines to thresh wheat and silo fillers to harvest the corn crop.

It is time for even the bankers to wake up to the importance of the wheat crop in Michigan. The active agricultural banker is almost as rare a bird as the thirty-five bushel farmer. The bankers who are dead to their responsibilities as co-operators in the agricultural field are almost as numerous as the ten bushel farmers. They require a new birth, a new enthusiasm. The business man, the banker, the miller and the prosperous farmer are responsible for the welfare of our brethren. It is not necessary to urge an increase in acreage. Increase the yield per acre and you will find the increase in acreage will take care of itself. Let us work in our fields of to-day so as to restore the one time fertility of our soil, and then the Michigander will come to his own, whether on the farm or in the city.

Confirming the statement that corporations are financing extensions and improvements through bank loans

rather than bonds the estimated financing for October will be light. October maturities also are small, amounting to only \$19,900,000—the smallest year to date. August has heretofore been the smallest month with \$35,100,000 maturities, but December will set the low record with maturities of little more than \$10,500,000.

An illustration of the manner in which banks are preparing for anything that might turn up, including the Liberty loan, is reported from New York. An attempt was made to secure a long time loan of \$200,000 by a large New York brokerage firm upon collateral of unquestioned merit. After three days' work this was accomplished but for only thirty days. An official of the bank which finally granted the loan said frankly they were trimming their sails and as fast as loans matured they were cutting them in two. "We are about 80 per cent. liquid," he added, "and intend to remain so for a while."

A visit to a number of smaller cities in Western Michigan develops the fact that the banks are loaned up closely, having taken excellent care of the farmers in moving their crops and financing seed purchases. It is altogether probable that by the first of the year money will be much easier in this State. Paul Leake.

Trading With the Enemy.

Some rather important consequences are likely to follow the enactment of the Trading with the Enemy bill, which has emerged from the Senate in practically the form in which it will finally become law. By means of the regulation of imports as well as of exports which the bill provides, there will be the means of curtailing effectually the trade with German concerns in neutral countries that has in great measure thus far preserved the Teutonic foreign trade organization. Another provision of the bill is of even greater consequence. This provides for the use of German patents, trademarks, and the like. Operations here under this provision will result in the establishment of many new industries in this country which will survive after the war is ended. While to many the idea will occur that the principal benefits will be in the long list of chemical, dye, and pharmaceutical preparations that used to come from Germany, this by no means indicates the scope of the measure or the classes of articles affected by it. There are many mechanical and other processes and devices which the Germans have protected here by means of patents, the making of the articles not being carried on here, but in Germany. It is more than likely, also, judging from past experiences, that quicker or cheaper processes will be devised here to get the results the Germans have obtained, once the domestic manufacturers start at them.

The purpose of government is to make man happy, the citizen free, and the Nation great, as the philosophers tell us, and what is more than that cometh of evil.

Michigan Bankers & Merchants' Mutual Fire Insurance Co.

Fremont, Michigan

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

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

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

Wm. N. Senf, Secretary.

THIS Company is authorized to act as Executor, Administrator, Trustee, Guardian, Receiver, and in all other Fiduciary capacities.

Acts as Trustee under mortgages made by Railroad and other Corporations, and as Transfer Agent and Registrar of Stocks and Bonds.

Manages Real Estate and lends money on mortgages.

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

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Safe Deposit Vaults on Ground Floor,
Boxes to rent at low cost.

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

BUY SAFE BONDS

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Tax Exempt in Michigan

Write for our offerings

HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS
GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN

GOVERNMENT REGULATION.

It Has Enhanced Price of Wheat and Coal.

Written for the Tradesman.

There is a small monthly paper published in Kansas which is strictly devoted to "Indignation and Information." It seems sometimes as though the writer would like a vehicle of communication with the public of a somewhat similar nature, that he might vent a little of his feelings over the doings of public men and governments—perhaps of newspapers.

Legislation in favor of farmers is fast becoming a public scandal. The idea of fixing the price of wheat for over a year in advance at above the normal price by twice over is something that smacks of unconstitutional class legislation.

Doubtless this will come under the head of war legislation, yet how are we to know that the war is to last over next year? We are all praying that it may not, yet the Government sees fit to make sure that the farmer has his pound of flesh, regardless of the many poor families in the land who, because of high prices, are having a serious time making both ends meet.

The past two years have been years of unexampled profit to the American farmer and the Government makes sure that he is to have one more year at least of exorbitant prices that he may fill his coffers to overflowing.

Besides this favoritism shown to the agriculturist, the Government sees fit to exempt the tiller of the soil from all the pains and penalties which are visited upon the ungodly trusts in other lines of business when they conspire to fix prices. Is it not possible for the farmers to combine for their own emolument as against the common good?

This Government, since the Civil War, has been supposed to legislate in favor of all the people, regardless of color or caste. Wheat is the most important food product of the world. To fix its selling price so high that it makes for hardship to the ordinary family to keep up a supply of nourishing bread is, to say the least, a dangerous and unjust use of the governing power of the Nation.

Supply and demand should alone fix the price of most products. In the matter of coal, for instance, the administration has set out to regulate prices. So far all the noticeable effect has been to put that article far above what it ever fetched before in the markets of the world. Pocahontas nut, selling last year at between \$6 and \$7 which at the time was considered a high price, now brings \$9 to \$10 in the retail yards.

What is the remedy? From headquarters comes the reply—use one ton less coal per family. I read a considerable dissertation on the good to be derived from the use of less coal. Most houses are too warm in winter. It is more healthful to have less heat.

Advice is an easy thing to give. Now what are the facts?

About using a ton less coal per family. Easy to say, but hardly practical in those families in which the

writer has visited, to say nothing about his own. During all my experience I have never visited at a house during the cold season that was sufficiently warned where coal was the fuel used.

I have invariably found rooms chilly to the verge of the danger point in homes of the ordinary citizen. There is no need to call upon the coal consumer to use less of the fuel; he can't do it and not suffer, both in health and comfort. It is possible as physicians tell us that the living rooms of some of our houses are many degrees too warm in winter, but if the one giving this advice ever visited the country, city or village, home of the ordinary American and came away satisfied that the house was over-heated he has my sympathy.

Not one house in ten is warmed enough where the dependence for heating is in the coal bin. This is so not only at the present price of fuel, but has been so during all the years of the past. There are exceptions to all rules of course, but where you find one house overheated you will find ten where the family suffer during all the winter months from chilly atmosphere in every room in the house except possibly the kitchen.

Right here let me say that many families, during the winter months, live and eat in their kitchens in order to save fuel. They do this without the advice of the fuel experimenter appointed by Government to oversee the homes of America and see to it that too much fuel is not consumed.

Cut the price of coal by using a ton less coal this winter! If this were possible there would be many funerals before spring brought about by added pneumonia victims—a pretty severe price to pay for economy in fuel.

The truth is that not enough fuel is used. The writer knows of homes where the winter coal is not put in until just before Christmas in order to economize, the family hovering over the kitchen stove, starving both body and soul that the expenses may not overrun the weekly pay envelope.

Save a ton of coal forsooth!

Doubtless the fat, well groomed, well fed, well paid officials who offer this advice never suffered as has the writer during brief visits made to friends in both town and country where the whole house was kept at a little above the freezing point that there might be economy in the use of fuel. Open windows in sleeping apartments goes, but as to the curtailment of the coal consumption, that is simply not to be thought of for a moment. Old Timer.

The Sailor's Tag.

Each officer and enlisted man in the United States navy will wear a metal identification tag that will bear the wearer's name, date of birth and enlistment, and in the case of an officer, his rank and date of appointment. On the reverse side will be etched the finger-print of his right index finger. This is part of what naval officers regard as the best system of identification known, superior to that in use in European armies and navies.

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

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

Activities in Michigan Cities.

Written for the Tradesman.

Bonbright & Co., the new owners of the Haskell Manufacturing Co. plant, at Ludington, state that the veneer and canoe factory will be continued there, also that large additions will be built. It is probable that airplane parts will be made on a large scale.

Ironwood has boosted the wages of its 106 teachers 20 per cent.

Lansing is adding to its city pigery and is now feeding over 300 pigs on garbage.

Construction work at Ann Arbor includes the following: work begun on third floor of Michigan Union; work started on the new library, new factory being built for Ann Arbor Machine Works; structural work started on new building for Elwell Co., making trolley frogs; rapid progress on addition to school of music building; \$150,000 residence of L. J. Hoover, being completed; big addition just finished to King Trailer Co.

The Manistee Booster Club has resumed activities after the summer vacation.

The Bay City Times-Tribune speaks of its school plant as follows: "Bay City hasn't a single modern school building or one that is properly ventilated, heated and lighted and which is fireproof. In fact it scarcely has a building that does not lack all four of these essentials and its two high schools are almost relics of the dark ages."

Mayor Baker, of Adrian, has given up the plan of opening a municipal coal yard.

A petition signed by 1,099 people, largely women, has been presented to the city commission of Owosso, asking that the motion picture shows be closed on Sundays.

Petoskey is making an effort to get a Government appropriation to dig a channel in the bay at the mouth of the river, so that coal for the waterworks may be unloaded there.

Pontiac is wrestling with a new problem, the so-called "coffee house," an institution born of the influx of foreigners there. They are places where card playing is permitted, with singing, dancing and other amusements. They are run by foreigners and cater only to foreigners and while hot coffee and soft drinks only are served, the play of these people frequently degenerates into free-for-all scraps. A ordinance has been adopted which provides for annual license fee of \$25 for these places, with regulations as to hours and with gambling cut out and no card playing on Sundays.

Flint has enacted an ordinance which provides a yearly license of \$75 for pawn brokers and forbids them to conduct sales on Sundays.

Pontiac's water department is on a profit making basis and its city hospital is nearly self sustaining.

Jackson is adding 150 arc lights, which gives the city 532 arc lamps for street lighting. The boulevard lighting system will be extended this year.

Owosso has added a combination motor truck to its fire fighting equipment.

Jackson will vote in November on the plan to build a new pumping station at a cost of \$50,000.

Saginaw has bought a new fire truck for \$7,685.

Sturgis will install a real fire alarm system, with alarm boxes.

Almond Griffen.

Late Michigan Banking News.

Jackson—Harry Reece, lately Assistant Cashier of the Union Bank, has been appointed Cashier, following the retirement of A. C. Bloomfield, who has ascended to the position of Vice-President and a member of the board of directors. Carl Spiegel has been advanced to the Assistant Cashiership.

Eaton Rapids—Cyrus L. Palmer, who has been at the First National Bank for the past four years, has resigned his position to take a place with the Central National Bank of Battle Creek.

Traverse City—The board of directors of the Traverse City State Bank have elected Everett Whitney to the position of Assistant Cashier to succeed George B. Kilbourne, who resigned recently to enter business on his own account. Mr. Whitney has been connected with the State Bank for thirteen years and for several years acted as Receiving Teller, but has, during his association with the Bank, filled practically every clerical position in the institution, either regularly or in cases of emergency and has thus acquired a very thorough knowledge of the business. Prior to his coming to Traverse City Mr. Whitney was for eight years connected with the Cameron Lumber Co. of Torch Lake as general office man. His early years were spent on a farm and as Mr. Whitney always had a natural ability to make things grow and a liking for agriculture, he has continued his interest along that line and has for years pursued a systematic course of reading and study of agricultural topics, all of which has given him a practical knowledge of farming and the farmers' needs, problems, limitations and opportunities.

Kalkaska—Mark S. Johnson has resigned as Assistant Cashier at the Kalkaska State Bank, to take effect October 1. Mr. Johnson leaves the Bank to shoulder the responsibilities of his grocery store interests, as Burt Wright, who has so capably managed the store for some years past, leaves on that date to accept a position with the Kalkaska Produce Co.

Emmett—The American State Bank of Emmett has been organized with a capital stock of \$20,000.

Traverse City—Two new men have joined the force of the Traverse City State Bank—W. H. Angell, formerly of Belding, and Ralph Wells, of this city. Mr. Angell has had sixteen years of banking experience—twelve years with the Belding Savings Bank, during the past nine of which he has been Assistant Cashier, and four years previously with the Peoples Savings Bank of that city. Ralph Wells, has lived all his life in Traverse City, is a graduate of the local high school, and Ferris Institute of Big Rapids, has done considerable newspaper

work and recently has been in the employ of Wells-Higman Co. of this city.

Look For Good Holiday Trade.

The volume of business done thus far by local toy jobbers is said to be well in excess of last year's figures. Retailers from out of town are said to be evidencing a healthy eagerness for novelties of all sorts, and are placing orders for staples with considerable liberality. Prices, particularly of those articles made of metal or of fabric, are in most instances higher than a year ago. Authorities in the trade, who have long been accustomed to reading the signs of the times, say that all indications point to an unusually active holiday trade this year.

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Resources

9 Million Dollars

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A SOLDIER BOY SINGS

"I want tobacco just as much as bandages and socks,
So drop your contribution in my old tobacco box!"

SEND 25 CENTS, and we will forward a "comfort package" of tobacco to some soldier or sailor at the front—enough to keep him in tobacco for a week. Or SEND \$1—it keeps a fighting man happy for a month. Tobacco is the only thing that cheers the soldier boy through the dreary hours in the trenches. He'll probably send you a postcard acknowledgment—a war souvenir you will treasure. Send your "Smokes" at once—he needs them badly. Every cent contributed goes for tobacco for our soldiers and sailors abroad.

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Now Is The Time To Use CONCRETE

War Bulletin No. 2, of the Chamber of
Commerce of the United States, says:

"Iron and steel should be used only when the requirement is unavoidable. Every effort should be made to use concrete in place of steel whenever this can be done, and construction and development work requiring steel should be postponed wherever possible. . . . cement may be had in quantity for concrete work."

If it is patriotic to use cement, it is equally
our patriotic duty to furnish the funds to produce
this great staple. You can do your bit by purchasing stock in the Petoskey Portland Cement Co. at \$10 per share.

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PERILS OF PRUSSIANISM.

Menace of an Armed and Predatory Autocracy.

History will not be ready to pronounce her complete verdict on the war for half a century. To-day we do not know enough to speak as the historian of the future will speak, but we know enough to fight as the patriot and the friend of law and humanity fights. We have not all of the facts, but we have enough to be certain that we are fighting for our National existence, for free government and for the rights of nations.

With America a "subject nation," what chance would liberty have in any other part of the earth? Representative government could no more exist in a world dominated by Prussia than it was able to survive in a Germany dominated by Prussia. Fundamentally this is a Prussian war against a Germanic idea. For the idea of representation, the Teutonic idea in government, as we used to call it, was "born in the forests of Germany," if we may still venture to follow Montesquieu and a long line of political philosophers of many lands who followed him. For a time it seemed to have a chance of developing there into a real system of government; but the demands of an age of war, the need of quick decision and centralized power soon led to the complete triumph of absolutism; and the Teutonic idea ceased to gain ground upon the Continent. The spirit of Caesar again ruled upon the mainland, except in the mountains of Switzerland and in the lowlands of Holland, where the germ of representative government still survived. Germany, the birthplace of free government, "had reverted to type."

But, in the meantime, certain Teutonic tribes, as yet untouched by Rome, had migrated to England, taking the idea of representation with them. From the landing of Hengest in 449 A. D. to the arrival of Augustine and his forty Roman Catholic monks in 597 A. D., the Teutonic idea grew and prospered in England as it had never been allowed to do upon the Continent. During all those years "no foreign influence not German in origin," says Bishop Stubbs, "was admitted at all." The native Britons were almost exterminated, and the Saxons became the sole masters of England. Their isolated positions protected them and their ideals of government from the pressure which, on the Continent, had made it necessary to sacrifice everything to military efficiency. As the years passed, the county meeting came to maturity, a meeting where sat representatives from each township, speaking and voting for their constituents. Thus the Teutonic idea, beaten in its native forests, flourished here in the seclusion of the British Isles. Absolutism strove in vain to gain control.

