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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS ST. 1883

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 28, 1917

Number 1784

Scarcest Thing in the World

You have as much sense as the next man. Use it—
rely on it, and it will grow.

You have two good hands, two good eyes, two good
ears. Use them.

You have as much strenuosity as Roosevelt. Use it.

You have as good an education as Rockefeller had.

You can read the same newspapers, magazines and
books Mr. Howells reads.

You have a pen and as much paper as Rudyard
Kipling.

You have twenty-four hours a day, just the same as
Woodrow Wilson.

What's the matter with you?

Why don't you make good?

All the wide seas want ships; where is yours?

The quarries are full of stone waiting to go into
houses, the mines are gorged with ore, the forests are
thick with building material.

Bridges need building, inventions are pleading to be
born, the world is hungry for interesting books. Build,
invent, write!

Every business house is crying for salesmen, every
woman wants a good husband, children want teachers,
the demand for the right man everywhere is tremendous.

What seems to be your trouble?

What do you mean you have no chances?

Opportunity's knuckles are all skinned knocking at
your door!

Farmers can't find laborers, housewives can't find
cooks, theatrical managers can't find the right plays,
churches can't find sufficient pastors.

The scarcest thing in the world is a man, a real man.

Frank Crane.

PREPARE EARLY

For the Holidays This Year

Get your **FANCY CHRISTMAS PACKAGES** ordered without delay. There is certain to be a shortage this season on account of labor conditions, so buy now and be safe.

Two Large Complete Lines

Lowney's Fancy Package
Chocolates

Putnam's Fancy Package
Chocolates

Putnam Factory, Grand Rapids, Michigan

Use Citizens Long Distance Service



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

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

Citizens Telephone Company

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Co.
The Pure Foods House

Distributors
GRAND RAPIDS, MICHIGAN

You Should Carry All Franklin Package Sugars

Women who get used to buying Granulated Sugar from you in neat Franklin Packages will prefer to buy Dainty Lumps, Powdered and Confectioners Sugars in the same way. They like the clean, strong packages that will not burst in the market basket or cupboard as will a thin paper bag.

It will pay you to sell ALL your sugar in the time-saving Franklin Packages.

"A Franklin Sugar for every use"

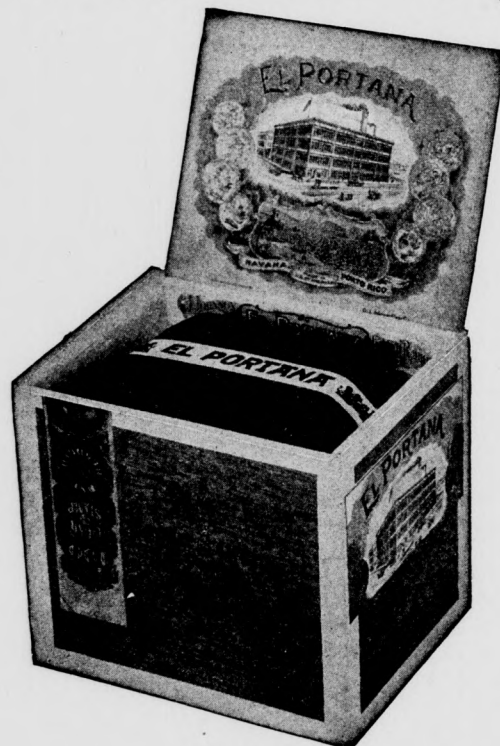
Cartons packed in 24, 48, 60 and 120 lb. containers according to grade

Cotton bags of granulated sugar packed in 100 lb. sacks and in barrels

Made from Sugar Cane

The Franklin Sugar Refining Company
PHILADELPHIA

El Portana Cigar



This is size No. 5
THE POPULAR SHAPE
Handled by all jobbers—sold by all dealers

G. J. JOHNSON CIGAR CO.

Grand Rapids

MICHIGAN TRADESMAN

Thirty-Fifth Year

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SPECIAL FEATURES.

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BEWARE OF IMPOSTERS.

The promoters of the Grand Rapids Wholesale Grocery Co., having been caught in the meshes of the law through violating several different statutes, have withdrawn their application for recognition by the Michigan Securities Commission and decamped from the State.

In spite of the persistent attitude these crafty promoters assumed before the officers of the law, the Tradesman is informed that one of them was in Alpena the other day, again soliciting stock subscriptions to the defunct enterprise, which died before it was born. He claimed that the undertaking was approved by the Michigan Tradesman, which every reader of the Tradesman knows is false, because the enterprise has been repeatedly denounced as fraudulent by the Tradesman.

Devoting thirty-four years to building up a good name and reputation and then having it smirched by rascals who ought to be behind the bars is not relished by the Tradesman, which herewith offers a reward of \$100 to any merchant who furnishes information on which such miscreants can be apprehended and convicted. The solicitor who undertakes to secure subscriptions to any cause by false representations and by placing the Tradesman in a false light will not be permitted to operate any longer except by the sufferance of those who can help us put such gentry out of business.

CANNED GOODS SITUATION.

If there have been no reductions in canned goods beyond the more or less spectacular decline in tomatoes there at least have been no advances. It has, however, been a rather trying three weeks for the trade, which has been endeavoring to get its bearing under the new licensing rules. Outwardly there is more of an appearance of stability to the market than it has had for some time, but this perhaps is because there has been no important trading in the old-time way. There has been some selling between jobbers, but only in emergency instances, that undoubtedly come within the spirit of the new regula-

tions, and have not had the effect of advancing prices unduly, but have been, on the other hand, intended only to help out where deliveries have been impeded by the non-receipt of goods previously purchased. Jobbers have not been buying from first hands to any material extent, as they have been more interested in obtaining the goods already bought, which is a difficult matter under present conditions of freight congestion. Consequently it has been quite impossible to try out the market in the old-time way, so that for the want of better quotations the former ones are continued, although it is understood that actual prices have to depend upon individual transactions and the circumstances surrounding them.

The greatest internal menace England has had to face in this war has been that of trade unionism. When the war broke out, the English unions were very strong. They had lessened efficiency and reduced output until their members did a half or a third of a day's work as the normal and regular practice. Under their rules skilled men insisted on performing a great mass of work that properly belonged to unskilled labor. The result of all this was that, although the English worker received very low wages, still restriction of output was such that it cost the English manufacturer so much to produce things that he was becoming less and less able to compete with the German and American manufacturer in the markets of the world. Hence the universal poverty and unemployment in England at the time the war broke out, the chief sufferer from which was the English worker himself. After the war broke out, this universal inefficiency of English labor because of union restrictions became the crucial and important national question because it was found impossible to secure any production of war supplies and munitions at all equal to the nation's demands. The result was a complete re-organization of British industry and a surrender by the unions of a large portion of their restrictions and control which they believed were so essential to their safety. Doubtless the result has surprised them. Increased productivity has meant not less work, but more work for the worker and higher wages. Although it was understood and agreed that after the war the unions should have the privilege of putting their old restrictions in force again, it is now common talk in English labor circles that no attempt will be made to go back to the old conditions. The English worker has found that his closed shop, with its arbitrary practices and restrictions was his own worst enemy.

STRESS OF FORCED ECONOMY.

Very decent citizens wore patched clothes for years after the Civil War. The story has been told often in this market by a leading local merchant of wearing a patched muslin shirt in war days, that had more new material in it than it had of the original material when it was finally discarded.

In a New England schoolyard, nearly fifty years ago, seven boys were playing marbles around a "big ring." They shot across the ring at marbles centered in a smaller ring. In order to shoot well they were forced to get down on their knees. Naturally their trousers were worn and patched at the knees. But one of the boys discovered while the game was going on that there were bulls' eyes in the seats of every boy's trousers around the ring, and for a time the discovery stopped the game. One of those boys became a very successful mill treasurer, another a lawyer and legislator, and another a very prosperous business man. They were all sons of the best families in that section. They wore patched clothes in those days without shame and because economy in clothes was imperative.

Doubtless there are thousands of the best families in Europe who are going about with odd clothes to-day and it is probably true that clothes comprise the least of their troubles. It does not follow that the people of this country are going to get down to the economies of Europe, at least it is hoped not, but these suggestions will convey the idea, it is hoped, that we are a long way from what real economy in dress can come to. The merchant who does not visualize the possibilities may find himself stranded as the strain of forced economy grows.

WORKS MUCH UNFAIRNESS.

However admirable the plan of basing resale prices of foods on actual rather than speculative costs may have been in itself, it is causing no end of inconvenience and annoyance to the grocery trade, especially to jobbers. Every large grocery house has in its warehouses lots and brands costing various amounts and possessing various qualities. To suddenly level them—not on relative value, but on actual cost—has resulted in much confusion and inequity.

This has been brought to the attention of the Federal Food Administration and has been so palpably inequitable that a modification in the original ruling has been issued, which leaves the grocers very much in the dark as to just what is going to happen. The common belief is that it means that the unfairness of the ruling will be tempered and corrected by a more liberal policy of enforcing it, but some are dis-

posed to see in it evidence of the ineffectiveness of any ruling to fix the basis of price on cost.

For instance, a given firm had No. 3 tomatoes which cost \$1.25 and No. 2 which cost another purchase \$1.50. If the cost was to be taken as the price basis, No. 3 cans would sell for less than the smaller No. 2. In another article a certain jobber averaged his several lots and found that on some sizes and grades the resulting price level was less than the customary price, while on others it was higher. It also forced some jobbers to sell certain goods at higher or lower prices than their competitor did, and naturally, the trade went to the cheapest competitor.

Buyers were not slow in figuring out the bargains that resulted and the result has been that some houses are drained of needed lines, because they happen to be cheap, and later on, when those goods are needed for current trade, they will be entirely out of them. In fact, it has resulted in breaking up stocks very disastrously.

THE DOUBLE HOUSEHOLD.

Losses by war and disease, and the remarkable fall in the German birth rate, have caused the population to decline for the first time in the history of the German empire.

Kultur's remedy for this state of affairs is an elaboration of promiscuous intercourse which is known in this country as polygamy. This custom is euphemistically described in Germany as the "Double Household," to promote which a number of medical and scientific men have banded themselves into a league.

It has received the universal sanction of the German clergy on the ground that the raising of children, in or out of wedlock, is a patriotic duty and that obedience to the ruler of the fatherland is to be considered as superseding the Ten Commandments in the present crisis which confronts the German people. Germans who refuse to subscribe to this doctrine are stood up against a wall and shot.

An astonishing instance of the perversion of the doctrine of repopulation was recently given in the divorce court.

An erring wife, whose soldier husband sought relief on the ground of her infidelity, answered with the excuse that he had been absent from home more than twelve months.

She declared she had a higher duty to the fatherland than her duty to her husband and her marriage vows.

She was heard sympathetically, and acclaimed by the court as a true patriot, worthy of emulation and commendation by every woman in Germany!

THE GERMAN PEOPLE.

There is one thing on which all are agreed—that the intriguing, military autocracy of Prussia is a menace to mankind and must be destroyed, that the right of Force must be destroyed by the force of Right. The Allies have proclaimed that this war is waged to make the world safe for democracy. To carry this conception to victory demands a thorough and whole-hearted democratization of the war aims and the war policies of the Allies. To defeat a thoroughly organized and unified autocracy, we must oppose an equally organized and unified democracy. Unified purpose and policy must strengthen the arms of democracy or victory will not be ours. A house divided against itself cannot stand, especially in the path of the Prussian.

Prussia must be destroyed, but Prussia can be destroyed only in one of two ways: either the German people must themselves destroy it, or the Allies must destroy the German people with it. To rely on the latter course invites bankruptcy, starvation and destruction of all peoples. To hope for the former course makes necessary every endeavor to co-operate with the German people and to inspire in them confidence in and understanding of Allied purposes and intentions. The time of resistance against the right of Force by blind force alone has passed. The time for organizing a well-thought-out and constructive force of Right is at hand if the world is not to perish utterly. The German people alone can save mankind by themselves overthrowing the menace of Prussianism from within with the support and assistance of the Allies. Have we used our every power to enlist the German people on our side?

President Wilson, in his inspiring message to the peoples, declared that our war was not against the people of Germany, and, again, in Buffalo, he said that the principles of democracy could find as fine a welcome in the hearts of the German people as in the hearts of any others.

With this doctrine the Tradesman is not in accord. It believes that the German people are equally responsible with the Kaiser for the bloody war they have jointly waged for the past three years and four months. Every keen observer who has visited Germany in the past ten years has noted the intolerant spirit which had taken possession of the German people—the announced determination to destroy every other nation in order to subordinate them to German ideas and Germanic kultur. The average German was free to state that he believed the Germans were God's chosen people; that they were destined by God to dominate the world and that it was only a question of time when they would start out on their campaign of conquest. Of course, the Kaiser and his cohorts inculcated this pernicious doctrine in the minds of the German people, and it was as wicked for them to absorb these ideas as it was for the Kaiser et al to promulgate them.

Having inhaled the poisonous atmosphere of autocracy until they have been infected with it bone deep and having followed the Kaiser in practicing every extremity of cruelty, torture, extortion

and debauchery which the crafty mind of the Prussian devils could conceive, the German people should be made to pay the penalty and eat the bread of bitterness for a thousand years to come. Even this is not a sufficient penalty for the crimes they have committed in the name of the Kaiser.

Notwithstanding this wrongheadedness on the part of the Germans, which is even manifested in people of German descent in this country and has resulted in their arraying themselves on the side of German autocracy, instead of under the banner of freedom, the Tradesman is disposed to deal fairly with the German people and give them an opportunity to repudiate the wicked doctrines they have espoused in the name of the Almighty and the unmentionable crimes they have committed in the name of the Kaiser.

Through President Wilson as our spokesman, we have made our full appeal to the German people to become our ally against the military autocracy of Prussia, which is as truly a menace to them as it is to the remainder of the world. We have spoken very simply and very clearly to the German people: We, the peoples of mankind, look to you to crush this thing which is our common foe, this thing which is threatening you and all peoples. Rise up in your great might. Rise up and join with us. Become yourselves our ally against this common foe, and we swear to you that we will give you welcome and honor in our midst. We swear to you that you shall some time in the future take honorable place in the council of the united nations that shall follow the overthrow of this tyrant, and we swear to you that in the peace that is to be the German people, equally with all the other peoples of the earth, shall be protected by our united endeavors in life, liberty and the pursuit of happiness.

In this spirit of charity and tolerance, President Wilson has given the German people an opportunity to say whether they will continue to play the part of demons, rapers, murderers and poisoners, or whether they will cast off the mantle of crime, iniquity and obloquy and array themselves against the murderous monster who has made the word German a hissing by-word for time and eternity. If they repudiate this opportunity then the blood of mankind be on their heads. Then the issue will have been made clear. Then the call will come to all who do not now see clearly, who cannot, even though they try, feel enthusiasm for a blind cause. Then an aroused and truly inspired people will gladly give of their all, even if only destruction can come in the end. Destruction were better than the death of the soul.

The world to-day is looking to America. Without the support of America, the strength of the Allies falters. The opportunity has come to us to make to the world our confession of faith, to justify our great heritage of liberty and democracy that the blood of our ancestors has won for us. Democracy has no secret ambitions; its care is not for territory, but for the welfare and the happiness of mankind. Therefore,

democracy speaks with a clear voice to all the peoples, while autocracy whispers secretly to the privileged few. Democracy draws strength from true speaking. Autocracy draws strength from false speaking. Therefore it behooves us to leave no stone unturned to defeat the German beast—monarch or people, or both—lest democracy perish from the earth and the people of the world be compelled to bend the head to the most unscrupulous, the most dastardly and the most blood-thirsty monarch who was ever permitted to draw the breath of life.

ELIMINATE THE SPORTS.

Because we are now at war, battling for our existence as a Nation of free-men, it is our plain duty to eliminate every feature which does not have a direct bearing on the conduct of the war, to the end that every energy may be directed to prosecuting the war with the greatest possible vigor and effectiveness.

An important step in this direction would be the withdrawal of the sporting pages from the daily pages, which tend to create and maintain an interest in affairs which have no bearing on the war and which tend to distract our attention from the great issue now before the American people.

The time our schoolboys are putting in on football and other dangerous sports could better be employed in drilling and acquiring the rudiments of soldiering and warfare. Germany may be able to hold out ten years longer, in which event the boys now in short trousers will be called upon to cross the seas to take part in the greatest conflict which ever confronted the world. Every hour devoted to preparing for that event is an hour devoted to the cause of freedom and humanity. Every hour mispent in sanguinary contests over the possession of a ball is helping the cause of the brutal and barbaric hordes of Germany who masquerade as men, but are really beasts in human form.

Minnesota's Mesaba Range is reported to be the scene of strenuous activity since the war broke out. Some 20,000 miners are at work there; their output was 65,000,000 tons of ore last year, and it will be much increased this year. Apparently for the first time, the mine operators are preparing to carry on a good deal of open pit work during the winter, and are now stripping the earth for new deposits; the underground mining, which supplies about one-third the product, will of course be pushed to the full. Every mine is now surrounded by guards, and at danger points there are United States soldiers to assist the police; at the Lake Superior docks no one is allowed to approach the waterfront without proving his good character, and the water-route, especially at the Soo, is watched by both Canadian and American forces. Yet it is said that the Austrians, who constitute 46 per cent. of all the employes on the Mesaba Range, are a markedly loyal body, and have not only given not the slightest trouble, but have furnished many recruits, and have subscribed generously to the Liberty Loans. The region is one of great prosperity.

SUBSTITUTION OF LABOR.

Lack of available labor, which is only slightly felt in this country, as compared with Great Britain and France, is being made up in divers ways. The greater employment of women in occupations which were formerly attended to by men is only one of them. Putting into use the spare time of many is becoming a large factor. This is shown prominently in the great amount of knitting and other work done for the Red Cross by volunteer helpers. Less noticeable, but not less notable, are the many instances of the part-time workers in the stores and the cases of retired merchants who have gone back into harness to take the places of younger men who have volunteered or who have been drafted into the military forces. There has also been a development, in different parts of the country, of the plan to turn over to persons living at home some of the work that has usually been done in factories. Such persons do not work any set number of hours a day, but merely employ their spare time. A case of the kind is reported from Reading, Penn. In that city and vicinity, knitting manufacturers are installing free of expense electrical looping machines in private homes for women who cannot work in factories. Scores of such machines, each of which with its attachments takes up no more space than a sewing machine, have been installed. Automobiles are used to collect and distribute garments and hosiery, and the women lose no time in going to or coming from the factories. The extra income thus obtained is found very useful in meeting the high cost of living.

In industrial matters it is apparent, to use a simile borrowed from the prize ring, that the country is endeavoring to get down to fighting weight. The dropping of superfluities is one of the steps in this direction. But just at this point comes in a hesitation that is natural. In the case of a boxer preparing for an encounter it is not considered wise to train down "too fine," as it is called, and get rid of all the flesh possible. This holds good with regard to the country when it comes to determining what things are essential and what are not. Although, off hand, it would seem an easy matter to decide which industries are needed to help win the war and which are superfluous or a positive drawback, it ceases to be so simple a task when all the circumstances are taken into account. When the Council of National Defense announced its purpose of curtailing or suppressing non-essential industries, business men began to get apprehensive, and formal objections were soon interposed. From the Chamber of Commerce of the United States came a report of a special committee, which considered the subject mainly from its effects on foreign trade and exchange, and this alone showed the need of great caution. It was conceded that the first question was that of transportation, and that all foreign trade must be made subsidiary to the absolute necessity of supplying men, food, and war supplies to Europe.

MONEY SAVERS

In Connection With Heat, Light and Power.

Mention of savers of various kinds in connection with light, heat or power suggests only one thing—electricity. No matter what the field, whether in the home, in industry or in the sciences, electricity is invariably called upon when some of those great economic factors, time, labor or money, must be conserved.

A review such as this must necessarily be superficial. No matter how brief, however, it cannot but serve to indicate the important economic factor that electricity has now become.

Light, a commodity which is so commonplace with us that we give it practically no consideration except when it "goes out," offers a particularly striking example of the economics of electricity. The tungsten lamps now in almost universal use yield 120 candlepower hours of light for one cent's worth of current, while with the nitrogen gas filled tungsten lamps 192.3 candlepower hours are obtainable. Compared with this, the tallow candle of our grandfather's time gave less than two and one-half candlepower hours for one cent, while the best sperm candle gave less than four candlepower hours.

While the past year has witnessed such electrical developments as the transcontinental telephone and the growth of wireless telephony, local interest attaches primarily to progress in New York. Herein may be mentioned not only the improvements in the central station system for meeting the electrical needs of the Metropolis, but many ingenious applications of the current itself.

Mention should be made of the motor-driven airbrush which is proving invaluable to the furniture industry for varnishing and enameling. Here, instead of the laborious hand process, the paint is applied in a spray, the operator standing at one side and controlling the stream by means of a trigger and a device which looks remarkably like a revolver. In addition to the nozzle, the apparatus consists of the paint can, a stirrer to keep the mixture agitated, the necessary pipe connections, an air compressor and the electric motor. A further refinement of the process calls for a ventilated compartment and a revolving pedestal upon which is mounted the article to be painted.

In the office equipment group, two of the recent members are the electric typewriter and the electric hand-towel. The typewriter, which is automatic, is designed for copying form letters. A perforated master roll controls the keys. The operator inserts the sheet, types the address, and the master roll writes the balance of the letter. The result is a perfectly typed sheet, uniform in appearance and produced at a rate equal to the output of five typists. And here the power is a motor of only one-twentieth horsepower.

The electric hand dried does by means of an air blast what is now generally done by means of a much abused square of cotton. Controlled from the base by a foot pedal, the air is delivered in

volume through a pivoted nozzle. This outlet may be adjusted to hand height or to reach the face. The vigorous rubbing which accompanies the air treatment not only aids in the drying but serves as a beneficial massage for the skin.

A distinctly novel use of electricity is found in a New York wine cellar. Here current drives a refrigerating set which freezes wine in the necks of the bottle. The purpose? For a considerable period preceding the freezing the bottles have been standing neck downward to permit the settlement of all sediment. After the freezing the ice slug is removed and with it the sediment. Under the old process this was blown out by the gases of fermentation, a procedure which resulted in a great loss.

Mention of wine suggests tobacco. In practically every up-to-date tobacco establishment electricity is used in one form or another. It has long since ceased to be unusual in this work. However, a Key West cigar factory reports an application of the current that is decidedly out of the ordinary. Here X-rays are used to destroy the tobacco beetle. Boxes of finished cigars and bales of the leaf are passed before an excited X-ray tube, the emanations destroying all germ life. The work of the tobacco beetle has been responsible for annual losses of hundreds of thousands of dollars. Fumigation and factory screening had alike proved unavailing, and the tobacco pest had come to be looked upon as a necessary evil, until experiments with the X-rays showed that a solution was at hand.

On turning to the optical business one finds that electricity is used in a great variety of ways. Here are not only the usual grinding and polishing appliances, all motor driven, but also an interesting equipment of fusing ovens heated by electricity. In these ovens the glass is subjected to a constant temperature of 1400 deg. F. Treatment in the fusing oven is followed by a fourteen-hour sojourn in an annealing oven where the temperature is maintained at 900 deg. F.

By no means less important than these industrial uses of electricity is the progress that has been made in the development and manufacture of appliances for use in the home. Only a few years ago there were many devices of this class which the lighting companies hesitated at recommending solely because of their high current consumption. The new types, on the other hand, are noted for their low current consumption as well as the fact that many of them are designed for a variety of uses. One finds a flat-iron that may be turned over and used as a cook stove—a grill with attachments for broiling, frying or toasting, and heating elements designed for interchange with percolators, samovars, chafing dishes and other table cooking devices.

Some of the other noteworthy developments in domestic electric appliances include the household refrigerator, portable vacuum cleaners, washing machines, dish washers and the utility motor for the kitchen.

These devices, together with the improved conditions of household service

which they represent, will be considered by many as the greatest mark of recent electrical progress.

As has been said before, any review, no matter how brief, of the development of electrical appliances, or any consideration, no matter how superficial, of the tasks that are now being performed by these appliances, cannot but serve to emphasize the belief that electricity is now the greatest single element in our whole economic scheme.

Arthur Williams.

The Match Panic and Its Effect.

One of the funny incidents of the present delicately poised situation is the run on matches which has been reported in certain sections of the country during the past three or four weeks. First came the rush for sugar, then salt, and now it is matches. How it all started no one knows, but dealers and match manufacturers are finding it a source of annoyance—albeit of greatly inflated business—for it is extremely difficult to keep up with a hysterical demand, once the story of "shortage" gets afloat.

Somehow it has gotten abroad that there is a scarcity of matches, and consequently the panicky housewife proposes to ensure a supply before the famine ensues. As a matter of fact, there is no ground whatever for the scare, but it has resulted in an increase in the sales of matches that surprises the trade. The same story has recurrently cropped up in several states, and invariably been followed by a tremendous demand that loads the consumer rather than the trade, and which will, of course, have its natural reaction. Figures of one large manufacturer, which the writer saw last week, show that in New England his business, as a result of the scare, was more than doubled in two weeks, and similar increases are reported in other sections.

It does not mean the sale of any more matches in the long run, for the reaction will cause dullness for a time; wherefore, well ordered match makers are disposed to set back fires to stop the reports. It is thought to arise from the known shortages of matches in some European countries, but no such have occurred here. And there are sound reasons to suspect German propaganda.

It may also be influenced by tobacco dealers refusing to give away

boxes of matches gratis, which has been the trade custom of the past. This refusal is inspired by economic reasons, but instead of saying to their customers, "We can't afford to-day to give matches away," they take an easier road, and say, "Sorry, but we can not get matches; they are pretty scarce these days;" thus, the men folks deceived by a tobacconist may have transmitted the false news to numerous housekeepers—hence, the absurd run on a staple article which is being manufactured in America in larger quantities than ever before.

Early in the war there was fear of a match famine because of the shutting off of the supply of German potash and other chemicals, but scientific ingenuity, and the vision and courage of our largest producer, has since overcome that fear by producing plenty of American potash for match needs, and to-day American makers are experiencing no serious trouble in that respect. Freight embargoes have in localities caused shortages temporarily, but there has been no seriousness in the situation, and absolutely no reason for a public scare as to an impending match famine. It only shows how excitable the public temperament is, and how greatly in need we are of a little safe and sane knowledge on the part of the press and the trade.

The small-change scarcity in this country has been attributed to the new taxes, with their heavy drain on pennies and nickels. But experience of the countries at war seems to show that small change has become a vanishing convenience. In the Central Empires not only the copper coins have disappeared, which, considering the copper scarcity, would not be surprising, but also the coins that have been substituted for copper, made of iron or cheap alloys. In Turkey, metal currency has gone out of circulation entirely, and the government was forced to issue reinforced stamps of varying denominations. The French struggle against a similar difficulty. As soon as you leave Paris the trouble about change begins. Most of the larger cities have been authorized to issue a local paper currency of their own, mostly one, two, and five-franc pieces, which nobody takes except under pressure. Small-change hoarding seems to be one of the mysterious accompaniments of warfare.



"The Gift that Lives is the Gift to Give"

Victrolas

These are Gifts that "Live"

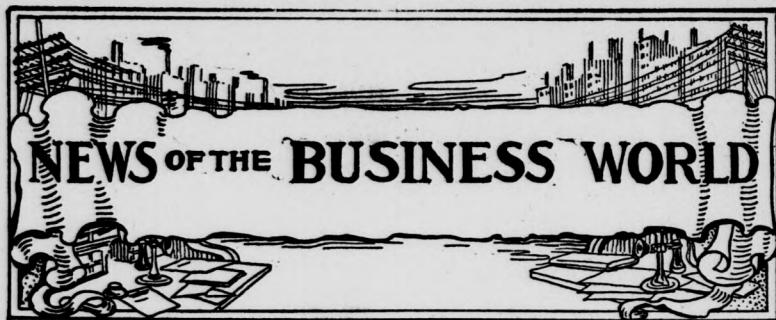
Pianos

Largest Stock in Western Michigan

Player Pianos

Sold on Convenient Monthly Payments

Friedrich's 202 Monroe Ave. GRAND RAPIDS, MICH.



Movements of Merchants.

Conklin—Rosema Bros. succeed Doc Sawyer in the meat business.

Battle Creek—E. Johns has opened a grocery store at 420 West Main street.

Stanton—A. J. Taylor has leased the Montcalm hotel, succeeding J. W. Campbell as manager.

Flint—The Snook-Jackson Co., printers, has increased its capital stock from \$2,000 to \$30,000.

Hillsdale—Fay Marsh has purchased the M. L. Humiston stock of groceries and will continue the business.

Stanton—N. B. Fitzgerald, grocer, has opened a branch store at Edmore under the management of George Stiff.

Kalkaska—The Kalkaska Junk Co. has engaged in business with William Tando, recently of Charlevoix, as manager.

Detroit—James Phillips succeeds Marshall McDonald as manager of the notion department of Burnham, Stoepel & Co.

Ravenna—Mr. Thompson has purchased the Harrison meat market and butcher's equipment and will continue the business.

Flint—Henry G. Diamant has engaged in the millinery business on East Kearsley street under the style of the Palace Hat Shop.

Detroit—Arthur Davenport has taken the position of sales manager of the wholesale dry goods house of Burnham, Stoepel & Co.

Flint—The Blue Stores, which recently opened two cash and carry grocery stores, have opened a third store at 410 Harrison street.

Negaunee—F. J. Muck & Son, meat and provision dealers, have been closed by creditors. The stock and fixtures will be sold by T. M. Wells, trustee.

Detroit—The International Co-Operative League of Detroit has engaged in the grocery and meat business with an authorized capitalization of \$5,000.

Otsego—Mrs. E. B. Dole, who has conducted a grocery store here for some years, will remove her stock to Battle Creek and continue the business.

Lansing—The Jarvis-Estes Co. has removed its stock of furniture and undertaking parlors to the new block it has just erected at 101-5 East Franklin street.

Muskegon—J. H. VanDusen, grocer at 91 South Terrace street, has sold his stock to C. & L. M. Addison, who will continue the business in connection with their card printing and flower store.

Muskegon—Ernest Terveen has sold his news stand and cigar stock to Fortier Bros., who will continue the business at the same location, 14 Jefferson street.

Fremont—W. W. Pearson has remodeled his store building and added lines of woman's ready-to-wear clothing to his stock of dry goods and general merchandise.

Lakeview—Fire destroyed the store building and drug stock of Cary Vining and the store building and millinery and bazaar stock of Mrs. C. A. Vanderpool Nov. 22.

Boyne City—Healey & Hays Co., grocers, have dissolved partnership and the business will be continued by William M. Healey, who has taken over the interest of his partner.

Ishpeming—The Hewitt Grain & Provision Co., of Escanaba, has leased a stone warehouse on Bank street and will open a branch wholesale flour, feed and grain store Jan. 1.