The Prussians, in Northeastern Europe, have never once been seriously touched by the Teutonic idea in government. During her whole history this people, "a mixture of many races, with more Slavonic than Teutonic blood," have cherished absolutist ideals of government. In the history of Prussia we miss the stirring conflicts for the rights of man which lend a charm to Anglo-Saxon and even to Teutonic history.

There are no Runnymede Barons in the history of Prussia; no Simon de Montforts, no Oliver Cromwells, Pitts, Washingtons, Lincolns, or Lafayettes; Prussia, throughout her history, as Professor Delbruck tells us, has been a Kriegsstaat. She has been a Volk in Waffen. All of her history is military history. Her worship has been in the sunless aisles of the great cathedral where the black idol, Force, is adored.

And slowly, but with a terrible certainty, she has imposed her will upon Teutonic Germany, until to-day Germany is but an expanded Prussia. "To-day," said the historian, Charles Sarolea, writing before the Kaiser started the present war, "the Germans are governed more completely from Potsdam and Berlin than the French were governed from Paris and Versailles. In reality, Prussia has the ultimate political and financial control." And it is to maintain this that the Teutonic Germans are to-day giving their lives.

"As a man thinketh in his heart so is he." And as a nation thinketh in her heart, so is that nation. A nation that trains her sons to place their hands upon their swords when differences arise is a military nation. Britain and America have come to teach their sons to think first if peaceful means; hence the century of peace so lately celebrated between them; hence that glorious line of frontier between the United States and the British possessions in Canada, unmarred by hidden mine or frowning bastion.

The German philosophy, on the contrary, is the philosophy of hate. "This dream of the peaceful rivalry of states," says Lasson, "is either an empty phrase in the mouth of simpletons or a deliberate and hypocritical lie." "Ye shall love peace as a means to new wars—and the short peace more than the long," says Nietzsche. And the fine mind of Maximilian Harden phrased it even more grossly: "Force, the first—that is everything. Let us drop our pitiable efforts to excuse Germany's action. * * * Not against our will were we thrown into this gigantic adventure. We willed it; we were bound to will it. * * * Our force will create a new law in Europe. It is Germany that strikes!"

It is not the philosophy and poetry of the abnormal, the product of a state produced by war; it is a philosophy which runs through Prussian history from the beginning even to the end, which we hope is well-nigh here.

Hear the words in which the greatest of the Hohenzollerns, Frederick II., formulates the creed of his house for the political instruction of the Hohenzollern dynasty:

If possible the powers of Europe should be made envious against one another in order to give occasion for a coup when the opportunity arises.

If a ruler is obliged to sacrifice his own person for the welfare of his subjects, he is all the more obliged to sacrifice treaty engagements the continuance of which would be harmful to his country. Is it better that a nation should perish, or that a sovereign should break his treaty?

Statesmanship can be reduced to three principles: First, to maintain

your power, and, according to circumstances, to extend it. Second, to form an alliance only for your own advantage. Third, to command fear and respect even in the most disastrous times.

Do not be ashamed of making interested alliances from which you yourself can derive the whole advantage. Do not make the foolish mistake of not breaking them when you believe your interests require it.

Above all, uphold the following maxim: To despoil your neighbors is



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OFTENER THAN EVER BEFORE**



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to deprive them of the means of injuring you.

When he is about to conclude a treaty with some foreign power, if a sovereign remembers he is a Christian he is lost.

Such is our enemy, scorning the ideals which we cherish and vaunting those that we loathe. And yet there are today in this land of ours men high in office whose mission seems to be to induce our Government again to enter into treaty engagements with Prussianized Germany, a nation in which the philosophy of hate and the creed of the Hohenzollerns are still in force.

Why do we fight? Because we have been attacked? Because we have been scorned as powerless and humored with lies? Because our citizens have been slaughtered on the high seas?

We fight for these reasons, of course. Any free, independent and powerful nation would fight under such provocation. But we have other and more compelling reasons, reasons which forbid us to rest our swords even should these grim outrages cease.

The Fathers of the American Revolution, facing a royal despot, declared in effect, "These Colonies must be kept safe for democracy," and they fought until they had made them safe. James Monroe, in December, 1823, in declaring his now famous Doctrine, did but repeat that resolution, declaring, in effect, "The American continents must be kept safe for democracy," and America has fulfilled that promise also. And now the time has arrived when the welfare of mankind demands the applica-

tion of that same principle to a still larger sphere. The bold statement, "The world must be made safe for democracy," means that America's mission cannot be fulfilled until the representative idea is free to develop in every land, untrifled by the menace of an armed and predatory autocracy.

German Republic Must Originate With German Soldiers.

Detroit, Sept. 25.—I have read with great interest Dr. Frank Bohn's hopeful letter on the prospects of republicanism in Germany, but I can not share his estimate of the political capacity of Germany's democratic intellectual and middle-class elements. As a rule members of that stratum of German society vie with the so-called "cabbage and chimney-stack junkers" in their protestations of loyalty and devotion to the "Supreme War Lord," and ape the customs and manners of the ruling classes. The few democratic and republican elements among them have proved themselves politically hopelessly incapable. At the last Reichstag elections they attempted to form a party under the leadership of Dr. Breitscheid, a former secretary of the German Free Trade League. Their campaign turned out to be a ridiculous fiasco. If I remember rightly they obtained in the whole Empire some 50,000 votes, a result that so depressed the captain of the crew that he went over to the Socialist party even before all the vote had been counted. If democracy and republicanism in Germany depend upon such men we might as well go on dreaming about the German republic, as in the revolutionary ditty of 1848 Hecker is still dreaming of it. "When the princes ask you, 'Is old Hecker still alive?' you are to reply, 'O, yes, he's still alive. He hangs on no tree, he hangs

from no rope, he's still hanging (clinging) to the dream of a German republic.'"

The political and social progress of Germany depends in my estimation on the action of the masses of the German people. As long as the great mass of the people are imbued with that slavish military obedience which characterizes them no fundamental political and social changes can take place in the German Empire. It has often been said that democratic institutions can only be evolved by practicing democracy. In the same manner I venture to suggest that the German "Kadavergehorsam" can only be got rid of by unlearning it in a practical way. That a defeat of the German armies can bring about a change of spirit seems at least to be very doubtful. The Russian revolution appears to me to be much more important for a change of things in Germany. Its influence is bound to spread, and by an energetic propagation of its ideas among the German soldiers at the Russian front it could be made to assume very formidable proportions.

In the absence of news it is of course impossible to arrive at an exact estimation of the conditions obtaining near the military lines in Russia, but the obtainable news seems to warrant the following inferences: At that portion of the front the soil for the propagation of republican ideas among the politically active population of Germany appears to be ideal. The Russian army is to all appearances incapable of undertaking any considerable military action, or it may be that the Russian soldiers are in no great mood to force a fight. Otherwise they would surely have attempted some kind of movement against the German troops during the tremendous struggles of the last few weeks. We have read that Russian and German soldiers have fraternized. It is more than likely

that the Russian soldiers are urging their German opponents to imitate the Russian upheaval in Germany, giving them a free hand in any attempt they might make to rid their country of its war lords. The propaganda must find good soil among the men of the Landwehr and Landstrum in the camps of Russia and Poland whom the interminable absence from wife and children must have made desperate.

An organization of Germans and persons of German descent in America for the purpose of fostering the republican movement in Germany, as proposed by Dr. Bohn, could do a great deal of good if it concentrated its activities upon agitating among the German soldiers, who are after all the only persons who can bring about a revolution in Germany, seeing that practically all German males capable of bearing arms have been sent to the front, and that the remaining males who venture to show any spirit are immediately packed off to the first-line trenches. The friends of the German republic in America could play an important role if they set about their business in a practical and not in the usual German academic way. Germany has been surfeited with academic revolutionism. The junker regime in Germany can not be shattered by resolutions and proclamations and demonstrations. There is only one argument the junker can appreciate and that is one taken from his own book. I hope Dr. Bohn will find in this country a sufficient number of persons who are interested in his scheme and I further hope that they will immediately attack the problem in a practical way, taking advantage of the present favorable circumstances, which may not recur for a long time to come, and working in conjunction with the revolutionary forces of Russia. J. Koettgen.

Confidence is the basis of all trade.

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Before prunes and apricots earn the right to the SUNSWEET name they must meet fixed standards of quality.

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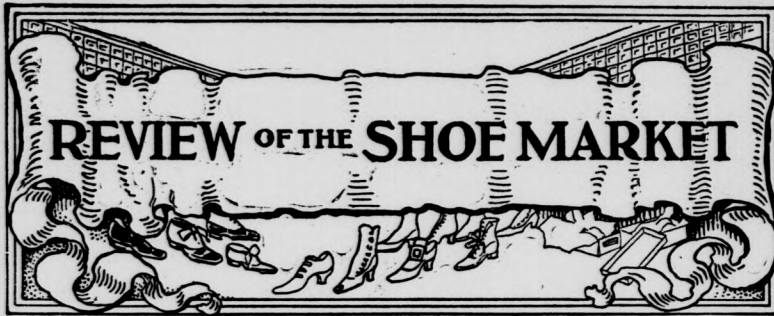
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REVIEW OF THE SHOE MARKET

Intensive Methods of Getting Business.

Written for the Tradesman.

In view of the accredited fact that the people of the average community are buying fewer pairs of shoes this year than last, the question naturally arises in the mind of the thoughtful retail shoe dealer as to what can and should be done. It is no time to sit down or curl up and deplore a distressing and unfortunate situation, it is pre-eminently a time to be up and stirring. With an unprecedented wave of country wide economic retrenchment sweeping over the land, the time has arrived for shoe merchants to do their bit in seeking to counteract this wholly unnecessary and highly dangerous situation. They can do it by putting on aggressive advertising campaigns and by thinking up new and unusual methods of cultivating, intensively, the local field.

Obviously, the main difficulty is in the minds of the people. People are not buying shoes in proportion to their shoe needs simply because they have gotten it into their heads that they must retrench somewhere. And it has been suggested to them that about as good a place as any other to make a beginning is in the matter of footwear. That's the reason the shoes that you bought in all confidence are still on your shelves—or at least more of them than usual at this time of the year. You have been seriously disappointed because the records of your store doubtless show a falling-off of business as compared with the records of the same period for last year. If this isn't true in your case, congratulations are due you, for you are an exception with a big E.

The psychology of the panic is an interesting study, and those who have gone into it have discovered that wholly a mental state in the minds of the people. The people work themselves up into a sort of frenzy of retrenchment. And people who have absolutely no occasion for doing so, get into a conservative and penurious frame of mind. They clutch the dollars and dimes; and what they are doing, everybody else gets to doing; and presently currency is hoarded, faith demolished, business and industry at a standstill, and presently the times are tighter than the famous hatband of one, Dick, surname not given. And who's to blame? The people. And who suffers most? Answer, the people.

Prior to the outbreak of the war we were perilously near one of our periodic depression periods. If the war hadn't come just when it did, the chances are we should have had in

this country a tremendous business slump. At least such is the avowed opinion of competent authorities who were watching the drift of things. When the great war came on, business of course was stimulated. But now that our own country has been involved in the Inevitable War, something of the old panic-spirit that we had gotten over for a time has returned.

Now the way to get rid of a wrong and hurtful mental attitude is to crowd it out by putting in its place a rational and salutary one. What we need is faith in the essential soundness of our American self-sufficiency. We are going to win the war, and we are going to win it without impoverishing ourselves as a Nation. Our economical foundation is as solid as Gibraltar. Our vast population—99 per cent. of whom are far from the scenes of the great world-struggle and will so remain—are not going to shed suddenly in a mysterious manner all those multiform wants that have grown up and developed all these years. We are going to require pretty much the things we have always required, and perhaps a few more as the months go by; and that in spite of the incidental successes or reverses of which we read daily in the papers.

Let us try to nail the fallacious and mischievous notion that we are all going to starve to death if we don't skimp and save to the uttermost. There's no danger of that. We won't. But if we get to thinking so and thinking so, it'll hurt business, retard our industries, bring on a critical unemployment situation, and plunge us into a period of so-called hard times. That's the reason everybody should try to be hopeful. That's the reason everybody should express his faith in the fundamental soundness of business conditions in this country. With a world situation such as we find confronting us at the present, there is no reason under the shining sun why the industries of our country shouldn't thrive as never before. No reason why business houses of all sorts shouldn't be filled with shoppers. The people have the money—more money than they ever had. Farm products and produce is higher. Wages are higher. The whole country is prospering.

So the shoe business is to be had—if the local dealer can overcome this absurd idea of footwear economy that has somehow been wished upon the people.

Advertising—more advertisements and larger ones—in the daily or weekly newspapers; advertising of an aggressive sort, voicing faith in the es-

Quality is Always Recognized

in whatever form it may be expressed.

No person can fail to see in the

Bertsch and H. B. Hard Pan Shoes

all that the art of good shoe making can put into a shoe to form that unusual combination of **STYLE** and **WEAR RESISTING QUALITIES** which these lines possess.

You simply cannot go wrong on the **BERTSCH** (dress) and **H. B. HARD PAN** (service) Shoes, Mr. Dealer. Every shoe must measure up to the high standard of quality set for our goods. That's why there is such a tremendous volume of sales on shoes which bear our name.

Get started on these lines. You'll find them all high class, honest money makers.

BUILT FOR SERVICE—WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Substantial and Shape



No. 5511

Illustrating one of our very attractive lines in

Growing Girls'
No. 5511— @ \$2.35
Misses'
No. 4511—12 to 2 @ 2.00
Children's
No. 4511—8½ to 12 @... 1.75

Clean Gun Metal Stock.
McKay Sewed.

Send in your trial mail orders
Get in touch with our salesmen

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

sential soundness of our business situation—will help to restore local confidence, and overcome this local disposition to retrench in the matter of footwear purchases. New schemes and methods for bringing in the people—something that will, perhaps, appeal to their community pride, pique their curiosity, or promise an exceptional footwear value for the money—may serve to turn the trick. The introduction of subsidiary lines supplementing the regular stocks will also prove helpful. The volume of business must somehow be increased. And many of these lines, such as hosiery, leathergoods commodities, and the like, allow of attractive profits.

In other words, the need of the hour insofar as the local shoe dealer is concerned, is one of intensive methods. Your constituency is large enough, no doubt, only you don't cover it deep enough. The people who, according to the logic of proximity, should patronize your store, are not buying enough shoes; not buying up to their actual footwear needs. Your problem is to cure them of this false idea of economy; to make them understand that it doesn't help to win the war really by going on one's uppers, as many people seem to fancy. The idea is ridiculous. But it's a difficult one to knock out. Your success during the next six to twelve months is going to be directly in proportion to your punch. Cid McKay.

Retailers Protest Against Company Commissary Stores.

The St. Louis Retail Grocers' Association has started a campaign against the tendency among large employers of help to establish and operate company stores in which their employees are sold foodstuffs at cost; also to prevail on wholesale grocers to regard such sales as unfair to the retail grocers.

The matter was fully discussed at the last meeting of the Association, and Secretary Westfall was instructed to draw up a resolution embodying the protest of the Association to the practice, which will be sent to all concerns establishing commissaries and to all wholesale grocers, in order that the latter may know the attitude of the retailers.

In the discussion which ensued it was pointed out that the United States Incandescent Lamp Company already had a store in operation, that the United Railways Company was now arranging to buy coal for its employees, which movement might spread to groceries. President Hohmann was instructed to also appoint a committee to confer with each of these concerns, with a view to showing them the injustice of their move.

George Schemel said he knew of a concern employing twenty people which had the idea of buying in a wholesale way in order to reduce the cost of groceries. A list was made up and prices sought from a wholesale grocer, who readily quoted prices. Subsequently the same list was submitted to a retail grocer, and the latter's prices were four dollars cheaper than the wholesaler's.

Believes in Cutting Out German Goods.

Kalamazoo, Sept. 24—I have made it the rule of a lifetime never to handle anything which smacks of wrong doing. I have never carried in stock an article produced in a sweat shop or a prison—and I never will.

As a loyal American, I heartily second the suggestion of the Tradesman that every merchant pledge himself not to handle any article made in Germany or any article made in this country by men who are known to be pro-German in either thought, utterance, influence or action. Germany has committed the unpardonable sin. She has forfeited her right to associate with freemen. As a nation of traders, she naturally expects to recoup her losses during the Kaiser's war by trading with her neighbors after the war. She should be denied that privilege. Her goods should be taboo, the same as every true American should refuse to even speak to a native German until he makes amends for the crimes of his people. Germany should be compelled to confine her activities among her own people until such time as she acknowledges herself wholly to blame for the Kaiser's war and makes due atonement for her crimes against humanity and civilization.

American Merchant.

What a Dead Horse Is Worth.

His hide is worth from \$8 to \$12 for tanning purposes.

His mane and tail are worth \$2 to the manufacturer of hair mattress materials.

He produces from 50 to 60 pounds of soap fat, which is worth 18 cents per pound.

His bones, blood and flesh can be made into hog feed or fertilizer which sells readily at 4 cents per pound.

A dead horse therefore yields about \$40 to the man who knows how to manipulate the carcass and dispose of the various products it yields. As a rule, the owner of the horse receives about \$2.50 for the carcass. In some cities he has to pay the municipality \$2.50 to have the carcass removed.

Six Applicants Accepted at Houghton

Bay City, Sept. 23—At the last examination session of the Michigan Board of Pharmacy, held at Houghton, six candidates for registration were accepted as follows:

Registered Pharmacists.
L. B. Hansen, Racine, Wis.
C. R. Kime, Breckenridge.
A. G. Miller, Jackson.

Registered Druggists.
Geo. C. Klune, Cheboygan.
E. L. Hubbard, Vestaburg.
I. Wangburg, Ishpeming.

All members of the Board were present.

The next meeting of the Board will be held at Grand Rapids Nov. 20, 21 and 22. Edwin T. Boden, Sec'y.

In times of war prepare for peace.



Our Specialty: "Royal Oak" FOR SHOEMAKERS

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

OUR TRADE MARK ON YOUR SHOES

A SMALL
THING
TO
LOOK
FOR



BUT
A BIG
THING
TO
FIND

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

Rindge, Kalmbach, Logie Company

ESTABLISHED 1864

ORIGINAL MAKERS OF

"THE GRAND RAPIDS SHOE"

Drafted No. 4130

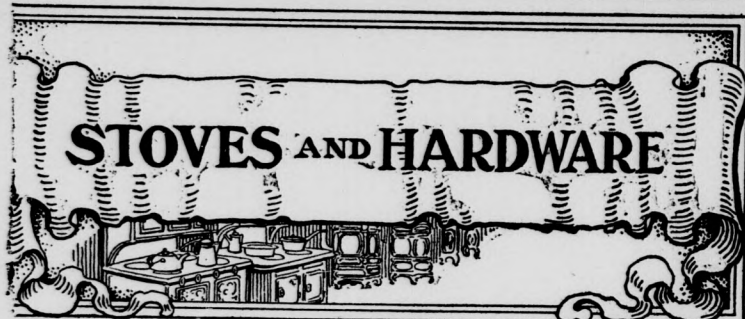
Drafted for service as it measures up to all requirements. Passed the most rigid examination. Soles our own chrome tannage from selected hides. Uppers from the part of the horse that is known to be the best for wear, tanned and retanned, making it tough and pliable. Counters and insoles are both guaranteed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



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.

Plans For the Hardware Dealer in October.

Written for the Tradesman.

There are many lines which the hardware dealer can push to good advantage in October. It is a time when pushfulness counts, and when good window displays and a good showing of stock inside the store will reap big rewards.

In October displays, it has often been found good policy to give the window a seasonable touch. The hardware dealer doesn't sell pumpkins. There is no market for autumn leaves, even the reddest and the most golden of them. Turnips, cabbages, potatoes—these are all outside the hardware dealer's sphere. Yet they make dandy, attractive decorations for a hardware window, just the same. They remind the passer-by that harvest time is over, that winter is coming, that it's time to prepare for the cold weather.

Now, if no such reminder is given, there are a lot of folks who will wait until the frost nips them, and will then hustle to get their stoves set up, or to stock up with winter accessories. To induce the customer to buy his seasonable goods early is a part of good merchandising, and the wide-awake hardware dealer will put a little effort into the task.

One dealer decorated his window with harvest accessories—potatoes, cabbages, turnips, and the biggest pumpkin he could find, as well as a lot of red leaves. He put in a dandy heater as a centerpiece, and a lot of stove and range accessories. The following card gave point to the display:

HARVEST IS OVER WINTER IS COMING

Now's the Time to Prepare For Cold Weather

Here's the Heater You Want

Of course an expert could have improved on that show-card, but—it hit the nail on the head. The goods displayed, the decorative accessories, and the card, all worked together to drive home a certain indisputable fact to a lot of procrastinating folks.

That's the idea in using harvest decorations at this time, or later—to emphasize certain timely facts. If you can't link the decorations up with the stuff you're trying to sell, it's just as well not to use them.

"Prepare for winter" should, anyway, be the hardware dealer's slogan at this season. A prime item in winter preparations is the stove trade.

The dealer should get busy and push heating goods for all they are worth. Of course this push started in September; it should gain force right along. It is the push that's kept up that counts in business-getting.

Give the stoves and ranges a chance to sell. This necessitates display. Keep in close touch with your stove prospects. It's the little bit of extra effort that often clinches the sale; you should remember this fact whenever you are inclined to "let up." Keep after the prospect until you get an order, or until it is too late to get one. And in the latter event, jot down the name for your next campaign. Your effort this season won't be wasted.

Of course there is the fall house-cleaning season to consider. In this connection there can be attractive displays put on of dustless mops, curtain stretchers, brushes, vacuum cleaners, carpet sweepers, dusters, brooms, polishes and interior finishes of many kinds.

While the housewife is cleaning up, there will also be the stove to set up. Why not get the job, or at least, sell the necessary accessories. For instance, pipe should always be cleaned and polished before being put up. So should the stove that has been in disuse. Put on a display of stove polish, pipe enamel, aluminum paint, etc. To do this cleaning and polishing, brushes will be required. Include an assortment of these in your display.

Here is a good little stunt. Take a length of old pipe, clean and polish half of it, and use it as the center for your display. The contrast between the part cleaned and the part not cleaned will hit the passer-by square between the eyes. Contrast is a most effective item in display, and should be used wherever possible. Such a display accomplishes the desirable object of showing the customer just what results your goods will accomplish in his home.

Here's another point worth remembering. Nine out of every ten ranges or heaters lack something to make them perfect. Perhaps a stove lid has cracked, perhaps the old coal scuttle is worn out, perhaps the baby has toddled off with the stove lifter and lost it—anyway, there's some accessory that almost every stove needs right now. In connection with your stove displays, or as an alternative to the regular stove display, hit up the trade in stove accessories for all that it's worth.

Here are some things to show: coal shovels, lifters, ash sifters, ash cans, fire clay, stove lining, flue stoppers, stove shovels,—well, that's just

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

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

Signs of the Times Are Electric Signs

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

THE POWER CO.

Bell M 797

Citizens 4261

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

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.
 203-207 Powers Theatre Bldg., Grand Rapids, Mich.

HORSE SHOE TIRES

Wrapped Tread System

Guaranteed For 5,000
Miles

Made in All Styles and Sizes

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

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

Wholesale Distributors:

BROWN & SEHLER CO.
 GRAND RAPIDS, MICH.

Foster, Stevens & Co. Wholesale Hardware

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



Sidewalk Rings and Covers Cistern Covers, Area Gratings

Many Sizes and Patterns in Stock
 Any kind made to order—Short notice

Adolph Leitelt Iron Works

213 Erie Street

Grand Rapids, Michigan

the start of the list. These are small items, yet as the cold weather develops, the need of them will be more and more felt in a lot of homes. You can sell, if you have the goods and show them.

The dark weather coming on, the early evenings and the cloudy days, emphasize the need of more light. Electric lighting is more and more common—so display electric table lamps and accessories, if you handle them. For those who don't use electricity, show lamps, burners, wicks, kerosene, and similar items. The farmers, and a good many other folks as well, will need lanterns. A "Lighten the Darkness" window won't be out of place. Try it; and if you can think up some ingenious stunt, particularly one with a local appeal, don't hesitate to use it.

There is another phase of the short days and long nights that comes close to the hardware dealer. It's harder to get up on a cold dark morning. Hence, a good many people who must get up early will be tempted to buy alarm clocks. They'll think of it, and discuss it, and postpone it—unless you do your part by playing up your line of alarm clocks. Then they'll buy. The line is a new one in hardware stores, but there is a good demand. The life of the average alarm clock is limited, particularly where there are children: so the business is pretty steady, and worth catering to.

Put all the punch you can into your October displays. Use show cards that say something. Try in every display to get some message across to the man who stops and looks. That is just as important as getting him to stop. And back up your displays with the very best personal salesmanship you can command.

Victor Lauriston.

Advertising Axioms.

The rolling advertisement gathers no moss.

A little advertising is a dangerous thing.

Advertising makes the millionaire; want of it the bankrupt.

Every advertisement has a silver lining.

Set an advertisement to catch an advertisement.

Fortune favors the advertiser.

He that will not advertise until all risk is over, gets little for his caution.

Faint advertising never won fair profits.

Nothing advertise, nothing have.

Oh, what a tangled advertisement you weave,

When first you practice to deceive.

Advertising deferred maketh the pocket-book sick.

Don't put off until to-morrow what should be advertised to-day.

Goods well advertised are half sold.

Necessity is the mother of advertising.

A poor advertisement often holds good wares.

The consciousness of an advertisement well performed will give you music at midnight.

The path of advertising is the path of success.

How a Watch May Be Used as a Compass.

Few people realize how easy it is to find out the points of the compass from a watch. The only two conditions needful are that the sun be shining and that the watch tells about the correct time.

This is how the idea is carried out: Hold the watch horizontally, that is, with its face looking up at the sky. Now take a slender stick, such as a grass stalk or a match, and place this against the edge of the glass of the watch in such a way that its shadow falls exactly along the hour hand. This means that the hour hand is pointing just at that part of the horizon which comes immediately under the sun. The south will always be midway between that point and the figure 12 on the face of the watch. Supposing when we follow this plan that it is 8 o'clock in the morning. After we have placed the watch in such a position that the shadow falls along the hour hand, as described, the south will be just in a line with the figure 10. If it is 10 o'clock when the experiment is tried, the south will be opposite the figure 11.

In the afternoon exactly the same rule applies, only in this case we have to go backward toward 12 instead of forward. Thus if it is 2 o'clock, the line which indicates the south runs through the figure 1; if the time is 4, the south is opposite the figure 2. For the sake of simplicity we have given the exact hours, although, as a matter of fact, any intermediate periods could be worked out in the same way. The only thing to bear in mind is that the south is always in a line with the point half way between the shadow falling on the hour hand and the figure 12.

Once the position of the south is determined, it is easy to find the other points. Thus, standing with one's back to the south, the north will, of course, be in front; the west on the left hand side, and the east on the right.

It is interesting to consider the explanation of the plan for using a watch as a compass. The sun is always exactly in the south every day at noon. It thus takes twenty-four hours to complete its apparent journey round the earth. The hour hand of the watch takes twelve hours to get around the dial, and thus it moves twice as fast as the sun. If, at noon, the watch is held with the hour hand pointing to the sun, evidently the figure 12 will be in a line with the south. At any other time, say 4 o'clock in the afternoon, the hour hand of the watch will have journeyed twice as far past the figure 12 as the sun will have moved beyond the south. Thus, if we still have the hour pointing at the sun we must go half way back to 12 to get to the south. This would be the figure 2, and in a line with this is the south.

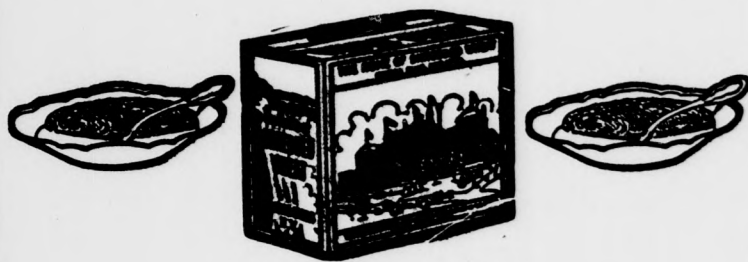
In the same manner if the hour is 8 in the morning, the hour hand will journey twice as far before noon as the sun will go before it reaches the south.—Leonard Bastin in Country Life.

Look before you advertise.

A Profit All the Year 'Round

Shredded Wheat is so nourishing that it will take the place of eggs or meat, but no other cereal will take the place of

Shredded Wheat



Always the same high quality, the cleanest, purest, most nutritious of cereal foods.

And the article that sells so steadily as this pays you best in the long run. Shredded Wheat is an all-year-round profit maker.

The Shredded Wheat Company

Niagara Falls, N. Y.

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



Dress Goods Market in Period of Inactivity.

Dress goods houses have lately been given much time for reflection. Business has been quiet, and the Jewish holiday made a slack market almost wholly inactive. Visitors at local offices were few, and many selling agents took the opportunity to get away from the market at noon.

Sellers realize that the future is as full of problems as the past, but having progressed so far through unprecedented difficulties gives confidence. Merchants who have been watching the trend of retail trade are hopeful that it will suffer no further contraction. It is significant that some department stores report their sales of women's furnishings as the most promising of all their departments.

Where goods are not going to the consumers in the form of ready-to-wear garments they are selling over the counter by the yard. The market is getting the benefit in either case.

Orders for spring on cheap and medium priced staples are all in hand so far as initial business is concerned. There is still a considerable volume of goods to be disposed of, but those are almost wholly for production in 1918 during the last few months of the season. Prices for the time being are stationary, and stories are current of readjustments here and there. Buyers are said to be less disposed to cancel than usual because their orders were conservative and because higher prices are forecast for the future.

If the raw wool market has not justified higher prices by the close of the year, labor and incidental costs of production will have done so, according to agents. A good portion of the tax on corporations must reappear in the form of higher prices for goods. Continued expansion of Government business will of itself make dress goods scarcer in usual channels of distribution and thus support a bullish market. The setting of a price on raw wool may hold that market back, and merchants believe that the odd reactions of the wheat market to the established price basis may point out to the authorities items on which the system might be improved.

Dress goods manufacturers are not wholly friendly to the suggestion that cotton and shoddy be used in all their products in order that the wool supply be conserved. In the first place mills which make fine goods are not adapted for the use of these substitutes. Their machinery and skilled help are highly specialized for the handling of certain grades of wool, and any change would mean overhaul-

ing and reorganization. Selling agents believe that foreign competition should also be considered and American mills be not handicapped by radical restrictions not laid upon mills in other world centers of manufacture.

Spring Hosiery Trade Reported in Good Shape.

There has been no great rush for spring hosiery, notwithstanding the fact that a number of the large agents report having booked a large business ahead. In several instances lines have already been withdrawn that were opened a short time ago for spring 1918 delivery, which indicates that these mills have enjoyed a good booking and that orders have been taken ahead as far as they care to go at this time.

It might not be amiss for the agents who report having booked the large spring business and having had very busy times to ask themselves whether, perhaps, they had not sold more goods than was wise. In at least two or three quarters the remarks made by agents have indicated that their mills are not covered on yarns sufficiently to care for the entire volume of orders booked. The wisdom of having booked business in this way is questionable, many important agents assert. But the idea of these merchants who have proceeded further ahead than their more cautious brothers seems to be that the cotton and yarn markets have of late shown them certain signs by which they have been influenced one way or another and have been willing to do things this week that they would not have been willing to do a week ago.