Lowell—George Lake, dealer in produce and fruit, has sold his stock to C. E. Wood, who will continue the business in connection with his management of the Kent Transit Co.

Marquette—William Dorias, meat dealer on South Third street, will turn his stock over to his two sons Dec. 1 and retire from business. The market will be continued under the style of Dorias Bros.

Ishpeming—The entire stock of F. Braastad & Co., dealers in dry goods, shoes and clothing, has been purchased by Charles Bernstein, of Marquette who will consolidate it with his stock of dry goods.

Ludington—The Wilson-Davy Co., dry goods and clothing dealers at Clare, have purchased the A. E. Cartier & Sons double brick store building and will announce their plans regarding it in the near future.

Clare—Charles H. Gould, undertaker, has merged his business into a stock company under the style of the Gould Undertaking Co., with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$800 paid in in cash.

Detroit—Keefe, Inc., 36 Michigan avenue, has been incorporated to own and conduct restaurants, bakeries, truck and vegetable farms and gardens with an authorized capital stock of \$3,600, all of which has been subscribed and \$1,000 paid in in cash.

Muskegon—Eugene Turner has closed the New Era Laundry, at Petoskey, and will engage in a similar business here in partnership with A. M. Witmer under the style of the Colonial Laundry Co. A modern plant is being erected and will be open for business about Dec. 15.

Detroit—Thorp, Hawley & Co. have merged their wholesale confectionery business into a stock company with an authorized capitalization of \$50,000, \$25,950 of which has been subscribed, \$6,017.29 being paid in in cash and \$19,932.71 in property.

Birmingham—The Quality Shop of Birmingham has been incorporated with an authorized capitalization of \$5,000, which amount has been subscribed, \$522 being paid in in cash and \$4,478 in property. It will deal in men's furnishings and hardware.

Bachelor—K. F. Schaeke, who has conducted a general store here for the past twenty-four years, has sold his stock to William A. Sommerfeldt, who has taken possession and will open a cream and produce buying department in connection. Mr. Sommerfeldt was married Nov. 10 to Miss Lydia Boeder at her home in Milwaukee, Wisconsin.

Scottville—The Llewellyn Bean Co., which is really Lleyelny and Armour, has purchased the personal interest of Mr. Llewellyn, making a difference in the personnel of the company back of the Scottville Produce Co., but no difference in the local business or its management. This continues as heretofore with John H. Loomis as manager, handling farm produce.

Ishpeming—C. F. Kay, manager of the Ishpeming branch of the Grand Union Tea Company for the past four years, has been promoted, and will leave with his family for Saginaw, about Dec. 1. He will have the management of the East Side store in Saginaw, the largest of two stores owned by the company in that city. A. J. Balsden, of Flint, will succeed him as manager of the Ishpeming store.

Big Rapids—Charges that both parties tried to "dupe" the other have developed in the Bertrau-Sanford trial now being conducted in the Mecosta Circuit Court. L. F. Bertrau, Chicago, alleges that William Sanford, proprietor of the largest store here, placed a fictitious value on Chicago real estate which he traded to Bertrau for the Big Rapids store. Sanford has filed a counter claim against Bertrau, alleging that Bertrau over-estimated the value of the store and stock.

Lansing—State Food Administrator Geo. A. Prescott recently demonstrated that he intends to carry out Commissioner Hoover's edict against combination sales, when he ordered J. W. Knapp, one of the leading merchants of Lansing, to stop the sale of sugar which he had advertised in connection with other merchandise. Knapp advertised that he would sell five pounds of sugar for 39 cents providing the purchaser bought \$1 worth of other merchandise. The only combination sale on sugar permitted is with corn meal. Knapp promptly called off the proposed sale, stating that he had not heard of Hoover's order against combination sales.

Manufacturing Matters.

Detroit—The Union Cap Screw Co. has increased its capital stock from \$3,000 to \$25,000.

Detroit—The Byron-Type-Writer Cabinet Co. has changed its post office address to Mt. Clemens.

Muskegon—The Lakey Foundry & Machine Co. has increased its capital stock from \$400,000 to \$800,000.

Greenville—The Michigan Mari Co. will rebuild on a larger scale, the plant which it lost by fire recently.

Saginaw—The Sullivan Supply Co., manufacturer of mill supplies, has increased its capital stock from \$50,000 to \$150,000.

Detroit—The Detroit Mica Co. has been incorporated with an authorized capitalization of \$10,000, all of which has been subscribed and paid in in cash.

Saginaw—The Northwestern Glass Co. has been organized with an authorized capital stock of \$100,000, of which \$50,000 has been subscribed, \$200 being paid in in cash and \$49,800 in property.

Detroit—The Locke Pattern Works has been incorporated with an authorized capital stock of \$15,000, of which \$8,520 has been subscribed, \$3,263 being paid in cash and \$5,258 in property.

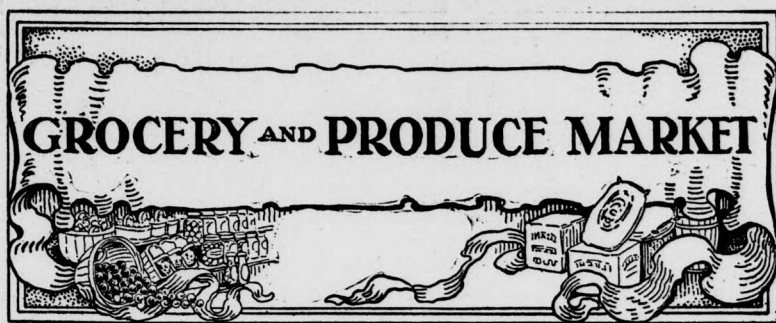
Detroit—The C. W. Moore Manufacturing Co. has been incorporated to manufacture wearing apparel with an authorized capitalization of \$2,000, of which amount \$1,000 has been subscribed and paid in in cash.

Flint—The Duplex Carbon Holder & Saver Co. has been organized to manufacture moving picture appliances, with an authorized capitalization of \$2,000, all of which has been subscribed and \$500 paid in in cash.

Detroit—The Automatic Screw Machine Co., 553 Maybury Grand avenue, has been organized with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property. It will manufacture auto parts.

What manner of land is this little country of Palestine toward which the Jews have been aspiring for almost two thousands years, and which an English general is now about to conquer for them? It has been both maligned as a patch of mountain rock and desert, and over-exalted as an earthly Garden of Eden. Palestine has been compared to California, on a small scale. It has the same narrow coastal strip, bounded by a coastal range of moderate height, which in turn faces, on the east, the deep Jordan valley, watered by streams and lakes, and more than a thousand feet, at points, below sea-level; this valley is shut in on the east by a very high inland range which tails off into desert still further east. Like California, Palestine, with its great variation in rainfall and in climate, is capable of supporting practically every kind of agriculture. However, conditions are generally so favorable that the land can be devoted to sub-tropical crops, oranges, almonds, figs, etc. Under this form of cultivation, the country will support a great population. Three million people can easily find homes there. Hopeful Zionists point also to Palestine's possibilities as a tourist resort.

F. I. Larrett, formerly general salesman for Burnham, Stoepel & Co. in Western Michigan territory, is now Michigan traveling representative for the Cadet hosiery-line.



The Grocery Market.

Sugar—There is, of course, no change in the price. The situation has been clarified during the past week through the formulation and promulgation of iron clad rules which must govern both the wholesale and retail dealer in handling sugar sales. In no case can a retailer sell granulated sugar for more than 8½¢, nor can he sell it at less than cost. He is not permitted to sell to exceed two pounds to any one purchaser. He is not permitted to advertise sugar in any shape or manner. Any violation of any of these rules will be regarded as sufficient cause to cut him off from further supplies. Nobody has any sugar except a small and inadequate supply for immediate wants only. The wholesale grocers are complaining considerably over one feature of the regulations regarding the selling of sugar under license. If a jobber buys of some middleman who has already taken his profit, the jobber in selling again can make no profit, as the rule is that only one middleman's profit can be made. On the other hand, a chain store, if it buys from the same middleman, can resell again at a profit through its retail stores, thus putting the jobber at a great disadvantage. This is exactly what is happening.

Tea—Although still spotted, the trade is more active than for any similar period so far this fall, and the individual orders reflect more liberal buying ideas in anticipation of winter requirements. The demand is chiefly for lines and is for the most part confined to the cheaper grades, anything obtainable at 30¢ or less having found a ready market. Prices on some grades have moved up a little, and there is now a pronounced scarcity of all varieties at the extreme inside quotations. Spot supplies are small, so much so as to be negligible in most instances. Stock rolling from the Pacific Coast is ample, although the date of its arrival is uncertain.

Coffee—All grades of Rio and Santos have declined. No. 7 Rio, the standard grade, is now quoted, green and in a large way, at around 7½¢ which is the lowest figure reached for some time. Milds, on the other hand, are firmer and Bogotas are about 1¢ higher owing to scarcity. Mocha is also higher, probably by 1¢ per pound, due to scarcity. The demand for coffee is still very dull. There has been a great deal of distress coffee in New York City, most of which is now said to be cleaned up, which may strengthen the market somewhat. Armour & Co., who are now in the

coffee business, have been large buyers of Guatemalas recently.

Canned Fruit—There is a demand for fruit from all classes of buyers, but offerings are light. Prices are nominally on the former basis, but actually are dependent upon individual circumstances.

Canned Vegetables—The price of tomatoes has declined to the price established by the Government and is now ruling on that basis. There is some demand, although the trade are all very uncertain as to what the future is going to bring forth. There are no figures yet as to the pack. Corn is also uncertain. A number of packers, even those who have surplus to sell, have withdrawn from the market. Prices are nominally unchanged. As to peas, there seems to be no surplus stock in first hands, in spite of the reputed large pack. Prices are unchanged. The trade are expecting the Government to cause a reduction in present selling prices of peas, and in that expectation almost nobody is buying.

Canned Fish—The intimation by the Government that it considered \$1.75 a fair price for Alaska red salmon, this being, as stated, about \$1 below the market, has not affected the jobbing market to any extent. It is difficult to say what effect it can or should have, as most jobbers are loaded up with salmon that cost probably 50¢@60¢ more than the \$1.75 which the Government has fixed. There is no special market for domestic sardines, as the Government is now in control. There are a very few Norwegian sardines about, but they are quoted at almost prohibitive prices and are not selling. In fact, at present jobbing prices on these goods, consumers would pay about 30¢ a tin for sardines which they formerly bought at 10¢.

Dried Fruits—There is very little being done in the way of dried fruit on the spot at the present time. It can almost be said that there is no spot market except for the seedless variety of raisins and some of the lower grades of apricots. It can not be said, however, that this situation is the result of the licensing rules other than that the advance in prices has been checked, even though local stocks could easily be exhausted in forty-eight hours. This is entirely due to the freight situation, the delays resulting therefrom and the uncertainty of the situation at the outset would cause the reselling of contracts before November 1 in anticipation of the congestion which followed. Consequently there are only small supplies being scheduled to roll

this way even if cars could be obtained.

Cheese—The market is somewhat firmer, finest grades having advanced about ½¢ per pound over last week's quotations. The make is very light and there is a fair consumptive demand.

Salt—Report of scarcity of salt are said to be ungrounded by the Worcester Salt Co. Closing down of salt mines was alleged as the cause. On the other hand the only salt from mines is rock salt and is marketed as lump rock salt or crushed rock salt. A principal use is in freezing ice cream.

Peanuts—This food product has jumped up in price. Jumboes are practically out of market. For 30 days there is expected to be a shortage as old stock is cleaned up and new stocks will not be due before then.

Rice—Very little business is possible at present on account of the bare condition of the spot market and the fact that the freight situation practically precludes the possibility of making shipments from the mills.

Vinegar—On account of the short apple crop, the output of cider vinegar in this State will be only about a tenth as much as usual. Many of the Michigan factories will buy black strap molasses and manufacture sugar vinegar instead. It is no longer permissible to manufacture either cider or vinegar from apple cores and peelings.

Molasses—Prospects for supplies from the new crop are still remote and meanwhile the spot market is bare and prices are nominal. At New Orleans new open kettle was selling at 55¢ flat at last mail advices and centrifugal had advanced 2¢ per gallon to 36¢@50¢, with syrup a cent higher at 54¢@55¢.

Provisions—The market on lard is very firm, prices ranging about 1¢ per pound higher over last week's quotations, due to an extremely light make and fair home consumptive demand. Packers are killing enough at the present time for their immediate needs. The market on compound lard is very firm, with quotations ranging about the same as previous quotations. There is a moderate supply and a heavy consumptive demand. Higher prices are looked for in this commodity, as the supply hardly equals the demand. The market on smoked meats is steady, with quotations ranging about the same as last week. There is a fair consumptive demand and a moderate supply. No material change is looked for in the near future. The market on dried beef is steady, with unchanged quotations, there being a light supply and a fair consumptive demand. The market on barreled pork is steady at unchanged quotations, with a fair supply and moderate consumptive demand. The market on canned meats is steady at unchanged quotations, with a good supply and a fair consumptive demand.

Salt Fish—Shore mackerel are about done. There are a few in second hands, but none coming forward. A few Canadian mackerel are still

available. There is a fair supply of Irish mackerel of fair quality. They are ruling, in a large way, around \$32 a barrel, which is about \$10 a barrel above normal. The size is three and four. Cod in drums is somewhat in evidence now. The price is about 3¢ per pound above normal, averaging, in a large way, about 12½¢.

Status of the Bean Market.

The bean market right now is showing little or no life. Wholesale grocers are not very free buyers, owing to the fact that they are permitted to make only a limited profit on the goods they handle, which does not offer much inducement to buy in large quantities.

The Government has stopped the canning of beans, which has, of course, eliminated the demand entirely from the canners. This is working a great hardship to the State of Michigan right now.

On Oct. 1, at least 35 per cent. of the total crop of beans in Michigan were out doors, and at least half of this amount were pulled and on the ground. During the month of Oct. we had rain every day but one. Basing the figures on the Secretary of state's report on an estimate of four and a quarter million bushels, this would give us at least 800,000 bushels of wet beans in Michigan to be marketed. Under the present Government order, we have no market for them at all.

The elevators are not in a position to handle these beans and the canners should be permitted to take them and put them in tin cans to save the stock. Without a question, a great many beans will be entirely lost, so far as human food is concerned.

The argument by the Government is along lines of conservation of tin plates, but it is still permitting tobacco, cookies and many other non-perishable products to be put in tin cans, and it is generally supposed that the tin plate manufacturers, like the American Can Co., received a higher price for fancy tin cans than those used by the packers for food products, which naturally diverts their finished product in that direction.

We can hardly expect the farmers of the State of Michigan to increase their acreage of beans next year unless the Government will loosen up in some way or another and at least give us an opportunity to provide a market for those they have to sell now. The packers are about the only possibility the farmer has at present.

E. L. Wellman.

An organization of 128 trades unionists, under the incorporated title of the Grand Rapids Home Supply Association, is to open a co-operative grocery store at 622 West Fulton street, within the next two weeks. Shares are \$1 each. No one can hold more than twenty-five or less than ten shares. The avowed object of this organization is to "handle merchandise without the profits of the middleman." Of course, the organization will be short lived, because no one will have sufficient interest in the undertaking to give it the personal attention which accompanies success.

RIGHT ABOUT FACE.

How to Change a Copperhead Into a Patriot.

Written for the Tradesman.

The slacker I. W. W. and their ilk are not peculiar to the present day. We had them back in the Civil War. In fact, there were disloyal men in this country during every war this Nation has gone through.

As a boy I remember some of the disloyal utterances of those men who refused to support the administration, who belittled every Union victory, enlarged upon and chuckled goulishly when our soldiers were the sufferers.

Some there were—men in public life at that—who refused to vote a man or a dollar to help carry on "this d— nigger war." They were of a piece with the slackers and traitors of the present day. Fortunately for the country, such cattle are in the great minority in every community.

There were secret traitorous organizations all over the North in Civil War days, such as the Knights of the Golden Circle. These plotted the overthrow of the Government in the interest of the slaveholders' rebellion. Some of these, Milligan and Bowles for instance, were arrested, tried and imprisoned; none of them were given the extreme penalty as their treason merited.

In the neighborhood where the writer lived were men of lesser caliber who sneered at ungainly Old Abe, were free in their expressions of disloyalty, making themselves doubly obnoxious to those Union men who had sent their sons to battle for the integrity of the Union. Sometimes, when the body of a Union soldier was shipped back from the front to find rest in the home cemetery, there were those who sneered at the sorrow of relatives and under their breath breathed the cruel words, "Served him right."

One of the bitterest copperheads of that time, we will call Adam Gaines, since that is not his name. He was ever defending the South and was never at a loss to vent in words his bitter hatred of Lincoln and the Union. With all his venom, there was no end of dogged courage in the makeup of the man, and he was strictly honest in his business deals. The draft came on and Adam was one of the first to be called.

Many there were who evaded this call by fleeing, either to the fastnesses of the dense woods, or to Canada. Not so with the man in question, however.

"Old Abe thinks a blamed sight more of me than I do of him," was Adam Gaines' comment when notified to appear at the county seat for muster into the army of Uncle Sam.

"Run away!" snorted the man when such an idea was suggested. "Not me. I'll go, but I'll not fire a shot against a Southern brother."

Adam Gaines, like many another drafted man, was placed in the ranks of one of the old regiments, so that he was soon placed in the first line of battle. He had ample opportunity to

try out his thought to not fire a gun at a Southern brother.

Meeting Union soldiers who were veterans for the cause taught Adam Gaines many a valuable lesson. He had not been long at the front before some of his most radical opinions underwent a change, and toward the last of the war no better soldier was to be found in the Potomac army than this self same copperhead.

In one of the last battles of the war Gaines lost an arm. It was buried in Virginia soil. After recovering, he was invalidated home.

Our man had a good right arm left, the other being off near the shoulder. His old disloyal friends came to sympathize. "Don't bother," said the man on whose head the hairs were graying. "I don't like to talk about it. I ain't fit to criticize this Government anyhow."

Later came the news of the assassination of President Lincoln. The loyal North was shocked into silent grief over the news. Most of those who had heaped vile epithets upon the lean, homely old man of the White House, kept their feelings to themselves and hung their heads in shame.

At a public gathering one man was less discreet. A blacksmith named Strader—not his real name—grew jocose in his slurs, finally declaring that it was a good thing that the smutty old tyrant was dead. A man pushed his way through the crowd, finally coming face to face with the speaker.

"Will you repeat them words, Strader?"

The burly blacksmith did so, adding more insults, knowing that the one who requested the repetition was the noted copperhead who had been conscripted into the army the year before. The one-armed soldier's face went white.

"Take that, you miserable traitor!" and the fist of Adam Gaines was planted in the face of the maligner of the dead President. With a howl of rage the blacksmith came back at the other. Gaines dodged, planting blow after blow until the burly assailant of Lincoln fell to the ground.

The crowd cheered. Sympathy was almost unanimously with Gaines, although the outburst of indignation on his part was a surprise to most of those who had looked upon him as the town copperhead of the year before.

"Loyal!" he exclaimed, in reply to a question. "Of course, I'm loyal. D'ye think I went down South and had an arm shot off for nothing? Yes, I know I was a fool and a traitor once, but this war in which I have had a part has taught me a lesson. Lincoln, God bless him, was right, and no man shall insult his memory in my presence and not take a licking. If every one of these stay-at-home liars against the Government could be lined up in battle a few times, it would take all the copper out of their heads and make men of them, as it has of me!"

Perhaps such a process to-day might work miracles. Old Timer.

Oleo Wins in Canada.

Canada has enacted an order in council withdrawing the prohibition against the importation and manufacture of margarine. It shows how carefully the public health is safeguarded in the regulations to maintain the high standard of the product. The danger of its substitution for butter is carefully guarded against by the regulation for the proper marketing of the package.

The problem now open is whether the product will be actually manufactured in Canada, or be imported from the United States. The great argument raised by the large packing houses and produce handlers, who would be the natural manufacturers of this product, is that the order in council sets aside the legislation against margarine only "for the duration of the war." This is a very indefinite period, and is hardly likely to offer any great inducement for a manufacturer to enter upon the heavy expenses that the erection of a margarine plant would entail, with the possibility that its usefulness would be terminated in six months or a year.

The duty has been entirely removed on the manufactured product, even the war tax, and already shipments of the product have been received and are on sale. There has been no statement, however, that oleo oil and cottonseed oil, two of the principle components of margarine, will be admitted duty free. In the event of the duty on these products not being withdrawn, it would cost less to purchase the product across the line than to manufacture it in Canada.

Interesting Facts About Camp Custer

Battle Creek, Nov. 27—Camp Custer laundry must wash and iron 4,000,000 garments monthly. The work is all accomplished by the newest machine methods. This is the largest laundry building in Michigan and is 300 feet wide and 600 feet long. There are twenty-four large washing machines. Fifteen horse power motors furnish the power to operate the machines. The ironing machines are capable of turning out 40,000 towels per day and about 6,000 sheets.

E. B. I. Schumacher, Y. M. C. A. Secretary in charge of the auditorium and social activities at Camp Custer, spoke at two churches in Kalamazoo Sunday. Mr. Schumacher is a member of the United Commercial Travelers from Detroit.

Oh, what a time Battle Creek Council had at the meeting Nov. 17! Meeting in the afternoon and supper at 6:30 and dancing until 12. A great deal of credit is due the entertainment committee and their ladies.

Our Secretary, C. B. Whipple, is improving from a sprained ankle and is able to walk without the aid of his cane.

W. I. Masters and wife are spending Thanksgiving in Ohio, the guests of Mr. Master's mother.

Made up into a solid train, the material used in transforming, almost magically, the country community of Harmonia into the present military city of Camp Custer would be about thirty-five miles long. In other words, the locomotives would be pulling into Ann Arbor as the caboose was leaving Detroit.

This is the most enlightening means of impressing upon the average reader the enormous amount of material of all kinds which has been used in building the cantonment from the figures furnished by L. C. Dewitt,

general superintendent for Porter Bros., contractors.

A tabulated report of materials used is as follows:

Lumber, board feet,	46,517,096
Nails, kegs,	11,884
Roofing, 2 ply, squares,	64,218
Roofing, 1 ply, squares,	9,170
Tarred felt, squares,	48,236
Cedar posts,	31,300
Wall board, square feet, ..	3,595,092
Glazed sash,	65,697
Doors,	11,911
Garage doors	238
Cement, barrels,	21,503
Brick,	1,933,300
Lime,	1,684
Sewer pipe, 174,051 line ft. or 32.7 mi.	
Water pipe, 77,925 line ft. or 14.7 mi.	
Poles (Heating & Lighting) ..	4,300
Line wire, feet,	750,000
Inside wire, feet,	1,200,00
Iron pipe in plumbing, feet, ..	261,405
Iron pipe in heating, feet, ..	419,706
Radiation, square feet,	549,531
Boilers in heating plant, ..	95
Sheetiron, pounds,	387,000

In car lots some of the materials are as follows:

Lumber,	1,913
Nails,	19
Roofing,	222
Cedar Posts,	61
Wall board,	41
Glazed sash doors and garage doors,	82
Cement,	174
Brick,	966
Lime,	89
Sewer pipe,	206
Poles,	40
Sheet iron	6

The contractors, Porter Bros., expect to check out December 10. The working force may go to American Lake, Washington.

The firm has an immense contract at Camp Lewis, near Tacoma, Washington, where a big amusement park costing \$2,000,000 is being constructed just outside the cantonment. This is the largest cantonment in the United States, it is said. Jack.

Hardware Trade Quiet.

There has been little more than the usual routine business transacted in the local hardware trade during the last few weeks. Retailers of household hardware are not inclined to replenish their stocks at present prices, and, in fact, do not seem to be having any great call for the merchandise they have. It is expected, however, that a fair volume of business will be done during the holiday season, and that after the first of the year buyers will have to come to market for necessities.

There does not seem to be any reason to look for lower prices in the near future. Prices have been firm, with a tendency toward high levels. There is no evidence of price cutting to get business. Manufacturing costs seem constantly to mount higher, the labor situation shows no signs of improving, and raw materials are no lower.

In the builders' hardware lines more or less the same condition prevails. Building operations are still practically in abeyance, and there does not seem to be any prospect of improvement in this direction for some time to come. Practically the only building that is being done now is of factories. In these only the coarser grades of hardware are used. There has been consequently a slight improvement in this line.

The pen is mightier than the sword—the printing-press than the galling gun.

Late News From the Saginaw Valley.

Saginaw, Nov. 27.—In a flying trip across the Thumb the past week, I came in contact with our (and everybody's) old friend, Ed. (Pop) Reynolds. Notwithstanding the fact that he has quoted sugar prices to the retailer for a quarter of a century, he looks as young as ever. He still wears that winning smile and proudly boasts of being one of Detroit's best bowlers among the traveling fraternity. Mr. Reynolds represents the National Grocer Co., Detroit. Long life to Pop!

The following article was presented to Staunton Council by J. W. Swink, of Staunton, Va., and will bear re-reading by all U. C. T.—in fact, everyone—who patronizes our American plan hotels. A good thing also to practice in our homes, for although it seems a very insignificant matter, yet if you stop and ponder over the following figures, it means a big help. So do your bit and help win the war:

In stopping at an American plan hotel we too often thoughtlessly order everything on the menu, possibly eat one-half of the order and the remainder is wasted. Think of the millions of starving people this waste would feed. If we order just what we want and eat what we order

1. It will help the commercial traveler because our hotels can run without charging us excessive rates.

2. It will help our Government feed our Allies.

3. It will help the hotels prosper.

Take six hundred thousand as an estimate of the commercial travelers in the United States. Say these men would, on an average, save 5 cents' worth of foodstuffs per meal, it would mean:

\$30,000 saved on one meal.

\$90,000 save in one day.

\$2,700,000 saved in thirty days.

\$32,850,000 saved in one year.

It is not what we eat that makes the dining room of the American plan

hotel unprofitable, without charging us rates most traveling men cannot afford to pay, it is what we order and do not eat. Our Allies and American soldiers need what we waste to win this war.

Larry Snyder, Lapeer's big hardware merchant, who was burned out last summer, has opened up for business again in the same location. He has a splendid new set of fixtures and a stock which would be a credit to a big town.

Fred J. Fox, Treasurer of the Michigan Wholesale Grocery Association, reports that the meeting held at Lansing last Thursday was the largest in attendance and one of the most interesting in the history of the Association. There were seventy-five in attendance.

J. H. Tregoe, of New York, National Secretary of the Credit Men's Association, gave an interesting and instructive address before the Saginaw Valley Credit Men's Association last Friday night at the Bancroft Hotel.

Assistant Secretary C. M. Howell, of the Board of Trade, is trying to interest the Muskegon Chamber of Commerce in helping to build a trans-state auto pike between here and Muskegon. This road would extend through St. Louis, Alma, Edmore, Howard City and Nawaygo to Muskegon.

Mr. Nutson, of the firm of Nutson & Wright, Owosso, was in the city Thursday, visiting local wholesalers and retailers. The above firm is one of the most progressive and up-to-the-minute grocery concerns in Michigan and much of their success is due to Mr. Nutson's untiring effort in studying trade conditions.

Speaking of serving one's country, the writer cannot help mentioning something which came to his notice while working the local trade the past week. An elderly lady came into a grocery store and made her purchases. She was plainly clad and

spoke in a broken tongue. After leaving the store, the merchant remarked, "There's a noble woman. She surely has done her bit. She has four sons serving in the United States Army and a fifth who would enlist in a minute if it were not for the fact that he is the only support of the mother." So often we have it come to our ears that this politician or that man high up in the world of finance has a boy or two boys at the front and in many cases much is made over the fact and rightly they can feel proud of their sons in service, but here is a poor widow, (Russian-German descent), too poor to buy a service flag, but made one of such material as was within her means. That she, too, might from the little humble home fling to the breeze the flag which represents her four noble sons in Uncle Sam's service. She is Mrs. John Bolger, 415 Oakley street, Saginaw, West Side.

Fred A. Ringe, who for the past seventeen years has been serving in the capacity of a clerk for the Charles Kretschmer Grocery Co., has purchased the Louis J. Freidlin's grocery, at 200 North Granger, West Side, the later selling out on account of poor health. Mr. Ringe has a wide circle of friends in the city and, with the training received in service at the Kretschmer store, should make a strong bid for business. He is remodeling and re-decorating his store.

Huron county gave her sons a grand send off last Wednesday when nearly a hundred of her young men left for camp life from Bad Axe, the county seat. The Pigeon military band and forty members of Bad Axe Commandery, Knights Templar, escorted the lads to the station in a drizzling rain. The uniformed knights made a splendid showing and added greatly to the solemnity of the occasion.

The week of Jan. 14 is to be known as Made is Saginaw Week. The committee in charge is Friske Wood,

Jerome Brenner and W. A. Roeke.

Saginaw county has now sent forth to the various cantonments 75 per cent. of her quota of over 600 young men. Friday the second contingent left for Camp Custer. There were nearly 200 in all. They were banqueted at the Bancroft Hotel at noon and then escorted to the Michigan Central station by Amsden's military band and a company of home guards.

Charles Christensen, prominent local grocer, was a guest of the Postum Cereal Co. last week in Battle Creek.

John G. Clark and James McCaren, of the Clark-McCaren Co., Bad Axe; were in Lansing Thursday attending the State meeting of wholesalers, where they were guests of Governor Sleeper. Both gentlemen are members of Saginaw Council. Mr. Clark has been appointed on the State Legislative Committee by Grand Councillor Hach and should prove a valuable man in furthering the interests of the Michigan travelers with better transportation and hotel laws.

L. M. Steward.

Not in Accord With Her Son.

I didn't raise my boy to be a salesman,
I never let him see no railroad maps,
I wanted him to be
From care and trouble free—
A copper or a motorman, perhaps;
I didn't raise that kid to carry samples
And spend his dear young life in Pullman cars.

I'd give up every cent
If never he had went
And got a job a-selling them cigars.

I didn't raise you, kid, to be a salesman,
For they are bold and naughty, too, I think.

I want you, if you can,
To be a livery stable man,
And not a flirting, perfumed drummer gink;

I didn't raise you, kid, to ride the brake beams

And breathe the dust from rattling railroad cars.

So please, kid, if you are able,
Go and buy a livery stable
And throw away your cabbage-filled cigars.



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

Barney says—

From sun to sun we're on the run —

The WORDEN orders filling;

We rush about and get them out

Because we're more than willing.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

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E. A. STOWE, Editor.

November 28, 1917.

THE ORGY OF INFLATION.

Efforts for the readjustment of trade in its larger currents have divided attention during the past week with the active beginning of retail buying for holiday purposes. As to the latter, it is a kind of second season, the first having been mainly devoted to purchases for the soldiers and sailors abroad. The new buying has set in in fair volume and promises well, despite the high prices asked for the gift articles displayed. There is, however, more of a tendency displayed toward purchasing articles which are useful. This applies especially to gifts for the grown-ups. The children still demand their share of toys and, from indications, they are not likely to be disappointed in spite of the prevailing bent toward economy. In matters of readjustment to the varying conditions which the continuance of the war is bringing, the changes appear in so many directions as to affect practically every industry to some extent. They are most marked in the methods of doing business, in upsetting time-honored trade usages and in eliminating waste, whether it be of material, of time, or of credit. This much, at least, was to be expected of a country trying to get down to hardpan. Official price regulation has also been a spur in the direction of a greater efficiency.

This price regulation, however, is not without its pitfalls. In its attempts to fix the prices of certain metals, foods and the like, the Government runs counter to some fundamentals. Money, for example, is a measure of value, and the touch-stone of prices is the purchasing power of so many grains of gold of a certain purity or fineness represented in this country by the dollar. Under normal conditions and with unchecked competition in commodities, what variance is shown is apt to average up gradually through a wide range of what may be called necessities. If a bushel of wheat sells for a dollar, the proceeds of the sale may be put into the purchase of a certain amount of woolen, cotton or other goods, or flour, bacon or other foods. If prices advance for wheat—which means an increase in the cost of living—prices for articles made or produced by human labor are apt to rise in proportion. In the great advances in prices which have occurred

since the European war began, some unusual factors have been at work, and rises have been disproportionate. It is taken for granted, and, as a matter of course, that war brings with it automatically an increase in living costs. The taking of many persons from the ordinary productive occupations and putting them either into war forces or in vocations making munitions is alone sufficient to account for such an increase. And, when the war occupations are bidding high for labor, wages in other industries rise to correspond and prices must be advanced.

Long before this country entered the war prices jumped to very high levels, and many of them were absolutely unjustified by any pretense either of scarcity or cost of production. This was true as to food and munitions and of other articles needed by the belligerents. The fighting nations did not stop to consider expense. Time was the essential and every order was a "hurry up" one. Then, too, each nation had its own purchasing agents in the field, and the bidding was one against the other. Speculators took advantage of this condition and took a most exorbitant toll. The result was an orgy of inflation in prices all around from which the country had not recovered when it entered the ranks of belligerents. The Government orders which had to be filled quickly tended to push prices up still further until a halt was called and a check put to profiteering. Iron and steel, copper, coal, wheat and certain other articles were placed on price levels. An effort has been made, with more or less success, to see that certain things destined for civilian use shall cost no more than the same articles when bought for the Government. If all essentials had been brought within the purview of the official regulations, the proportion would have been preserved. As this, however, was not done inequalities have resulted. What prices were fixed gave the dollar a certain purchasing power as to some commodities. As to all others the purchasing power is less, and this has resulted in some unfairness and accounts for much of the discontent which shows itself every now and then. Restriction of profits in some industries and none in others must result in giving those engaged in the latter more than their equitable share.

FAITHFUL TO THE END.

The career of the late Bastian Rademaker, one of the founders of Rademaker & Dooge, affords an example of faithfulness in the highest degree. He was faithful to his house, faithful to his associates, faithful to his customers, faithful to his church, faithful to his family, and faithful to himself. No man devoted himself more assiduously to the work in hand than Mr. Rademaker and few men leave behind them more wholesome memories as a heritage to their associates and descendants.

THE FINAL ANALYSIS.

One lump of sugar is patriotism.
Two lumps of sugar is slackerism.
Three lumps of sugar is desertion.
Four lumps of sugar is treason.

DRY GOODS NONESSENTIALS.

Government authorities are engaged in sorting out the kinds of dry goods merchandise now being produced which will not serve to win the war and which can be discontinued as essentials of the dry goods trade. They are acting in co-operation with merchants and manufacturers, and some of the men on the Council of National Defense are dry goods men and know what may be dispensed with. In order to create as little disturbance as possible in trade, while the country is getting down to the business of war—not business as usual—efforts are being made to bring about the elimination of various products through direct co-operation on the part of producers.

No hard and fast rule can be laid down defining what is an essential and a nonessential in dry goods lines. The spread of experience in clothing runs from the days antedating fig leaves and animal skins, through the era of purples and fine linens and up to the present moment, when the extremes of short skirts and low breast attire suggest an early return to the nude.

Two plans of elimination appear to be at work. One is the appeal made to men and women of patriotic impulses to purchase less goods of a novelty and styled character. The other is to ask manufacturers to limit their lines of output gradually wherever looms are not required in Government occupations. Where looms are actually required for Government work the pressure now being exerted is direct and forcible, so that jobbers and others are beginning to see that restricted output is a reality affecting civilian trade positively and broadly.

It is contended in some places that reliance cannot be placed on those two plans safely. On the one hand it is stated that women will not economize in dress, and on the other it is contended that a manufacturer will not cease production of anything profitable until he is actually forced to do so by the exercise of some Government power.

This line of argument assumes that there is lacking in this country, as a whole, a true patriotic spirit. It is a violent and a dangerous assumption, and should not mislead merchants. The women of this country have already begun a food conservation movement that is prodigious, even though voluntary. This movement is not being conducted by the women who are spending their time discussing political movements, perhaps, but it is surely being carried on by every woman who has a son or brother in the war, and it is being encouraged by the thousands of provident mothers who foresee the growing anxiety of their providers, whether they be husbands or children.

There are a great many textile manufacturers who have been glad to take advantage of war conditions to lessen the output of many of the style goods they have been producing. Plenty of mills have already cut down more than half the patterns and styles in fabrics they produced a year

ago. In part they have been prompted by the opportunity to save in costs of production, but many of them have reached the conclusion that the great essential of the time is the conservation of labor and the diversion of needless textile labor into channels of production directly required for Government needs. No greater mistake can be made by a dry goods merchant than the one of assuming a lack of sensible patriotism among the women and among the manufacturers of the United States.

PRO-GERMANS IN THE ARMY.

Every time a man who is suspected of being of pro-German proclivities is drafted into the army, those who know him, know the family of which he comes and know that the only reason he is in the army is that he would prefer to be there rather than in jail, feel highly elated.

The Tradesman believes this method of handling these men to be a mistake. We have seen the result of the German propaganda on the armies of Russia. We learn the results of the same methods on certain Italian soldiers, and see what it has accomplished.

Do we want to train and send to the front creatures of this class? We have great confidence in the Americanism of our recruits. We see what the Canadians have accomplished, and we know that our men are just as good—we even claim that they will prove better fighters, if such a thing is possible. But the Canadians had no pro-Germans in their ranks.

The Tradesman believes that it is a mistake to insist upon men of pro-German sentiments joining the army. It is a mistake to even allow them to do so. Some of them may breathe in the sentiment of loyalty and become as good soldiers as any. Some of them may not. There are plenty of loyal citizens for army service without taking this risk, because experience has demonstrated that the German who is not loyal to this country has no honor; that his moral sense is entirely obliterated; that he is the most treacherous reptile in existence; that no more reliance can be placed on him than there can be placed on a rattle snake.

THE GROCERS' OPPORTUNITY.

The coming winter offers the grocers of America the biggest opportunity they have ever known.

It is many-sided. It is the opportunity not only to do a steady and profitable business, but to put your business for all time on a more sound and efficient basis; to serve your customers in a broader sense than is included merely in trade service and store service; to study the real basis of food values, the principles of broad-gauge merchandising, and to serve the Nation while you serve yourself.

This is the opportunity. Will you rise to it? We believe you will.

The grocers of this country, speaking and acting through their accredited representatives, are showing a public spirit and whole-hearted patriotism which is not outdone by any line of business in America.—Optimist.

PUZZLING PROBLEMS.

Business Difficulties Created By War Conditions.

For many months past the trade has been stewing over the meaning of the shipping term f. o. b. mill. The institution of embargoes by the railroads, the attempts of buyers to cancel because deliveries were not made on time, inability to ship, and the demands of mills that bills shall be paid in ten days if the goods are ready to be shipped, have brought about a great deal of confusion in customs, and have driven merchants in droves to their lawyers.

Some months ago, to avoid the inequalities of freight allowances to various points, some houses began to notify customers, as price lists were sent out, that freight allowances would be discontinued and all sales of specific lines would be made f. o. b. mill. This practice has gradually been extended to a point where the salesmen in large cotton goods commission houses are being instructed to sell all goods in that way. Formal notification has been conveyed to the Gingham Association that this practice has been adopted, and there is every reason to look for its general adoption.

Recounting his experiences with the term, an old merchant said one day this week, that when he was a boy a porter told him that the term, f. o. b. meant that the house sold its goods delivered free of bother on the cars. But he was now convinced, he said, that the term should have meant full of bother, for no practice he knew of in the trade had given rise to so much difficulty and friction as f. o. b. had in his house in the past year.

In most instances lawyers who are asked to construe the meaning of the term "f. o. b. mill" say that the seller of goods is obligated to put the goods where a carrier becomes the agent of the buyer and so relieves the seller of his part of the contract to deliver. When the goods are tendered a bill may be rendered is a trade custom which is the outgrowth of a practice in sending bills that are due in ten days or in some other period designed to give the seller the benefit of interest savings.

But the strictly legal phase of the term has been departed from in a great variety of ways in the trade as a result of competition for orders and the past ability of the buyer to exact terms and conditions of sale that are not so readily exacted when the market favors sellers as it does to-day. One of the wide departures is the allowance of freight charges. Under this custom the seller of dry goods assumes to pay the freight as a matter of terms of sale. The extension of this custom has gone to the unexpected limits and work inequalities to many buyers.

To avoid some of the troubles growing out of the extension of this custom many mills have fixed a definite sum they will pay for freight allowance. For example, many mills now sell their goods f. o. b. mill, 45 cents freight allowance, this amount being substantially the rate that used to prevail from certain Southern points to New York. The

raising of rates on the railroads and steamships has led buyers to expect larger freight allowances to cover the costs, and they fight as hard for a 10 or 15 cent additional freight allowance as they used to fight to get the whole allowance when it was first made by the mills. Out of this condition there has come a steady pressure to eliminate freight allowances altogether, and this is now being accomplished, not, however, without friction.

In the not very remote days when buyers were able to regulate terms and conditions of sales in their own favor, they piled it on in a variety of ways. Some jobbers in the Far West insisted upon getting their goods delivered free of all freight charges and sometimes accomplished their purpose. Many of the cutters of New York and vicinity insisted that it was not sufficient that mills should deliver their goods f. o. b. mill with New York freight allowance added, but should also pay all cartage charges in New York, and deliver the goods at the door of the cutter's establishment.

In one sale a cartage bill amounts to little and can hardly be found in the manufacturing costs, but there are houses in New York that are selling goods for mills whose cartage charges amount to \$25,000 a year and are paid by the selling agents, and afterward charged back to the mills either directly or in the price of the merchandise. Some houses still insist that their part of a contract for the sale of goods should consist only in delivering the goods to a carrier at the mill, and if freights are allowed at all they should be to a definite point at the regular railroad rate, the buyer hereafter paying all charges for delivery. But the custom in the trade is very varied, and as stated, can all be traced back to the competition in making sales.

Some mills allow freights now to the Mississippi River, others allow only to New York, and still others, under pressure, will pay freights to destination. Outside of the dry goods trade it is stated that freights are usually paid by the buyer as a matter of course, but some producers still advertise that "Jones, he pays the freight."

The consumer is not interested in all of this. Whatever comes or goes, he will find the charges for freight in the costs he must pay for what he wants. The questions at issue are to be settled by producers and distributors rather than by consumers. If the jobbers pay the freight or the cutters, they must add the costs to the costs of their merchandise, just as the mills do when they pay the freights. The matter of whether it is easier for the mill to pay the freight than the distributor is one fraught with many varied phases and selling agents admit that they do not want to be dogmatic about it.

The essential thing is that buyers shall be treated alike, giving no one an advantage. There is no more reason why New York should benefit from special allowances on freights than St. Louis or other points. Yet New Yorkers contend that theirs is the largest market, hence it is desirable that concessions shall be made for the privilege of enter-

ing it. In the same way, buyers in St. Louis declare that if they are going to distribute certain mills goods they must have special advantages in competition or they will give preference to other goods. To overcome this desire for preference, many customs have grown in the trade have become a direct tax upon many producers without corresponding advantages they can appreciate.

Deliveries f. o. b. mill without freight allowances have this in their favor. They throw the burden of freight charges upon all buyers in accordance with their business location, which is a matter wholly within their own control. In times of keen competition, with the advantage of the market in the buyers' favor, the latter will count freight charges as important, but they are free to dicker as to price from the mill.

Uniformity of practice is desirable in selling, and in the present situation, it is within the power of sellers to come together and establish such a uniformity as seems necessary. The great difficulty of bringing about uniformity has arisen in the past from the negligence of the manufacturer. From time to time the manufacturer has been willing to follow the suggestion of his selling agent and make any sort of an allowance that seemed feasible for the moment in making a sale. Customs, good or bad, when once established are not readily changed, and it goes without saying that if peace flourished in the world little would be heard of the vicious practices that have started the agitation as to the real meaning of f. o. b. mill.

But war has changed many things and it is going to change many more. Shorter terms of selling are inevitable, closer credits are essential, and a liquidity of merchandising assets has become the prime necessity of sound mercantile business dealings to-day. It is now within the power of manufacturers to agree among themselves as to what should be fair terms of sale, and then stand together in forcing agents to conform to new methods. Many agents have contended for years that they would never have had any such confusion of selling conditions if it were not for the easygoing methods of manufacturers in permitting agents to do as they please merely to make sales.

There is room for a greater degree of co-operation on the part of manufacturers than has yet been seen in any of the textile trades, and if the railroad rate and other questions are to be settled in a sound way they should be freed from the selfishness of isolated interests having little in common with the general welfare.

The proponents of price fixing and price maintenance are having their day and the slogan is being raised of "It is time for action." It is a pretty good slogan, but it can be fearfully abused. Any one who will take time to study the arguments made before Congressional committees in favor of price maintenance cannot fail to be impressed with the fact that nearly 90 per cent. of the complaints against old systems arise from dishonesty in trading methods. Trademarks are being violated, inferior goods are being sold under marks to which people are not justly entitled, and

manufacturers are permitted to wilfully engage in production that is designed to and does mislead consumers.

The lack of a proper National remedy in meeting these conditions through quick punishment for fraud is the great weakness of merchandising in the United States to-day. It is not contended here that any form of legislation is going to increase the desire for honesty in the human heart nor revolutionize human nature. Thieves and the poor will be with us always, but that should not prevent men from guarding against the one nor trying to protect the other.

What is true in merchandising is this fact: If fraud in merchandising is made easily and quickly punishable throughout the country by National legislation along the lines of the Barkley bill or the Merchandise Marks Act of Great Britain, thieving in trade will be less popular, and the temptation for honest merchants to engage in it for protection will be weakened.

Moreover, the poor of the land, call him the consumer if you like, will have less cause for crying out against frauds practiced on him than he has to-day, and will come to regard the producer as something else than a monopolist. It is time for action, but action should be taken to weaken the force of the Oriental theory of "Let the buyer beware" and strengthen the theory that the seller has an obligation that cannot be thrown off easily.

Making a living is such an easy task with some men that they find time to play dominoes.

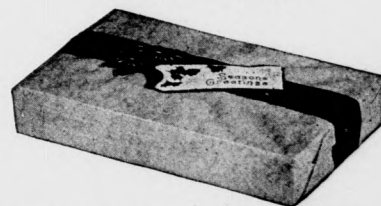
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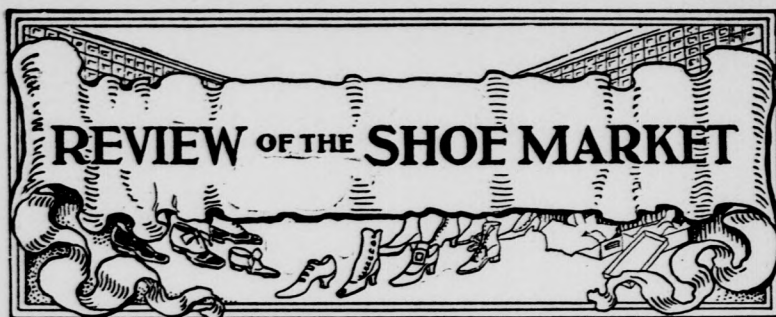
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Xmas Package

Give your order to your salesman now

PETER DORNBOS

16-18 Fulton St. W.

Grand Rapids, Michigan



Gift Commodities From the Shoe Store.

Written for the Tradesman.

These are spacious days for retail shoe dealers both large and small throughout the country.

Now, as always at this time of year—and let us hope this season more pronouncedly even than heretofore—the strings of the public purse are opening up.

And why not? The joyful yuletide is looming large on the near horizon, and everybody should be remembered by somebody with a suitable gift as a mute but meaningful token of the gladsome occasion. The grim war must and will go on, but there is no reason why the people of our country should wear sackcloth. In no sense will it retard the important preparations we are making for our part in the struggle if we take a little time to celebrate this beautiful, time-honored occasion.

Yes, and from advance reports already in from the stores and shops of many of the larger towns and cities of this prosperous country, the present holiday trade is going to be far heavier than many of us dared hope. In view of the fact that the soldier boys at the front as well as those now in training at our various cantonments are to be remembered, the customary skirmish for suitable gift commodities began this year earlier than usual.

As our Government provides shoes for our soldiers, and as the rigors of trench warfare and the limitations of our training camps alike render unsuitable the luxurious things of a footwear nature—such for instance as bedroom slippers and dainty silk half hose—tokens from the folks back home to our soldiers at the front, will (and should) be of a serviceable nature; i. e. something they can use from day to day, under the conditions in the midst of which they find themselves.

If, in addition to shoes, slippers and other footwear accessories commonly found in the shoe store, the dealer also carries something in the way of leathergoods—such as bags, belts, billfolds, coin purses and the like—or comfy kits, handkerchiefs etc.—then he may appeal to the folks back home on behalf of the boys out at the front; but however that may be, it is very evident the small shoe store with conventional and limited stocks of merchandise such as shoe stores have always handled, nevertheless have things which should be thought of and considered in these times of practical giving.

If, in the past many people have

fallen into the foolish habit of giving beautiful and showy but highly impractical and unserviceable gifts, it is evident that there is a tendency now on towards the giving of serviceable commodities. There can be no excuse now for wasting money on foolish and useless things with which to remember our friends. And what can be more practical than the regular stocks and subsidiary lines carried by the shoe dealer?

Other things being equal, the size of the pre-holiday business you do will depend very largely upon the attractiveness of your Christmas announcements. By all means make them as suggestive and seasonable as you possibly can.

Remember that a great many people are cudgeling their brains at this time trying to think of something suitable for gift purposes. Let every announcement fairly bulge with suggestions.

Cid McKay.

Fourth Copy of Vicksburg Paper in Pittsburg.

Battle Creek, Nov. 26—I have just been reading the last Tradesman and was much interested in the article on the reproduction of the paper published at Vicksburg as a souvenir of the Civil War. Was much interested because of having seen a copy of it in a home in Pittsburg while visiting there about a year ago. It was a well-preserved copy, framed with glass on both sides, and kept hanging on the wall. The owner, however, did not seem to realize its value. It was in a home where I boarded for a week or so, and I cannot give you the name of the owners, but if it were worth while could find out for you.

I take some interest in relics and was fortunate a few days ago in getting hold of an English coin 245 years old.

Allow me to take this opportunity to tell you that years ago, while engaged in the active work of the ministry and long before there had been any thought of entering business (other than the King's business), I learned to prize the Tradesman very highly for its splendid literary qualities and the very able way in which it was edited. I also wish to improve this opportunity to voice my deep appreciation of the splendid way in which you have enlightened the public and led public sentiment in regard to the enemies of our Nation and civilization at the present time.

I trust I may have the pleasure of a personal acquaintance in the future.

Elon P. Boynton.

Sure.

"Bobby," said the minister to a little fellow aged six, "I hear you are going to school now."

"Yes, sir," was the reply.

"What part of it do you like best?"

"Comin' home," was the prompt answer.

Thinks Well of This Year's Anniversary Edition.

Kalamazoo, Nov. 26—I have been on the subscription list of the Tradesman about fourteen years and have preserved every anniversary issue you have gotten out since your twentieth edition in 1903. Permit me to say that I consider the issue of this year the best one of the lot—and that is saying a good deal, because the issues of 1913 and 1916 were certainly remarkable publications, speaking from the standpoint of the retail merchant. If you were not to send me any papers during the year but the anniversary, I would feel that I received an equivalent for my \$2.

I take twenty-two publications in all, but none of them is so outspoken and so independent in its editorial utterances as the Tradesman is. I do not agree with you in everything, but when it comes to the war, trading stamps, mutual insurance, food restriction and conservation, exposure

of frauds and cheats in trade, fake wholesale houses and co-operative stores organized to injure the regular retail merchant, I am with you heart and soul.

May you long be spared to fight the battles of the retail merchant!

Old Merchant.

If you want to hire a man, hire one whose children always go with him in the morning as far as the street car and who then stand on the corner waving as long as the car remains in sight. You won't make any mistake in that man.



Get 'em Now

Hood's

Monitor
2 Buckle
Gaiter

\$1.90



Hood's

Barnshu
Lace
Same height as
2 Buckle
ALL RUBBER

\$1.90



Hood's

Portland
4 Buckle
Gaiter

\$2.20



And the Winter King

Men's Hood Lace, same height as the Portland @ \$1.90

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

Gabby Gleanings From Grand Rapids

Grand Rapids, Nov. 26—Harvey A. Gish and his associates in the milling business in Ohio have secured a lucrative order for the Government which calls for the delivery of 400 barrels of floor per week.

John D. Martin has recently turned poet and insists on inflicting his effusions on his friends. Too bad the Tradesman refuses to print traveling men's poetry!

The quick wit of a traveling salesman who has since become a well-known proprietor was severely tested one day. He sent in his card by the office boy to the manager of a large concern, whose inner office was separated from the waiting-room by a ground-glass partition. When the boy handed his card to the manager the salesman saw him impatiently tear it in half and throw it in the waste-basket; the boy came out and told the caller that he could not see the chief. The salesman told the boy to go back and get him his card; the boy brought out 5 cents, with the message that his card was torn up. Then the salesman took out another card and sent the boy back, saying: "Tell your boss I sell two cards for 5 cents." He got his interview and sold a large bill of goods.

A. V. McGillis, of Escanaba, has taken the position of traveling representative for the Pittsburg Plate Glass Co., covering Western Michigan territory.

The soldier boy on Long Island who refused to wed his girl in San Francisco by long distance telephone when he found it would cost \$40 may have been right. He knows the girl.

Mistletoe is going to be very scarce this year. What of it? The girls who accidentally stand beneath it when a fifty-year-old man is within reaching distance are not worth kissing, anyhow.

The Governor of Kansas says that

Wilson has tricked the farmers of his State out of \$50,000,000 by making the price of wheat too low. Inasmuch as Kansas claims to be more prosperous than ever in its history and the farmers are getting the highest price ever for their wheat, probably they will be able to stand it.

Belgium is not apt to put much faith in the promises of a nation which characterized a solemn treaty as a "mere scrap of paper."

Widows of the grass persuasion have their advantages. At all events they do not brag about the good qualities of their first husbands.

Women mail carriers are being tried out in Washington. The positions may look attractive to them. In addition to the wages which the Government allows they will have the pleasure to reading the postal cards.

An enterprising soap manufacturer is spending thousands advising people how they can have "soft, white hands." It will not be long before the person with soft, white hands will be ashamed of them.

No wonder women's ears are pink. They have to listen to such a silly lot of rot from men.

If these pads, and curves, and puffs, and flounces keep on disappearing, it won't be long before woman gets back to her original rib.

Judge (in astonishment:) Do you mean to tell me that that physical wreck over there struck you?

Mrs. McGann: Yis, yer riverence, but he's only bin a wreck since he bit me.

Some women and most men are proud of their past because it is past.

Don't be two-faced. It's hard enough to feed one these days.

Don't grieve because the bathing girls have disappeared. The short skirts are still with us.

Don't hunt trouble. Get into the newspaper game and it will come to you unsolicited.

Just What You Have Been Looking For Felt Shoes in Stock



846—Wos. Pl. Toe Kid Vp. and Fox Felt Top Lea. Sole 3/8...	\$1.50
824—Wos. Pl. Toe All Kid Bal. Fleece Lined Lea. Sole 3/4....	2.00
845—Wos. Vici Kid Blu. Pat. Tip Fleece Lined Lea. Sole 3/8 ..	2.25
822—Wos. Felt Top Kid Vp. and Fox Stk. Tip Lea. Sole 3/8 ..	1.80
877—Men's All Felt Bal. Leather Sole Pl. Toe 6/11	1.60
882—Men's All Felt 8" Bal. Fleece Lined Lea. Sole 6/11	2.50
865—Men's Pl. Toe Kid Vp. Felt Top Lea. Sole 6/11	2.40
866—Same as 865 only 8" 6/11 EE	2.50

Complete line of Juliets and Moccs. at prices that are lower than they can be bought for next season.

A Xmas when useful gifts will be appreciated by all.

Hirth-Krause Co.

Hide to Shoe Tanners and Shoe Mfgs.

Grand Rapids, Michigan

We Show Here One of the Live Styles in our Bertsch Goodyear Welt Shoe Line for Men



No. 979—\$3.35

Here is a shoe you simply cannot go wrong on for it represents the utmost in shoe values. Every piece of leather and every bit of findings is of the very best material for the services intended.

We carry something like a hundred BERTSCH numbers in stock—for your convenience. The range of styles is sufficient to insure the necessary staple numbers, also a goodly number of the more stylish ones.

We believe our line is more naturally adapted to your needs than the average. That it is a business builder and a profit maker our friends testify.

Samples, catalogue or salesman on request.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

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"



The War Tax Worse Than a Chinese Puzzle.

Written for the Tradesman.

While in business it is not well to dwell with one's head in the clouds of optimism. It is well to look at the brighter side when one is apparent. A cheering ray at present is the report of solvencies, showing a very fair business condition in the sense that business is passing over the Fall with less embarrassments than were expected. This is largely due to the fact that there has been no autumn boom, the money market being less hard to control than it would have been otherwise, while railroad and factory conditions, as a whole, have not been so badly congested that they could not be managed. There are plenty of indications, however, that we have reached our war prosperity apex and that general business will be quieter. However, the large Government war orders will be a sustaining influence for some time to come. Sudden changes have thus far been averted and, if they can be definitely sidetracked, the situation promises to be fairly comfortable, even though business shows a slowly waning tendency.

Without any desire of protesting against all needful taxation with which to assist in carrying on the war, certain criticisms are appropriate if they will aid in ironing out inequalities. For instance, under the excess profits part of the tax law, three classes of persons having exactly the same invested capital, \$1,000,000, which will be compelled to pay three different amounts of excess profits tax—\$25,300, \$15,520 and \$107,000. In each of the three cases the net income is the same, \$200,000. Yet there is the startling difference in the taxes paid. The law is so ambiguous and confusing in its provisions that the administering authorities became in reality a "legislative body." So devious were the windings and turnings of the legislative minds which created the law, that even the Secretary of the Treasury appeared to be so greatly dismayed that he has announced his intention to appoint an "Excess Profits Advisory Board" to assist the Commissioner of Internal Revenue in construing and applying the excess profits provision of the new war revenue act. Pleasant commentary upon the qualifications of congressmen and senators to pass an intelligent tax measure! They must feel highly flattered upon finding it is necessary for a board of experts to be called in to find out what they intended to enact into law. This new board, it is said, will be composed of men

experienced in business, in economics and matters of taxation. Its first job will be to make an analysis of the law and find out what it is all about. Another board made necessary by congressional confusion in this war tax measure is a Board of Legal Review, to be composed of lawyers of learning and experience to advise the Commissioner of Internal Revenue on all matters of law connected with the administration of the act. Still another aid to the distressed will be a Supervisor of Business Cooperation whose duty will be to "study public sentiment and disseminate information," with the hope that the people may finally come to understand what their taxes are and how much. When all these steps are necessary to get the law into any workable shape, is it any wonder business men should make mistakes in making returns? Can they possibly have anything to show approximating what their taxes will be? Think of it! Special boards must be engaged in defining, elucidating, analyzing, discovering, interpreting, applying, co-operating, learning and educating, as to a law which, with the aid of a primary speller and a little common sense, could have been so constructed that any one who can read and write could understand it.

It is perfectly true that the subject of the railroads and their needs is a loaded one. Mention of it is like bumping a sore thumb. Visions arise of squabbles, wrongs, delays, heated arguments, for and against upward rate revisions, etc. It is, of course, unpleasant to touch sore spots, but like the nettle, if one grasps the question firmly and fearlessly there will be no sting. One thing is certain: something must be done in order that the backbone of war supply movement can be strengthened and at the same time allow necessary transportation of goods and people to carry on the business of the country and facilitate the prosecution of the war. There are probably nearly as many ideas of a solution of the problem as there are thinking individuals and the different ramifications and influences are nearly as numerous. The situation has reached such a pass that moderate rate increases will not take care of increasing cost of operation and allow for extensions, betterment and equipment indispensable to efficient operation of the roads. Efficiency of service is vital, as is shown by the coal situation. As was recently pertinently said by a representative of the banking interests, "a raise in rates will not, under the circumstances, open

BUY SAFE BONDS

6%

Tax Exempt in Michigan

Write for our offerings

HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS

GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN.

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.

Do Not Neglect Your Will

By it you can, with your own intimate knowledge of each individual in mind, provide for those dependent on you. If you leave no will the law will distribute your property—possibly not at all as you wish.

Furthermore, by making a will you can appoint an executor you know will carry out your wishes. No individual is as well equipped to do this as this company.

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

THE MICHIGAN TRUST CO.
OF GRAND RAPIDS

Safe Deposit Vaults on ground floor
Boxes to rent at low cost

the money markets for new railroad capital." What, then, is there to do? Two courses are open as war measures: Government loans or Government control and Government operation. If Hoover's food control and conservation succeeds in reducing the outrageously high cost of living, the Government, while in control through conscription of labor, can bring wages down to a reasonable basis. There will be waves of trouble, but it is the only way it can be accomplished. The railway brotherhoods will never voluntarily let go a dollar of wages they can hang on to. No matter what the past crimes of the railroads may have been, we might as well face the music. They must have more money or make a slash in expenditures and cost of materials which will look like an earthquake crevice. The situation is one which demands more serious thought. It is the duty of every business man and wage earner to give it his best thought. In doing so it is also the duty of each and every one of us to look at it from the broad standpoint of the National welfare, rather than from the selfish standpoint of personal benefit. Any one who does not look at it in the broader sense and who is unwilling to make some sacrifice, is unpatriotic and by just so much contributes to the comfort of the enemy. Every obstacle placed in the way of the successful prosecution of this war is treasonable. We must and will win this war in order to make the world a safe place to live in.

Paul Leake.

Sidelight on Anniversary Edition By Hoosier Merchant.