The lines, as previously stated, are open on the market to varying lengths into the spring delivery months. One large agent is selling for January, February and March. He has withdrawn considerable numbers from sale. Another is selling one or two mills' lines beyond March; one of the largest in the market is not selling a dollar's worth beyond the first of the year; another important agent will sell to the end of February and no further. Still another large selling organization, which was expected to come out with spring goods last week, has placed only a portion of its lines on sale, and will come out with prices for the remainder late. A certain large house is understood to have withdrawn nearly all the goods opened a short time ago for spring.

The enquiry for hosiery for export is said to be considerable. At any rate it is larger than can be supplied under present circumstances with

production as sub-normal as it is today, because of the labor situation. While there is no shortage of women's goods at yet apparent in any quarter, the fact remains that an export demand of any size for these

Put "pep" in your prices by Using cMc

35¢ **PRICE CARDS**
40 cts. per 100 and up
Write for Samples
CARNELL MFG. CO.
Dept. k, 338 B'way, New York

We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

CORL, KNOTT & CO., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

TAKING INVENTORY

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

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

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.

Guaranteed Prices on Good Goods

When you buy goods from "OUR DRUMMER" catalogue you don't have to wait until the bill comes in before you know what you have to pay. You know it when you place the order. This is because the prices you see in this catalogue are guaranteed for the time the catalogue is in force. This keeps them secure and stable and unaffected by market rises. If you are a merchant and want a copy of this catalogue you may have one upon application.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

MACKINAWS and DUCK COATS

WE have a splendid line of Mackinaws in very desirable patterns. Also a good line of Duck Coats with Blanket, Slicker and Sheep lining, ranging in price as follows:

Boys' Mackinaws from **3.50 to 5.00** Each

Men's " " **3.75 to 7.00** "

Youth's Duck Coats at **9.50** Per Dozen

Men's " " from **19.50 to 51.00**
PER DOZEN

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

goods could not be filled if the domestic orders on the books were to be taken care of at the same time. Agents who are interested in the export business admit that it is quite a problem. Wherever it is possible to accept any of this business for foreign shipment it is taken on, and at higher figures than the domestic trade. For instance, if a certain line sells in this country for \$3.25, the figure named for export is \$3.35 or \$3.37½. In this way it takes care of certain other unforeseen contingencies that often arise in the export end of the hosiery business.

Cool Temperature Best For Storage Apples.

Apples should be stored as soon as possible after they have been packed. The apple is an organism and, like every other living thing, it has its definite length of life. During its growing period the apple stores within itself food material that is capable of preserving its life for a considerable length of time after its removal from the tree. These food products are mainly starches and sugars, and by the chemical changes which occur in the apple during the ripening process the starches are changed into sugars and the sugars gradually break up into simpler compounds. It has been found that a cold temperature will slow down the chemical changes. The object of cold storage is, therefore, to postpone the final breakdown or death of the fruit by checking these developing processes. It is a well known law that with each increase of 18 deg. F. the rapidity with which chemical changes take place is increased from two to three times, or applying this to fruit storage, at 50 deg. temperature the chemical changes which ultimately result in the death of the fruit would occur at least twice as rapidly as at 32 deg. Thus the conclusion to be drawn is plainly that the lowest temperature at which the fruit can be held without danger of freezing is the one most favorable to its length of storage life. Fruit has been placed by the Department of Agriculture in cold storage, part held at 32 deg. and part at 35 deg., and the results were briefly as follows: The first two inspections in January and February showed very little difference in the amount of scald or decay in normally good keeping apples held at the two temperatures. However, at the third and fourth inspections, made toward the end of their storage life, the fruit held at 35 deg. showed considerably more decay than that stored at 32 deg. In apples with a shorter life the differences were shown even in the first two inspections. These results are additional proof to the effect that low temperatures retard the ripening processes, and that as these processes are quickened by higher temperatures the length of life of the fruit is shortened and its susceptibility to disease increases.

Even after many years of successful cold storage of apples many persons cling to the belief that cold storage apples will not keep as well upon removal as apples that are held throughout at a higher temperature. The Department investigations give very conclusive evidence that this opinion is erroneous.

Apples from the same lot, placed in and removed from cold and common storage at the same time and held after removal under similar conditions, practically always favor the lower temperature, especially if removed fairly late in the storage season. Apples held in common storage are usually removed by January or February, while those in cold storage are often kept considerably later. People are apt to compare apples removed from common storage early in the season with those taken from cold storage a good deal later, and this is obviously unfair. Apples held in any kind of storage until they are overripe will undoubtedly deteriorate very rapidly upon withdrawal to a warm temperature. Just as cold retards ripening in storage, a cool temperature is best for fruit when held for any length of time after its removal from storage.

Edward L. Markell,
U. S. Dept. of Agriculture.

Meeting of the Directors of State Association.

Cadillac, Sept. 24—A meeting of the directors of the Retail Grocers and General Merchants' Association of Michigan was held in the city of Ann Arbor September 19.

The Secretary made a report of the progress being made in organization work and outlined much that needs to be done in order that the grocer may be regarded as filling one of the most necessary and useful occupations.

Owing to the limited time that M. J. Maloney could give to the duties of his office, he felt it necessary to tender his resignation, which was very reluctantly accepted and a new appointment was made to fill his place—George Geisendorfer, of Ann Arbor, who will perform the duties of director until the next convention in February.

The dates for the next convention will be February 19, 20 and 21, 1918, same to be held at Ann Arbor.

The Association will depart from its former custom, as no pure food show will be held at the time the convention meets.

A vote of thanks was tendered Mr. Maloney for his untiring efforts on behalf of the Association.

A lengthy discussion of the proposed mutual fire insurance company resulted in the selection of Mr. Lake, Mr. McMorris and Mr. Bothwell as a committee to complete the detail work in connection with its organization. This will facilitate the work and make the time only a short ways off when business can be started.

Some facts in connection with a case where a merchant signed a promissory note when he supposed he was signing a receipt was brought out and, as a warning, we would suggest that every merchant be very careful about signing orders presented by solicitors who are strangers.

J. M. Bothwell, Sec'y.

Thirty Years Ago.

Ladies wore bustles.
Operations were rare.
Nobody swatted the fly.
Nobody had seen a silo.
Nobody had appendicitis.
Nobody wore white shoes.
Nobody sprayed orchards.
Cream was 5 cents a pint.
Most young men had "livery bills."
Cantaloupes were muskmelons.
You never heard of a "tin Lizzie."
Doctors wanted to see your tongue.
Milk shake was a favorite drink.
Advertisers did not tell the truth.
Nobody cared for the price of gasoline.

Farmers came to town for their mail.

The hired girl drew one-fifty per week.

The butcher "threw in" a chunk of liver.

Folks said pneumatic tires were a joke.

Nobody "listened in" on a telephone.

There were no sane Fourths, nor electric meters.

Strawstacks were burned instead of baled.

People thought English sparrows were "birds."

Jules Verne was the only convert to the submarine.

You stuck tubes in your ears to hear a phonograph, and it cost a dime.

The Usual Way.

Henderson—For five years I was on the lookout for a wife.

Williamson—How did you come to find her?

Henderson—She saw me first.

Grand Rapids Store Fixture Co., Inc.

The Place, 7 Ionia Ave., N. W.

BUY AND SELL
Used Store and Office Fixtures

ELI CROSS Grower of Flowers

And Potted Plants
WHOLESALE AND RETAIL

150 Monroe Ave. Grand Rapids

Fiegler's Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

Paris Garters for Your Holiday Trade

The 1917 Holiday line of PARIS GARTERS and COMBINATION SETS will prove to be a trade builder for you. Place your orders with us early and specify early shipping dates. Freight conditions will be congested later—the government rightly has the right of way.

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

ATTENTION!



PREPARE YOUR CANDY CASE

ARRANGE FOR DISPLAYS

Beautiful Window Trims
for the Asking

PUTNAM FACTORY

Grand Rapids :: Michigan

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



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.

Gabby Gleanings From Grand Rapids

Grand Rapids, Sept. 25—John D. Martin still sits back with arms folded and eyes fixed on the road while his wife or step-son drives his automobile. He keeps up a constant string of abominations to the driver—"just like a woman," his wife says. Sooner or later John will be seized by the fever of unrest and grasp the steering wheel. Then it will be up to Mrs. Martin to show John how delightful it is to have a companion keep up a steady stream of comment on the work of the driver.

Ned Carpenter was in a reminiscent mood the other day and related some instances connected with his early days on the road selling cigars about a quarter of a century ago. One night he and the late James Massie were guests at the old Manning House, at Kalkaska. Ned went to a dance with one of the Cole brothers. When he returned to the hotel at 2 a. m., Massie was sitting in the office asleep in a chair. He woke Massie up and suggested that it was time to go to bed. "Bed, hell!" exclaimed Massie, "the bugs drove me out." At the old hotel at Harrietta he went to his room late one night to find the snow coming in around the window. It was the only vacant room in the house and he managed to make it habitable by putting the mattress from his bed over the window and holding it in place with the bureau.

Manley Jones is not wasting any sympathy on the deluded merchants who got caught in the net of the stock solicitor of the Grand Rapids Wholesale Grocery Co. He believes that the position of the jobber and manufacturer is too secure to be dislodged by any fly-by-night contraption originated by men of small caliber who happen to have an itching palm.

Will Jones, the veteran traveling representative of the Worden Grocer Company, has been confined to his home three weeks by an attack of granulated eyelids, which is even more painful than inconvenient. Mr. Jones has sold groceries on the road so long that the memory of few men go back to the time when he was not dispensing good fellowship along with matches and molasses. His knowledge of grocery staples is thorough and comprehensive and his wide acquaintance with market conditions give him a remarkable standing with his trade.

Gus, Kitzinger, the good natured ex-lumberman, and George M. Burr, the adroit and successful banker, both long time and honored residents of Manistee, were in the city last Friday for the purpose of adding to the sum of their knowledge of hotel keeping,

both being large stockholders in the recently opened Hotel Chippewa. Both gentlemen were in a receptive frame of mind and evidently acquired information which would be of great value to the hostelry in which they are dominant owners, if put into practice. They are both fully convinced that courtesy behind the counter and due deference to the comfort and convenience of guests are quite as essential to the success of a hotel as commodious rooms, good beds, wholesome bath rooms and fine cuisine and the writer will be very much mistaken if they do not impress the good natured landlord of the Chippewa with the idea that these two essentials must be cultivated to a greater degree in the future than they have been in the past.

In this connection, it is not out of place to call attention to the fact that many hotels in the State are still defying the Henry law by failing to keep individual textile towels on tap for their guests. Only the other day a well-known traveling man caught a disagreeable and very painful eye infection from a roller towel in a certain Northern Michigan hotel. The expense of such an enforced lay-off, to say nothing of the pain involved, amounts to more than \$100, and, of course, there is no knowing how many other travelers may have been infected by the same disease from the same source. If Governor Sleeper had any regard for the well being of the traveling fraternity—which does not appear to be the case—he would find some way to enforce the Henry law, especially that portion of the statute which relates to the deadly roller towel.

Several local traveling men now indulge in the luxury of bee keeping, locating their acquisitions in the attics of their houses or the lofts of their barns or garages. One traveler secured 160 pounds of honey this year and several have taken out 100 pounds or thereabouts. An outfit for bees and double hives costs all the way from \$3 to \$20, dependent on the salesmanship qualifications of the seller and the anxiety of the buyer.

F. D. Hilbert, the well-known tobacco salesman, has the largest crop of onions this year he has ever harvested on his farm, two miles west of Wayland. He says he can make more money growing onions at present prices than he can selling tobacco—and he is some tobacco seller.

In these days of doubt, with half the Nation running around in circles wondering what is to become of us, the letter F. Edison White, Vice-President of Armour & Co., has sent to all the company's salesmen, district and branch managers is as refreshing as it is sensible. Says Mrs. White to the Armour employees: "This is a time to preach confidence and to demonstrate confidence that business may proceed along normal lines. It is essential to our National welfare that there be no sudden rending of the business fabric. Industrial or business depression must not be permitted. With our Nation at war and its future dependent on its efficiency there is need that every factory and every business institution expand rather than restrict activities. Buying and selling of goods of all kinds must not fall below normal.

That applies all along the line, from the producer to the ultimate consumer. There is no occasion for alarm in the business world. The Nation is going to meet the problems confronting it, and is going to emerge triumphant from its struggle for world-wide democracy. A wonderful period of National prosperity lies just beyond the war cloud. Our future as a Nation is assured, and there is every reason for confidence. Armour salesmen should sound the note of optimism wherever they go. They should feel confident and spread confidence. They should strengthen the dealer who already has faith, and they should restore faith to the man who wavers. They must see the light themselves and reflect it in the business world. The future of the Nation

United Agency

Reliable Credit Information
 General Rating Books
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Current Edition Rating Book
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Comprising 1,750,000 names—
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 information on each name—
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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

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.

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.

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

CODY HOTEL
 GRAND RAPIDS

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

CAFETERIA IN CONNECTION

OCCIDENTAL HOTEL
 FIRE PROOF

CENTRALLY LOCATED
 Rates \$1.00 and up

EDWARD R. SWETT, Mgr.
 Muskegon :: Michigan

"A Stitch in Time Saves Nine"



Likewise, a Long Distance Telephone message at small cost may save many dollars.

USE CITIZENS
 LONG DISTANCE SERVICE

Citizens Telephone Company

demands that business proceed in its usual way."

Pickings Picked Up in the Windy City.

Chicago, Sept. 25.—The people in Chicago right now are all base ball and from the way the writer has been receiving correspondence from outside of Chicago to try and get world series seats, it seems that there are others who are base ball mad.

At the Coliseum is now being held what is known as the National ford automobile accessory convention. Every known article which can be used on a ford car is on exhibition, even tires. There is nothing on display except that which can be put on a ford car. These different articles occupy twenty-one booths and are attracting hundreds of people from all parts of the country.

One of the individual losses by death last week here in Chicago was that of Harry E. Ackerberg, Jr., son of H. E. Ackerberg, who is one of Chicago's most popular and oldest tobacco dealers in the loop. This young man was one of Chicago's prominent young attorneys and was beginning to show his mark in the world when he met his untimely death. No doubt a good many Michigan readers of the Tradesman will be familiar with this name, because Mr. Ackerberg, Sr., has spent a good deal of his time in Michigan, and especially around Holland.

John Dietrich, Treasurer of the G. J. Johnson Cigar Co., Grand Rapids, stopped off in Chicago a few hours last week on his way West on business to Tacoma, Wash. Mr. Dietrich will be gone about three weeks.

One of Chicago's popular wedding's last week was that of Mr. and Mrs. I. D. Williams, at 5603 Prairie avenue. Mr. Williams is the South Side manager for the Atlantic & Pacific Tea & Coffee Co. Mrs. Williams up until a few weeks ago was credit manager for the David N. Zolla Co. They will spend their honeymoon in Michigan.

One of the sights in Chicago last week was the returning home of what is known as the 11th Illinois Infantry, or, in other words, the Home Guard. Governor Lowden asked for volunteers to go in training to protect the State during the time the regular soldiers were in service with the Government. These men put in three weeks of good solid training in Springfield. After watching them march on Michigan avenue last Saturday, one cannot help but realize that they mean business.

One of Chicago's very popular real estate dealers on the North Side is T. J. Mitchell & Son, at 5927 Broadway, corner of Thorndale. F. I. Mitchell, manager, is very popular and through his popularity keeps most all of his holdings rented.

The Loyal Order of Moose, Lodge No. 3, at 610 South Michigan avenue, has surrendered its charter, owing, it is reported, to the finances not being handled in the proper way.

One of the old-fashioned conventions held in Chicago last week was that of the Carriage Builders National Association, held at the La Salle Hotel. Anyone listening to the talk of these men who were in attendance could not help but be carried back over bygone days, when it comes to referring to horse-driven vehicles. They predict that there are as many wagons and carriages built to-day as there have been in the past.