Evansville, Ind., Nov. 26—The Tradesman is thirty-five years old this week. Every advertisement in this issue is thoroughly up-to-date. I cannot find a single advertisement in the whole issue which looks anything like those you published thirty-five years ago. Take the advertisement of Mayer's shoes. Who would have thought of such a shoe and such an advertisement thirty-five years ago. Look at the Grand Rapids National City Bank advertisement. Banks did not advertise like this thirty-five years ago. Thirty-five years ago such an advertisement as G. J. Johnson's was out of the question. Look at the Detroit scales. We never saw anything like it thirty-five years ago. Look at all of the improved buildings which appear in this issue. We never seen such buildings thirty-five years ago.

I'll miss my guess if J. I. Bellaire is a Sunday school teacher. Here is a man who thinks. He says: "It doesn't pay to stand still; that is, figuratively speaking. A business can't do it and remain a big investment a great while. A young man can't if he intends getting the best out of himself. A beaten path is easier to travel along than a near cut road through the woods. Keep thinking. That's what our brains were placed in our heads for."

I would love to meet Mr. Bellaire. He is a real man. He has up-to-date ideas passing through his brains. I'll bet one dollar against a doughnut that Mr. Bellaire does not agree with John R. Davies. Too many fathers "believe" such dope as Davies turns loose, and they believe it so strongly that they think what was and is good enough for them is good enough for their children. Hence the children are not progressive. Do you "get" me.

Bellaire says: "If anything pinches,

size ourselves up." This is the right stuff. But too many won't size themselves up. They are afraid to look into their own lives. They don't want to see themselves like others see them.

Bellaire also says: "The man who makes a success in life is the one who develops individuality in work and plans, who assumes his responsibility cheerfully and hews to the line in cutting out things that way?" Davies would not have us to think like Bellaire for fear we would not go to church. You must go to church, if you are a "good" Christian. This means you must trade with us or go to hell. Bellaire would not suggest such stuff to a salesman.

John R. Davies says: "Moses, the law-giver, whose commandments have gone into all the civilization of Christendom." If you were not afraid to think, you would find that Moses was a I. W. W. who advised his followers to steal everything they could get their hands on. Moses tried to ruin the very man who educated him, who took him as a child and gave him everything he needed. I have no more respect for Moses than I have for the leaders of the I. W. W.

After Moses taught his followers how to steal, he made a commandment for them not to steal from him. The I. W. W. wants what others have, but they don't want anyone to take what they have. If you can find any difference between Moses and the I. W. W., you can find more than I can.

The Christian civilization taught thousands of ministers how to get what other men have earned, and if it has done anything else, I fail to see or understand their ideas.

E. A. Strong fully understands how the "doctrines are filtered down." "Huge Sunday editions go to kindle the Monday fires of the Nation." If we had sense enough to look into the "group motivations" we would soon learn the motive of Christianity.

Every Christian minister gets by —by technical terms. The familiarity with which Christian ministers put their motives across is something wonderful to an ignorant guy.

When the editors of this country stop publishing Christian dope, and give the same space to up-to-date ideas, and give the people knowledge, instead of things they must "believe," there will not be so much paper and ink wasted.

When I get through reading the big Tradesman, I may clean my typewriter. Edward Miller, Jr.

Longings For Michigan.

Written for the Tradesman.

Oh! the music that was there!
Birds were singing everywhere
June had brought its festal song
With a piping feathered throng
Early morn till past twilight
When the grosbeak sings at night—
I would like to hear again
What I heard in Michigan.

Out among the forests grey
Early in the month of May
Bloomed arbutus, all alone
'Ere the snow from vale had gone,
Violets, Spring Beauties, too,
Johnnie-jump-ups, Meadow Rue—
I would like to find again
What I found in Michigan.

Fields with clover blooming red,
Lakes with lilies carpeted,
Swamps with Lady-Slippers rare,
Jack Pine and the sand plains there,
Trout brooks with their beauties shy
Which I caught with tempting fly—
I would like to see again
What I saw in Michigan.

Berries sweet as they can be,
Cherries weighing down the tree,
Ripe Transparents in July,
Jonathans and Northern Spy,
Dad's sweet cider—mother's jam,
Buckwheats, sausage, Grand-pa's ham—
I would like to have again
What I loved in Michigan.
Charles A. Heath.

Our idea of a total failure is a man who fails in an attempt to commit suicide.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources

9 Million Dollars

3½ Per Cent

Paid on Certificates

Largest State and Savings Bank
in Western Michigan



JOIN THE
GRAND RAPIDS
SAVINGS BANK
FAMILY!

33,000 ☐

☐ Satisfied
Customers

know that we
specialize in
accommodation
and service.

THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

Merchants Life Insurance Co.

ASSETS \$2,471,351.65

OLD LINE INSURANCE AT ITS LOWEST NET COST

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

LAVANT Z. CAUKIN, Vice President
ALVA T. EDISON, Asst Cashier

THE

OLD
NATIONAL
BANK

GRAND RAPIDS, MICH.

177 MONROE AVE.

Complete Banking Service

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

Our 3½ Per Cent SAVINGS CERTIFICATES ARE
A DESIRABLE INVESTMENT

Activities in Michigan Cities.

Written for the Tradesman.

The Saginaw County Medical Society and representatives of the druggists of Saginaw met in that city and adopted resolutions pledging their co-operation with the State Board of Health and the military authorities in ridding Saginaw of its vice district. Druggists will be asked to discontinue the sale of venereal remedies, except on prescription.

The Consumers' Power Co. notifies Muskegon that it desires no more new business at this time and therefore a charge of \$7.50 is made for wiring and installing the lighting service in residences or stores.

Merchants on State street, Ann Arbor, hope to get boulevard lights, like the ones on Main street, in the spring.

The official garbage collector at Niles has quit his job, saying that the cost of cans, scanty deposits in the cans and the high cost of feed is the reason. Mayor Troost has appointed a committee of aldermen to investigate methods of disposing of city refuse.

The Chicago & Northwestern Railroad is cutting its wartime corners by dispensing with the station agents at Champion, Clowry and Michigamme, in the Upper Peninsula.

Lansing has quadrupled in population since 1890 and now regrets not having adopted and followed an intelligent programme of city planning, with reference to its parks, streets, etc.

Ironwood has approved of a bond issue of \$360,000 to purchase the waterworks plant.

Mayor Reutter, of Lansing, has named a committee to look up the waste timber in woodlots near the city, with a view to utilizing same for fuel.

St. Clair is doing well, industrially. The Harrow Tractor Co. is completing its new plant. Langell Bros. will rebuild two large boats at the shipyard. The brick plant is running full time. The Provevost Wheel Co. is prosperous. Handy Bros. are grading for their new railroad.

The Ludington Chamber of Commerce is giving assistance to the Kupper and Homel shirt factory in that city, having assisted them to purchase the St. Simon school building, which will be utilized for manufacturing purposes.

Patrons of the municipal water plant, at Portland, are now charged 20 cents per 1,000 gallons, a rate based on an investigation as to cost. The new meters are expected to greatly reduce the waste of water.

Members of construction gangs of the Boyne City, Gaylord & Alpena Railroad have been promised a big turkey dinner for Thanksgiving if they yet the road completed by that day.

Hillsdale will make special efforts to keep its drinking water pure. In addition to the sterilizing plant, a laboratory will be provided and tests made daily.

The creamery owners at Freeport are planning to install a condensary. Inlay City now has but one news-

paper, the Times having absorbed the Record.

Alma has gained another important industry, the Ex-Cell-All Products Co., manufacturing paints and hardware supplies, having been formed by local business men. The company has been granted a ten acre factory site along Pine river in the South part of the city. Almond Griffen.

Side Lights on the Celery City.

Kalamazoo, Nov. 27—Wm. H. Fletcher, of Decatur, who for a number of years past has conducted a grocery in that city, is reducing his stock, preparatory to moving it to Kalamazoo, where he has recently purchased the stock of Castner Bros., at the corner of March street and Hays Park court.

Among the boys who left Kalamazoo for Camp Custer last Thursday to join Uncle Sam's National Army was Lynn S. Castner, who with his brother, Glenn, has conducted a grocery on Hays Park court for the past year.

Glenn Castner expects to leave next week for Florida on an extended auto trip, going by way of Louisville, Nashville, Memphis and visiting points in Mississippi and returning in the spring by way of the Atlantic Coast states.

Jack Marriot, who for a number of years has driven one of the Michigan Bread Co's. bread wagons, has bought the grocery store at the corner of Lake and Willis streets, opposite the Recreation Park fair grounds.

The Sanders Supply Co. will move its cash grocery this week from its present location on Gull and Harrison streets to the corner of East and Trimble avenues.

The new pavement from the Michigan Railway Co. carbarns to the Bailey Motor Co. factory is nearing completion and is now open to traffic.

At a meeting held by the Kalamazoo Retail Grocers and Meat Dealers Association last Monday evening, the Association unanimously pledged its support to the Federal Food Administration. F. A. Saville.

Father Pays the Bills.

"How is Robert getting on at college?" asked the minister, who was being entertained at dinner.

"Splendidly," said the proud father, who then went on to tell of his son's various social, athletic and scholastic successes, and the minister said it was a fine thing to be college bred. That evening little James, who had been an interested listener, said: "Papa, what did Mr. Brown mean by college bred?"

"Oh, that," said papa, who had been looking over his son's bills. "Is a four year loaf."

Valid Insurance at One-third Less Than Stock Company Rates

Merchants insure your stocks, store buildings and residences in the

Grand Rapids Merchants Mutual Fire Insurance Co. of Michigan

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

Home Office, Grand Rapids

Do Not Delay

Do you know what would be the disposition of your property if you died without a will?

Do you realize the possible delays in settling your affairs; the dangers of your property going to those for whom the results of your life's work were not intended?

If you did you would not delay. Write or call for our booklet on "Descent and Distribution of Property."

GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN YOU KNOW

OTTAWA AT FOUNTAIN.

BOTH PHONES 4391

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

**GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK
ASSOCIATED**

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Nov. 20—Peter Dole, grocer a 1431 North Coit avenue, Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication has been made and the first meeting of creditors will be held on Dec. 4. The schedules of the bankrupt show liabilities amounting to \$494.92 and assets of \$594.61, including the following items: Stock in trade, \$150; household goods, \$250; debts due on open account, \$104.61. The bankrupt claims as exempt \$500 in household goods, accounts payable and stock and fixtures in grocery. The creditors listed in the bankrupt's schedules are as follows:

Unsecured Creditors.	
Armour Company, Grand Rapids	\$ 3.23
Boyland Creamery, Grand Rapids	12.00
Brooks Candy Co., Grand Rapids	7.81
Brown Seed Co., Grand Rapids	17.17
Ferris Coffee House, Grand Rapids	22.50
Heinz Pickle Co., Grand Rapids	62.70
Judson Grocer Co., Grand Rapids	69.00
Hekman Biscuit Co., Grand Rapids	10.37
Jennings Co., Grand Rapids	2.40
Kelley Ice Cream Co., Grand Rapids	9.72
Moxley Co., Chicago	29.50
Mutton Candy Co., Grand Rapids	3.65
National Biscuit Co., Grand Rapids	7.22
Mills Paper Co., Grand Rapids	25.95
Olthoff Candy Co., Grand Rapids	10.12
M. Piowaty & Son, Grand Rapids	10.45
Pose-Weir Co., New York	11.40
Vandenbergh Cigar Co., Grand Rapids	2.46
Wykes Milling Co., Grand Rapids	12.55
Worden Grocer Co., Grand Rapids	13.50
Valley City Milling Co., Grand Rapids	7.35
Woodson Spice Co., Toledo	8.28
Woodhouse Co., Grand Rapids	8.08
Watson-Higgins Co., Grand Rapids	50.37
Washburn-Crosby Co., Grand Rapids	9.35
Wilson Company, Grand Rapids	11.00
Dornbos Cigar Co., Grand Rapids	3.50
Christenson Ice Co., Grand Rapids	4.30
G. R. Cigar Co., Grand Rapids	1.75
DeYoung Candy Co., Grand Rapids	4.53
Consumers Power Co., Grand Rapids	10.00
National Grocer Co., Grand Rapids	16.00
C. DeWitt, Grand Rapids	6.51
Mike Nessee, Grand Rapids	2.20
Sonneveldt Baking Co., Grand Rapids	8.00

John D. Kelly of Grand Rapids, has filed a voluntary petition in bankruptcy. Adjudication in bankruptcy has been made, but no meeting of creditors has as yet been called. The bankrupt schedules his liabilities at \$862.25 and his assets at \$75 worth of household furniture. Following is a list of the bankrupt's creditors:

Secured Creditors.	
Grand Rapids Loan Co., Grand Rapids	\$ 33.00
Joseph E. Kelly, Detroit	50.00

Unsecured Creditors.	
Dr. A. C. McDowell, Lowell	\$ 62.00
Dr. Chas. H. Anderson, Lowell	3.00
F. J. Morse, Lowell	18.00
John Kellogg, Lowell	2.00
Earl Hunter, Lowell	6.00
Geo. Rouse, Lowell	20.00
D. G. Locke, Lowell	75.00
P. Tilstra, Lowell	18.00
R. Van Dyke, Lowell	3.00
Chas. Alexander, Lowell	90.00
Hoek & Son, Lowell	20.00
E. R. Collar, Lowell	2.00
A. W. Weeks, Lowell	15.00
H. Maynard, Lowell	8.00
Scott Hardware Co., Lowell	18.00
W. S. Winegar, Lowell	18.00
Mrs. R. D. Stocking, Lowell	5.00
Mrs. W. E. White, Lowell	2.50
Norton Henry, Lowell	9.00
Lowell Journal, Lowell	
Herpolsheimer Co., Grand Rapids	12.00
Dr. S. C. Groves, Eastmanville	42.00
Dr. U. DeVries, Grand Rapids	16.00
Dr. Wm. Northrup, Grand Rapids	45.00
Dr. John D. Hastie, Grand Rapids	34.00
St. Mary's Hospital, Grand Rapids	75.00
Harriet Huemin, Grand Rapids	34.00
Dr. A. J. Baker, Grand Rapids	6.75
Dr. Earl Bigham, Grand Rapids	20.00
E. F. Camp, Grand Rapids	18.00
S. A. Morman & Co., Grand Rapids	70.00
Dr. Stephen Whinery, Grand Rapids	3.00
Dr. D. G. Towsley, Grand Rapids	6.00

In the matter of Elmer Graves, an order was entered by the District Judge, dismissing the petition of adjudication in bankruptcy. This bankrupt filed a pauper's affidavit alleging that he had no money with which to pay his expenses in bankruptcy. From the examination it developed that up to the time of filing the petition in bankruptcy he had been employed by the city of Grand Rapids at a substantial wage for a considerable length of time. The court ordered that the deposit fee for expenses be paid and upon failure so to do dismissed the petition. This places the bankrupt in the same position as if no petition in bankruptcy had ever been filed and leaves creditors free to pursue their remedies on claims which they may have against him.

St. Joseph, Nov. 12—In the matter of Henry Kephart, Philip Kephart and Kephart & Son, a copartnership, bankrupt of Berrien Springs, the final meeting of creditors was held and the trustee's final report and account approved and allowed. After the payment of the expenses of ad-

ministration a final dividend of 22 7-10 per cent. was declared and ordered paid to all unsecured creditors who had filed claims to date, making a total dividend of 27 8-10 per cent. The trustee was authorized not to interpose objections to the discharge of the bankrupts. Creditors having been directed to show cause why a certificate should not be made by the referee recommending the discharge of the bankrupts and not cause having been shown it was determined that such favorable certificate be made.

Nov. 13—Daniel J. Taylor engaged in the retail grocery business at Kalamazoo filed a voluntary petition and was adjudicated bankrupt. The schedules of the bankrupt disclose the following liabilities and assets.	
Kalamazoo Gazette, Kalamazoo	\$ 90.00
Handy Electric Company, Allegan	40.06
D. M. Ferry Co., Detroit	16.06
The Eldred Mills, Jackson	126.00
Allegan Vinegar Co., Allegan	3.20
Standard Oil Co., Grand Rapids	14.87
Brown Seed Co., Grand Rapids	28.65
Union Match Co., Chicago	72.00
The S. C. Smith Co., Cleveland	91.03
The Cornwell Co., Saginaw	10.00
E. L. Reeds Mfg Co., Sterling, Ill.	38.91
National Grocery Co., South Bend	51.84
U. S. Trading Stamp Co., Toledo	5.71
Johnson Paper Co., Kalamazoo	24.16
C. G. Blanke Tea and Coffee,	
Kalamazoo	27.68
M. Bestervelt, Kalamazoo	8.40
A. Rynbrand, Kalamazoo	60.00
R. Early & Sons, Kalamazoo	10.37
Dairymen's Milk Co., Kalamazoo	
Milham Rating Co., Kalamazoo	
W. L. Wood, Kalamazoo	127.50
Calumet Baking Co., Chicago	37.30
A. Vandeweele, Kalamazoo	1.65
T. Vander Meulen, Kalamazoo	1.60
J. Bryer, Kalamazoo	5.00
Samuel Bright, Coloma	80.00
Assets.	\$972.84
House and lot on land contract	\$350.00
Household goods	250.00
Debts due on open accounts	805.26
	\$1,778.10

In the matter of Nora Garrison, bankrupt of Benton Harbor, an order was entered by the referee, closing the estate, and recommending the discharge of the bankrupt. The record books were returned to the clerk's office.

Nov. 14—In the matter of Edgar J. Hertel, bankrupt, of Kalamazoo, in response to the show cause order entered why a certificate should not be made by the referee, recommending that the bankrupt be denied his discharge for failure to surrender certain property, the bankrupt surrendered the property, consisting of certain life policies for examination by the referee, and the matter was adjourned for ten days.

Nov. 15—In the matter of Samuel Polakow, bankrupt, of Paw Paw, the trustee filed a report showing no assets found, whereupon an order was made by the referee calling the final meeting of creditors at his office on Nov. 24 for the purpose of passing upon the trustee's final report and account, also to consider and determine whether or not the trustee shall be authorized to interpose objections to the bankrupt's discharge. Creditors were directed to show cause, if any they have, why a certificate should not be made by the referee recommending the bankrupt's discharge.

Nov. 16—In the matter of Spencer & Barnes Co., a corporation, bankrupt, of Benton Harbor, the trustee filed his final report and account, showing total receipt of \$34,631.70 and disbursements of \$31,057.35, leaving a balance on hand of \$3,574.35. The referee entered an order calling the final meeting of creditors at his office on Dec. 1, for the purpose of passing upon the trustee's final report and account, the payment of expenses of administration, and the declaration and payment of a final dividend. Creditors were directed to show cause, if any they have, why a certificate should not be made by the referee recommending the bankrupt's discharge.

Nov. 17—In the matter of Daniel J. Taylor, bankrupt, an order was made by the referee, calling the first meeting of creditors at Kalamazoo on Nov. 30, for the purpose of proving claims, the election of the trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

Used For Syrup



A syrup most folks prefer is made from Crescent Mapleine, sugar and water. Costs half as much as good, ready-made syrup. Demand for Crescent Mapleine for making syrup is extra heavy. * Crescent Mfg. Co., Seattle, Wash. (M-10) Order of jobber or Louis Hiler Co., 1205 Peoples Life Bldg., Chicago.

Crescent Mapleine

TAKING INVENTORY

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



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.

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

Grand Rapids Calendar Co.

PUBLISHERS

WEATHER CHARTS, MARKET BASKET and BANK CALENDARS

We also carry an extensive line of Wall Pockets,
DeLuxe, Art Calendars and Advertising Specialties

Order Now Territory Open for Salesmen

GRAND RAPIDS CALENDAR CO.

572-584 SO. DIVISION AVE. - GRAND RAPIDS, MICHIGAN

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



We solicit shipping accounts from country dealers
SCHULZE BAKING COMPANY GRAND RAPIDS, MICH.

THE FIGHT FOR FREEDOM.

Duty of Patriots in the Present Crisis.

Written for the Tradesman.

A great many people do not take the war seriously. That is to say, they do not seem to realize that we are now taking part in the greatest war the world has ever seen.

There are some in this country, like our good neighbors across the water, who did not respond at the start to the call of their Government. There was a prompt response to the call to arms, but it is the other calls which I refer to particularly—the call to assist in one of the many ways so important to the fighting boys, to their care and maintenance, as well as that of ourselves during this period.

It is hard to believe that across the water millions of men are attacking one another with the most cruel instruments which science and brains can develop for the sole purpose of doing one thing—taking human life. It does not mean the killing of one man, which in our country is murder, but the killing of men by thousands, tens of thousands, hundreds of thousands and continued to an extent that the enemy shall be reduced and be obliged to surrender for lack of fighting force.

This means not only the killing of men in large numbers and the leaving of a great army of dependents. It means, also, the blighting of lives of hundreds of thousands of others who from this time on will lack earning ability and be dependent on their country, our country and our common cause.

We are trying to and must lend our aid to make this world a safe place in which to live, to make this world a safe place for democracy, to make this world a home for humanity.

The question that is on my mind to-day I believe is on the minds of everyone and that is,—What can I do to help? What can I contribute in the way of support that shall strengthen the fighting forces abroad? What can I do that will make our men stronger fighters, better fighters or will help to bring victory to them? Of course, money means the continuing of the war—not only money but men. The men are coming forward splendidly and money is being collected and contributed in a wonderful way, and as conditions become more serious we are going to continue to give more and more liberally.

The next necessity, and one which is vital, is food. It is this I want to particularly call your attention to to-day, because to me it seems to be the all important question of the United States; in fact, of the whole world.

We must stop to consider for a moment that under normal conditions, with men doing their ordinary work and following their customary trades, the world as a whole produces enough food to feed the

world under normal conditions.

Now, however, a large part of the men, who have produced food in the past are gone. They are serving at the front or in munition factories. This means that with the world at war or nearly so, the production has been very greatly decreased. In other words, the world is consuming just as much or more food as it ever did, but it is producing nowhere near as much as it did previous to the war, which means that this matter must be given very serious consideration.

Are we producing all the food we can? Are we in our own community doing all we can to increase the production of food to the highest point possible? Are we planting and cultivating the kinds of food which are the most nourishing and the kinds which will go the farthest in feeding the world?

Are we going about this in a serious manner and putting into it the best of our efforts or are we leaving it for somebody else to do, and hoping that some way or other it will work itself out? It will not do this. It is too big a problem and the necessity is so great that it appears to me that every man must put forth every effort to increase the production of food to the greatest point possible and use every acre of tillable soil in every community in the whole country.

We must produce food for our soldiers, for the soldiers of our Allies and for a large part of the people of those countries, as well as our own. In order to do this, we must remember that next year a goodly number of men who were engaged in agriculture last year are this year being called to training camps, and the actual number of men who are occupied in producing food will be considerably less than last year unless we take this matter seriously and withdraw men from other pursuits and increase the production to the highest point possible.

So let us all start our programme now. Let us so plan that every acre of land in our community yield the greatest possible amount of crops.

The next step in the programme to plan to help the Government is food conservation. We have already been asked to observe a meatless day on Tuesday, and a wheatless day on Wednesday. Are we doing this? Are we responding whole-heartedly and earnestly to this suggestion of our Government, or are we, many of us, procrastinating? Are we leaving the matter to take care of itself and producing results which must force the Government to use arbitrary methods? This, it seems to me, is the attitude to prove that a democratic form of government can and will do everything that the circumstances make necessary. Therefore, it is quite apparent that the people of every community must absolutely observe the meatless day on Tuesday and the wheatless day on Wednesday.

We can all of us help materially in this by first putting our own house in order and then lending our influence to help putting the house of our neighbor in order, if he has failed

to understand the serious need of doing so.

Are we conserving the sugar in this country in a way which will produce the required results? Are we aware of the fact that sugar is an absolute necessity to men who are fighting at the front? Have we stopped to consider that the fields of Belgium, Germany, Austria, Russia and France, which have formerly produced sugar, are now out of the market and will not produce sugar for several years to come, at least until the war is over? Have we stopped to consider what this means and are we shaping our own policy so as to help offset this by decreased consumption?

Sugar is one of the finest foods for men who are doing hard manual labor. The reason for this is that sugar is practically 100 per cent. carbohydrate and it is carbohydrates which furnish fuel for the body. Therefore, the soldiers must have sugar. They must have all the sugar they need, even though you and I go without it entirely. The situation does not seem to be so serious in this country to-day that it is necessary for us to go without sugar entirely, but it may be of interest to know that in many of the foreign countries, sugar is almost unknown; that sugar once a week is a luxury; that even in some places in England a man has a choice of sugar on his fruit or in his coffee, but not both.

Are we doing our part in helping to win this war if we continue to use sugar in the large quantities which we have heretofore for unnecessary purposes, thereby reducing the quantity of sugar that may be doled out to our soldiers or to our Allies?

It would seem to me that every man, woman and child in this country should help to strengthen the arms of all the soldiers fighting for our cause by adopting the policy of ensuring that there should be plenty of sugar for the soldiers at the front before we at home should have any. This means some little sacrifice, but it means that the men who are fighting for you will be kept in the best of fighting condition, so far as this item is concerned. In this connection it is only fair to say the production of beets for the manufacture of sugar in those parts of our country where they are now being produced calls for a large amount of patriotism. The production of sugar beets is hard work and it takes a great deal of labor to do it. While the return on the crop is good and has been very satisfactory you must remember that, regardless of conditions, sugar beets must be grown and it is just as essential that this industry be kept going as it is that our city businesses be kept going. Therefore, I make a plea that each of us in our community shall engage in every way possible that we can to help encourage and develop the growing of sugar beets, as a war measure, and in our efforts to promote the interests of our army in this great crisis.

What I said about the food applies equally to the interests—the Red Cross and the Army and Navy Y. M. C. A. It has been my pleasure to be

somewhat instrumental in collecting money for these enterprises and I have been very much gratified at the interest and generous response of most of the people.

If your boy and my boy were at the front there can be no question about our doing our part, but are we not to take an interest in our neighbor's boy? He must be cared for, the same as our own, and our contribution to the Red Cross and our interest in helping to gather the contributions of every man in our community is just as vital and just as necessary for him as for our own.

While the Red Cross takes care of the physical condition of the boys after they are injured, the Army and Navy Y. M. C. A. takes care of the physical and moral condition of the boys before they are injured. They have to do with every man at the front. Their influence in producing home conditions is the nearest substitute there is for "home" to the boys at the front.

The army officials tell us that the greatest thing they have to fight is the terrible homesickness which comes to the men who are "over there." We can all recall the days of our childhood when we had the pangs of homesickness—that terrible desire to get back to our own home and be reunited with father and mother and brother and sister. This comes to the men after their day of hard work and, as time goes on, it grows to be a terrible longing which few of us can wholly appreciate. The Y. M. C. A. furnishes the men a place of meeting, a place for joining with other men in sports, studies and other forms of companionship which help to relieve them, and the result is so satisfactory that the cry comes back from every army man for Y. M. C. A. workers.

The army officers, regardless of creed or belief, are ardent applicants for Y. M. C. A. service. They ask for it and insist upon it and go as far as to tell us that it is one of the big agencies in helping to put the army in shape to win. Therefore, we must support the Y. M. C. A. and when the call comes for assistance from time to time, I hope that each of us and all of our community will respond and contribute our share. In Canada, after three years of experience, they have adopted the slogan "Give—it don't hurt." Well, we haven't commenced to give that way yet, but my confidence is very great and I know we will give that way as soon as the demand becomes known, and we can all spread the doctrine of giving. This is not charity. It is really self-protection. It is really in the interest of saving our country for ourselves and making it an even greater and better place than it has been before. More than this, all we are doing is helping to make the rest of the world just as safe and just as desirable a place in which to live in peace and harmony.

Therefore, in trying to answer the question, What can we do? I have suggested a few of the things we stay-at-homes can do to help strengthen the Government in this trying time of need that must be done and will be done, but it is only a question of how



long will it take? To my mind, the length of time it will take depends very largely upon how soon we start and how loyally we work hand in hand with our President. Therefore I ask you all to join in the work with a whole-heartedness and show the rest of the world what America stands for, and what she can do when she puts her shoulder to the wheel and helps in this tremendous fight for democracy and fair play against autocracy, demonism and the policy that might makes right!

Guy W. Rouse.

Dairy Product Manufacturers Must Have License.

A proclamation—Now, therefore, I, Woodrow Wilson, President of the United States of America, hereby find and determine and by this proclamation announce it essential, to license the importation, manufacture, storage and distribution of necessities, to the extent hereinafter specified.

All persons, firms, corporations and associations engaged in the business either of (1) operating cold storage warehouses (a cold storage warehouse, being defined as any place artificially or mechanically cooled to or below a temperature of 45 degrees above zero Fahrenheit, in which food products are placed and held for thirty days or more) (2) importing, manufacturing, or distributing (including buying and selling) any of the following commodities: milk, butter, cheese, condensed, evaporated or powdered milk, excepting, however, (5) farmers, gardeners, co-operative associations of farmers or gardeners, including live stock farmers, and other persons with respect to the products of any farm, garden or other land owned, leased or cultivated by them, (11) operators of poultry or egg packing plants, whose gross sales do not exceed \$50,000.00 per annum, are hereby required to secure on or before November 1, 1917, license, which license will be issued under such rules and regulations governing the conduct of the business as may be prescribed.

Application for license must be made to the United States Food Administration, Washington, D. C., Law Department—License Division, on forms prepared by it for that purpose which may be secured on request.

Any person, firm, corporation, or association other than those hereinbefore excepted, who shall engage in or carry on any business hereinbefore specified after November 1, 1917, without first securing such license, will be liable to the penalty prescribed by said Act of Congress.

Among the rules for licensees are those making it the duty of every licensee to give representatives of the Food Administration any information required concerning the conditions and management of the business of the licensee. Reports when requested, must be made on blanks furnished by the Food Administration. Representatives of the Food Administration must be permitted during ordinary business hours to inspect any and all property stored or held by the

licensee, and also all records of the licensee. The licensee shall keep such records of his business as shall make practicable the verification of all reports rendered to the United States Food Administration. The licensee shall keep all food products moving in a most direct line to the consumer.

Rule 9. (General Rules). All car-load shipments of the following commodities shall be made in car lots of not less than amount prescribed below unless different minimum is authorized by special written permission of the U. S. Food Administrator; provided, however, that when cars of lower carrying capacity are used the maximum load which the car will carry may be used without such permission: Evaporated and powdered milk, 60,000 pounds; condensed milk, 36,000 pounds; butter, 24,000 pounds; cheese, 30,000 pounds.

Rule 12. (General Rules). The licensee shall report within ten days, in writing, to the U. S. Food Administration, any change of address, or any change in the management or control of the person, firm, corporation or association licensed, or any change in the character of the business.

Rule 13. The licensee shall not, without the written consent of the United States Food Administrator, or his duly authorized representative, keep on hand or have in possession or under control, by contract or other arrangement, at any time, any food commodities in a quantity in excess of the reasonable requirements of his business for use or sale by him during a period of sixty days; provided, however, that this rule shall not prevent the licensee from storing, in sufficient quantities to fill his reasonable requirements throughout the period of scant or no production, any of the following commodities: butter, cheese, poultry, eggs.

Special rules and regulations governing wholesalers, retailers and all other dealers in milk, butter, cheese, poultry, eggs, fresh fruits, fresh vegetables, fresh and frozen fish.

Note—Excepting for the following rule, such dealers will be governed by the general rules, to which their attention is particularly directed. The United States Food Administration will require regular and special reports from all such dealers, and will make a prompt and full examination of any particular localities or districts in which a rise occurs in the price of any of these commodities, and will deal individually by administrative orders with dealers charging excessive prices.

Rule 1. The licensee shall not sell or offer for sale poultry, eggs, butter or frozen fish which has been held for a period of thirty days or over in a cold storage warehouse without notifying persons purchasing, or intending to purchase the same, that it has been so held either expressly or by the display of a placard plainly and conspicuously marked "Cold Storage Goods" on the bulk mass or above food products; and shall not represent or advertise as fresh any poultry, eggs, butter, or fresh or

frozen fish which has been held in cold storage for a period of thirty days or over.

It isn't the clever advertiser who gets the business; it's the fellow who talks business in his advertisements and cuts out the fancy stunts.

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



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



Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

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

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

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

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

NEW CROP

Pure New Orleans Molasses

New Crop Molasses is now coming in and we are prepared to offer same under our standard brands in standard size cans **FULL WEIGHT**.

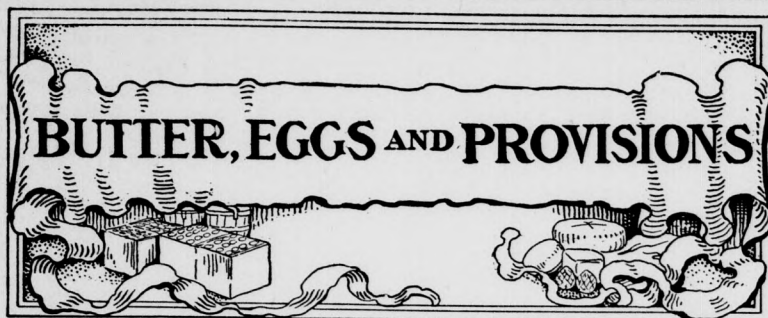
"O & L," "Lucie"
"Ginger Cake"

Oelerich & Berry Co.

Packers of "Red Hen"

NEW ORLEANS

CHICAGO



Don't Kill Turkeys Until Full Grown.

Washington, Nov. 26—The United States Food Administration to-day sent a call to turkey growers throughout the country urging them not to kill immature birds for the Thanksgiving market, but to keep them until they reach their full growth. A turkey gains comparatively slowly in weight up to a certain point, after which it develops rapidly. To market birds before they are fully developed, the Food Administration points out, compounds the growers' loss. Not only will he get a lower price for his birds in proportion to the expense of growing them, but at this particular season he is likely to glut the market and bring down the prices generally.

"Under practically all conditions," says W. F. Priebe, of the Markets and Marketing Division of the Food Administration, "it is unwise and economically wasteful to kill immature turkeys for market. Up to the point of approximate full development, growth of turkeys is slow, the flesh formed is lean and the body is scrawny. Turkeys sacrificed at or before this time present an unattractive appearance in the market and retard the sale of better birds."

"After this period, feed is utilized to better advantage, and flesh and fat are rapidly acquired, so that a month's growth adds more than its proportionate increase to the weight of the bird, and gives a finish that raises its market value. This year, particularly, killing of such immature birds should be discouraged in every way, since the markets are quite liable to be over-stocked with Thanksgiving turkeys, owing to the enforced movement on to the market, before January 1, of stored stock. Do not kill hens under eight pounds (seven pounds in Texas and Oklahoma) or toms under twelve pounds."

California Has a New Product.

The California currant has passed the experimental stage, according to George C. Husmann, pomologist in charge of viticultural investigations for the United States Department of Agriculture in Fresno, who is checking up the experiments that are being made at the Government's experimental station at the Fresno Vineyards Company's property.

Tests are being made of more than 500 varieties of grapes, and Husmann expresses satisfaction at the results that have been obtained. The currant grape vines were first planted on the Government's experimental vineyard, but were this year extended to two other vineyards of the Fresno

Vineyards Company's holdings and have been tried out on a commercial basis. The results have been more than satisfactory, and Husmann predicts a great future for this industry if pursued by the vineyardists of California.

"The growth of currant grapes is pertinent to this section of the State," said Mr. Husmann, "and the Government has successfully demonstrated that the variety may be profitably grown. Of particular importance is the fact that currant grapes may be harvested, cured and put away for consumption before the harvest of the regular raisin grape crop commences. This solves a big labor problem as vineyardists may give employment for months before the Thompsons, Muscats and other varieties are placed on the trays to dry."

"In connection with investigation relative to production of the currant grape varieties, extensive experiments have been conducted. Testing out the annual incision of the currant vine to promote the successful setting of the fruit of this variety, such experiments have led up to the quadrupling of the crop on the particular vines."

"The currant vines will bear within three years and in production will surpass the Muscat and equal the Thompson and Sultana. In connection with investigations attention has been paid toward the choice productive variety of table, shipping and storage grapes. Our investigation shows most decidedly that the higher quality of grapes of better shipping, storage and selling qualities, than those now grown for such purposes, have been developed and we have no hesitancy in saying that among these varieties are such as the Ohanez, which stands in a class by itself so far as late storage and keeping qualities are concerned. It is the variety that has for many years been so extensively imported into this country from the Malaga districts of Spain. At least 1,000,000 barrels of these grapes, packed in cork dust, reach this country annually."

Kansas claims Noah Webster. The Kansas Noah, however, is not the dictionary man, but a football player on an Indiana team.

G. B. READER

Jobber of

Lake, Ocean, Salt and Smoked Fish, and Oysters
in Shell and Bulk

1052 N. Ottawa Ave.

Grand Rapids, Michigan

SEEDS
Reed & Cheney Co.
GRAND RAPIDS, MICH.

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

Turkeys
Geese, Ducks and Chickens
Telegraph, phone or write us for special prices before you sell
Wilson & Co.
20-22 Ottawa Ave., N. W.
Grand Rapids Michigan

LOVELAND & HINYAN CO.
CAR LOT SHIPPERS

Potatoes, Apples and Beans

Write or telephone when you have anything to offer

Association of Commerce Bldg. Grand Rapids, Michigan

WE COVER MICHIGAN
M. PIOWATY & SONS
Distributors of Reliable Fruits and Vegetables

MAIN OFFICE, GRAND RAPIDS

Branches: Saginaw, Bay City, Muskegon, Lansing, Jackson, Battle Creek, South Bend, Ind., and Elkhart, Ind.

Onions, Apples and Potatoes
Car Lots or Less

We Are Headquarters
Correspondence Solicited



Vinkemulder Company
GRAND RAPIDS :: MICHIGAN

Pleasant St. and Railroads MOSELEY BROTHERS Grand Rapids, Mich.
Wholesale
BEANS, POTATOES, SEEDS
Telephones 1217, or write when have stock to offer

E. P. MILLER, President F. H. HALLOCK, Vice Pres. FRANK T. MILLER, Sec. and Treas.

Miller Michigan Potato Co.

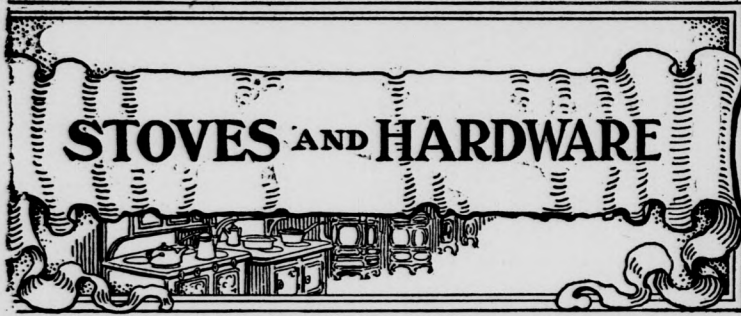
WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.



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.

Pushing Paint Lines in the Winter Months.

Written for the Tradesman.

The approaching holiday season can be made the occasion or pretext for a "brighten up the home" campaign that will stimulate fall and winter business in the paint department and will help to keep that department before the public at a time when, normally, the paint business would for most people drop right out of sight and out of mind.

Most hardware dealers who handle paints put the heaviest stress on the spring and fall campaigns, and these are largely concerned with exterior painting. Interior lines are stocked and sold, but for the most part sales are largely a matter of demand. If people come and ask for the goods, they are handed out. If they don't ask for them, the hardware dealer pushes other lines.

The fall and winter months, however, after the outdoor painting season is closed, offer quite a few opportunities in the paint department. True, the business does not bulk so large as when outdoor painting is to the fore; but it is neat, clean business, and to a very large extent it paves the way for better things. It is, too, a link between the spring and fall campaigns, and enables the hardware dealer to keep up his systematic follow up work with good chances of securing an immediate return for his outlay.

A good way to get an idea of what can be done in the winter months is to get inside an ordinary home and see just what it needs in the way of decoration that can be supplied during inclement weather. I have gone through one such house for this very purpose. It is a new house, built a few years ago, and not yet papered.

The "white walls" are dirty. Here is a market for flat wall finishes, wall paper, or other decorations.

There are some rooms that could be fitted with picture mouldings.

The hardwood floors, beautifully finished when the house was new, are badly worn. Here is an opening for oil, varnish or floor wax.

The woodwork generally needs to be touched up. So does the furniture. A good furniture polish, or any one of half a dozen preparations in the market, could be sold for this purpose.

The aluminum paint on the radiators is wearing off in places, show-

ing rust; and in other places is dirty. They should be re-painted.

The burlap in kitchen and bathroom needs painting.

The basement partitions and the finished attic were not painted when the house was first built. The work could be done now.

These are only a few things I noticed in a casual look around an ordinary, average house.

The point to consider is that there is not a single one of these jobs that could not be done by the average householder in odd moments. There is the further point that most people who own houses would sell if they could get their price. Here is the cue for a strong selling appeal:

"Turn your waste minutes into money. Buy \$25 worth of materials from us, add \$25 worth of time that you would otherwise throw away, and make your house worth \$200 more when you come to sell it."

The idea is eminently practical. It will appeal to a good many people. Here are the long evenings again. Here is the house getting to look run down and seedy. A little bit of material, a little bit of work, and the value of the property is not merely maintained, but increased.

There is another lead which the merchant can take, earlier, in the fall months; and that turns on the necessity of brightening up the home for the holidays. Maybe the boy is coming home for Christmas, maybe the old folks are going to pay a visit, maybe some distinguished guest is looked for whose visit will have important consequences—anyway, why not brighten up? A little bit of paint or varnish or floor stain will do it. The customer can do the job easily in odd moments, and the result will repay him a dozen times for the small outlay.

Along that line the hardware dealer can make his initial appeal, after the fall season for outdoor painting is practically closed. When the holidays are over he can use the alternative appeal to the customer to "Turn the Waste Minutes Into Money." By the time the latter appeal has exhausted its pulling power, it will be once more time to start urging exterior painting—to inaugurate the spring campaign.

Many dealers carry on a follow-up system of advertising while the spring and fall painting seasons are on, this advertising being done through the mails in conjunction with the manufacturers. Now, the effect of all advertising is cumulative. The more persistently you keep at a customer, the longer you go on hammering, the deeper the impression you make.

Skates for the Holidays

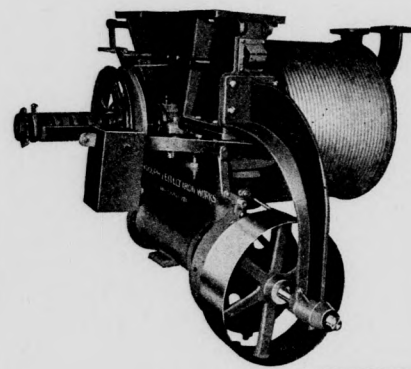
For several weeks we have been calling the attention of the trade to Ice and Roller Skates. We wish to emphasize the fact that these two lines are included in every retail hardware, toy and sporting goods stock at the holiday season.

For the benefit of the retail dealer who handles Ice and Roller Skates our suggestion would be that they go over their stock now and make up their specifications to insure delivery for early Christmas sales. We have every reason to believe that there is going to be a big demand for Ice Skates.

MICHIGAN HARDWARE CO.

Exclusively Wholesale

GRAND RAPIDS, MICHIGAN



Leitelt Elevators

For Store, Factory
Warehouse or Garage

Built for Service

Send for proposal on your
requirements

Adolph Leitelt Iron Works

213 Erie Street

Grand Rapids, Michigan

Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

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

C. M. BOOTH,

General Freight Agent,

Detroit, Michigan

At the same time, in the winter months exterior painting is no longer a timely subject. If you want to keep the paint department—your paint department—before the prospect you are addressing, you must talk about topics of timely interest. With the mercury below zero and the winter winds blowing around the eve, Mr. Paint Prospect doesn't care about outside appearances. He's going to stay indoors. So you simply have to go indoors with him and talk to him about indoors.

So tell him in your circular letters throughout the winter just what he can do to make his home more attractive, to add to the value of his property, to turn his otherwise wasted moments into money, by devoting a little attention to interior decoration. Put yourself in his place. Imagine you're a householder. Look inside some typical houses and see for yourself what they need and what can be done. And then turn to that other fellow with the words and the arguments that would convince you if you really were in his place and didn't know any more than he knows about paint.

A little advertising campaign of this sort, with a hand-picked mailing list of suitable prospects, can be handled very comfortably in the winter months, with a little "brighten up for the holiday" lead right now, if you haven't tried it earlier. This campaign will not take a lot of time or attention. Your circular letters can be backed up by an occasional newspaper advertisement and an occasional window display, and by giving the interior lines in the paint department a share of prominence inside the store.

Such a campaign will serve the valuable purpose of keeping the paint department before the minds of your paint prospects. It will bridge the gap between the fall campaign just closed and the spring campaign which is due to start a few months hence. It will help to make the paint department pay dividends in the snow bound months, instead of passing them. Quite a few merchants have worked the idea with good results. No two campaigns need be exactly the same; you must fit your campaign to your own individual circumstances and to the ideas of your community.

William Edward Park.

No World Peace Will Ever Come.

Clatskanie, Oregon, Nov. 15—A correspondent writing from Brooklyn, N. Y., to the Tradesman, has proved one important point—that some folks do read that excellent paper, Mr. Riordan among others.

I do not like controversy and have no intention of engaging in one.

Mr. Riordan unconsciously confirms my contention that all nature is at war all the time, when he admits it is true of "bug life, animal life and plant life," but separates the human family from the animal family. Here is the great mistake, made by so many, who do not class the human being as an animal, but separates him from the animal family because man has "reasoning powers," forgetting that what we call good manners, morality, religion, the sense of right and wrong, sentiment, all the attributes that enter into our ideas of civilization, are not natural but altogether

the result of environment and education.

Yes, some human beings are credited with having "reasoning powers" who will say other animals have no reasoning power. Did you ever notice that a woodchuck will back into its hole when danger threatens, if it can get there quicker than by going in head first, thus saving time it would take to turn around? Did you ever know a colony of beavers to cut down trees where they would have to float up stream, before they could use the trees? The beaver can reason to that extent at least. Why does a deer, when pursued by a hound, take his "back track," then jump 25 feet to one side and start off in another direction? Instinct? Maybe so, but when the human thief or murderer does the same thing to elude pursuit, we call it reasoning. A single wolf will sneak off into hiding from a man, whether the man is armed or not, but the same wolf will return in half an hour with a dozen others and help to kill and eat the same man. Which is it—instinct or reason?

Yes, all life is and must be continually on the alert, either consciously or unconsciously on the offensive or defensive, and if Mr. Riordan is true to his name, he never took a back seat from anything, for didn't that name, like my own, come from "That little Isle so green" whose sons, and daughters, too, are always ready for a fight, especially in defense of those who are weak, against the strong—a fact that will yet soak through the thick heads of the descendants of Attila's Huns.

We are fighting disease, hunger, cold, slander, the greed of others, the ambitions of others who are fighting our ambitions and greed all our lives—a battle that lasts from birth to death.

There has always been and always will be some nation whose leaders of opinion aspire to rule the world and they always carry with them death and destruction which must be met with death and destruction. At this present time, the German emperor and his clique of supporters have thrown "humanity" and "reason" to the winds in their mad efforts to subdue all other nations under the lying pretext that their national existence was threatened. Threatened by whom? Not one nation on earth was prepared or had any desire to threaten Germany. If England, France or America had been prepared, this war would not now be going on.

Before the Kaiser, it was Napoleon's ambition that soaked Europe with blood. Before him Philip II of Spain had the same bug in his head; but that troublesome British fleet drowned his hopes with the Armada, just as it drowned Napoleon's hopes at Aboukir Bay and Trafalgar. Attila and his Huns dealt death and terror over the same ground that our modern Huns are now laying waste. Julius Caesar did the same before him, and so it goes, and so it will go "until time shall be no more."

We do not know who will be the next arch demon to take it into his head that he must conquer the world or when it will be, but someone will try, and after him someone else, so long as the world and the human race lasts.

R. Robinson.

One on the Barber.

One day Mark Norris was being shaved by the very talkative barber at the Peninsular Club and was forced to listen to many of the barber's anecdotes.

Stopping to strop his razor, and prepared, brush in hand, to commence again, the barber said, "Shall I go over it again?"

"No, thanks," drawled Mark. "It's hardly necessary. I think I can remember every word."

Special Sales

John L. Lynch Sales Co.

No. 28 So Ionia Ave.
Grand Rapids, Michigan



cmC Ready-Made PRICE CARDS

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

Grand Rapids Store Fixture Co., Inc.

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

BUY AND SELL
Used Store and Office Fixtures

Automobile Robes

Automobile robes 54 in. x 60 in. single plush, double plush, rubber interlined, ranging in price from \$3.25 to \$11.00.

54 in. x 72 in. auto robes for rear seat, double plush, rubber interlined, muff robes, mohair and fur effects, \$7.50 to \$40.00.

Auto shawls and steamer robes, all wool, scotch clan patterns, 60 in. x 80 in., \$6.50 to \$17.00.

Sherwood Hall Co., Ltd.

30-32 Ionia Ave., N. W.
GRAND RAPIDS, MICH.

Established 50 Years

BUY Diamonds-Watches JEWELRY FOR CHRISTMAS

The HERKNER JEWELRY CO. solicits your patronage upon the quality and merit of their merchandise and the moderate prices given you throughout the store.

Our vast buying power enables us to quote you better values on Diamonds, Watches and Jewelry than you are accustomed to paying for goods of equal merit.

Our holiday stock is the largest we have ever shown and invite your inspection when in the city.

Selection packages sent anywhere in Michigan to responsible people.



HERKNER'S

114 Monroe Ave.
GRAND RAPIDS - MICH.

Telephone Trade

Your telephone trade probably makes up a large percentage of your annual sales.

In instructions to employees, one big concern says:

"Every employee should be considerate of all telephone callers and should handle telephone orders in a way that will reflect credit on the store and hold the good will and patronage of our customers."

Similar instructions issued to your employees will encourage them to be courteously efficient and will add materially to the volume of your telephone trade.

Michigan State



Telephone Company



Early Indications of Fall Underwear Prices.

Indications as to the price level of cotton ribbed underwear and cotton fleeces for fall 1918 are to be had from the exceptional mills which have already named a price for that season. In some of the instances noted the opening is only an informal one and it is still safe to say that the rank and file of mills have not yet taken action.

It is apparent that the standard cotton ribs for men will be in the neighborhood of \$6.75. One line of Southern goods, which is on a par with merchandise of Eastern manufacture, has been reported at that figure. It is believed that when New York State mills are heard from that figure will be near the basis.

The ribbed shirt at \$6.75 from the mill will go to the consumer at \$1, and only the existence of small stocks bought previously will permit any lower price. The wholesale price is about twice the average price for a few years preceding the war, and the retail price is just twice the former quotation.

Cotton fleeces will be proportionately as high. One 12-pound garment is now at \$7.50 for fall, although orders are said to have been taken early in the game at under \$7. Other lines are also considering the price of \$7.50 for the new fall season.

Previous to the visit of Government agents to fleeced underwear mills this was the one slow spot in the market. The authorities bought up almost everything in stock adapted to their use, and the situation is now statistically as strong as any branch of the market. For the civilian trade fleeced cotton union suits are said to have proved proportionately far better sellers than the two-piece garments. The Government is said to have turned to fleeces for emergency winter army clothing in lack of an adequate supply of wool goods. Manufacturers are not without hope that the fleece may find a more permanent place in army clothing.

Jobbers whose spring business with retailers has proven excellent are still in the market to duplicate on balbriggans. It will be remembered that mills offered only about 50 per cent. of their production on opening last summer. In most cases the remainder is now on the market. In all but one case prices have been advanced about 7 per cent, ranging on the new levels from \$3.50 to \$3.75. Certain mills are heavily committed to the Government, and they are virtually out of the market. Jobbers are paying current prices and seem more op-

timistic over the prospects than they were when lines were opened last summer.

Trade in Broad Silks.

There seems to be nothing in the broad silk situation to warrant the belief that the present dull period is likely to end in the immediate future. It is said that goods have not moved very rapidly over the counter this fall, and that buyers consequently are still fairly well stocked with merchandise. What little they may require from time to time, it seems, they can pick up in small lots from jobbers here and there and at prices sometimes appreciably under the mill figures.

The coal situation, and the placing of many mills at the bottom of the list of those to be supplied, is causing some little concern among mill people as to future production. On the other hand, it is felt in some quarters that the prospects of reduced output may cause a renewal of buying against such as eventuality.

Stability in raw silk, through the minimum prices fixed and held in Yokohama, is looked upon as the best way to revive buyers. So long as there is possibility of lower prices, they naturally will hold off until the last minute, but with no signs of weakening and with the chances of higher prices when mills generally begin buying raws again, a very different situation should develop.

In filling in orders during the week, it is said that satins, taffetas and crepes have been the leaders. For spring, foulards, prints and jersey weaves have been good. Under present conditions, sellers believe that staple lines built for service will be the most in demand, and that fancy fabrics and designs are likely to be more or less neglected.

Domestic Dyes.

We are not producing in this country anything like the number of tints and shades in dyes that we were obtaining from Germany before the war, but domestic manufacturers are supplying all the necessary colors that the users of dyes demand. If the variety of colors manufactured in this country is somewhat limited, the quality has reached the stage where suspicion has been allayed and where the textile, leather and paint manufacturer, as well as all other users of dyes, buy with as much confidence as they did when Germany was the source of supply. German dyes were not sold in this country with a guarantee of their being fast. Whenever such guarantees were given by

manufacturers using dyes in their products, the manufacturers took the risk themselves, believing that they were justified by the quality of the dyes coming from Germany. It is now claimed for American dyes that they are not less likely to run than were the German dyes, although the quality of absolute fastness can no more be claimed for them than it could be for the German dyes.

It is not likely that as great a variety of dyes will ever be produced in this country as Germany produced before the war. That is not because our chemists and our workmen are not able to produce them, but because our manufacturers would find it unprofitable to duplicate all the German products.

Mills Not Anxious For Orders.

Manufacturers of clothes for men who have been looking around in the local market for their requirements in woollens for next fall are said not to have found mill agents in a very receptive mood. Sellers, apparently, are not eager just at this time for business too far ahead. Until the wool situation is a little more cleared and Government requirements between now and next fall have been more definitely determined, it does not seem likely that mills will be over-anxious for orders. Small lots have been placed here and there, however, and prices as a rule have been higher. The question of mixing cotton and wool is also one which the mills would like to have settled before the season develops too far.

Military Styles in Men's Caps.

The war has exerted a strong influence on the new novelty styles in men's caps for sports wear. One, which is particularly attractive and is said to be selling in considerable quantities, is a "trench sap," with a flaring top, a square cut vizor, and a strap of the cap material across the front, with a small metal buckle in the center. The sap is made up in a soft finished cloth in solid brown. It is also offered in tweed and in plaids and checks of black and white and other shades. It is priced to retail at \$3.50.

Bernsdorff has become a "wirklicher geheimratt." Hope that it is as bad as it sounds.

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

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

President Suspenders
for comfort

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

HARNESS OUR OWN MAKE
Hand or Machine Made

Out of No. 1 Oak leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.

SHERWOOD HALL CO., LTD.
Ionia Ave. and Louis St. Grand Rapids, Michigan

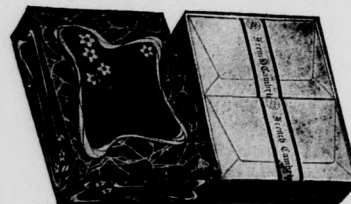
The Book That Takes the Risk Out of Buying

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas



Our Holiday Stationery Line

Is the best we have
ever shown

The demand this year for all kinds of stationery will be greater than ever

You should inspect our lines of BOX PAPER, HOLIDAY BOXES and PAPER ORNAMENTS. Priced from 85c to \$4.50 per dozen boxes.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS
WHOLESALE DRY GOODS GRAND RAPIDS, MICH.

Semi-Annual House Sale

December 3 to December 8 Inclusive

For this sale we have marked the merchandise with a view of giving you, Mr. Merchant, an opportunity to put on your counters goods at a price that will be attractive to your customers and at the same time leave you your usual ratio of profit.

Note especially that among the items are season specials, Christmas specialties, etc., but the sale is not confined to special merchandise, but includes a great many offerings; in fact, the majority of the offerings are staple every-day sellers.

We want to get better acquainted with you, Mr. Merchant. We want you to get better acquainted with us, with this House and the many facilities it offers you, not only in a complete line of merchandise, but in accommodation and service as well.

Frankly, for that reason, we are now offering extra specials on many items, including the following:

FIRST AND SECOND FLOOR

American Prints,
Simpson Prints,
Unbleached Shaker Flannel,
Bleached Shaker Flannel, several numbers,
Sunrise Fancy Outings,

Several widths, Velveteens,
Silk Velvet,
All Silk Crepe de Chine,
Plain and Fancy Gingham,
Congoleum.

Unbleached Crash, several numbers

THIRD FLOOR

Darning Cotton,
Clark's Mill End Crochet Cotton,
Men's Handkerchiefs,
Ladies' Handkerchiefs,
Red and Blue Handkerchiefs,

Boston Snap Fasteners,
Men's Double Grip Garters,
Steel Knitting Needles, all sizes,
Shoe Laces and Cabinets,
Steel pins

FOURTH FLOOR

Fleeced Underwear for men, women, misses and boys,

Several small quantities, but complete sizes and colors in Sweaters.

Several particularly attractive numbers in Hosiery

FIFTH FLOOR

Men's Shirts,
Holiday Neckwear,
Suspenders,
Rain Coats,

Over-alls,
Youths' Pants,
Hunting Shirts,
Mackinaws.

Because the merchandise so priced is somewhat limited and more particularly, we regret to say, cannot be replaced in many instances at any price, we can offer these goods only at the House, not through our travelers or mail order department.

PHONES: Citizens 4428, Bell 393 Main.

One block and a half from Union Depot.

Only a few blocks from Interurban depots.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

20-22 Commerce St.

Grand Rapids, Mich.



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

Pickings Picked Up in the Windy City.

Chicago, Nov. 26—Winter weather is now with us in Chicago and it is forcing the people to realize that they need heavy clothing. By this the merchants are now enjoying a very prosperous period.

During the heavy windstorm last week, the Chicago lake front was hit hard on both the North and South sides. The damage was very great on the South side. The wind and water completely destroyed some of the beautiful beaches. On the North side the famous Wilson bathing beach, as well as some of the buildings, was completely wrecked.

David M. Zolla, one of Chicago's cigar jobbers, is spending the week in Dubuque, Iowa, combining business with pleasure.

Anyone visiting Chicago at this time would think the soldiers were back from the front. This is caused by what is known as the home guards being in uniform. These men are volunteers going through a series of training for the purpose of city and State protection. They are composed of business men, salesmen and various other lines and from the energy they are putting forth in the way of reporting for lessons in drilling at the different public halls and schoolhouses, there will be very little chance of any rioting or other mob violence.

Nothing startling in the real estate line the past week. There were a few small deals, but nothing to compare with the past.

The talk now by the City Improvement Board is the reclaiming of South Water street by building what will be known as the two level driveways. If this is accomplished, the great traffic which goes over the Rush street bridge each morning headed for the Loop will be able to turn West over South Water street. Over 10,000 cars cross Rush street bridge from 6 to 9 every morning, going to the Loop. By building this upper driveway, over a third of this traffic would be kept out of the Loop. At the present time all motor cars are obliged to pass through the center of the Loop.

One of Chicago's largest teaming companies suffered a great loss, by fire including 142 draft horses, 700 tons of hay, fourteen motor trucks, 200 sets of harnesses. In addition to this, a number of men were taken to hospitals for minor hurts and bruises.

The State officials are now trying to have the railroads lower the fare

to and from all of the training camps. They are trying to lower it to 1c per mile. This will give the boys in training a chance to visit their homes and relatives during their off times. Some of these young men, after sending some of their money home to their people, are not able to visit them, owing to the high fare.

F. D. Farris, who for the past fourteen years has been Michigan representative for the Royal Worcester Corset Co., has severed his connections with the above house to a very enviable connection with the American Lady Corset Co., of Detroit. He will in the future cover a Western Coast territory, making his headquarters in Los Angeles. He will feature American Lady and Lyra corsets. Mr. Farris left Chicago Sunday night for his new home. He is a member of the United Commercial Travelers, Cadillac Council, Detroit. He goes West with the very best wishes from all his friends and, no doubt, will make a success of the new line and in new territory.

Thanksgiving week is to be poultry week, according to a wire which has just been received here by W. S. Seibels, business manager of the National Poultry, Butter and Egg Association from Washington, D. C. The United States Food Administration has viewed favorably the suggestion of Mr. Seibels, made some time ago, that Thanksgiving week be advertised as poultry week, with a view to increasing the consumption of poultry, especially storage poultry. E. E. Richards, President of the American Poultry Association, of Cedar Rapids, Ia., is understood to have co-operated in outlining the plan to the food administration. The food administration has said that the present heavy supply of frozen poultry must be out of storage before March 1. The Government is to assist in the advertising of poultry week as a National event.

Lepman & Heggie last week were awarded a judgment of \$3,700 against the Mountain Grove Creamery Co., of Mountain Grove, Mo. The suit was for the non-delivery of three cars of butter sold by the creamery to Lepman & Heggie for June delivery. The defense of the creamery was that because of the war the market had advanced and that they were unable to deliver. Judge Richardson and the jury of the municipal court were evidently tired of hearing about advances "on account of the war," and the verdict went to the Chicago firm with very little quibbling.