The real estate continues quiet, the last week being featured by very few deals of more than passing notice. Statistics for the week show a considerable decrease as compared with last year's period. There were filed for record in the week 710 transfers involving \$700,417 to property inside of the city and 249 deeds involving \$318,010 to property outside of the city, making a total of 959 deeds and \$1,018,427, as compared with 1,191

deeds and \$2,291,496 for the corresponding period a year ago.

In pursuance of her statement that she would turn over to the receivers of Graham & Sons private bank all of her property interests to facilitate the settlement of the affairs of the bank, Mrs. Minnie P. Graham, widow of the late A. J. Graham, has filed for record a deed conveying to the bank 38 parcels of real estate, the majority of which are on the West Side.

Holton, Seelye & Co. have contracted to erect for the Jewell Electrical Instrument Company a one-story factory building, 75 x 125, at 1646 to 1650 Walnut street, to cost at least \$25,000. The company will occupy the building under a contract to purchase the property in a term of years.

The Drake Hotel has obtained a permit from the city for a twenty-one-story annex to the Blackstone Hotel, to be erected at the northeast corner of Seventh street and Wabash avenue, the cost being placed at \$1,600,000. The annex, which will cover 78 x 120 feet, will be connected with the main hotel building, northwest corner Michigan avenue and Seventh street, by a tunnel and bridge, the latter being over the Blackstone Theater, occupying the space between the present hotel and the site of the annex. Work upon the proposed annex will probably be started in the spring. It will be practically a duplicate of the present building, of steel and tile construction, with pressed brick, granite and tile exterior. It will contain about 350 guests' rooms, an elaborately decorated ball room, banquet hall and main dining room.

The local committees of the National Poultry, Butter and Egg Association are all working hard on the plans for the approaching convention, and already much of the preliminary work is out of the way. Now that the White Sox seem certain to win the bunting in the American League, the prospect of a world series will doubtless cause some of the fans among the members to regret that the date for the convention was not placed a little earlier in the month. The world series will be over just about the time the convention opens here. In a way this is unfortunate and in another way it is fortunate. It seems probable that little real work should be done at the convention with a world series in progress, and possibly the schedule makers of the Association had this in mind when they fixed the dates as they did, instead of picking the earlier dates which would have brought the convention to the city at the same time as the world series. Is it possible?

Chicago produce men will co-operate in energetic fashion with Herbert Hoover, food administrator. Last week saw a number of indications that this co-operation is to take the form of action in the near future. The first problem to be considered is that of conserving the available supply of poultry, butter, eggs and other foodstuffs. All waste is to be eliminated. If this is done it is believed that prices will stay within the proper levels without much trouble on the part of the administration. The more local produce men study the attitude of the administration the more they are convinced that everything will go along harmoniously this winter. The general plan of making money is all right, but the main idea at present is to win the war. South Water and West Randolph streets no longer show a good many familiar faces. They are to be found in the khaki brown ranks, or in the blue of the navy. However, there are other ways to win the war and every ounce of foodstuffs conserved adds its weight to the blow which Uncle Sam is preparing to land on the Kaiser's autocratic chin. Charles W. Reattoir.

A man often wears a stove-pipe hat because he thinks himself a great smoke.

DANGEROUS PEOPLE.

The American who wonders why the war should be continued is either a German spy or a traitor to this country.

The American who thinks the war ought to end before Kaiserism is crushed is either a German spy or a traitor to his country.

The woman who says she prays for the cause of the nation which is right in this great conflict and remarks, incidentally, that she does not pray for America, is a dangerous woman to tolerate in this country. She should be deported to Germany or interned during the period of the war.

Will Not Study German.

The opening of the new school year has disclosed a great falling off in the number of high school students electing to study German. Twelve teachers engaged to teach German have found no classes awaiting them, and they have been assigned to other branches.

The ban on German is solely of the students' own making. No action tending to discourage the study has been taken by the Board of Education or any other school authority. Under the present system the only required subjects for high school students are English, American history and Physical training. Classes in all other subjects are established whenever seventy students in the school desire it.

The fixing of a definite limit makes it possible for a few students to determine whether a subject shall be taught. One of the surprising results of the system is the elimination of a German class at Richmond Hill, in a section where many Germans live. The number of students there electing to study German has fallen below the required limit.—New York World.

Death of Prominent Merchant.

L'Anse, Sept. 24.—Matt Hansen, well known L'Anse merchant and for years one of the most prominent citizens of Baraga county, passed away at his home in this village Sept. 20. Mr. Hansen's illness extended over a long period and the end was not unexpected. He is survived by a widow and one son, Harold.

Mr. Hansen had been a resident of Baraga county for more than thirty years with the exception of a couple of years following the L'Anse fire when he resided in Hancock. He returned to L'Anse and about fifteen years ago opened a general grocery and hardware business, meeting with immediate success. He branched into the furniture and undertaking business a few years ago.

Through all the years of his residence in Baraga county the deceased commanded the respect and friendship of its citizenry. In fraternal circles he was particularly active. Prominent in politics for years was recognized as one of the strongest Republican workers in his county. Mr. Hansen had many friends in the Copper Country and they share with his home townsmen regret at his demise.

John Bertsch Very Ill.

John Bertsch, one of Michigan's most useful citizens, is lying at the point of death at his apartments in the Hotel Browning as the result of a stroke of apoplexy last Monday. Mr. Bertsch has been in declining health for the past year, but his many

friends have hoped that he would again be restored to his normal condition. He is unable to talk, but his friends think he recognizes them. Mr. Bertsch has devoted a large portion of his life to assisting others and if his present illness should prove fatal, he will be sincerely mourned by a wide circle of friends and acquaintances.

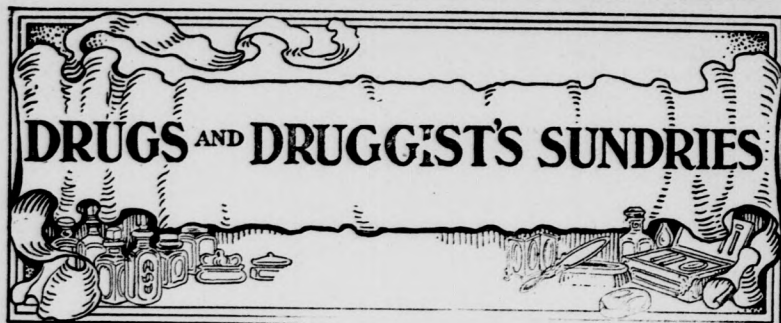
Every evidence of growing smoothness of co-operation with the Allies in distributing food among the nations fighting Germany is welcome. In June the President said that steps were being taken to determine the available supply of grain from last year, to learn from countries importing from the United States "what the purchases in this country now are, where they are stored, and what their needs are," and to make an adjustment between their needs and ours. England's buying organization here is rapidly acquiring an efficiency commensurate with its task of purchasing \$1,250,000,000 worth of food in the next year; where temporarily incomplete, as in facilities for buying Britain's share of Cuban sugar, Lord Rhondda expresses willingness to rely upon Mr. Hoover. Since the price of wheat has been fixed no inter-Allied competition can unduly boost prices; but the danger had remained in the purchase of meats and fats, and now comes British announcement of a "meats and fats executive" to pool French, Italian and British purchases. The world's sugar output is to be practically controlled by an international council of five. America now has a food agent in London, as Lord Rhondda hopes Canada will soon have; and Hoover, Rhondda, Hanna, and representatives of various colonial and Allied governments, will exercise such a power over world food as would have seemed incredible a year ago.

Isn't it about time the Government interred LaFollette, Stone, Kitchen, Thompson and others of their ilk? Stone and Kitchen, on account of the positions they occupy with the dominant political party of the country, have done more to backstop the President and delay action by Congress on matters which demand immediate attention than all other German spies and sympathizers combined.

M. D. Girard, who conducts a department store at Pentwater, writes as follows in renewing his subscription to the Michigan Tradesman: "Your editorials on the war and your patriotism are worth the price you ask for the paper, not mentioning the valuable trade information we get, as well as your courageous efforts in exposing public wrongs, such as the insurance graft, etc."

Corn Syrup—The market is rather narrow, as demand is limited by the light supplies, which result from a scarcity of corn. Prices are unchanged.

HOTEL HERKIMER
GRAND RAPIDS, MICHIGAN
European Plan, 75c Up
Attractive Rates to Permanent Guests
Popular Priced Lunch Room
COURTESY SERVICE VALUE



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.
Next Examination Session—Grand Rapids, Nov. 20, 21 and 22.

Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

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

Status of the Drug Market.

Price movements are for the most part toward higher levels, but there are not many of them and they are mainly attributable to increasing scarcity of spot stocks and the uncertainties surrounding shipments of fresh supplies from points of origin as a consequence of the constant shrinkage of available tonnage on the one hand and on the other the rigid enforcement of export embargoes of many important commodities by the governments of countries from whence they come. Large buying is becoming rarer, except on the part of representatives of the Government at Washington, and even such purchases are confined to a comparatively few commodities. Jobbers have no reason to complain of the ordinary distributing demand, which is well up to the average for the season, and manufacturing chemists state that business with them is of a very satisfactory character, for while there is seldom a call for big lots of goods repeat orders are frequent and new business of a jobbing character comes in increasing volume as the fall season advances.

The upward movement in glycerine prices, based as reported on heavy Government purchases, and scarcity of supplies available for immediate or early delivery, has made further progress. One of the large Western refiners raised his quotation on chemically pure up to 68c, while others have withdrawn offerings, except to their regular trade. The rapid advance has naturally resulted in some underselling by second hands and, while offerings from that quarter do not appear to be large, it is possible to buy late at 66c. The advance extends to the dynamite grade, sales of several cars of which have been made at 68½c and that is given as an inside price at the close.

A considerable enquiry for quick-silver is noted but buyers are not placing orders, as they appear to expect a further decline. Agents, however, repeat the quotation of \$110 and, so far as can be learned, nothing is

obtainable at less from second hands.

Higher prices on vanillin are expected to follow the advance in cloves.

Following the further rise in prices on the metal, nitrate of silver went up to 70½c.

Two Time-Savers For Retail Druggists.

With the ever-changing prices of drugs and chemicals during the past two years it has been extremely difficult for the retail pharmacist to avoid losses in fixing and keeping track of the retail selling price of his wares, especially at the prescription case.

The large chain stores on the Coast provide their clerks with a scale of prices for various quantities at which drugs and chemicals shall be sold and constantly issue bulletins of price changes. The men in the prescription and drug departments are expected to note these changes in their price books and to change the prices on all containers in the stores. Every bottle, pot or can carries the sale price at retail in various quantities, and each clerk is thus in touch with these prices.

At the time of the breaking out of the European war, price changes came so quickly that the task of making the proper changes on the containers became quite a task and writing out all these prices and attaching to proper container was rather slow work. In order to expedite the work the writer devised a certain kind of small labels, for the various subdivisions of quantities most frequently used, had them printed on gummed paper and by their use speeded up the changes tenfold. One of these labels for the subdivisions of the ounce, another for those of the pound, and when necessary both can be used on a container when wishing to carry the prices through from dram to one pound; the third one is used on pill and tablet bottles; if desired, a fourth label for grains might come in handy at the prescription case, in pricing such articles as pilocarpine, homatropine, cocaine, etc. These labels have also proved very serviceable on bulk perfume bottles.

The proper pricing of prescriptions has been discussed frequently of late years and in many instances it has been shown that the retail druggist was actually dispensing his wares at a loss, or at so small a margin of profit as to be not worth while, that I offer the suggestion that by the use of the little labels here described, and the following of price changes, many of these leaks may be stopped.

Another labor-saving card that I have been using may be of interest to the druggist who desires to keep in touch with the quantity purchase he may be making, and who does not keep a stock book, the necessary clerical work being accomplished as the goods are handled in the stock-room. The various cards are returned to the office after the packages to which they were attached are emptied, and filed away. They will at any time afford all desired information as to quantity used in a given time, prices paid and sources of supply. These cards are attached to barrels of bulk chemicals, boxes of patents when bought in quantities, or to the edge of shelf in the stock-room, if more convenient. The druggist will find that at the end of a year he has a most valuable lot of what has gone in and out of his stock-room, at a minimum of overhead expense in keeping the record.

David M. Fletcher.

Shapes and Trimmings of Women's Hats.

This is what the Paris correspondent of the Retail Millinery Association of America has to say about the trend of styles over there:

"Have seen more and more soft crowns and soft brims. Many brims are made with flanges, sometimes with chenille. In the more moderate-priced goods are seen brims with a cheap fur border imitating kolinsky. These

are about half an inch wide, lie perfectly flat and look like the teeth of a comb. A similar fur band is used around the bases and tops of crowns. Collet and burnt effects are frequently seen around brims, each strand separate from the other. Brocaded satin with one-inch gold flowers also are used for trimmings, as are taffeta ribbons with self-color stripes.

"Velours frisson are very good, and striped velvet is used for facing in combination with other materials, which gives a softening effect to the face. Plain velvet ribbons of one-half to three quarters of an inch wide are used braided to make full crowns.

"Ribbons, black on one side and white on the other, are in favor, as are narrow silk ribbons. Gray, royal blue, navy, and negre brown are the most popular colors. Combinations of blue and gray are very good. Small wool flowers with metallic centers are very effectively used. Hat pins with heads of chenille are good."

The bulletin says that among the early October delivery orders placed with wholesalers here are those calling for gold and silver lace hats, combined with velvets of all colors. Some of these are trimmed with narrow strips of kolinsky or mole, also with small flowers in various colors. These hats are of the type that sell at \$10 to \$15 each. Also wanted are velvet, panne velvet and hatters' plush shapes, both in soft effects and tailored styles.

Principles live; expediences pass away.



It's Pure, That's Sure

Piper Ice Cream Co
Kalamazoo, Mich.

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
DORNBOS SINGLE BINDER
for 5c straight

SOLD BY ALL JOBBERS
PETER DORNBOS
Cigar Manufacturer

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



Short Sayings of Great Men.

Kaiser Wilhelm—Onward with God!

Billy Sunday—God likes to have a little fun.

Orville Wright—There is no sense of dizziness in the air.

Woodrow Wilson—The Kaiser's war makes us all brothers.

General Pershing—We are making giant strides day by day.

Elihu Root—If you maintain democracy, you must kill autocracy.

John D. Rockefeller—I let my deeds speak for me and not my words.

David Lloyd George—I believe in the nation which can sing about its defeats.

J. Ogden Armour—Loyalty in an employe is worth a whole lot more than ability.

Bonar Law—The German Emperor has become a great empire builder, but it is not his empire that he is building.

Theodore Roosevelt—The war I was in wasn't much of a war, but it was all there was, and it was not our fault if there was not enough to go round.

William H. Jennings—If any one gets more fun out of my golden jubilee than I do, I want to meet him.

Arthur Gregory—I am willing to wager \$100 that I know more about brooms than the man who makes them.

Guy W. Rouse—Street car motor men who fail to observe the rules of the road should be suppressed.

R. E. Snow—With eighteen jail sentences staring me in the face, pro-

moting a wholesale grocery house clandestinely is no sinecure.

Stephen McDonald—The man who says I cannot conduct a fair successfully has something lacking in his mental make up.

John I. Gibson—The man who mistook me for a German sympathizer and expected me to condone the crimes of the Kaiser will bear the mark of my fist for some days to come.

Henry J. Vinkemulder—Uncle Sam evidently wants to avail himself of my knowledge of potatoes, even if he doesn't like the way I handle onions.

Late News From the Cereal City.

Battle Creek, Sept. 25—Miss Eva Thompson, daughter of John Thompson, of Thompson Bros., Scotts, has enrolled in the Michigan Business and Normal College Battle Creek.

Ammunition has begun to arrive at Camp Custer, but there are no rifles to use it as yet.