Bowman & Co. won a suit brought by M. J. Power because of happenings in the May egg deal. M. J. Power attempted to set up that on May 31 the company sold Bowman & Co. three cars of eggs to be packed here, but that Bowman & Co. failed to accept. The defense of Bowman & Co. was that the sale had never been definitely closed, and the M. J. Power Co. could not bring sufficient proof that it had.

W. H. Smith, who has been appointed head of the poultry department of Coyne Bros., has taken up his duties. Mr. Smith, who was for twelve years with Brink Pilot, is one of the most experienced men in the local field. Charles W. Reattoir.

Harry Hydorn an Authority on Bees.

Harry Hydorn, traveling representative for the Standard Oil Company, has been making a special study of bees on his country home on West Leonard road.

"Raising bees," says he, "is like raising anything else. There is big money in it if you know how. If you don't, there will be a lot of grief."

"For instance, last year hornets got into my hives and killed the working bees. I have since learned how to prevent this. All I had to do was to make the openings narrower. The bees have guards at the entrance. If that entrance is narrow enough the guards can jump a hornet and send him to the happy hunting ground. But if it is too wide, Mr. Hornet gets past them. It is a good deal like a game."

"And let me tell you something else. The fellow who suggested crossing bees with lightning bugs so that they could work nights was a fool. There is nothing to it. The bees work both day and night, anyhow. While it is light they gather the honey. All night long they work making wax. If they were gathering honey all the time there would be no place to put it."

"The bees," continued Harry, "have the most wonderful organization, outside of Tammany Hall, in the world. Take a new swarm of bees, for instance. There are several queens. The strongest queen goes on a journey of investigation during which she mates. While she is gone, every thing remains in status quo in the hive. If after a reasonable time, she does not return, the next strongest queen essays a flight. But if she overcomes all the dangers of the great world without, meets a congenial bee, and mates with him, she returns at once to the hive, kills all the rest of the queens, and puts up the sign "Business as usual." Then she goes to bossing the job, and laying the eggs, and the working bees get busy—and the amount of honey which they make depends upon the ability of that queen. An able and brainy queen bee will get two or three times as much work out of her subjects as an ordinary I. W. W. queen."

"Why is it," asked the Tradesman, "that dead bees are never found in honey?"

"That is the result of the efficiency of the bee system," was the reply. "The average life of a working bee is sixty days and, believe me, if they have an efficient boss, they work all the time. When they die the other bees drag them out of the hive and continue the work just as if nothing had happened. In the meantime, the queen is busy when not bossing the job with laying eggs. She lays all the eggs. She only needs to mate once. When other queens are hatched and grow and the hive is too full of bees, they swarm. Often they swarm when they are really needed on the job. This can be prevented by a good bee man by destroying the queen bee eggs. This is easily done. They are larger than the regular bee eggs, and irregular in formation. One cannot miss them."

"And talking of blooded stock! You

hear of bulls bringing fancy prices. Well, bee stock is among those also present. A good queen bee is often sold for two dollars. Fancy ones bring \$10."

OCCIDENTAL HOTEL

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

CODY HOTEL

GRAND RAPIDS
 RATES: \$1 without bath
 \$1.50 up with bath
 CAFETERIA IN CONNECTION



Beach's Restaurant

41 North Ionia Ave.
 Near Monroe
 GRAND RAPIDS, MICHIGAN
 Good Food
 Prompt Service
 Reasonable Prices
 What More Can You Ask?
 LADIES SPECIALLY INVITED

HOTEL HERKIMER

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

OFFICE OUTFITTERS

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

USED AUTOS

My Specialty—Easy Terms or Trade
 DORT AGENCY
 Dwight's Auto Ex. 230 Ionia Ave., N. W.



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 DEVIL HAS RESIGNED.

All Other Evil Doers Ousted From Infamy.

Hades, Nov. 28—My dear William: I can call you by that familiar name for I have always been very close to you, much closer than you could ever know.

From the time that you were yet an undeveloped being in your mother's womb I have shaped your destiny for my own purpose.

In the days of Rome I created a roughneck known in history as Nero; he was a vulgar character and suited my purpose at that particular time. In these modern days a classic demon and efficient super-criminal was needed and as I know the Hohenzollern blood I picked you as my special instrument to place on earth an annex of hell. I gave you abnormal ambition, likewise an over supply of egotism that you might not discover your own failings: I twisted your mind to that of a mad man with certain normal tendencies to carry you by, a most dangerous character placed in power; I gave you the power of a hypnotist and a certain magnetic force that you might sway your people. I am responsible for the deformed arm that hangs helpless on your left, for your crippled condition embitters your life and destroys all noble impulses that might otherwise cause me anxiety, but your strong sword arm is driven by your ambition that squelches all sentiment and pity; I placed in your soul a deep hatred for all things English, for all nations on earth I hate England most; wherever England plants her flag she brings order out of chaos and the hated Cross follows the Union Jack; under her rule wild tribes become tillers of the soil and in due time practical citizens; she is the great civilizer of the globe and I hate her. I planted in your soul a cruel hatred for your mother because she was English and left my good friend Bismarck to fan the flame I had kindled. Recent history proves how well our work was done. It broke your royal mother's heart, but I gained my purpose.

"The inherited disease of the Hohenzollerns killed your father, just as it will kill you, and you became the ruler of Germany and a tool of mine sooner than I expected.

"To assist you and farther hasten my work I sent you three evil spirits, Nietzsche, Treitschke and later Bernhardi, whose teachings inflamed the youths of Germany, who in good time would be willing and loyal subjects and eager to spill their blood and pull your chestnuts, yours and mine; the spell has been perfect—you cast your ambitious eyes toward the Mediterranean, Egypt, India and the Dardanelles and you began your great railway to Bagdad, but the ambitious archduke and his more ambitious wife stood in your way. It was then that I sowed the seed in your heart that blossomed into the assassination of the Duke and his wife, and all hell smiled when it saw how cleverly you saddled the crime on Serbia. I saw you set sails for the fjords of Norway and I knew you would prove an alibi. How cleverly done, so much like your noble grandfather, who also secured an assassin to remove old King Frederick of Denmark, and later robbed that country of two provinces that gave Germany an opportunity to become a naval power. Murder is dirty work, but it takes a Hohenzollern to make away and get by.

"Your opportunity was at hand; you set the world on fire and bells of hell were ringing; your rape on Belgium caused much joy, it was the beginning, the foundation of a perfect hell on earth, the destruction of noble cathedrals and other infinite works of art was hailed with joy in the infernal regions. You made war on friends and foe alike and the murder of civilians showed my teachings had

borne fruit. Your treachery toward neutral nations hastened a universal upheaval, the thing I most desired. Your under-sea warfare is a master stroke, from the smallest mackerel pot to the great Lusitania you show no favorites; as a war Lord you stand supreme, for you have no mercy; you have no consideration for the baby clinging to its mother's breasts as they both go down into the deep together, only to be torn apart and leisurely devoured by sharks down among the corals.

"I have strolled over the battlefields of Belgium and France. I have seen your hand of destruction everywhere; it's all your work, super-fiend that I made you. I have seen the fields of Poland; now a wilderness fit for prowling beasts only; no merry children in Poland now; they all succumbed to frost and starvation—I drifted down into Galicia where formerly Jews and Gentiles lived happily together; I found but ruins and ashes; I felt a curious pride in my pupil, for it was all above my expectation. I was in Belgium when you drove the peaceful population before you like cattle into slavery; you separated man and wife and forced them to hard labor in trenches, I have seen the most fiendish rape committed on young women and those who were forced into maternity were cursing the father of their offspring and I began to doubt if my own inferno was really up to date.

"You have taken millions of dollars from innocent victims and called it indemnity; you have lived fat on the land you usurped and sent the real owners away to starvation. You have strayed away from all legalized war methods and introduced a code of your own. You have killed and robbed the people of friendly nations and destroyed their property. You are a liar, a hypocrite and a bluffer of the highest magnitude. You are a part of mine and yet you pose as a personal friend of God. Ah, William, you are a wonder. You wantonly destroy all things in your path and leave nothing for coming generations.

"I was amazed when I saw you form a partnership with the impossible Turk, the chronic killer of Christians, and you a devout worshipper in the Lutheran church. I confess, Wilhelm, you are a puzzle at times. A Mohammedan army, commanded by German officers, assisting one another in massacring Christians is a new line of warfare. When a Prussian officer can witness a nude woman being disemboweled by a swarthy Turk, committing a double murder with one cut of his saber, and calmly stand by and see a house full of innocent Armenians locked up, the house saturated with oil and fired, then my teachings did not stop with you, but have been extended to the whole German nation. I confess my Satanic soul grew sick and there and then I knew the pupil had become the master. I am a back number, and my dear Wilhelm, I abdicate in your favor. The great key of hell will be turned over to you. The gavel that has struck the doom of damned souls since time began is yours. I am satisfied with what I have done; that my abdication in your favor is for the very best interests of hell—in the future I am at your majesty's service. Affectionately and sincerely,

Lucifer H. Satan.

Bottom Facts From Booming Boyne City.

Boyne City, Nov. 27—The Charcoal Iron Company of America suffered what would have been a serious loss by fire if it had occurred earlier in the season. The ore dock, upon which is built its unloading outfit, was rendered unsafe and will have to be torn down and rebuilt. Fortunately, the loss occurred after the ore pile for the season had been filled. The company's steamer, the C. I. C. O. A., was commandeered by Uncle

Sam some time ago and is now on her way to "some port on the Atlantic Coast."

The business men of the city contributed men and money for a bee last Thursday and Friday for the purpose of opening up a new level road to Walloon Lake, that very popular summer resort North of town, which road we hope to have incorporated in the Mackinaw Trail, at least as an annex. The present State road seems to have been laid out with the express purpose of finding all the highest and most abrupt bumps and ridges between the two places and is not attractive to tourists. The new road is reasonably straight—for Charlevoix county—and has nowhere more than a 3 per cent. grade and will make an attractive route for both trade and pleasure touring.

A large contingent of our citizens are promoting the establishment of an open forum for the discussion of public, civic and social questions—a fine thing and worthy of the support of every interested person. If any one can devise a plan by which the street corner and back yard knocker, kicker and whisperer can be forced out into the open and have his fakes, fallacies and falsehoods aired and cleaned, it will be of inestimable value to the community.

We are informed that some produce buyers in neighboring towns have suffered from too hasty shipment of stock which was bought and shipped after the hard freeze in October. The buyers have been criticized for their extreme care in holding and sorting stock, but it will pay in the long run. This is not the last year which farm produce will be handled here and it takes a long time to overcome a bad reputation.

The B. C. G. & A. is completed through to the Alpena yard and the management expect to have at least temporary yard equipment before the first of the year. There is a lot of pushing to be done, but the dream of a cross state line is at last realized.

Maxy.

Gabby Gleanings From Grand Rapids

Grand Rapids, Nov. 28—James M. Goldstein, manager of the city sales department of Burnham, Stoepel & Co., Detroit, is in the city for a couple of days en route to Lakeview, where he will spend Thanksgiving with his parents. Mrs. Goldstein accompanies him. Jim is the same genial gentleman he was before he left the metropolis of Western Michigan to assume more important positions and responsibilities in the City of the Straits. He has every reason to look forward to many years of increased usefulness.

Frank Bush, general sales manager of the National Biscuit Co., with headquarters in New York, is in the city for a few days, visiting friends and relatives. Mr. Bush's rise in the ranks has been little less than meteoric. From the position of salesman in the Grand Rapids branch, he jumped to an important position in the general offices, which were then located in Chicago. He was subsequently promoted to the management of the Detroit branch and thence to his present position in New York City. Mr. Bush's wife is a Michigan lady, having been the daughter of the late Frank Smith, for many years engaged in general trade at Leroy.

Charley Anderson, the gay and debonair road salesman of the Pratt & Farmer Co., New York, is in town for a day or two, calling on the wholesale dry goods trade. This is probably the last trip he will make with his present connection, as he contemplates making a change about Jan. 1.

R. W. Coleman has taken the position of yard goods salesman for Burnham, Stoepel & Co. in Western Michigan. Mr. Coleman is a native of Grand Rapids, Wis. For five years he was employed in the dry goods

establishment of the Pantan-White Co., Duluth, but for the past three years he has been a department manager for C. L. Young & Co., in Benton Harbor. Mr. Coleman will immediately change his residence from Benton Harbor to Grand Rapids on account of this city being the geographical center of his territory.

Jaunty Jottings From the Jackson Jurisdiction.

Jackson, Nov. 27—Another anniversary of the Tradesman has come and gone. Each year adds its part in the continued progress the journal has made and must bring satisfaction to Mr. Stowe.

Walter Lawton, Past Grand Counselor of Michigan, is spending a few days with his trade in Jackson.

There are rumors that certain of our factories will be used by the Government and for this reason they will have to run full capacity.

Many of our grocers are adopting the cash and carry plan. This pleases Mr. Hoover and is consistent with the times.

Hopkins & Smith are now conducting a chain of four stores and say they will soon have more.

If the jobbers are to receive only 50 per cent. of their normal supply of sugar, what will the consumer receive?

The war is teaching our people a lesson they have been in need of for many years—economy.

Mr. Prescott, State Food Administrator, told the wholesale grocers at Lansing last Thursday that his committee considered 8½¢ a proper price for the retailer to charge for granulated sugar. This, of course, is on a cash basis and there would be no objection on the part of the administration in charging an additional amount for charge accounts and delivery.

C. B. Hayes has been in Washington for the past few days on business connected with the Hayes Wheel Co.

The Jackson Farm Products Co. is contemplating increasing its lines as soon as it can build on more room.

Russell E. Ward, of McLaughlin, Ward & Co., has been elected President of the local Kiwanis Club. Mr. Ward is making good as a presiding officer and the Club is a live one from start to finish.

Jim Eaton (De Luxe cigar store) says that his business has constantly grown during the three years he has owned the place. Spurgem.

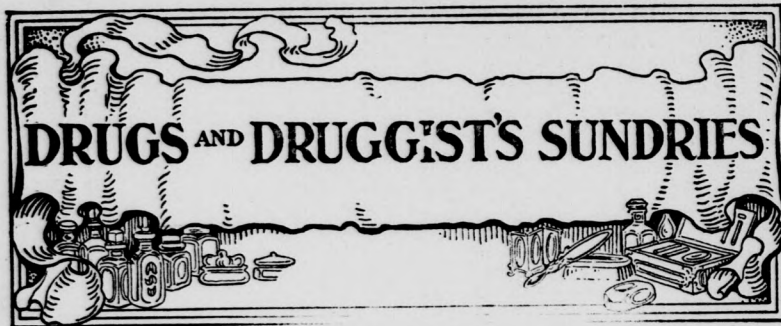
Auto Production Will Not Be Cut.

Washington, Nov. 27—Drastic curtailment of passenger automobile production which has been talked of since the manufacturers were called into conference recently with the advisory commission of the council of National Defense has been found unnecessary, according to expert advisers of the commission. Facilities of the plants were said to-day to be sufficient for handling Government work now in sight and steel manufacturers have given assurance they can supply all the metal needed.

Judge Lovett, priority director of the war industries board, said last night he did not contemplate an order shutting off freight cars from the automobile industries. The statement was prompted by exaggerated reports of what the Government intended to do in restricting the manufacture of so-called non-essential products.

The automobile industries board has a plan to transfer overland all cars intended for sale within 100 miles of the city of manufacture. It was said there was no reason why the radius of transfer might not be extended.

F. J. McCartney, 111 Fox street, Lapeer, writes as follows: "As I get a great deal of valuable information out of it, I would not want to miss one copy of your good paper."



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.

Practical Hints on Moving Drug Stock.

As the new year approaches, there may be among your readers some who have had the fortune, or perhaps the misfortune, of being in a store-moving that are contemplating the same; and as I have had the misfortune of being caught in several my experience may be of some value. Drug store moving at the best is a task that requires lots of hard work and an immense amount of patience, and more especially if you try to carry on business at the same time. But like an inventory it has a few redeeming features, one in particular is that it unearths a lot of old "junk" commonly known as dead stock, which if we attempt to find an invoice for will discover that it was "thrown in" the last time the store changed hands, and which if you can make use of, well and good, if not it might better have been scrapped years ago.

The conditions of every moving are a little different. If you are moving from one town to another, or from one location to another in the same town; if into a new store, moving only your stock; or if you are moving stock, fixtures and all.

If you are moving to a different town all the goods must be carefully packed by an experienced packer, keeping each kind of goods by themselves, numbering each case and an invoice kept of each. If into a new store with new fixtures, new shelf bottles, new cabinets, etc., it is a comparatively simple undertaking. The principal thing is to have the containers all thoroughly cleaned, and the goods wiped or dusted off before leaving the old stand; requiring then the transferring from one container to the other to complete the moving. If you are moving fixtures as well as stock, or stock alone where you expect to accommodate it to the prospective shelf room, there are three different propositions. If you expect to occupy more space, to occupy less space or the same space. If more space, it is best to figure on the same

space until you are practically settled and then expand as you rearrange the stock. If less space, reduce the room occupied before moving. If the ceilings are lower, drop all your goods a shelf, or more if necessary; if less shelf room, crowd up to the required space. In other words, try and arrange your stock so as to conform to the new location while you are still in the old store.

After the stock has been arranged satisfactorily, or as near so as possible, label all the shelves beneath each bottle, or a quicker way; number each section of shelf and paste sticker with corresponding numbers on each bottle. With patent medicines it is better to label the shelves, a custom that is practiced in many stores for keeping track of stock. Drawers should be numbered on the right hand side with a soft pencil or a piece of chalk, with the same number on the bottom of the space they came out of. If there are more than one set of drawers of similar size they should be lettered and numbered; for instance, A1, A2, A3, B1, B2, B3, etc.

If you expect to use new shelving for patents, pills, etc. stretch a piece of tape or a strip of paper, something like that which comes between ribbon, across the bottom of the old shelves on which to write the names, and after tack it on the new shelving. Don't try to lay out the slip until you have measured both the old shelving and the new.

This may seem like a surplus amount of preliminary work, but when you come to settle you will find that it was all done before the moving; the biggest drawback will be waiting for the carpenters to set up the cases and shelving. In fact, any boy or man who can read is just as capable of putting away goods as the most experienced.

For moving a short distance the shelf bottles do not have to be packed; if placed snugly side by side in a box with some excelsior or newspapers crowded around them to keep them from shaking there will be little danger of breaking. Drawers of drugs may be covered with papers and piled on top of each other in the moving vans, or in some instances piled in tiers of three or four and strapped together with laths nailed on the sides. Smaller cabinets are usually picked up by the movers without disturbing their contents.

The contents of each show case should be packed separately and marked. For the cigar case a small amount of tissue paper in each box will prevent them from breaking. In

fact, the use of a large amount of tissue and old newspapers will more than pay for the time used in packing toilet articles, perfumes and sundries in general. All stationery must be carefully wrapped, otherwise it will become soiled and have to be sold at a reduction.

The contents of the prescription desk is best packed in two boxes, one containing the powders and dry chemicals, the other the liquids. These should be placed in rows, alphabetically, with strips of paper between, being of easy access in case you have a prescription to fill, also facilitating their rearrangement. The small poison containers may be placed in a box by themselves and set in one of the larger boxes.

The cellar stock in the smaller stores can usually be placed from memory and as to convenience, in the new location. But in the large stores, and especially in the wholesale houses, not only the cellar but all the floors are more satisfactorily settled by the use of a floor plan, either in the form of a blue print or crude sketch drawn by hand. The latter is very easily done by first drawing the sides, about four feet to the inch, and after measuring space already taken by goods and fixtures reduce them to the sketch; and later chalk them out on the floor, care being taken to indicate both on the sketch and also the floor which end of the shelving or case stands where.

In moving, have a good man who understands the goods and has been instructed in the method to send them on, and you yourself superintend the adjusting of the cases, paying particular attention to see that they are the right end too. Otherwise your alphabets will be disarranged. After your cases have been properly placed, if they have been carefully labeled it is very little trouble to put away the goods. If you expect to carry on business at the same time it is better to divide your help and have part attend to the trade while the others are assisting in the moving. But if possible close down for a few days, put all your help into the moving, and then it will be up to the carpenters; and as I said before the settling will take care of itself.

George Garrie King.

Business progress is the advance guard of all progress.

Register Sales of Arsenic and Dynamite.

For fear some reader of the Tradesman might not have seen the edict promulgated by the Government, it may be well to state that dynamite and all compounds containing arsenic are now under the licensing system of the Government. No sales can be made, either by manufacturer, jobber or retailer, without a license which is to be obtained from the county clerk. Pending the receipt of proper blanks and instructions from Washington by the county clerk, the vendor must keep a written record of sales. The same rule applies to the purchaser of these goods. He must obtain a license from the county clerk and show it to the vendor before he is given the goods. This is a war measure, rendered necessary by the action of German spies and incendiaryism in this country, and every loyal merchant will cheerfully acquiesce in the ruling.

We're a good deal safer on a train than we are on the streets.

UNITED SALES CO.
431 Houseman Bldg. Grand Rapids, Mich.
WE CONDUCT SALES FOR MERCHANTS ANYWHERE
If you want to stimulate business or retire from business, get in touch with us at once.



It's Pure, That's Sure

Piper Ice Cream Co.
Kalamazoo, Mich.

Fiegle's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

"CRITERION" House Paint, Flat Wall Paint and Finishes

THE CRITERION PAINT LINE is made especially for Michigan needs—gives perfect protection, maximum spread and costs little compared with brands that offer less.

SOME MICHIGAN TERRITORIES are still open for the right kind of agent. Write for our agent proposition NOW. Know the facts—then you will make no mistake.

Heystek & Canfield Co.
GRAND RAPIDS MICHIGAN

HOLIDAY GOODS

Druggists' Sundries

Stationery

Books and Novelties

We have now arrived at the time when all of the orders taken by us in the early part of the season for holiday goods, special sundries, etc., have been filled, and we take occasion to express our appreciation of the splendid business for this season.

We have, however, a liberal stock in a large variety of merchandise which we can yet offer for the holiday trade. None of this is in large quantities, but a good assortment can be had from our stock upon any day.

We are, therefore, appealing to the late buyer and to those who may have sold certain lines and desire to replenish their stocks. Immediate shipment can be made upon receipt of order and we shall be very glad to hear from any of our customers.

Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan

Carried Home by a Patriot

Reports on results of the adoption of the recommendations, covering the curtailing of deliveries, minimizing returned goods and C. O. D. privileges, that men may be released for service on the call of the Government without unfortunate results to the merchant, have been extremely pleasing, showing that practically every live city and every state is pretty well lined up and endeavoring to carry out the wishes of the Government as closely as possible.

In view of the demand from every section of the country for a universally adopted STICKER, the Tradesman Company hereby recommends that every merchant immediately adopt for use on all "Take With" purchases a sticker reading as follows:

CARRIED HOME

FROM
(Merchant's Name Here)

BY A PATRIOT

These stickers can be supplied by us on the following basis, properly imprinted in the center:

1,000.....	\$1.75
2,000.....	3.00
5,000.....	4.75
10,000.....	6.75

This is a good way to start the co-operative and enthusiastic spirit of carrying home all possible purchases. It is now a certainty that every man, woman and child will feel it a matter of pride to be seen with a bundle having one of these stickers attached to it.

Be one of the first to use these stickers.

Tradesman Company
Grand Rapids Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cubebs	9 00@9 25	Capsicum	@2 15
Boric (Powd.) ..	18@ 25	Eigeron	2 75@3 00	Cardamon	@2 10
Boric (Xtal) ..	18@ 25	Eucalyptus ..	1 25@1 35	Cardamon, Comp.	@1 60
Carbolic	75@ 78	Hemlock, pure	1 75@2 00	Catechu	@1 60
Citric	90@ 95	Juniper Berries	20 00@20 20	Cinchona	@2 35
Muriatic	3 1/4@ 5	Juniper Wood ..	2 75@3 00	Colchicum	@2 40
Nitric	9@ 15	Lard, extra	1 90@2 00	Cubebs	@2 35
Oxalic	60@ 70	Lard, No. 1	1 85@1 95	Digitalis	@1 90
Sulphuric	3 1/4@ 5	Lavender Flow.	7 00@7 25	Gentian	@1 50
Tartaric	1 05@1 10	Lavender, Gar'n	1 25@1 40	Ginger	@2 50
Ammonia		Lemon	2 00@2 25	Guaiac	@1 90
Water, 26 deg. ..	17@ 25	Linseed, boiled bbl.	@1 23	Guaiac, Ammon.	@1 80
Water, 18 deg. ..	12@ 20	Linseed, bld less	1 33@1 43	Iodine	@1 80
Water, 14 deg. ..	10 1/2@ 15	Linseed, raw, bbl.	@1 22	Iodine, Colorless	@1 75
Carbonate	14 @ 16	Linseed, rw less	1 32@1 42	Iron, clo.	@1 60
Chloride	25 @ 35	Mustard, true, oz.	@2 25	Kino	@1 65
Balsams		Mustard, artifl oz.	@2 00	Myrrh	@2 50
Copaiba	1 40@1 65	Neatsfoot	1 80@1 95	Nux Vomica ..	@1 75
Fir (Canada) ..	1 25@1 50	Olive, pure	3 75@5 00	Opium	@9 50
Fir (Oregon) ..	40@ 50	Olive, Malaga,		Opium, Camph.	@1 80
Peru	5 00@5 75	yellow	3 00@3 10	Opium, Deodor'd	@9 50
Tolu	85@1 20	green	3 00@3 10	Rhubarb	@1 65
Barks		Orange, Sweet ..	4 25@4 50	Paints	
Cassia (ordinary)	25@ 30	Origanum, pure	@2 50	Lead, red dry ..	1 1/4@11 1/4
Cassia (Saigon)	90@1 00	Origanum, com'l	@2 75	Lead, white dry	11@11 1/2
Elm (powd. 35c)	30@ 35	Pennyroyal	2 25@2 50	Lead, white oil	11@11 1/2
Sassafras (pow. 35c)	@ 30	Peppermint	4 50@4 75	Ochre, yellow bbl.	@1 1/2
Soap Cut (powd.)	23@ 25	Rose, pure	30 00@32 00	Ochre, yellow less	2 @ 3
35c		Rosemary Flows	1 50@1 75	Putty	3 @ 6
Berries		Sandalwood, E.		Red Venet'n bbl.	1 1/4@ 5
Cubeb	1 40@1 50	Sassafras, true	1 75@2 00	Red Venet'n less	2 @ 5
Fish	20@ 25	Sassafras, artifl	50@ 60	Vermillion, Amer.	25@ 30
Juniper	9@ 15	Spearmint	4 75@5 00	Whiting, bbl. ..	@ 3
Prickley Ash	@ 30	Sperm	1 85@2 00	Whiting	3 1/4@ 6
Extracts		Tansy	4 00@4 25	L. H. P. Prep'd.	2 15@2 25
Licorice	55@ 60	Tar, USP	35@ 50	Miscellaneous	
Licorice powdered	85@ 90	Turpentine, bbls.	@ 56	Acetanalid	95@1 05
Flowers		Turpentine, less	61@ 66	Alum	12@ 15
Arnica	@3 00	Wintergreen, tr.	5 50@5 75	Alum, powdered and	
Chamomile (Ger.)	75@1 00	Wintergreen, sweet	4 00@4 25	ground	14@ 17
Chamomile Rom.	2 00@2 20	Wormseed	10 00@10 20	Bismuth, Subni-	
Gums		Wormwood	5 75@6 00	trate	3 60@3 70
Acacia, 1st	75@ 80	Potassium		Borax xtal or	
Acacia, 2nd	65@ 75	Bicarbonate	1 90@2 00	powdered	10@ 15
Acacia, Sorts	40@ 50	Bichromate	60@ 70	Cantharides po	2 00@6 00
Acacia, powdered	60@ 70	Bromide	1 80@2 10	Calomel	2 56@2 60
Aloes (Barb. Pow)	30@ 40	Carbonate	@2 00	Capsicum	35@ 40
Aloes (Cape Pow)	20@ 25	Chlorate, gran'r	95@1 00	Carminc	6 50@7 00
Aloes (Soc. Pow. 60)	@ 55	Chlorate, xtal or		Cassia Buds	@ 40
Asafoetida,	@2 25	powd.	70@ 75	Cloves	70@ 75
Asafoetida, Powd.	@2 50	Cyanide	80@1 00	Chalk Prepared	12@ 15
Pure		Iodide	4 59@4 66	Chalk Precipitated	10@ 15
Camphor	92@ 95	Permanaganate ..	@5 25	Chloroform	97@1 05
Guaiac	45@ 50	Prussiate, yellow	@1 75	Chloral Hydrate	1 92@2 12
Guaiac, powdered	@ 60	Prussiate, red ..	3 75@4 00	Cocaine	11 00@11 20
Kino	70@ 75	Sulphate	@ 90	Cocoa Butter ..	50@ 60
Kino, powdered ..	75@ 80	Roots		Corks, list, less	55%
Myrrh	@ 55	Alkanet	2 00@2 10	Copperas, bbls.	@ 2
Myrrh, powdered ..	@ 60	Blood, powdered	25@ 30	Copperas, less	2 1/2@ 7
Opium	40 00@40 20	Calamus	30@ 35	Copperas, powd.	4 @ 10
Opium, powd. 42	00@42 20	Elecampane, powd.	15@ 20	Corrosive Sublim.	2 30@2 40
Opium, gran. 42	00@42 20	Gentian, powd.	30@ 35	Cream Tartar ..	65@ 70
Shellac	70@ 80	Ginger, African,		Cuttlebone	65@ 75
Shellac, Bleached	85@ 90	powdered	20@ 25	Dextrine	10@ 15
Tragacanth	2 50@3 00	Ginger, Jamaica	30@ 35	Dover's Powder	5 75@6 00
Tragacanth powder	2 50	Ginger, Jamaica,		Emery, All Nos.	10@ 15
Turpentine	10@ 15	powdered	22@ 30	Emery, Powdered	8@ 10
Insecticides		Goldenseal pow.	8 00@8 20	Epsom Salts, bbls.	@ 4 1/2
Arsenic	23@ 30	Ipecac, powd. ..	3 25@3 50	Epsom Salts, less	6 @ 10
Blue Vitriol, bbl.	@ 12	Licorice, powd.	30@ 40	Ergot	1 25@1 50
Blue Vitriol, less	12 1/2@ 20	Licorice, powdered	30@ 35	Ergot, powdered	2 75@3 00
Bordeaux Mix Dry	20@ 25	Poke, powdered	20@ 25	Flake White	15@ 20
Hellebore, White		Rhubarb	75@1 25	Formaldehyde lb.	21@ 25
powdered	38@ 45	Rhubarb, powd.	75@1 25	Gelatin	1 75@1 90
Insect Powder	40@ 60	Rosinweed, powd.	25@ 30	Glassware, full cs.	58%
Lead, Arsenate Po	34@ 44	Sarsaparilla, Hond.		Glassware, less 50%	
Lime and Sulphur		ground	75@ 80	Glauber Salts, bbl.	@ 2 1/2
Solution, gal. ...	15@ 25	Sarsaparilla Mexican,		Glauber Salts, less	3 @ 6
Paris Green	55@ 60	ground	65@ 70	Glue, Brown	25@ 35
Ice Cream		Squills	35@ 40	Glue, Brown Grd.	25@ 35
Piper Ice Cream Co.,		Squills, powdered	45@ 65	Glue, White	30@ 35
Kalamazoo		Tumeric, powd.	13@ 20	Glue, White Grd.	30@ 35
Bulk Vanilla	80	Valerian, powd.	@1 00	Glycerine	80@ 95
Bulk Special Flavored		Seeds		Hops	45@ 60
Brick, Plain	25	Anise	35@ 40	Iodine	5 60@5 90
Brick, Fancy	30	Anise, powdered	40@ 45	Iodoform	6 59@6 74
Leaves		Bird, ls	@ 10	Lead, Acetate ..	21@ 25
Buchu	1 75@1 85	Canary	10@ 15	Lycopodium	2 75@3 00
Buchu, powd'd 1	85@2 00	Caraway	85@ 90	Mace	85@ 90
Sage, bulk	67@ 70	Cardamon	1 80@2 00	Mace, powdered	95@1 00
Sage, 1/4 loose ..	72@ 78	Celery (Powd. 50)	38@ 45	Menthol	4 25@4 50
Sage, powdered ..	55@ 60	Coriander	36@ 45	Morphine	16 60@17 00
Senna, Alex	90@1 00	Dill	30@ 35	Nux Vomica	22 1/2@ 30
Senna, Tinn.	40@ 45	Fennell	90@1 00	Nux Vomica, pow.	@ 20
Senna, Tinn. pow.	50@ 55	Flax	7 1/2@ 12	Pepper, black pow.	35@ 40
Uva Ursi	18@ 20	Flax, ground ..	7 1/2@ 12	Pepper, white ..	@ 45
Oils		Foenugreek pow.	19@ 25	Pitch, Burgundy	@ 15
Almonds, Bitter,		Hemp	8 1/2@ 12	Quassia	12@ 15
true	15 00@16 00	Lobelia	40@ 50	Quinine	90@1 00
Almonds, Bitter,		Mustard, yellow	19@ 25	Rochelle Salts	48@ 55
artificial	7 00@7 20	Mustard, black	19@ 25	Saccharine, oz.	@4 00
Almonds, Sweet,		Mustard, powd.	22@ 30	Salt Peter	36@ 45
true	1 35@1 60	Poppy	@1 00	Seidlitz Mixture	41@ 45
Almonds, Sweet,		Quince	@1 25	Soap, green	20@ 25
imitation	65@ 75	Rape	15@ 20	Soap mott castile	22 1/2@ 25
Amber, crude	1 75@2 00	Sabadilla	@ 35	Soap, white castile	@19 00
Amber, rectified	2 50@2 75	Sabadilla, powd.	35@ 45	less, per bar ..	@2 00
Anise	2 00@2 25	Sunflower	7@ 10	Soda Ash	5 1/2@ 10
Bergamont	8 00@8 25	Worm American	@ 25	Soda Bicarbonate	3@ 6
Cajeput	1 35@1 60	Worm Levant ..	1 00@1 10	Soda, Sal	2@ 5
Cassia	3 00@3 25	Tinctures		Spirits Camphor	@1 25
Castor	2 84@2 96	Aconite	@1 65	Sulphur, roll ..	4 1/2@ 10
Cedar Leaf	1 75@2 00	Aloes	@3 15	Sulphur, Subl.	4 9-10@ 10
Citronella	1 00@1 25	Arnica	@4 40	Tamarinds	15@ 20
Cloves	5 50@2 00	Asafoetida	@2 85	Tartar Emetic ..	@ 30
Cocanut	40@ 50	Belladonna	@2 85	Turpentine, Ven.	50@4 75
Cod Liver	4 75@5 00	Benzoine	@2 50	Vanilla Ex. pure	1 50@2 00
Cotton Seed	1 85@2 00	Benzoin Compo'd	@3 30	Witch Hazel ..	1 35@1 75
Croton	2 00@2 25	Buchu	@2 40	Zinc Sulphate ..	10@ 15
		Cantharides	@3 90		

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

Peanut Butter
Butter Plates
Clothes Pins

DECLINED

ARCTIC AMMONIA

12 oz. ovals, 2 doz. box 2 40

AXLE GREASE

Frazer's
1lb. wood boxes, 4 doz. 3 00
1lb. tin boxes, 3 doz. 2 35
3 1/2 lb. tin boxes, 2 doz. 4 25
10lb. pails, per doz. 6 00
15lb. pails, per doz. 7 20
25lb. pails, per doz. 12 00

BAKED BEANS

No. 1, per doz. 1 35
No. 2, per doz. 2 25
No. 3, per doz. 2 75

BATH BRICK

English 95

BLUING

Jennings'
Condensed Pearl Bluing
Small, 3 doz. box 1 95
Large, 2 doz. box 2 40

BREAKFAST FOODS

Bear Food, Pettijohns 2 90
Cracked Wheat, 24-2 4 60
Cream of Wheat 7 50
Cream of Rye, 24-2 4 30
Quaker Puffed Rice 4 30
Quaker Puffed Wheat 4 30
Quaker Bkfst Biscuit 1 90
Washing Corn Flakes 2 75
Washington Crisps 2 30
Wheatena 5 10
Evaporated Sugar Corn
Grape Nuts 2 85
Sugar Corn Flakes 2 80
Holland Rusk 3 80
Krinkle Corn Flakes 2 80
Maple-Flake, Whole 4 05
Wheat 4 05
Minn. Wheat Food 6 50
Ralston Wheat Food 2 90
Ralston Wht Food 18s 1 95
Rose's Whole Wheat Biscuit 4 50
Saxon Wheat Food 4 25
Shred Wheat Biscuit 2 25
Triscuit, 18 2 25
Pillsbury's Best Cerl 2 50
Post Toasties, T-2 3 30
Post Toasties, T-3 3 30
Post Tavern Porridge 2 80

BROOMS

Fancy Parlor, 25 lb. 9 00
Parlor, 5 String, 25 lb. 8 25
Standard Parlor, 23 lb. 8 00
Common, 23 lb. 7 50
Special, 23 lb. 7 25
Warehouse, 23 lb. 10 00

BRUSHES

Solid Back, 8 in. 1 00
Solid Back, 11 in. 1 25
Pointed Ends 1 00

Stove

No. 3 1 00
No. 2 1 50
No. 1 2 00

Shoe

No. 1 1 00
No. 2 1 30
No. 3 1 70
No. 4 1 90

BUTTER COLOR

Dandelion, 25c size 2 00

CANDLES

Paraffine, 6s 11
Paraffine, 12s 12
Wicking 46

CANNED GOODS

Apples
3 lb. Standards 5 00
No. 10 5 00

Blackberries

2 lb. 2 25
Standard No. 10 2 50

Beans

Baked 1 25@2 25
Red Kidney 1 25@1 35
String 1 50@2 00
Wax 1 50@2 00

Blueberries

Standard 1 75
No. 10 2 80

Clams

Little Neck, 1 lb. 1 60
Clam Bouillon 2 25
Burnham's pts. 3 75
Burnham's qts. 7 50

Corn

Fair 1 85
Good 1 85
Fancy 1 85

French Peas

Monbadon (Natural) per doz. 1 85
Gooseberries
No. 2, Fair 1 85
No. 2, Fancy 1 85

Hominy

Standard 1 25

Lobster

1/4 lb. 1 90
1/2 lb. 3 10
Picnic Flat 3 75

Mackerel

Mustard, 1 lb. 1 80
Mustard, 2 lb. 2 80
Soused, 1 1/2 lb. 1 60
Soused, 2 lb. 2 75
Tomato, 1 lb. 1 50
Tomato, 2 lb. 2 80

Mushrooms

Buttons, 1/2 s 2 30
Buttons, 1s 2 50
Hotels, 1s 4 44

Oysters

Cove, 1 lb. 1 20
Cove, 2 lb. 2 80

Plums

Plums 1 50@2 00
Pears in Syrup
No. 3 can, per dz. 2 50@3 00

Peas

Marrowfat 1 25@1 35
Early June 1 50@1 60
Early June siftd 1 60@1 75

Peaches

Pie 1 25@1 50
No. 10 size can pie 2 75
Pineapple
Grated 1 75@2 10
Sliced 1 45@2 60

Pumpkin

Fair 1 30
Good 1 40
Fancy 1 50
No. 10 3 90

Raspberries

No. 2, Black Syrup 2 00
No. 10, Black 10 50
No. 2, Red Preserved 3 00
No. 10, Red, Water 10 50

Salmon

Warrens, 1 lb. Tall 3 25
Warrens, 1 lb. Flat 3 30
Red Alaska 2 85
Med. Red Alaska 2 60
Pink Alaska 2 20

Sardines

Domestic, 1/4 s 6 50
Domestic, 1/2 s 6 50
Domestic, 3/4 s 6 25
Norwegian, 1/4 s 15@18
Portuguese, 1/2 s 30@35

Sauer Kraut

No. 3, cans 2 75
No. 10, cans 2 75

Shrimps

Dunbar, 1s doz. 1 25
Dunbar, 1 1/2 doz. 2 40

Succotash

Fair 1 90
Good 1 90
Fancy 1 90

Strawberries

Standard 2 00
Fancy 2 75

Tomatoes

No. 1 1/2 1 40
No. 2 1 75
No. 10 8 60

Tuna

1/4 s, 4 doz. in case 4 50
1/4 s, 4 doz. in case 7 50
1s, 4 doz. in case 10 00

CATSUP

Van Camp's, 1/2 pints 1 90
Van Camp's pints 2 75

CHEESE

Acme 2 29
Carson City 3 30
Brick 3 32
Leiden 3 32
Limburger 3 32
Pineapple 3 32
Edam 3 32
Sap Sago 3 32
Swiss, Domestic 3 32

CHEWING GUM

Adams Black Jack 65
Adams Sappota 70
Beeman's Pepsin 65
Beechnut 65
Doublemint 67
Flag Spruce 65
Hershey Gum 45
Juicy Fruit 67
Sterling Gum Pep. 65
Spearment, 6 box jars 3 85
Yucatan 65
Zeno 65
O. K. Gum 70
Wrigleys (5 box asstd.) 65

CHOCOLATE

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

CLOTHES LINE

No. 40 Twisted Cotton 1 50
No. 50 Twisted Cotton 1 80
No. 60 Twisted Cotton 2 35
No. 80 Twisted Cotton 2 50
No. 50 Braided Cotton 2 00
No. 60 Braided Cotton 2 25
No. 80 Braided Cotton 2 75
No. 50 Sash Cord 3 00
No. 60 Sash Cord 3 50
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
Huyler 36
Lowney, 1/4 s 38
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 38
Wan-Eta 36
Webb 33
Wilbur, 1/4 s 33
Wilbur, 1/2 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

Rio
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

McLaughlin's XXXX
McLaughlin's XXXX
package coffee is sold to
retailers only. Mail all orders
direct to W. F. McLaughlin & 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

CONFECTIONERY

Stick Candy Pails
Horehound 16
Standard 16
Cases
Jumbo 17
Big Stick 17
Boston Sugar Stick 20

Mixed Candy

Broken 17
Cut Loaf 18
French Cream 18
Grocers 13
Kindergarten 19
Leader 17
Monarch 15
Novelty 18
Paris Creams 19
Premio Creams 22
Royal 16
Special 16
X L O 14

Specialties

Auto Kisses (baskets) 19
Bonnie Butter Bites 23
Butter Cream Corn 21
Caramel Bon Bons 21
Caramel Croquettes 20
Cocoanut Waffles 20
Coffy Toffy 22
National Mints 7 lb tin 22
Fudge, Walnut 22
Fudge, Choc. Peanut 21
Fudge, White Center 21
Fudge, Cherry 21
Fudge, Cocoanut 22
Honeyuckle Candy 22
Iced Maroons 22
Iced Orange Jellies 19
Italian Bon Bons 20
Jelly Meito 18
AA Licorice Drops 18
5 lb. box 1 75
Lozenges, Pep. 19
Lozenges, Pink 19
Manchus 20
Molasses Kisses, 10 lb. box 20
Nut Butter Puffs 20
Star Patties, Asst. 22

Chocolates

Assorted Choc. 22
Amazon Caramels 23
Champion 19
Choc. Chips, Eureka 26
Climax 20
Eclipse, Assorted 21
Ideal Chocolates 21
Klondike Chocolates 27
Nabobs 27
Nibble Sticks, box 1 75
Nut Wafers 27
Ocoro Choc Caramels 25
Peanut Clusters 30
Quintette 32
Regina 18
Star Chocolates 20
Superior Choc. (light) 22

Pop Corn Goods

Without prizes.
Cracker Jack with coupon 3 50
Cracker-Jack Prize 3 75
Checkers Prize 3 75

Cough Drops

Putnam Menthol 1 85
Smith Bros. 1 85

NUTS—Whole

Almonds, Tarragona 21
Almonds, California soft shell Drake 18
Brazilis 18
Filberts 20
Cal. No. 1 S. S. 24

Walnuts, Naples 22
Walnuts, Grenoble 22
Table nuts, fancy 16 1/2
Pecans, Large 17
Pecans, Ex. Large 20

Shelled
No. 1 Spanish Shelled
Peanuts 16 @16 1/2
Ex. Lg. Va. Shelled
Peanuts 16 1/2 @17
Pecan Halves 90
Walnut Halves 65
Filbert Meats 42
Almonds 60
Jordan Almonds

Peanuts

Fancy H P Suns
Raw 11 1/4 @11 1/4
Roasted 12 1/4 @12 1/4
H P Jumbo
Raw 13 1/4 @13 1/4
Roasted 14 1/4 @14 1/4

CREAM TARTAR

Barrels or Drums 60
Square Cans 64
Boxes 62

DRIED FRUITS

Apples
Evap'd, Choice, blk 16
Evap'd Fancy blk. @

Apricots

California @25
Corsican @27

Currents

Imported, 1 lb. pkg. 26
Imported, bulk 25 1/2

Peaches

Muir's—Choice, 25 lb. 12
Muir's—Fancy, 25 lb. 13
Fancy, Peeled, 25 lb. 13

Peel

Lemon, American 20
Orange, American 21

Raisins

Cluster, 20 cartons
Loose Muscatels, 4 Cr. 9
Loose Muscatels, 3 Cr. 8 1/2
L. M. Seeded 1lb. 10 1/2 @11

California Prunes

90-100 25 lb. boxes @10 1/2
80-90 25 lb. boxes @11
70-80 25 lb. boxes @12
60-70 25 lb. boxes @13 1/2
50-60 25 lb. boxes @14
40-50 25 lb. boxes @15

FARINACEOUS GOODS

Beans
California Limas 17 1/2
Med. Hand Picked 15
Brown, Holland

Farina

25 1 lb. packages 2 50
Bulk, per 100 lb. 9

Original Holland Rusk

Packed 12 rolls to container
3 containers (40) rolls 3 80

Hominy

Pearl, 100 lb. sack 6 00

Maccaroni and Vermicelli

Domestic, 1 lb. box 75
Imported, 25 lb. box

Pearl Barley

Chester 6 00
Portage 7 50

Peas

Green, Wisconsin, bu. 7 50
Split, lb. 18 1/2

Sago

East India 15
German, sacks 15
German, broken pkg.

Tapoca

Flake, 100 lb. sacks 15
Pearl, 100 lb. sacks 15
Pearl, 36 pkgs. 2 75
Minute, 10c, 3 doz. 3 25

FISHING TACKLE

1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
2 in. 11
3 in. 15

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 24
Large 28

Poles

Bamboo, 16 ft., per doz. 60
Bamboo, 14 ft., per doz. 55
Bamboo, 18 ft., per doz. 80

FLAVORING EXTRACTS

Jennings D C Brand
Pure Vanilla
Terpeness
Pure Lemon

Per Doz.
7 Dram 15 Cent 1 20
1 1/2 Ounce 20 Cent 1 75
2 Ounce 30 Cent 2 60
2 1/2 Ounce 35 Cent 2 75
3 Ounce 40 Cent 3 00
4 Ounce 55 Cent 5 00
8 Ounce 90 Cent 8 50
7 Dram Assorted 1 25
1 1/2 Ounce Assorted 2 00

FLOUR AND FEED

Grand Rapids Grain & Milling Co.

Winter Wheat

Purity

Wool
Unwashed, med. ... @60
Unwashed, fine ... @55

FURS
Coon, large 3 00
Coon, medium 2 00
Coon, small 1 00
Mink, large 4 00
Mink, medium 3 00
Mink, small 2 00
Muskrats, winter 45
Muskrats, fall 30
Muskrats, small fall 15
Muskrats, kitts 05
Skunk, No. 1 3 00
Skunk, No. 2 2 00
Skunk, No. 3 1 00
Skunk, No. 4 50

HONEY
A. G. Woodman's Brand.
7 oz., per doz. 3 90
20 oz., per doz. 3 90

HORSE RADISH
Per doz. 90

JELLY
5lb. pails, per doz. ... 1 30
15lb. pails, per pail ... 1 30
30lb. pails, per pail ... 2 50

Jiffy-Jell
Straight or Assorted
Per case, per 4 doz. ... 4 60
Eight Flavors: Raspberry,
Strawberry, Cherry, Lemon,
Orange, Lime, Pine-
apple, Mint.

JELLY GLASSES
1/2 pt. in bbls., per doz. 25
1/2 pt. in bbls., per doz. 27
8 oz. capped in bbls.,
per doz. 27

MAPLEINE
2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75
16 oz. bottles, per doz. 16 50
32 oz. bottles, per doz. 30 00

MINCE MEAT
Per case 3 75

MOLASSES
New Orleans
Fancy Open Kettle 56
Choice 52
Good 50
Stock 30

Half barrels 2c extra
Red Hen, No. 2 1/2 2 90
Red Hen, No. 5 2 80
Red Hen, No. 10 2 65

Uncle Ben, No. 2 2 30
Uncle Ben, No. 2 1/2 2 90
Uncle Ben, No. 5 2 80
Uncle Ben, No. 10 2 65

Ginger Cake, No. 2 2 65
Ginger Cake, No. 2 1/2 3 20
Ginger Cake, No. 5 3 10
O. & L. Open Kettle,
No. 2 1/2 4 25

MUSTARD
1/2 lb. 6 lb. box 16

OLIVES
Bulk, 1 gal. kegs 1 20@1 30
Bulk, 2 gal. kegs 1 15@1 25
Bulk, 5 gal. kegs 1 05@1 15

Stuffed, 5 oz. 1 10
Stuffed, 5 oz. 1 15
Stuffed, 14 oz. 2 50
Pitted (not stuffed)

14 oz. 2 50
Manzanilla, 8 oz. 1 10
Lunch, 10 oz. 1 50
Lunch, 16 oz. 2 60

Queen, Mammoth, 19
oz. 5 00
Queen, Mammoth, 28
oz. 6 25

Olive Chow, 2 doz. cs.
per doz. 2 25

PEANUT BUTTER
Bel-Car-Mo Brand
4 oz. 4 doz. in case ... 3 60
7 oz. 2 doz. in case ... 2 90
8 oz. 2 doz. in case ... 3 30

18 oz. 1 doz. in case ... 3 60
5 lb. pails, 6 in crate 5 50
10 lb. pails 19
15 lb. pails 18 1/2
25 lb. pails 18

50 lb. tins 17 1/2

PETROLEUM PRODUCTS
Iron Barrels
Perfection 11
Red Crown Gasoline 21.5
Gas Machine Gasoline 35.9
V M & P Naphtha 21
Capitol Cylinder, Wood
Bbls. 34.9
Capitol Cylinder, Iron
Bbls. 33.9
Atlantic Red Engine,
Iron Bbls. 20.9
Winter Black, Iron
Bbls. 11.9
Polarine, Iron Bbls. ... 33.9

PICKLES
Medium
Barrels, 1,200 count 12 00
Half bbls., 600 count 6 50
5 gallon kegs 2 60

Small
Barrels 14 00
Half barrels 7 50
5 gallon kegs 2 80

Gherkins
Barrels 25 00
Half barrels 13 00
5 gallon kegs 4 50

Sweet Small
Barrels 24 00
Half barrels 12 50
5 gallon kegs 4 20

PIPES
Clay, No. 216, per box
Clay, T. D. full count
Cob, 3 doz. in box ... 1 25

PLAYING CARDS
No. 90 Steamboat 2 25
No. 808, Bicycle 3 50
Pennant 3 25

POTASH
Babbitt's, 2 doz. 1 90

PROVISIONS
Barreled Pork
Clear Back 51 00@52 00
Short Cut Clr 48 00@49 00
Bean 47 00@48 00
Brisket, Clear 52 00@53 00
Pig 35 00
Clear Family 35 00

Dry Salt Meats
S P Bellies 32 00@33 00

Lard
Pure in tierces 29 1/2@30
Compound Lard 22 1/2@23

80 lb. tubs advance 1/2
60 lb. tubs advance 1/2
50 lb. tubs advance 1/2
20 lb. pails advance 1/2
10 lb. pails advance 1/2
5 lb. pails advance 1
3 lb. pails advance 1

Smoked Meats
Hams, 14-16 lb. 28 @29
Hams, 16-18 lb. 27 @28
Hams, 18-20 lb. 26 @27
Ham, dried beef
sets 29 @30
California Hams 23 @23 1/2
Picnic Boiled
Hams 31 @32
Boiled Hams 41 @42
Minced Hams 20 @21
Bacon 37 @42

Sausages
Bologna 15
Liver 12
Frankfort 17
Pork 14@15
Veal 11
Tongue 11
Headcheese 14

Beef
Boneless 25 00@27 00
Rump, new 30 00@31 00

Pig's Feet
1/2 bbls. 1 75
3/4 bbls., 40 lbs. 3 40
1/2 bbls. 9 00
1 bbl. 16 00

Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00

Casings
Hogs, per lb. 35
Beef, round set 19@20
Beef, middles, set 45@55
Sheep 1 15@1 35

Uncolored Oleomargarine
Solid Dairy 23 @26
Country Rolls 28 @29

Canned Meats
Corned Beef, 2 lb. 6 50
Corned Beef, 1 lb. 3 75
Roast Beef, 2 lb. 6 50
Roast Beef, 1 lb. 3 75

Potted Meat, Ham
Flavor, 1/4s 55
Potted Meat, Ham
Flavor, 1/4s 95
Deviled Meat, Ham
Flavor, 1/4s 52
Deviled Meat, Ham
Flavor, 1/4s 1 00
Potted Tongue, 1/4s 55
Potted Tongue, 1/4s 1 00

RICE
Fancy 8 @8 1/2
Blue Rose @8
Broken @8

ROLLED OATS
Rolled, bbls. 10 00
Rolled, Avena, bbls. 10 25
Steel Cut, 100 lb. sks. 5 10
Monarch, 90 lb. sks. 4 90
Quaker, 18 Regular 1 75
Quaker, 20 Family 5 60

SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia, 1 pint 4 00
Durkee's, large, 1 doz. 4 20
Durkee's, small, 2 doz. 5 00
Snider's, large, 1 doz. 2 40
Snider's, small, 2 doz. 1 45

SALERATUS
Packed 60 lbs. in box.
Arm and Hammer 3 10
Wyandotte, 100 1/2s 3 00

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

SALT
Common Grades
100 3 lb. sacks 3 15
70 4 lb. sacks 3 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 48
Common
Granulated, Fine 1 80
Medium, Fine 1 90

SALT FISH
Cod
Large, whole @12
Small, whole @11 1/2
Strips or bricks 15@18
Pollock @10

Holland Herring
Standards, bbls. 13 50
Y. M. bbls. 15 00
Standard, kegs 85
Y. M. kegs 96

Herring
Med. Fat Split, 200 lbs. 8 00
Laborador Split 200 lb. 10 00
Norway, 4 K, 200 lbs. 16 50
Special, 8 lb. pails 70
Scaled, in boxes 17
Boned, 10 lb. boxes 17

Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 5 lbs. 75

Mackerel
Mess, 100 lbs. 20 00
Mess, 40 lbs. 8 50
Mess, 10 lbs. 2 40
Mess, 8 lbs. 1 85
No. 1, 100 lbs. 19 00
No. 1, 40 lbs. 8 10
No. 1, 10 lbs. 2 10

Lake Herring
100 lbs. 4 00
40 lbs. 2 35
10 lbs. 58
8 lbs. 54

SEEDS
Anise 35
Canary, Smyrna 9
Caraway 75
Cardamon, Malabar 1 20
Celery 45
Hemp, Russian 7 1/2
Mixed Bird 9
Mustard, white 22
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 Rattle in jars ... 43

SODA
Boxes 5 1/2
Kegs, English 4 1/2

SPICES
Whole Spices
Allspice, Jamaica 9@10
Allspice, Jg. Garden @11
Cloves, Zanzibar @48
Cassia, Canton @20
Cassia, 5c pkg. doz. @35
Ginger, African @15
Ginger, Cochinchina @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 @60
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
Kingsford, 40 lbs. 9 1/2
Muzzy, 48 lb. pkgs. 9 1/2
Kingsford
Silver Gloss, 40 lb. 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 lb. packages 9 1/2
16 3lb. packages 9 1/2
12 6lb. packages 9 1/2
50 lb. boxes 6 1/2

SYRUPS
Corn
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
Ping Suey, Medium 25@30
Ping Suey, Choice 35@40
Ping Suey, Fancy 45@50

Young Hyson
Choice 28@30
Fancy 45@56

Oolong
Formosa, Medium 25@26
Formosa, Choice 32@35
Formosa, Fancy 50@60

English Breakfast
Congou, Medium 25@30
Congou, Choice 30@35
Congou, Fancy 40@60
Congou, Ex. Fancy 60@80

Ceylon
Pekoe, Medium 28@30
Dr. Pekoe, Choice 30@35
Flowery O. P. Fancy 40@50

CIGARS
Peter Dornbos Brands
Dornbos Single 37 00
Blinder 37 00
Dornbos, Perfectos 37 00
Dornbos, Bismarck 73 00
Allan D. Grant 65 00
Allan D. 35 00

Johnson Cigar Co.'s Brand
Dutch Masters Club 75 00
Dutch Masters, Ban 75 00
Dutch Masters, Inv. 75 00
Dutch Masters, Pan. 75 00
Dutch Master Grande 72 00
El Portana
Dutch Masters, 5c
S. C. W.
Gee Jay

Above four brands are
sold on following basis:
Less than 300 37 00
300 assorted 36 00
2500 assorted 35 00
2% cash discount on all
purchases.

Worden Grocer Co. Brands
Boston Straight 37 00
Trans Michigan 37 50
C. P. L. 37 50
Court Royal 43 00
Hemmett's Cham-
pion 42 50
Iroquois 42 50
La Azora Agreement 38 50
La Azora Bismarck .70 00
Whaleback 37 00
Worden's Hand Made 36 00
B. L. 40 00

TWINE
Cotton, 3 ply 47
Cotton, 4 ply 47
Jute, 2 ply 25
Hemp, 6 ply 32
Flax, medium 35
Wool, 100 lb. bales 18

VINEGAR
White Wine, 40 grain 15
White Wine, 80 grain 21
White Wine, 100 grain 25

Oakland Vinegar & Pickle
Co.'s Brands
Highland apple cider
Oakland apple cider ..
State Seal sugar
Blue Ribbon Corn
Oakland white picklg
Packages free

WICKING
No. 0, per gross 35
No. 1, per gross 45
No. 2, per gross 60
No. 3, per gross 90

WOODENWARE
Baskets
Bushels 1 20
Bushels, wide band .1 45
Market, drop handle 55
Market, single handle 60
Splint, large 4 00
Splint, medium 3 50
Splint, small 3 00
Willow, Clothes, large
Willow, Clothes, small
Willow, Clothes, me'm

Butter Plates
Ovals
1/4 lb., 250 in crate 45
1/2 lb., 250 in crate 45
1 lb., 250 in crate 50
2 lb., 250 in crate 55
3 lb., 250 in crate 70
5 lb., 250 in crate 90

Wire End
1 lb., 250 in crate 45
2 lb., 250 in crate 50
3 lb., 250 in crate 64
5 lb., 20 in crate 70

Churns
Barrel, 5 gal., each .. 2 40
Barrel, 10 gal., each .. 2 55

Clothes Pins
Round Head
4 1/2 inch, 5 gross 70
Cartons, No. 24, 24s, bxs. 75

Egg Crates and Fillers
Humpty Dumpty, 12 dz. 20
No. 1 complete 42
No. 2 complete 35
Case, medium, 12 sets 1 30

Faucets
Cork lined, 3 in. 70
Cork lined, 9 in. 80
Cork lined, 10 in. 90

Mop Sticks
Trojan spring 1 35
Eclipse patent spring 1 35
No. 1 common 1 35
No. 2, pat. brush hold 1 35
Ideal, No. 7 1 35
12lb. cotton mop heads 1 75

Pails
10 qt. Galvanized 3 50
12 qt. Galvanized 4 00
14 qt. Galvanized 4 50
Fibre 5 50

Toothpicks
Birch, 100 packages .. 2 00
Ideal 85

Traps
Mouse, wood, 2 hoels .. 22
Mouse, wood, 4 hoels .. 45
10 qt. Galvanized 1 55
12 qt. Galvanized 1 70
14 qt. Galvanized 1 90
Mouse, wood, 6 hoels .. 70
Mouse, tin, 5 hoels 65
Rat, wood 80
Rat, spring 75

Tubs
No. 1 Fibre 16 50
No. 2 Fibre 15 00
No. 3 Fibre 13 50
Large Galvanized 12 50
Medium Galvanized 10 75
Small Galvanized 9 50

Washboards
Banner, Globe 3 75
Brass, Single 6 75
Glass, Single 4 00
Double Peerless 6 25
Single Peerless 5 50
Northern Queen 4 75
Good Enough 4 65
Universal 5 00

Wood Bowls
13 in. Butter 1 90
15 in. Butter 7 00
17 in. Butter 8 00
19 in. Butter 11 00

WRAPPING PAPER
Fibre Manila, white 5 1/2
Fibre, Manila, colored
No. 1 Manila 6 1/2
Butchers' Manila 6 1/2
Kraft 9
Wax Butter, short c't 16
Wax Butter, full c't 20
Parchm't Butter, rolls 19

YEAST CAKE
Magic, 3 doz. 1 15
Sunlight, 3 doz. 1 00
Sunlight, 1 1/2 doz. 50
Yeast Foam, 3 doz. 1 15
Yeast Foam, 1 1/2 doz. 85

Window Cleaners
12 in. 1 65
14 in. 1 85
16 in. 2 30

SOAP
Proctor & Gamble Co.
Lenox 4 75
Ivory, 6 oz. 5 65
Ivory, 10 oz. 9 20
Star 4 35

Swift & Company
Swift's Pride 4 75
White Laundry 4 85
Wool, 6 oz. bars 5 15
Wool, 10 oz. bars 7 00

Tradesman Company
Black Hawk, one box 3 75
Black Hawk, five bxs 3 70
Black Hawk, ten bxs 3 65
Box contains 72 cakes. It
is a most remarkable dirt
and grease remover, with-
out injury to the skin.