A good-bye meeting for the boys at Vicksburg who left for Camp Custer was held last Thursday afternoon and each man, ten in number, was given a wrist watch.

A change has been ordered for Camp Custer. About 120 new buildings will be built and the old ones will be enlarged, which means a delay in the completion of the work. The new buildings are to be built among the present ones, but a sufficient distance apart so as not to result in a fire hazard.

E. W. Guild, of Armour & Co., has been transferred from Battle Creek to the Detroit office. Success to you, Ed. from all the boys of No. 253.

Jack.

Advertising never takes a day off.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cubebs 8 50@8 75		Capsicum @1 95	
Boric (Powd.)	17@ 25	Eigeron	2 75@3 00	Cardamon	@2 00
Boric (Xtal)	17@ 25	Eucalyptus	1 25@1 35	Cardamon, Comp.	@1 50
Carbolic	61@ 65	Hemlock, pure	1 50@1 75	Catechu	@1 35
Citric	90@ 95	Juniper Berries	20 00@20 20	Cinchona	@2 25
Muriatic	3 1/4@ 5	Juniper Wood	2 75@3 00	Colchicum	@2 25
Nitric	9@ 15	Lard, extra	1 80@2 00	Cubebs	@2 25
Oxalic	60@ 70	Lard, No. 1	1 85@2 15	Digitalis	@1 40
Sulphuric	3 1/4@ 5	Lavender Flow.	7 00@7 25	Gentian	@1 40
Tartaric	1 05@1 60	Lavender, Gar'n	1 25@1 40	Ginger	@1 75
Ammonia		Lemon	2 00@2 25	Guaiac	@1 80
Water, 26 deg.	11@ 15	Linseed, boiled bbl.	@1 24	Guaiac, Ammon.	@1 60
Water, 18 deg.	7 1/2@ 12	Linseed, bld less	1 39@1 43	Iodine	@1 70
Water, 14 deg.	6@ 10	Linseed, raw, bbl.	@1 23	Iodine, Colorless	@1 50
Carbonate	14 @ 15	Linseed, rw, less	1 37@1 41	Iron, clo.	@1 50
Chloride	25 @ 35	Mustard, true, oz.	@2 25	Kino	@1 55
Balsams		Mustard, artifil oz.	@2 00	Myrrh	@2 10
Copaiba	1 40@1 65	Neatsfoot	1 80@1 95	Nux Vomica	@1 55
Fir (Canada)	1 25@1 50	Olive, pure	3 00@4 50	Opium	@9 00
Fir (Oregon)	40@ 50	Olive, Malaga,	2 40@2 50	Opium, Camph.	@1 50
Peru	5 50@5 75	Olive, Malaga,	2 50@2 65	Opium, Deodor'd	@9 00
Tolu	75@1 00	Orange, Sweet	4 25@4 50	Rhubarb	@1 20
Barks		Origanum, pure	@2 75	Paints	
Cassia (ordinary)	25@ 30	Origanum, com'l	@2 50	Lead, red dry	13 1/4@13 1/4
Cassia (Saigon)	90@1 00	Pennyroyal	2 25@2 50	Lead, white dry	13 @13 1/2
Elm (powd. 35c)	30@ 35	Peppermint	4 50@4 75	Lead, white oil	13 @13 1/2
Sassafras (pow. 35c)	30@ 35	Rose, pure	26 00@28 00	Ochre, yellow bbl.	@1 1/2
Soap Cut (powd.)	23@ 25	Rosemary Flows	1 50@1 75	Ochre, yellow less	2 @ 5
35c		Sandalwood, E.	15 00@15 20	Putty	3 @ 6
Berries		Sassafras, true	1 50@1 75	Red Venet'n bbl.	1 1/2 @ 5
Cubeb	1 20@1 30	Sassafras, artifil	1 50@ 60	Red Venet'n less	2 @ 5
Fish	15@ 20	Sperm	1 85@2 00	Vermillion, Amer.	25 @ 30
Juniper	10@ 15	Tansy	3 50@3 75	Whiting, bbl.	@ 3
Prickley Ash	@ 30	Tar, USP	30 @ 40	Whiting	3 1/4 @ 6
Extracts		Turpentine, bbls.	@ 50	L. H. P. Prepd.	2 15@2 25
Licorice	55@ 60	Turpentine, less	55 @ 60	Miscellaneous	
Licorice powdered	85 @ 90	Wintergreen, tr.	5 50@5 75	Acetanalid	70 @ 80
Flowers		Wintergreen, sweet	4 00@4 25	Alum	10 @ 12
Arnica	@3 00	Wintergreen art	1 25@1 50	Alum, powdered and	
Chamomile (Ger.)	75@1 00	Wormseed	9 50@9 75	ground	12 @ 15
Chamomile Rom.	2 00@2 20	Wormwood	4 75@5 00	Bismuth, Subni-	
Gums		Potassium		trate	3 60@3 70
Acacia, 1st	75 @ 80	Bicarbonate	1 90@2 00	Borax xtal or	
Acacia, 2nd	65 @ 75	Bichromate	55 @ 60	powdered	10 @ 15
Acacia, Sorts	45 @ 50	Bromide	1 70@2 00	Cantharides po	2 00@6 00
Acacia, powdered	60 @ 70	Carbonate	@2 00	Calomel	2 56@2 60
Aloes (Barb. Pow)	30 @ 40	Chlorate, gran'r	95 @1 00	Capsicum	35 @ 40
Aloes (Cape Pow)	20 @ 25	Chlorate, xtal or	70 @ 75	Carmine	6 50@7 00
Aloes (Soc. Pow. 60)	@ 55	Cyanide	80 @1 00	Cassia Buds	@ 40
Asafoetida,	@2 25	Iodide	3 50@3 60	Cloves	50 @ 55
Asafoetida, Powd.		Permanganate	@5 25	Chalk Prepared	6 @ 8 1/2
Pure	@2 50	Prussiate, yellow	@1 75	Chalk Precipitated	7 @ 10
Camphor	95 @1 00	Prussiate, red	@3 50	Chloroform	85 @ 93
Guaiac	45 @ 50	Sulphate	@ 90	Chloral Hydrate	1 92@2 12
Guaiac, powdered	@ 60	Roots		Cocaine	10 45@10 60
Kino	70 @ 75	Alkanet	2 00@2 10	Cocoa Butter	50 @ 60
Kino, powdered	75 @ 80	Blood, powdered	20 @ 25	Corks, list, less	55 %
Myrrh	@ 40	Calamus	50 @5 30	Copperas, bbls.	@ 2
Myrrh, powdered	@ 50	Elecampane, pwd.	15 @ 20	Copperas, less	2 1/2 @ 7
Opium	35 00@35 20	Gentian, powd.	30 @ 35	Copperas, powd.	@ 4 @ 10
Opium, powd.	35 00@35 20	Ginger, African,	20 @ 25	Corrosive Sublim.	2 30@2 40
Opium, gran.	35 00@35 20	powdered	20 @ 25	Cream Tartar	61 @ 65
Shellac	70 @ 80	Ginger, Jamaica	30 @ 35	Cuttlebone	65 @ 70
Shellac, Bleached	85 @ 90	Ginger, Jamaica,	30 @ 35	Dextrine	10 @ 15
Tragacanth	2 50@3 00	powdered	22 @ 30	Dover's Powder	5 75@6 00
Tragacanth powder	2 50	Golden seal pow.	8 00@8 20	Emery, all Nos.	6 @ 8
Turpentine	10 @ 15	Ipecac, powd.	3 25@3 50	Emery, powdered	5 @ 8
Insecticides		Licorice	35 @ 40	Epsom salts, bbls.	@ 5 1/4
Arsenic	23 @ 30	Licorice, powd.	30 @ 40	Epsom Salts, less	6 @ 10
Blue Vitriol, bbl.	@ 11	Orriis, powdered	30 @ 35	Ergot	1 25@1 50
Bule Vitriol less	11 1/2 @ 16	Poke, powdered	20 @ 25	Ergot, powdered	2 75@3 00
Bordeaux Mix Dry	20 @ 25	Rhubarb	75 @1 00	Flake White	15 @ 20
Hellebore, White		Rhubarb, powd.	75 @1 25	Formaldehyde lb.	18 @ 25
powdered	38 @ 45	Rosinweed, powd.	25 @ 30	Gelatin	1 75@1 85
Insect Powder	40 @ 60	Sarsaparilla, Hond.	75 @ 80	Glassware, full cs.	58 %
Lead, Arsenate Po	34 @ 44	ground	75 @ 80	Glassware, less	50 %
Lime and Sulphur		Sarsaparilla Mexican,	45 @ 50	Glauber Salts, bbl.	@ 1 1/2
Solution, gal.	15 @ 25	ground	45 @ 50	Glauber Salts less	2 @ 5
Paris Green	55 @ 60	Squills	35 @ 40	Glue, Brown	25 @ 35
Ice Cream		Squills, powdered	45 @ 65	Glue, Brown Grd.	25 @ 35
Piper Ice Cream Co.,		Tumeric, powd.	13 @ 20	Glue, White	30 @ 35
Kalamazoo		Valerian, powd.	@1 00	Glue, White Grd.	30 @ 35
Bulk Vanilla	80	Seeds		Glycerine	78 @ 92
Bulk Special Flavored	90	Anise	35 @ 40	Hops	45 @ 60
Brick, Plain	25	Anise, powdered	40 @ 45	Iodine	4 50@4 60
Brick, Fancy	30	Bird, ls	@ 10	Iodine	4 50@4 60
Leaves		Canary	10 @ 15	Iodoform	5 68@5 70
Buchu	1 75@1 85	Caraway	85 @ 90	Lead, Acetate	21 @ 25
Buchu, powd'd	1 85@2 00	Cardamon	1 80@2 00	Lycopodium	2 75@3 00
Sage, bulk	67 @ 70	Celery (Powd. 50)	38 @ 45	Mace	85 @ 90
Sage, 1/4 loose	72 @ 78	Coriander	36 @ 45	Mace, powdered	95 @1 00
Sage, powdered	55 @ 60	Dill	30 @ 35	Menthol	4 25@4 50
Senna, Alex	90 @1 00	Fennell	90 @1 00	Morphine	15 00@15 65
Senna, Tinn.	40 @ 45	Flax	7 1/2 @ 12	Nux Vomica	22 1/2 @ 30
Senna, Tinn. pow.	50 @ 55	Flax, ground	7 1/2 @ 12	Nux Vomica, pow.	@ 20
Uva Ursi	18 @ 20	Foenugreek pow.	19 @ 25	Pepper, black pow.	35 @ 40
Oils		Hemp	8 1/2 @ 12	Pepper, white	@ 45
Almonds, Bitter,		Lobelia	40 @ 50	Pitch, Burgundy	@ 15
true	15 00@16 00	Mustard, yellow	19 @ 25	Quassia	12 @ 15
Almonds, Bitter,		Mustard, black	19 @ 25	Quinine	90 @1 00
artificial	7 00@7 20	Mustard, powd.	22 @ 30	Rochelle Salts	48 @ 55
Almonds, Sweet,		Poppy	@1 00	Saccharine, oz.	@ 4 00
true	1 35@1 60	Quince	@1 25	Salt Peter	36 @ 45
Almonds, Sweet,		Rape	15 @ 20	Seidlitz Mixture	41 @ 45
imitation	65 @ 75	Sabadilla	@ 35	Soap, green	20 @ 25
Amber, crude	1 75@2 00	Sabadilla, powd.	35 @ 45	Soap mott castile	22 1/2 @ 25
Amber, rectified	2 50@2 75	Sunflower	7 @ 10	Soap, white castile	
Anise	2 00@2 25	Worm American	@ 25	case	@13 00
Bergamont	8 00@8 25	Worm Levant	1 00@1 10	Soap, white castile	
Cajeput	1 35@1 60	Tinctures		less, per bar	@ 1 40
Cassia	2 75@3 00	Aconite	@1 55	Soda Ash	5 1/2 @ 10
Castor	2 70@2 80	Aloes	@1 20	Soda Bicarbonate	2 1/2 @ 6
Cedar Leaf	1 50@1 75	Arnica	@2 55	Soda, Sal	2 @ 5
Citronella	1 00@1 25	Asafoetida	@3 60	Spirits Camphor	@ 75
Cloves	3 50@3 75	Belladonna	@2 25	Sulphur, roll	4 1/2 @ 5
Cocanut	40 @ 50	Benzoin	@1 80	Sulphur, Subl. 4 9-10	@ 10
Cod Liver	4 75@5 00	Benzoin Compo'd	@3 00	Tamarinds	15 @ 20
Cotton Seed	1 65@1 75	Buchu	@2 25	Tartar Emetic	@ 85
Croton	1 75@2 00	Cantharides	@3 75	Turpentine, Ven.	50 @4 75

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

GROCERY PRICE CURRENT

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

ADVANCED

Brooms
Brushes
Canned Apples
Canned Blueberries
Cheese
Cocoanut

DECLINED

Flour

Index to Markets

By Columns

1		2	
ARCTIC AMMONIA		Clams	
12 oz. ovals, 2 doz. box 2 40		Little Neck, 1 lb. 1 45	
AXLE GREASE		Clam Bouillon	
Frazier's		Burnham's 1/2 pt. 2 25	
1 lb. wood boxes, 4 doz. 3 00		Burnham's pts. 3 75	
1 lb. tin boxes, 3 doz. 2 35		Burnham's qts. 7 50	
3 1/2 lb. tin boxes, 2 doz. 4 25		Corn	
10 lb. pails, per doz. 6 00		Fair 1 85	
15 lb. pails, per doz. 7 20		Good 1 85	
25 lb. pails, per doz. 12 00		Fancy 1 85	
BAKED BEANS		French Peas	
No. 1, per doz. 1 35		Monbadon (Natural)	
No. 2, per doz. 2 25		per doz. 1 20	
No. 3, per doz. 2 75		Gooseberries	
BATH BRICK		No. 2, Fair 1 20	
English 95		No. 2, Fancy 1 20	
BLUING		Hominy	
Jennings'		Standard 1 20	
Condensed Pearl Bluing		Lobster	
Small, 3 doz. box 1 95		1/4 lb. 1 90	
Large, 2 doz. box 2 40		1/2 lb. 3 10	
Folger's		Picnic Flat	
Summer Sky, 6 oz.,		Mackerel	
per doz. 45		Mustard, 1 lb. 1 80	
Summer Sky, 12 oz.,		Mustard, 2 lb. 2 80	
per doz. 85		Soused, 1 1/2 lb. 1 60	
BREAKFAST FOODS		Soused, 2 lb. 2 75	
Bear Food, Pettijohns 2 90		Tomato, 1 lb. 1 50	
Cracked Wheat, 24-2 4 60		Tomato, 2 lb. 2 80	
Cream of Wheat 7 50		Mushrooms	
Cream of Rye, 24-2 4 30		Buttons, 1/2 s @30	
Quaker Puffed Rice 4 30		Buttons, 1s @50	
Quaker Puffed Wheat 4 30		Hotels, 1s @44	
Quaker Brkfst Biscuit 1 90		Oysters	
Quaker Corn Flakes 2 75		Cove, 1 lb. @1 20	
Washington Crisps 2 30		Cove, 2 lb. @1 80	
Wheatena 5 10		Plums	
Evaporated Sugar Corn		Plums 1 50@2 00	
Grape Nuts 2 85		Pears in Syrup	
Sugar Corn Flakes 2 80		No. 3 can, per dz. 2 50@3 00	
Holland Rusk 3 80		Peas	
Krinkle Corn Flakes 2 80		Marrowfat 1 25@1 35	
Maple-Flake, Whole		Early June 1 50@1 60	
Wheat 4 05		Early June siftd 1 60@1 75	
Minn. Wheat Food 6 50		Peaches	
Ralston Wheat Food		Pie 1 25@1 50	
Large, 18s 2 90		No. 10 size can pie @3 75	
Ralston Wht Food 18s 1 95		Pineapple	
Ross's Whole Wheat		Grated 1 75@2 10	
Biscuit		Sliced 1 45@2 60	
Saxon Wheat Food 4 50		Pumpkin	
Shred Wheat Biscuit 4 25		Fair 1 20	
Triscuit, 18 2 25		Good 1 30	
Pillsbury's Best Cer'l 2 50		Fancy 1 35	
Post Toasties, T-2 3 30		No. 10 3 90	
Post Toasties, T-3 3 30		Raspberries	
Post Tavern Porridge 2 80		No. 2, Black Syrup .. 1 60	
BROOMS		No. 10, Black 8 00	
Fancy Parlor, 25 lb. 7 75		No. 2, Red Preserved 2 50	
Parlor, 5 String, 25 lb. 7 50		No. 10, Red, Water .. 7 25	
Standard Parlor, 23 lb. 7 25		Salmon	
Common, 23 lb. 6 75		Warrens, 1 lb. Tall 3 20	
Special, 23 lb. 6 50		Warrens, 1 lb. Flat 3 30	
Warehouse, 33 lb. 8 25		Red Alaska 2 75	
Common, Whisk 1 50		Med. Red Alaska 2 40	
Fancy, Whisk 2 00		Pink Alaska 2 00	
BRUSHES		Sardines	
Scrub		Domestic, 1/4 s 6 25	
Solid Back, 8 in. 1 00		Domestic, 1/4 Mustard 6 25	
Solid Back, 11 in. 1 25		Domestic, 3/4 Mustard 6 00	
Pointed Ends 1 00		Norwegian, 1/4 s 11@16	
Stove		Portuguese, 1/4 s 22@30	
No. 3 1 00		Sauer Kraut	
No. 2 1 50		No. 3, cans 2 75	
No. 1 2 00		No. 10, cans 2 75	
Shoe		Shrimps	
No. 1 1 00		Dunbar, 1s doz. 1 25	
No. 2 1 30		Dunbar, 1 1/2 doz. 2 40	
No. 3 1 70		Succotash	
No. 4 1 90		Fair 1 80	
BUTTER COLOR		Good 1 80	
Dandelion, 25c size 2 00		Fancy 1 80	
CANDLES		Strawberries	
Paraffine, 6s 10		Standard 2 00	
Paraffine, 12s 11		Fancy 2 75	
Wicking 20		Tomatoes	
CANNED GOODS		No. 2 1 40	
Apples		No. 3 1 40	
3 lb. Standards @5 00		No. 10 1 40	
Blackberries		Tuna	
2 lb. 1 75@2 00		1/4 s, 4 doz. in case 4 50	
Standard No. 10 @8 00		1/2 s, 4 doz. in case 7 50	
Beans		1s, 4 doz. in case 10 00	
Baked 1 25@2 25		CATSUP	
Red Kidney 1 25@1 35		Snider's 1/2 pints 1 50	
String 1 50@2 00		Snider's pints 2 50	
Wax 1 50@2 00		CHEESE	
Blueberries		Acme @29	
Standard 1 50		Carson City @30	
No. 10 7 50		Brick @32	
Table Sauces		Leiden @32	
Tea 9, 10		Limburger @32	
Twine 10		Pineapple @	
Vinegar		Edam @	
Washing Powder 11		Sap Sago @	
Woodenware 10		Swiss, Domestic @	
Wrapping Paper 11		Yeast Cake	
Yeast Cake 11			

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CHEWING GUM

Adams Black Jack	62
Adams Sappota	70
Beeman's Pepsin	62
Beechnut	60
Chiclets	1 33
Doublemint	64
Flag Spruce	62
Hershey Gum	48
Juicy Fruit	64
Sterling Gum Pep.	62
Sterling 7-Point	62
Spearment, Wrigleys	64
Spearment, 5 box jars	3 20
Spearment, 6 box jars	3 85
Yucatan	62
Zeno	64
Smith Bros. Gum	62
Wrigleys 5 box lots	61
O. K. Gum	75

CHOCOLATE

Walter Baker & Co.	24
German's Sweet	24
Premium	35
Caracas	28
Walter M. Lowney Co.	35
Premium, 1/4 s	35
Premium, 1/2 s	35

CLOTHES LINE

No. 40 Twisted Cotton	1 30
No. 50 Twisted Cotton	1 70
No. 60 Twisted Cotton	2 20
No. 80 Twisted Cotton	2 40
No. 50 Braided Cotton	1 75
No. 60 Braided Cotton	2 00
No. 80 Braided Cotton	2 50
No. 50 Sash Cord	2 50
No. 60 Sash Cord	3 00
No. 60 Jute	1 25
No. 72 Jute	1 40
No. 60 Sisal	1 30
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10

COCOA

Baker's	39
Cleveland	41
Colonial, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Hershey's, 1/4 s	32
Hershey's, 1/2 s	30
Lowney, 1/4 s	37
Lowney, 1/2 s	37
Lowney, 5 lb. cans	37
Van Houten, 1/4 s	12
Van Houten, 1/2 s	18
Van Houten, 1s	65
Wan-Eta	36
Webb	33
Wilbur, 1/2 s	33
Wilbur, 1/4 s	32

COCOANUT

Dunham's per lb.	
1/4 s, 5 lb. case	32
1/4 s, 5 lb. case	31
1/4 s, 15 lb. case	31
1/4 s, 15 lb. case	30
1s, 15 lb. case	29
1/4 s & 1/2 s, 15 lb. case	30
5 and 10c pails	4 25
Bulk, pails	20
Bulk, barrels	18 1/2
Baker's Brazil Shredded	
70 5c pkgs., per case	3 00
36 10c pkgs., per case	3 00
16 10c and 33 5c pkgs.,	
per case	3 00
Bakers Canned, doz.	1 10

COFFEES ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23

Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23

Maracaibo

Fair	24
Choice	25

Mexican

Choice	25
Fancy	26

Guatemala

Fair	25
Fancy	28

Java

Private Growth	26@30
Mandling	31@35
Aukola	30@32

Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28

Bogota

Fair	24
Fancy	26

Exchange Market, Steady

Spot Market, Strong

Package

New York Basis

Arbuckle 21 50

4

McLaughlin's XXXX

McLaughlin's XXXX
package coffee is sold to
retailers only. Mail all or-
ders direct to W. F. Mc-
Laughlin & Co., Chicago.

Extracts

Holland, 1/2 gro. bxs.	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONDENSED MILK

Carnation, Tall	6 20
Carnation, Baby	6 10
Dundee, Tall	5 50
Dundee, Baby	5 40
Hebe, Tall	5 10
Hebe, Baby	5 00

6

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	11 65
Fancy Spring	13 00
Wizard Graham	11 00
Wizard, Gran. Meal	10 75
Wizard Buckw't cwt.	6 00
Rye	11 00
Valley City Milling Co.	
Lilly White	11 85
Light Loaf	11 45
Graham	4 90
Granena Health	5 00
Gran. Meal	5 40
Bolton Meal	5 30
Watson-Higgins Milling Co.	
New Perfection	11 85
Tip Top Flour	11 35
Golden Sheaf Flour	10 95
Marshall's Best Flour	12 50
Watertown Wisconsin	
Rye	10 00
Worden Grocer Co.	
Quaker, paper	11 50
Quaker, cloth	11 50
Kansas Hard Wheat	
Worden Grocer Co.	
American Eagle, 1/8s	12 50
American Eagle, 1/4s	12 40
American Eagle, 1/2s	12 30
Spring Wheat	
Judson Grocer Co.	
Ceresota, 1/8s	13 00
Ceresota, 1/4s	12 90
Ceresota, 1/2s	12 80
Worden Grocer Co.	
Wingold, 1/8s cloth	12 75
Wingold, 1/4s cloth	12 65
Wingold, 1/2s cloth	12 55
Meal	
Bolton	10 55
Golden Granulated	10 75
Wheat	
Red	2 05
White	2 03
Oats	
Michigan carlots	70
Less than carlots	72
Corn	
Carlots	2 28
Less than carlots	30
Hay	
Carlots	19 00
Less than carlots	20 00
Feed	
Street Car Feed	78 00
No. 1 Corn & Oat Fed	78 00
Cracked Corn	85 00
Coarse Corn Meal	85 00
FRUIT JARS	
Mason, pts., per gro.	7 00
Mason, qts., per gro.	7 40
Mason, 1/2 gal. per gro.	9 85
Mason, can tops, gro.	2 75
GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 75
Knox's Sparkling, gr. 20	50
Knox's Acid'd doz.	1 85
Minute, 1 doz.	1 25
Minute, 3 doz.	3 75
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 40
Plymouth Rock, Plain	1 25
Waukesha	1 60
GRAIN BAGS	
Broad Gauge, 12 oz.	24
Climax, 14 oz.	29
Stark, A, 16 oz.	29
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
HIDES AND PELTS	
Hides	
Green, No. 1	17
Green, No. 2	16
Cured, No. 1	19
Cured, No. 2	18
Calfskin, green, No. 1	25
Calfskin, green, No. 2	23 1/2
Calfskin, cured, No. 1	27
Calfskin, cured, No. 2	25 1/2
Pelts	
Old Wool	75@2 00
Lambs	50@1 50
Shearings	50@1 50
Tallow	
No. 1	@12
No. 2	@11
Wool	
Unwashed, med.	@60
Unwashed, fine	@55
HONEY	
A. G. Woodman's Brand	
7 oz., per doz.	3 90
20 oz., per doz.	3 90
HORSE RADISH	
Per doz.	90
JELLY	
5 lb. pails, per doz.	1 05
15 lb. pails, per doz.	1 05
30 lb. pails, per doz.	2 00

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Jiffy-Jell	
Straight or Assorted	
Per doz.	1 15
Per case, per 4 doz.	4 60
Eight Flavors: Raspberry, Strawberry, Cherry, Lemon, Orange, Lime, Pineapple, Mint.	
JELLY GLASSES	
1/2 pt. in bbls., per doz.	25
1/2 pt. in bbls., per doz.	27
8 oz. capped in bbls.	27
MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75
16 oz. bottles, per doz.	18 00
32 oz. bottles, per doz.	30 00
MINCE MEAT	
Per case	3 45
MOLASSES	
New Orleans	
Fancy Open Kettle	56
Choice	52
Good	50
Stock	50
Half barrels 2c extra	
Red Hen, No. 2 1/2	3 20
Red Hen, No. 5	3 10
Red Hen, No. 10	3 00
MUSTARD	
1/2 lb. 6 lb. box	16
OLIVES	
Bulk, 1 gal. kegs 1 10@1 20	
Bulk, 2 gal. kegs 1 05@1 15	
Bulk, 5 gal. kegs 1 00@1 10	
Stuffed, 5 oz.	1 10
Stuffed, 8 oz.	1 60
Stuffed, 14 oz.	2 50
Pitted (not stuffed)	
14 oz.	2 50
Manzanilla, 8 oz.	1 10
Lunch, 10 oz.	1 50
Lunch, 16 oz.	2 60
Queen, Mammoth, 19 oz.	5 00
Queen, Mammoth, 28 oz.	6 25
Olive Chow, 2 doz. cs.	2 25
per doz.	2 25
PEANUT BUTTER	
Bel-Car-Mo Brand	
4 oz. 4 doz. in case	3 60
7 oz. 2 doz. in case	2 90
8 oz. 2 doz. in case	3 30
18 oz. 1 doz. in case	3 00
5 lb. pails, 6 in crate	5 25
10 lb. pails	18
15 lb. pails	17 1/2
25 lb. pails	17
50 lb. tins	16 3/4
PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	10.
Red Crown Gasoline	21.5
Gas Machine Gasoline	34.9
V M & P Naphtha	21.
Capitol Cylinder, Wood	33.9
Bale	33.9
Capitol Cylinder, Iron	32.9
Bale	32.9
Atlantic Red Engine	20.4
Winter Black	11.6
Polarine	37.9
PICKLES	
Medium	
Barrels, 1,200 count	9 50
Half bbls., 600 count	5 25
5 gallon kegs	2 20
Small	
Barrels	11 00
Half barrels	6 25
5 gallon kegs	2 50
Gherkins	
Barrels	14 00
Half barrels	6 75
5 gallon kegs	2 75
Sweet Small	
Barrels	24 00
Half barrels	11 50
5 gallon kegs	4 20
PIPES	
Clay, No. 216, per box	80
Clay, T. D. full count	80
Cob, 3 doz. in box	1 25
PLAYING CARDS	
No. 90, Steamboat	85
No. 15, Rival assorted	85
No. 20, Rover, enam'd	1 75
No. 572, Special	2 00
No. 98 Golf, Satin fin.	2 25
No. 808, Bicycle	2 25
No. 632 Tourn't whist	2 50
POTASH	
Babbitt's 2 doz.	1 90
PROVISIONS	
Barreled Pork	
Clear Back	44 00@45 00
Short Cut Clr	42 00@43 00
Bean	40 00@41 00
Brisket, Clear	46 00
Pig	
Clear Family	35 00
Dry Salt Meats	
S P Bellies	24 00@25 00
Lard	
Pure in tierces	24 @25
Compound Lard	19 @19 1/2
80 lb. tubs	advance 1/4
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4

8

20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1
3 lb. pails	advance 1
Smoked Meats	
Hams, 14-16 lb.	25 1/4@26
Hams, 16-18 lb.	21 @22
Hams, 18-20 lb.	20 1/4@21
Ham, dried beef	
sets	29 @30
California Hams	20 1/4@21
Picnic Balled	
Hams	19 1/4@20
Boiled Hams	36 @37
Mince Hams	17 1/4@18
Bacon	33 @36
Sausages	
Bologna	18
Liver	17
Frankfort	17
Pork	14@15
Veal	11
Tongue	11
Headcheese	14
Beef	
Boneless	25 00@27 00
Rump, new	30 00@31 00
Pig's Feet	
1/2 bbls.	1 75
3/4 bbls., 40 lbs.	3 40
1 1/2 bbls.	6 00
1 bbl.	12 00
Tripe	
Klts, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00
Casings	
Hogs, per lb.	35
Beef, rounds, set	19@20
Beef, middles, set	45@55
Sheep	1 15@1 35
Uncolored Butterline	
Solid Dairy	22 @25
Country Rolls	25 @27
Canned Meats	
Corned Beef, 2 lb.	6 25
Corned Beef, 1 lb.	3 25
Roast Beef, 2 lb.	6 25
Roast Beef, 1 lb.	3 25
Potted Meat, Ham	
Flavor, 1/4s	55
Potted Meat, Ham	
Flavor, 1/4s	95
Deviled Meat, Ham	
Flavor, 1/4s	52
Deviled Meat, Ham	
Flavor, 1/4s	1 00
Potted Tongue, 1/4s	55
Potted Tongue, 1/2s	1 00
RICE	
Fancy	80@84
Bule Rose	@8
Broken	
ROLLED OATS	
Monarch, bbls.	10 25
Rollad Avena, bbls.	10 50
Steel Cut, 100 lb. sks.	5 20
Monarch, 90 lb. sks.	5 10
Quaker, 18 Regular	1 75
Quaker, 20 Family	5 60
SALAD DRESSING	
Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 20
Durkee's, small, 2 doz.	5 00
Snider's, large, 1 doz.	2 40
Snider's, small, 2 doz.	1 45
SALERATUS	
Packed 60 lbs. in box	
Arm and Hammer	3 10
Wyandotte, 100 1/4s	3 00
SAL SODA	
Granulated, bbls.	1 40
Granulated, 100 lbs. cs.	1 50
Granulated, 36 pkgs.	1 40
SALT	
Common Grades	
100 3 lb. sacks	8 15
70 4 lb. sacks	8 05
60 5 lb. sacks	3 05
28 10 lb. sacks	2 90
56 lb. sacks	48
28 lb. sacks	27
Warsaw	
56 lb. sacks	26
28 lb. dairy in drill bags	20
Solar Rock	
56 lb. sacks	43
Common	
Granulated, Fine	1 80
Medium, Fine	1 90
SALT FISH	
Cod	
Large, whole	@11
Small, whole	@10 1/2
Strips or bricks	12 1/2@16
Pollock	@9
Holland Herring	
Standards, bbls.	13 50
Y. M. bbls.	15 00
Standard, kegs	85
Y. M. kegs	96
Herring	
Med. Fat Split, 200 lbs	8 00
Laborador Split 200 lb	10 00
Norway 4 K, 200 lbs.	16 50
Special, 8 lb. pails	7
Scaled, in boxes	17
Boned, 10 lb. boxes	17
Trout	
No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	2 25
No. 1, 10 lbs.	90
No. 1, 3 lbs.	75