Scouring
Sapolio, gross lots .. 9 50
Sapolio, half gro. lots 4 85
Sapolio, single boxes 2 40
Sapolio, hand 2 40
Scourine, 50 cakes .. 1 80
Scourine, 100 cakes .. 3 50
Queen Anne Scourer 1 80

Soap Compounds
Johnson's Fine, 48 2 3 25
Johnson's XXX 100 5c 4 40
Rub-No-More 4 50
Nine O'Clock 3 85

WASHING POWDERS.
Gold Dust
24 large packages 5 75
100 small packages 5 60

SPECIAL
Price Current

BAKING POWDER
K C
Doz.
10c, 4 doz. in case 95
15c, 4 doz. in case 1 40
25c, 4 doz. in case 2 35
50c, 2 doz. plain top 4 50
80c, 1 doz. plain top 7 00
10 lb. 1/2 dz., plain top 14 00

Special deals quoted up-
on request.

K C Baking Powder is
guaranteed to comply with
ALL Pure Food Laws, both
State and National.

Royal
10c size ... 1 00
1/4 lb. cans 1 45
6 oz. cans 2 00
1/2 lb. cans 2 55
3/4 lb. cans 3 95
1 lb. cans 4 95
5 lb. cans 23 70

AXLE GREASE
MICA
1 lb. boxes, per gross 3 70
3 lb. boxes, per gross 23 10

CHARCOAL
Car lots or local shipments.
bulk or sacked in paper or
jute. Poultry and stock
charcoal.

DEWEY - SMITH CO., Jackson, Mich.
Successor to M. O. DEWEY CO.

THE ONLY
5c CLEANSER

KITCHEN
KLENSER
ANTISEPTIC
CLEANS-SCOURS
SCRUBS-POLISHES
PATENT PATRICK BROS. CO.

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

SALT
MORTON'S
FREE RUNNING
SALT
IT PURS
MORTON SALT COMPANY

Morton's Salt
Per case, 24 2 lbs. 1 80
Five case lots 1 70

Putting Punch in Christmas Advertising.

Written for the Tradesman.

This is written to help the busy merchant who must use fragments of time between other and more urgent duties in preparing copy for his holiday newspaper announcements. And, as the merchants who read the Tradesman are interested in many different lines and classes of merchandise, the suggestions here embodied will vary so as to meet the needs of—or at all events, it is hoped, convey helpful hints to—a good many different kinds of shopkeepers.

Christmas greeting. Now is the time to loosen your purse strings and gladden the heart of some one with a nice, suitable Christmas gift. Personally we believe in practical gifts, and we think you will too when you see how full our various departments are of useful merchandise for every one—and of the toy department especially for the kiddies. Make your purchase now, and we will deliver at any time you say.

We issue (glove, hat, suit, shoe, haberdashery, furniture, or certificate for merchandise of any sort in which you may be especially interested) orders; and so if you are in doubt, play it safe by buying a merchandise order (or bond); good any time, and always acceptable.

Yes, we fill mail orders—and fill them promptly.

Yuletide gifting specialties—that's us; useful and beautiful gifts in glorious array. Come in and look 'em over: Handkerchiefs, hosiery and leathers. Slippers for the whole family—the gift ideal. Christmas selection in the house of Blank & Company has been studied and exalted as never before. Serviceability has been a determined factor with our buyers. Here you may come with perfect assurance of finding correctly styled, infinitely useful, highest quality things for giving. Never before have the Christmas stocks, in every department—hosiery, neckwear, leathers, slippers, handkerchiefs, kimono, robes, blouses, sweaters, lingerie and wearables—been so beautifully chosen, so comprehensively obtained, and ((all things considered)) so temptingly priced. This presentation shows you merely a few of the many, many hundreds of items that are here awaiting your critical and delighted inspection. Give yourself a treat by coming in promptly to look them over and imbibe the Christmas sentiment of our place.

In mere words we cannot begin to tell you what a gladsome surprise is ready for Christmas shoppers in these departments, brimful of useful, practical, beautiful things for giving. Here should end all your worries about what to give; here is space enough just to show you a very few of the gifts you will find awaiting your inspection.

Every day in the year there will be gratitude expressed for a gift of slippers: soft, soothing footgowns for mother, father, sister, brother, that always means a wealth of health and comfort. And here is simply every slipper that is a good slipper for men, women and children.

Gifts practical and beautiful—ideal selection for a wartime Christmas. When utility and beauty unite in a gift the one who gives it may feel thoroughly satisfied that the gift has been well chosen. These items are a meager suggestion of many lovely pieces of apparel—too numerous even to catalogue in this space—assembled in our store for your convenience. To see them will solve instantly your shopping problems.

For the friend who travels, the soldier in the camp, the fellow who has a summer cottage or the out of doors man, here is the ideal gift: A tourist case.

Let's make this Christmas an occasion of practical giving. In the midst of war, the Christmas spirit in our hearts should find expression in gifts that are serviceable as well as attractive. The desire to make our friends and loved ones happy cannot be resisted, and no matter what happens, we'll make Christmas, 1917, a big and happy holiday.

At Blank & Company's we have the goods and the prices to fit all tastes and pocketbooks. We have (and here you can insert whatever you desire to feature, and close by saying:) We can only ask you to come in and see them for yourself. We'll help you make a practical Christmas.

The new spirit of giving: In the midst of the greatest war of all time, it behooves us to make our gifts practical. If ever there was any occasion for selecting presents that bring but a momentary pleasure, surely that time has now passed. The gift ideal is the gift serviceable—that which is not only beautiful, attractive and pleasure-giving, but also one that can be used day after day through the months.

What could be more serviceable; what more worthy of the glorious yuletide with all its treasured associations and traditions, than ——— They really possess all qualities of the gift beautiful; but in addition to being attractive (decorative, artistic, splendidly fashioned, excellently made, superbly designed, etc.) they are useful as well.

Gift suggestions: (And here get up a list of articles what you handle that are suitable for women, for men, for boys, for girls, or for younger children. Such lists are immensely valuable to distraught shoppers. Push the things you wish to sell.

Blank & Co.'s store is known far and wide as the store where customers appreciate and demand the best (or the artistic touch in whatever they buy, dependable wares, stylish creations etc.) We stand primarily for ——— of striking individuality. These are the lines along which we specialize—not merely merchandise, but merchandise of quality—character, merit. And yet we have not lost sight of the fact that goods must be reasonably priced. Therefore we bought so as to sell at prices easily within your reach. And you will really be surprised to find how much substantial goodness and artistic excellence, in articles of ———, may be had at the prices quoted. Here, in truth, you will find the gift ideal for husband, wife, son, daughter, brother,

sister, or whomsoever it may be you desire to remember with a gift worth while.

Eli Elkins.

Dry Goods Trade Should Curtail Christmas Gifts.

New York, Nov. 27.—There has been considerable agitation looking to a discouragement of the purchasing of Christmas presents and of gift-giving. This, of course, has not applied to gifts for the soldiers.

While it is quite obvious that the Christmas cheer must be sobered somewhat by the war, owing to the fact that so many have sons and relatives in the service, there is also a very definite necessity for keeping the wheels of industry moving, that profits may be obtained wherewith to pay the taxes demanded by the Government and with which to buy war bonds from time to time. If people are discouraged from buying to an unnecessary extent, the result will be most distressing.

It is probably unwise to use the advertisements of the store for the encouragement of Christmas shopping of useful articles only for gifts, as such announcements might be misunderstood. The newspapers, however, should be very willing to spread information of this sort and to correct any tendency toward unnecessary curtailment of purchasing.

We are sending this letter to the dry goods merchants throughout the country and suggesting that they utilize some of the enclosed material, giving it to their newspapers for publication as an article in the news columns and on the editorial page. In every instance these should be published by the newspapers without mention of the stores. We believe that if this is done throughout the country, as has been done in Chicago and some other cities, it will be most helpful in preventing unnecessary hardship to the merchants in the coming holiday season.

We would be pleased to furnish any additional information desired, and if you approve of this suggestion, would ask you to take immediate action.

E. L. Howe,

Sec'y National Retail Dry Goods Association.

Getting Dry Goods Stocks in Shape.

Jobbers say it is very hard for them to get stocks in shape to meet many of the conditions they foresee as likely to come about. When this statement is analyzed it will be found that the jobbers of the country never had a better opportunity than the present one to re-assort their stocks and make provision for the changes in the character of merchandise that are inevitable in this country. The stocks of any well conducted jobbing house have been turned actively in the past year. If they are replenished on the old assumption of the same goods being wanted, losses will have to be taken. Some goods will go slowly over the counters from this time forward, and the closest sort of study ought to be given to the movement of goods in stock in order to give a clear idea of just what is going to be wanted.

Much as many men have disliked to see such a thing coming, there are people who will not buy stocks that are marked "Made in Germany." Some of the notion men have noticed this phase of trade for a long time and have been pushing out their limited holdings of fancy stocks in notion lines. It is not to be expected that many laces and embroideries will be used in a large way in the future. Many sorts of laces will continue to

be used and should be, as they give a certain pleasure to the wearer and ought not to be discontinued merely because they can be classed as luxuries in part.

There is a host of imported merchandise that can be dropped if it is necessary to drop it, but there are many imported goods that are quite as serviceable and necessary as home made goods. No greater error can be committed by business men than to assume that because we are fighting to-day, old trade relations will not be resumed some time or other. But for the period of the war it must be remembered that trade relations can only exist if they help win the war.

Good Demand For Lace.

Lace and embroidery, according to reports from the local trade, have attained an unusual degree of popularity this fall. High quality table cloths, center pieces, and doilies on which much elaborate and attractive needle work has been done, are said to have come into even greater prominence than last year. Many beautiful laces in the narrower widths have been used extensively this season for decoration and for trimming. And for the same purpose, it is said, embroidered materials have been actively sought. Fine needlepoint laces for borders on handworked handkerchiefs have also sold well.

Be Wise.

Cato used to assert that wise men profit more by fools than fools by wise men, for wise men avoid the faults of fools, but fools will not imitate the good examples of wise men.

The greatest advertisers do not advertise over and over simply for amusement.

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

Sand Lime Brick

Nothing as Durable
Nothing as Fire-proof
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

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.

If you wish to purchase U. S. Patent for the best wire fence clamp ever invented—a farm tool that will sell to nearly every farmer—write S. C. Prosser, Eaton Rapids, Michigan. 452

For Sale—Best suburban grocery proposition in Lansing. Absolutely not an unsalable article in the store. Will reduce stock and make terms to right party. Address No. 453, care Tradesman. 453

For Sale—Grocery, long established, doing fine business, complete stock, large surplus. Age owner reason selling. Charles M. Oldrin, First National Bank Bldg., Ann Arbor, Michigan. 454

Must sell excellent drug business account sickness my husband. Will sell at less than inventory. Fine opening for young man. Mrs. E. M. Colson, Kalkaska, Michigan. 455

Feed, Fuel and Gasoline Business—Splendid opening in the heart of citrus fruit belt of San Joaquin Valley. H. D. Crumly, Manager, Strathmore, Tulare County, California. 456

For Sale—General stock, consisting of dry goods, groceries, boots, shoes, etc. Located in Ionia County, Michigan, surrounded by one of the best farming districts in the State. Will invoice \$7,500 to \$8,000. At present doing \$2,500 annual business. Overhead expense \$4.50 per day. Reason for selling owner drafted for military service. Closest inspection invited. Address No. 457, care Tradesman. 457

For Sale Cheap Or Exchange For Real Estate—Stock of drugs and fixtures. Will sell half interest to live wire. Located in best town in Michigan. Address No. 437, care Michigan Tradesman. 437

Soft drink bottling plant, established twenty-eight years. Death, reason for selling. Big buy for some one. Mrs. C. Shultz, 39 Cherry street, Wyandotte, Michigan. 438

For Sale—Billiard room and cigar store. Seven B. B. tables; doing good business; lease, largest and best place. Terms cash. C. J. Barber, Lapeer, Michigan. 439

Down Town—Good shoe location, half store with large modern window. Reasonable rent. For information write to The Hub, 115 Michigan Ave., Detroit, Michigan. 440

Market and Grocery—Doing business of over \$25,000 a year. Only market in live town of 750. Best reasons for selling. Address No. 442, care Tradesman. 442

Wanted To Purchase—Used time clock. Bryan's, 444 So. Fourth, Louisville, Kentucky. 443

For Sale—General stock inventorying about \$1,200. Annual sales, \$12,000. Can be increased. Rent low. Good reason for selling. Will sell with or without fixtures. Fred Narrin, Sigma, Mich. 446

For Sale—Good clean stock of general merchandise in country town of Southern Minnesota. Will invoice about \$9,000. Doing big business. Can give good reason for selling. Address No. 447, care Michigan Tradesman. 447

Laundry For Sale—Wichita's best laundry. Annual net profits fifteen thousand dollars. Terms. Write or call 308 Barnes building, Wichita, Kansas. 449

For Rent—First floor and basement of the Masonic Temple in the hustling town of Reed City, Michigan. 5,400 ft. floor space; steam heat. Grand opportunity for furniture and undertaking establishment. John Schmidt, Reed City, Michigan. 450

Merchandise Auctioneer—W. E. Brown, office 110 North Mitchell St., Cadillac, Michigan. Ten years' experience. 451

For Sale—Restaurant at East Lansing. Doing good business; good opening for bakery in connection; none in place; soda fountain. Box 1032, East Lansing, Michigan. 433

For Sale—One story brick shoe building, containing shoe stock and fixtures and shoe repairing outfit. In good farming district. Address No. 434, care Michigan Tradesman. 434

Oil Claims—Located in coming Pecos Valley oil fields. Map and particulars free. Dooley & Yates, Artesia, New Mexico. 436

Safes Opened—W. L. Slocum, 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

For Sale—Good, clean stock dry goods, groceries, boots, shoes, furniture and undertaking, invoicing about \$10,000. Location Central Michigan, splendid farming community. Good live proposition; will bear closest inspection. Address No. 398, care Tradesman. 398

For Sale—General stock of merchandise. Prices and terms to suit. Prosperous trade. Address No. 403, care Michigan Tradesman. 403

Collections. We collect anywhere. Send for our "No Collection, No Charge" offer. Arrow Mercantile Service, Murray Building, Grand Rapids, Michigan. 390

Cash Buyer of clothing, shoes, dry goods, furnishings and carpets. Parts or entire stocks. Charles Goldstone, 335 Gratiot Avenue, Detroit, Mich. 407

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

SEE NEXT PAGE. Advertisements received too late to run on this page appear on the following page.

Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



Gillette Safety Tires and Tubes

Made by the Chilled Rubber Process

The Gillette Non-Skid is a combination of the ribbed and vacuum tread, which prevents skidding and insures uniform speed by clinging to solid bottom on muddy, wet thoroughfares. They will stand up under most severe usage and are virtually proof against deterioration.

Also

Horse Shoe Tires

Wrapped Tread System

Our salesmen are now on the road soliciting orders for early spring delivery. Sufficient of your time to look into the merits of these Tires and Tubes will be appreciated.

Factory Distributors

BROWN & SEHLER CO.
GRAND RAPIDS, MICHIGAN

United Agency

Reliable Credit Information
General Rating Books
Superior Special Reporting Service

Current Edition Rating Book now ready

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

THE UP-TO-DATE SERVICE

Gunther Building

CHICAGO :: ILLINOIS
1018-24 South Wabash Avenue

Mr. Flour Merchant:

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

Write us today for exclusive sale proposition covering your market for

Purity Patent Flour

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



GRAND RAPIDS GRAIN & MILLING COMPANY.
GRAND RAPIDS, MICH.

The Sack that keeps the flour IN and the dirt OUT.

Bread is Doing Its Bit



It is the most wholesome, least expensive, and most nourishing food of all.

Sell More Bread

The best bread is made with
Fleischmann's Yeast

This is an Opportune Time to Eliminate Trading Stamps

The Tradesman believes that this is an opportune time to abolish the trading stamp and manufacturer's coupon through government edict, which can probably be accomplished without serious difficulty by properly impressing Mr. Hoover with the fact that these abuses which have crept into the sale of merchandise at retail have no proper place in the process of moving food from the producer to the consumer. Those merchants who would be willing to join in a crusade of this character, conducted along conservative lines devoid of sensationalism or bitterness, are invited to sign the agreement printed below and forward same to the Tradesman by early mail:

Mr. Herbert Hoover,
Food Commissioner,
Washington, D. C.

Dear Sir:

The undersigned, dealer in

at....., hereby requests you to place trading stamps and manufacturers' coupons in the list of non-essentials and forbid their use during the war.ask this in the belief that the price of many articles of food and necessity would be materially reduced through this action.

.....1917.

(Return to Michigan Tradesman for mass presentation)

BANKRUPTCY MATTERS.**Proceedings in the Western District of Michigan.**

Grand Rapids, Nov. 27.—Fred C. Rice, who conducted a garage at Traverse City, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for Dec. 10, at which time creditors may appear, prove their claims, and transact such other business as may come before such meeting. The schedules of the bankrupt show assets amounting to \$3,809.91, including real estate, \$800; bills, promissory notes, and securities, \$137.50; stock in trade \$1,905; household goods \$541.75; debts due on open accounts \$375.66, etc., of which \$485 is claimed as exempt. The liabilities consist of secured and unsecured claims and accommodation papers amounting to \$29,220.71. Following is a list of the creditors of said bankrupt:

Secured Creditors.
First Nat. Bank, Traverse City \$ 800.00
Traverse City State Bank, Traverse City 4,490.80
Dr. Guy Johnson, Traverse City 500.00
Bert Muller, Traverse City 800.00

Unsecured Creditors.
Brown & Sehler Co., Grand Rapids \$129.15
Brown Lumber Co., Traverse City 1.25
Boardman River El. Light & Power Co., Traverse City ... 19.99
Butler Brothers, Chicago 94.54
Becker Auto Company, Grand Rapids 2,209.39

Citizens Tel. Co., Traverse City 12.80
City of Traverse City, Traverse City 24.41
W. R. Goods, Traverse City 11.16
Great Western Oil Co., Traverse City 5.67
Grand Traverse Auto Co., Traverse City 18.15
Hannah & Lay Merc. Co., Traverse City 6.14
Herald, Eagle Co., Traverse City 72.06
Morley Bros., Saginaw 18.00
Miller Sales Agency, Grand Rapids 209.96

Portage Rubber Co., Detroit 85.28
Elliot S. Rice, Chicago 2,550.00
Standard Oil Co., Traverse City 19.05
Traverse City Iron Works, Traverse City 13.99
Viscosity Oil Company, Chicago 14.55
West Michigan Garage, Traverse City 11.02
Western Union Tel. Co., Traverse City 8.38
Excelsior Wrapper Co., Grand Rapids 16,939.42

Traverse City Wagon Works, Traverse City 19.80
Victor Peterytle, Traverse City 7.95
Mich. State Tel. Co., Traverse City 6.35
Motor Car Supply Co., Chicago 7.08
Olsen Bros., Frankfort 11.25

In the matter of D. W. Connine & Sons, bankrupt, Wexford, the final meeting has been held in this matter. The trustee's final report and account, shows a balance on hand, as per last report and account, \$14,266.77; additional receipts of \$471.66; total, \$14,738.32; disbursements, \$11,007.58; balance on hand, \$3,730.85; interest item of \$14.56, making total balance of \$3,745.41. The report was approved and allowed. A dividend of 5 per cent. was paid to those creditors who did not participate in the dividend of 5 per cent. paid by the trustee under the trust mortgage. Certain administration expenses were ordered paid and a final dividend of 6 8-10 per cent. was declared and ordered paid, in addition to the first dividend of 5 per cent. paid by the trustee in bankruptcy, and the dividend paid by the trustee under mortgage of 5 per cent.

The Chronicle Publishing Co., of Ludington, filed its voluntary petition in bankruptcy. Adjudication has been made and Alexander Hamel appointed receiver to conduct the business. The first meeting of creditors has been called for Dec. 4. Following is a list of the creditors of said bankrupt:

Preferred Creditors.
City of Ludington \$ 30.00
Emily M. Connville, Ludington .. 58.20

Secured Creditors.
Intertype Corporation, Brooklyn \$1,174.20

Unsecured Creditors.
Mrs. Grace S. Asby, Union Center, Wis. \$ 570.00
Mrs. Kittie Kent, Pentwater 570.00
Justus S. Stearns, Ludington 610.00
A. E. Huntley, Petoskey 52.10
First National Bank, Ludington 101.74
Martin Abrahamson, Ludington .. 8.25
Hammond Ins. Agency, Ludington 33.83
Stearns Light & Power Co., Ludington 22.09

Union Paper & Twine Co., Detroit 19.45
Western Newspaper Union, Chicago 18.75
Dudley Paper Co., Lansing 172.07
Intertype Corporation, Brooklyn 92
F. W. Andrews, Ludington 9.52
Robt. Arnott, Ludington 2.50
Goodsell Hardware Co., Ludington 5.74
Lakeside Printing Co., Ludington 163.05
Mrs. T. R. Reader, Scottville 21.39
Frank Foster, Ludington 18.75

\$3,663.45

The assets in this estate consist of machinery and tools amounting to \$2,320; stock in trade, \$215; debts due on open account, \$546.35; total, \$3,721.35.

Leo Wimmer, doing business as a

real estate salesman at Muskegon, filed voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The schedules show assets of \$155, \$95 of which is claimed as exempt. Liabilities total \$1,641.50. Following is a list of the creditors:

G. W. Ristau, Kaukauna, Wis. \$ 4.00
Alexander Hamilton Institute, New York 46.00
Dr. D. J. O'Connor, Appleton, Wis. 27.00
Post Pub. Co., Appleton, Wis. ... 7.50
Appleton Volksfreund, Appleton, Wis. 6.50
Lockwood, Trade Journal Co., N. Y. 3.00
Paper Mill & Wood Pulp News, New York 4.00

Charles W. Engelbertson, Muskegon 50.00
McGill & Williams, Ladysmith, Wis. 50.00
McGill & Williams, Ladysmith, W. 100.00
Dr. Willcowskie, Chippewa Falls, Wis. 95.00
Dr. Williams, Chippewa Falls, Wis. 5.00
Randolph Hotel, Appleton, Wis. 165.00
Loul Lehman, Appleton, Wis. 60.00
Wis. Telephone, Appleton, Wis. ... 6.50
Wis. Heat & Light Traction, Appleton, Wis. 7.00

Appleton Ford Co., Appleton, Wis. 6.50
Menominee River Brewing Co., Menominee 20.00
Thermos Furnace Co., St. Louis .. 200.00
John Y. Park & Co., Philadelphia 42.00
Davis Acetylene Co., Elkhart 39.00

R. Williams & Co., Chicago 18.00
New Eng. Mfg. Co., Chicago 395.00
Mr. Seal, Appleton, Wis. 225.00

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Nov. 28.—Creamery butter extras, 44½¢@45¢; first 43¢@44¢; common, 42¢@43¢; dairy, common to choice, 35¢@40¢; dairy, poor to common, all kinds, 33¢@36¢.

Cheese—No. 1 new, fancy, 24¢@25¢; choice, 23¢@23½¢; held 26¢.

Eggs—Choice, new laid, 50¢; fancy hennerly, 60¢@65¢; storage candled, 35¢@36¢; at mark, 32¢@34¢.

Poultry (live) — Fowls, 22¢@25¢; chicks, 23¢@26¢; old cox, 17¢@18¢; ducks, 22¢@26¢.

Poultry (dressed)—Turkeys, fancy, 35¢@36¢; choice, 33¢@35¢; geese, fancy, 25¢@26¢; choice, 23¢@24¢; ducks, fancy, 29¢@30¢; choice, 27¢@28¢; chickens, roasting fancy, 27¢@28¢ choice, 25¢@27¢; fowls, fancy, 27¢@28¢; choice, 25¢@26¢.

Beans—Medium, \$9.50; pears, \$9@9.50; Red Kidney, \$8; White Kidney, \$9.50@10; Marrow, \$10.

Potatoes—New, \$2.10@2.35 per 100 lbs. Rea & Witzig.

Late Happenings in Byron.

Byron, Nov. 27.—George Downing is loading stock to-day.

Nelson Ripley is loading a car of potatoes.

Wm. Towner and son, Captain, have gone to Vernon, where they will call on relatives.

John Shonts, North of town, has sold his farm to Wm. Lott, of Fenton.

Nelson Lamay has sold his farm to Mrs. McCain, of Fenton.

Caton Keyes has sold his farm to A. M. Stoddard, of Detroit.

S. S. Burnett, dealer in general merchandise at Lake Ann, writes as follows: "The Tradesman for Nov. 21 is some paper and you have a right to feel proud of its record. I received the first copy and have taken it most of the time—all the time except when broke and could not pay for it promptly. I always got back in the traces and expect to stay there some time yet."

Claud Stout has purchased the grocery stock of L. A. Solomon, Jr., at 1721 Buchanan avenue, and will continue the business at the same location.

R. O. Gordon succeeds Dewey Jaarsma in the grocery business at 1436 Grandville avenue.

Review of the Grand Rapids Produce Market.

Apples—Winesaps and York Imperials, \$2 per hamper; Baldwins, Greenings and Wagners, \$5.50 per bbl.; Northern Spys, \$6@7 per bbl.

Bananas—\$5.25 per 100 lbs.

Beets—\$1.40 per bu.

Butter—The market is very firm on the higher grades of creamery, due to the extreme light receipts, the demand cleaning the receipts of finest marks daily. The market is also firm on other grades, as the receipts are lighter this time than during any period this season. There is a fairly active demand for all grades and no material change is looked for in the butter market in the immediate future. There is a good home consumptive demand. Local dealers hold extra fancy creamery at 43¢ for fresh and 43¢ for cold storage; centralized brings 1¢@2¢ less. Local dealers pay 42¢ for No. 1 dairy in jars and 32¢ for packing stock.

Cabbage—Home grown, \$2.50 per 100 lbs.

Carrots—75¢ per bu.

Cauliflower—\$2.25 per doz.

Celery Cabbage—10¢ per bunch.

Cranberries—\$14 per bbl. for Late Howes; \$7.50 per ½ bbl.

Eggs—The market is fairly firm, due largely to extremely light receipts of fresh goods. The receipts clean up every day, with a good consumptive demand. There is no material change in the storage egg situation, there being considerable drawn out daily. No change is looked for in the near future, there being a good export and home consumptive demand. Local dealers pay 45¢@46¢ for strictly fresh, loss off, including cases. Cold storage operators are putting out their stock on the following basis: Extras, candled, 38¢; first, 36¢; seconds, 33¢. The recent action of the Government is promulgating a rule that cold storage stock must be sold as such has had a tendency to weaken cold storage prices.

Green Peppers—65¢ per basket for Southern grown.

Honey—22¢ per lb. for white clover and 20¢ for dark.

Lemons—California selling at \$7.75 for choice and \$8.25 for fancy.

Lettuce—15¢ per lb. for hot house leaf; \$2.50 per hamper for New York head.

Limes—\$1.50 per 100 for Italian.

Maple Syrup—\$1.75 per gal. for pure.

Mushrooms—75¢ per lb.

Nuts—Almonds, 21¢ per lb.; filberts, 20¢ for Grenoble; Brazils, 18¢; Mixed Nuts, 16½¢.

Onions—Home grown command \$3.25 per 100 lb. sack; Spanish, \$2.25 per crate.

Oranges — California — Valencias, \$4.25@4.50.

Oysters—Standards, \$1.85 per gal.; selects, \$2.25 per gal. Shell oysters, \$9 per bbl. for either Blue Points or Cotuits; 75¢ per 100 for Blue Points and \$1.25 per 100 for Cotuits.

Figs—10 lb. layers, \$1.65; 20 8 oz. packages, \$1.85.

Grape Fruit—\$4.25 per box for all sizes Floridas.

Grapes—California Emperor, \$5 per keg or \$2.25 per crate; Malaga, \$7.50 @7.75 per keg.

Green Onions—Shallots, 65¢ per bunch.

Potatoes—Up State buyers are paying 75¢@85¢ per bu.

Poultry—Local dealers pay as follows for live: Turkeys, heavy, 22¢; medium, 17¢; small, 14¢; thin, 12¢; geese, 15¢; ducks, 18¢@20¢; springs, 17¢; fowls, 16¢; old roosters, 12¢. Dressed, 2¢ above these prices.

Radishes—25¢ per doz. bunches for small; 90¢ for large.

Sweet Potatoes—\$2.40 per hamper for kiln dried Illinois.

Tomatoes—30¢ per lb. for hot house.

Combination Sales On All Groceries Prohibited.

Food Commissioner Hoover has dealt a death blow on combination sales of food by the promulgation of the following official order:

On and after this date all combination sales of food commodities are forbidden, with the one exception stated below.

The sale of one or more food commodities upon condition that the purchaser shall buy one or more other food commodities from the seller is regarded as a combination sale within the meaning of the ruling.

Combination sales frequently result in the sale of more foodstuffs than the particular purchaser would ordinarily buy, and are therefore determined to be a wasteful practice within the meaning of section 4 of the Food Administration act of August 10, 1917.

Pending further notice, and as a wheat conservation measure, the dealer may sell sugar in combination with corn meal, at the rate of 1 pound of sugar with 2 of corn meal. No other combination will be permitted, nor will any other ratio other than that here stated be allowed.

The dealer shall not sell either the sugar or the corn meal at a price yielding him a profit greater than he has normally enjoyed upon the particular commodity.

The dealer is not required to make combination sales of sugar and corn meal, but may do so at his discretion."

It will be observed that this order is not restricted wholly to combination sugar sales, but includes all types of combinations where an offer is made of one or more products whether at a low price or not, that is dependent upon the buyer purchasing some other class of goods in connection. This covers, therefore, all sugar offers at a low price, but having a string that requires the consumer to buy coffee, tea, or any food, the usual practice being to include one or more commodities on which there was a "long" profit to make up for the supposed cut.

BUSINESS CHANCES.

To Rent—Fine brick store, 25 x 75 feet, with good basement and furnace; has been occupied as general store twenty-two years. Best location in Vassar at \$22 per month. R. D. Varnum, Vassar, Michigan. 458

For Sale—Grocery and meat market. Doing \$2,500 monthly. No trades. Address W. B. Harris, Smithville, Missouri. 459