9

Mackerel	
Mess, 100 lbs.	16 50
Mess, 40 lbs.	7 00
Mess, 10 lbs.	1 85
Mess, 8 lbs.	1 56
No. 1, 100 lbs.	15 50
No. 1, 40 lbs.	6 70
No. 1, 10 lbs.	1 75
Lake Herring	
100 lbs.	4 00
40 lbs.	2 35
10 lbs.	58
8 lbs.	54
SEEDS	
Anise	85
Canary, Smyrna	9
Caraway	75
Cardamon, Malabar	1 20
Celery	45
Hemp, Russian	7 1/2
Mixed Bird	9
Mustard, white	20
Poppy	70
Rape	15
SHOE BLACKING	
Handy Box, large 3 dz.	3 50
Handy Box, small	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85
SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rapple in jars	43
SODA	
Boxes	5 1/4
Kegs, English	4 1/4
SPICES	
Whole Spices	
Allspice, Jamaica	9@10
Allspice, lg. Garden	@11
Cassia, Canton	@20
Cassia, 5c pkgs. doz.	@35
Ginger African	@15
Ginger, Cochlin	@20
Mace, Penang	@90
Mixed, No. 1	@17
Mixed, No. 2	@16
Mixed, 5c pkgs. dz.	@45
Nutmegs, 70-80	@35
Nutmegs, 105-110	@30
Pepper, Black	@30
Pepper, White	@32
Pepper, Cayenne	@22
Paprika, Hungarian	
Pure Ground In Bulk	
Allspice, Jamaica	@16
Cloves, Zanzibar	@44
Cassia, Canton	@32
Ginger, African	@24
Mace, Penang	@1 00
Nutmegs	@36
Pepper, Black	@30
Pepper, White	@40
Pepper, Cayenne	@30
Paprika, Hungarian	@45
STARCH	
Corn	
Kingsford, 40 lbs.	9 1/2
Muzzy, 48 1lb. pkgs.	9 1/2
Kingsford	
Silver Gloss, 40 1lb.	9 1/2
Gloss	
Argo, 48 5c pkgs.	2 40
Silver Gloss, 16 3lbs.	9 1/2
Silver Gloss, 12 6lbs.	9 1/2
Muzzy	
48 1lb. packages	9 1/2
16 3lb. packages	9 1/2
12 6lb. packages	9 1/2
50 lb. boxes	6 1/2
SYRUPS	
Corn	
Barrels	
Half barrels	
Blue Karo, No. 1 1/2,	
2 doz.	3 05
Blue Karo, No. 2, 2 dz.	3 80
Blue Karo, No. 2 1/2, 2 doz.	4 60
Blue Karo, No. 5, 1 dz.	4 45
Blue Karo, No. 10, 1/2 doz.	4 30
Red Karo, No. 1 1/2, 2 doz.	3 20
Red Karo, No. 2, 2 dz.	4 05
Red Karo, No. 2 1/2, 2 dz.	5 00
Red Karo, No. 5, 1 dz.	4 85
Red Karo, No. 10 1/2 doz.	4 60
Pure Cane	
Fair	16
Good	20
Choice	25
Folger's Grape Punch	
Quarts, doz. case	6 00
TABLE SAUCES	
Halford, large	3 75
Halford, small	2 26
TEA	
Uncolored Japan	
Medium	20@25
Choice	28@33
Fancy	36@45
Basket-fired Med'm	28@30
Basket-fired Choice	35@37
Basket-fired Fancy	38@45
No. 1 Nibs	30@32
Siftings, bulk	9@10
Siftings, 1 lb. pkgs.	12@14
Gunpowder	
Moyune, Medium	28@33
Moyune, Choice	35@40
Moyune, Fancy	50@60
Ping Suey, Medium	25@30
Ping Suey, Choice	35@40
Ping Suey, Fancy	45@50
Young Hyson	
Choice	28@30
Fancy	45@55

10

Colog	
Formosa, Medium	25@28
Formosa, Choice	32@35

SPECIAL PRICE CURRENT

Royal  10c size ... 1 00 1/4 lb. cans 1 45 6 oz. cans 2 00 1/2 lb. cans 2 55 3/4 lb. cans 3 95 1 lb. cans .. 4 95 5 lb. cans 23 70 AXLE GREASE  1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10	SALT  Morton's Salt Per case, 24 2 lbs. 1 80 Five case lots 1 70	THE ONLY 5c CLEANSER  Guaranteed to equal the best 10c kinds. 80 can cases \$3.20 per case.
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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.

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.

PEANUT BUTTER

CAN BE COMPARED TO COFFEE
AS TO QUALITY

Don't be fooled by price. Buy where quality comes first. Buy Jersey Peanut Butter and notice the difference in taste. Order from your jobber today.

Perkins Brothers, Inc. Bay City, Michigan

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

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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

You Can Buy Flour —

IN

SAXOLIN

Paper-Lined Cotton Sanitary Sacks

DUST PROOF
 DIRT PROOF
 MOISTURE PROOF
 BREAKAGE PROOF

*The Sack that keeps the
Flour IN and the Dirt OUT*

Ask Your Miller in Your Town

— he can give you his flour in this sack

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

For samples and particulars write

THE CLEVELAND-AKRON BAG CO., CLEVELAND

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

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

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

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

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—Dry goods stock. One of the best towns in Ohio. Will inventory \$15,000. Can be reduced to suit purchaser. Alex. Crisman, Barborton, 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. 332

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

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—Charcoal plant—300 cord capacity, with contract for 10,000 cords wood. Charcoal never so high. Owner good reasons for selling. B. E. Moses, Cypress, Illinois. 344

For Rent—Store building; fine location in North Dakota town; only two other stores in town; will sell building or rent at \$20 per month. Investigate this at once. Lock Box A, Englevale, North Dakota. 345

Western Openings—We have a number of desirable positions open with leading western concerns for retail salesmen of dry goods, shoes, clothing, hardware, groceries and general merchandise; also window trimmers and card writers. Write The Business Men's Clearing House, Denver, Colorado. 347

For Sale—Two thousand acre ranch and farm in Michigan, two hundred acres cleared, fine house, good barns, all fenced. Will sell at a bargain. Address Box 252, St. John's, Michigan. 350

For Sale—High grade tailoring and gents' furnishings stock, also fixtures. Will inventory about \$6,000. Located in Detroit near factories, employing 12,000 men. Best reasons for selling. Cash proposition. Address No. 351, care Tradesman. 351

For Sale—199-acre stock and grain farm, all under cultivation and well fenced. Will take property in part payment. Southern Michigan. Wm. Wallace, 1419 Forres Ave., St. Joseph. 352

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. 757

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

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

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

For Sale—Complete hardware and harness stock. Business established for 32 years, will invoice from \$12,000 to \$15,000. Located in Central Nebraska. Broken Bow, Custer County, population 3,000. Farming community as good as any in the State. Good reason for selling. Traders need not apply. G. W. Apple, Broken Bow, Nebraska. 348

U. S. Government just released thousands of acres Oil Lands in Wyoming heretofore held for Navy. Our Bulletin tells how to secure 20 acres. U. S. Claimholders Assn., 703 Schiller Bldg., Chicago. 349

POSITION WANTED.

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

HELP WANTED.

Wanted—First-class book-keeper with hardware experience or first-class hardware clerk with book-keeping experience. Blanchard Hardware Co., Charlevoix, Michigan. 346

Fixtures For Sale

Having sold the lease of the store occupied by the Princess, bakery, confectionery and restaurant, we offer for sale the fine fixtures manufactured especially for us by the Wilmarth Show Case Co. They include: counters, shelving, show cases, soda fountain, four drawer cash register, two section gas range, large ice box, etc. Big bargain. Act quickly. Princess Co., 40 Monroe avenue, Grand Rapids.

WHY — Michigan People should use Michigan Flour made from Michigan Wheat

- 1—It excels all other flours in flavor.
- 2—It excels all other flours in color (whiteness.)
- 3—It excels all other flours for bread making.
- 4—It excels all other flours for pastry making.
- 5—It requires less shortening and sweetening than any other flour.
- 6—It fills every household requirement.
- 7—Michigan merchants should sell, and Michigan people should buy Michigan flour made from Michigan wheat for every reason that can be advanced from a reciprocity standpoint.

DUTCH MASTERS SECONDS



Will stimulate your trade

Handled by all jobbers

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

THE GROCER'S VINDICATION.

The Tradesman has long contended that perhaps the only way to cure the general public of its idea that it knows more about the grocer's business than he does himself was to let some of the fanciful theories and vagarious laws go into operation and really try the thing out. At least, all efforts to convince reformers and statisticians that there was a vast difference between theory and practice has seemed futile.

Now that the war has jarred most of our mercantile affairs, it appears likely to furnish the very experience suggested. Now that we have placed our food business in control of the Government, thousands of grocers are watching events to see how it will all turn out. And it looks just now as though the grocer is in a large measure being vindicated. At least, Uncle Sam has been probing with great care into costs of foodstuffs with his statistical analysts, and the prices they are declaring to be fair are rarely sufficiently below the going prices in normal times to cast any reflection on the fairness of the prices made under the old competitive law.

It begins to look as though the problems, making their enquiries with extreme care and applying up-to-date cost accounting methods, are finding that some of the charges are extremely fair, and at least two eminent investigators—Mr. Hoover at Washington and Food Controller Hanna of Canada—have frankly stated in public utterances that they find it useless to circumvent the law of supply and demand. And the Toronto Star has recently grown peevish and come out with the question: "What's the use of a food controller anyway?"

Certainly there is "no use of a food controller" so far as anyone could expect that he would be a potentate superior to natural law and lower and raise prices at his own sweet will. A great many millions of people doubtless have thought so, not only in Canada but here. Politicians and high-binders have preached it into them for years and many a newspaper, with more zeal than wisdom, has spread the gospel of discontent, but it looks as though an awakening is at hand because honestly intentioned officials have begun to discover what a lot of business men knew all along. If it can result in an awakening of common sense on some of these high price problems—real problems they are unquestionably—it will be worth all it has cost.

But there is doubtless a great field for the Food Administrator and the future will doubtless show it, even though it vindicates the normal operation of business. The trouble with the law of supply and demand nowadays is that it is too susceptible to popular excitement and the need for some dependable authority to tell the facts and act as umpire in the game is desirable.

That Mr. Hoover will operate in that way cannot be denied. First of all, the obtaining of actual knowledge as to the facts will do much to add wisdom to our judgment of prices and their fairness; also will help us materially in gauging the intensity of our demand. It is unfortunate that no such authority can, however, work with sufficient alacrity to keep pace with trade and

popular excitement, and before the judicial decree is forthcoming prices fluctuate with violent effects on the public economy.

For instance, the recent frosts, or reported frosts—for the report is often as bad as the fact—caused such a fluctuation in the food trades, especially canned tomatoes, as to refuse to moderate even when it was shown that tomatoes have not suffered from frost at all, and that they are ripening tremendously in this revival of warm weather. It would take a tremendous frost damage to justify any such prices as are now being maintained in the market and, based on past experience, jobbers are reluctant to accept the packer's estimate of values.

And yet, when the Government's statisticians come in and, after a careful examination of the costs of packing, set \$1.45 as a fair price, it operates as a very striking indication that the voice of the food arbitrator is of some force after all. Where the final price for tomatoes will land is hard to say but when buyer and seller are so far apart everyone feels a lot safer to have someone on hand to balance the scale beam.

Although there may be a considerable measure of public concern back of the decision of Congress not to assess a consumption tax on foodstuffs commonly used by every household, there are many in the trade who feel that the decision is not altogether wise. While it may have contributed to keeping prices down somewhat, they say, the saving isn't worth considering as compared with the excellent opportunity that was offered for gathering in a considerable revenue, in which everyone, of whatever station, might share and yet hardly be felt by the consumer.

Suppose it added a half cent a pound to sugar, or a cent to coffee, such advances are nothing new to the American consumer and no hardship would have resulted, while it would have been one way in which everyone could "do his bit." Besides, the feeling still prevails that an excise tax would have gone far to equalize the manifest differences in opportunity for competition that exists between beet and cane sugar.

By the way, this sugar question is also operating as an educational factor of no small amount. It is showing up some of the differences that have all along been growing in the economic position of the two types of sugar, and, in trying to make control and stabilizing rules fit two products in which there is normally a cent or more difference in cost and yet to leave the final price the same, the administrator and his aids are having plenty of interesting experience.

But just why should the Government undertake to adjust what looks more and more like an evolutionary economic question? Why interfere with the inevitable any more than to furnish protection to the tallow candle or the oil lamp against the evolution of electricity? If beet root is just as good as, and cheaper than, sugar cane, no end of expedients will stay its final triumph as a source of National supply and if ultimate consumer price is the end sought, why try to patch up a weak situation? However, it would seem as though the

Government might well afford to give the cane refiner a fair chance to fight his own battle without hanging around his neck a millstone of tariff on his raw material, while the beet man, already with an advantage, is given just this much more support in his manifest preferential position. From the consumer's standpoint, it looks very much fairer to let down the bars to fair competition and if revenue is the end sought, let it be free from any treatment that seems to favor one side in an evolutionary contest.

Bumper Onion Crop.

It is estimated that the onion crop of the country will be from 70 to 75 per cent. above last year's yield. Local dealers are offering \$1@1.25 per bushel (56 pounds), but are not con-

tracting for stock to any extent, due to uncertainty as to the action Mr. Hoover and his assistants may take on the subject of stabilizing the price, as they have done in the case of wheat. The yield in this locality is very heavy and the quality is generally good.

BUSINESS CHANCES.

For Sale—Only bakery in town of 3,000. Equipment modern in every detail. Average daily sales \$175 to \$200. Reason for selling, poor health. Splendid opportunity. Write at once to Genesee Realty Co., Linden, Michigan. 353

For Sale—Drug Store, up-to-date clean stock, new fixtures, in hustling town. Big bargain. Owner going to war. Got to sell. Write now. Genesee Realty Co., Linden, Michigan. 354

For Sale—Live men's clothing and shoe business. Act quick. Will take cash or good property. Reason: called to the army. McDonald Clothing Co., Vassar, Michigan. 355

A NECESSITY -- NOT AN ACCESSORY

-K-A-L- Auto Body Dressing

FOR ALL
Fine and Highly Finished Surfaces

This Dressing supplies to your car or furniture what the weather conditions take away, and is the result of a number of years experience in the cleaning, dressing and polishing of the finest of automobile and furniture finishes on the American market.

This Dressing dries very easily and will not hold dust when wiped off

PRICE--Quart, \$1 00; ½ Gal., \$1.75; Gal., \$3.50

Money back if not satisfied by return of any portion with can

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45 Cherry Street, S.W. Grand Rapids, Mich.

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Jobbers and Distributors
GRAND RAPIDS MICHIGAN

Seasonable Farm Tools

If you run low on such seasonable farm tools as

**Potato Forks Corn Cutters
Corn Huskers**

remember that you can replenish it from our ample stock. We can make prompt shipments on any or all of these goods.

Michigan Hardware Co.
Exclusively Wholesale Grand Rapids, Michigan