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# MICHIGAN TRADES MAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 5, 1917

Number 1785

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## When the Madness is Ended

The Roll of Honor is long and solemn  
In the mourning City of Everywhere,  
And they eagerly read its cold, gray column  
With eyes that blur and with eyes that stare.  
It is read by the haughty and read by the humble,  
It is read by the old and read by the young,  
And the young grow old and the old hearts mumble,  
And it is read in every tongue.

It tells how the blood of a peasant splashes  
The dying son of an ancient line—  
In the blinding shock and the roaring clashes  
They drank to death in their mutual wine.  
They had scorned each other, perhaps and had hated,  
When the one was poor and the other was rich,  
But the barriers false by Caste created  
Were not there in the last red ditch.

Oh, the ancient lines are thin and broken,  
With their heirs-apparent a list of dead;  
But by every splendid and worth-while token  
Have the heirs-apparent inherited.  
And the stark, white test of the ultimate issue  
By the plan of a grim, inscrutable Fate  
Has proved the man of the coarser tissue  
Blood-heir to the same one on the same estate.

When the guns are still and the madness ended  
And back to Peace limp the wraiths of men,  
As the heart of the world is slowly mended  
What of your laws and your customs then!  
Will ye hate as of old the one the other?  
Will Caste be reared on the hallowed spot?  
Will the name and the fact and the blood of brother  
And its promise be all forgot?

*Bart Howard.*

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GRAND RAPIDS, MICHIGAN



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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.

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 DIRT PROOF  
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For samples and particulars write

**THE CLEVELAND-AKRON BAG CO., CLEVELAND**



# MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 5, 1917

Number 1785

## SPECIAL FEATURES.

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**CUFF-TOP SOCKS COMING.**

The cuff-top socks that first made their appearance about five years ago and died a quick and natural death at that time are beginning to make their appearance like mushrooms, and, while no large business has been placed on them as yet, it is felt that they will find favor later on when their novelty is partly worn off. The bulk of the trade agree that they are too much of a novelty to gain a following quickly.

An instance is noted in the trade that would seem to substantiate this belief. A jobber in the Middle West bought a case of these cuff-top men's socks two years ago and last week reported that he had just succeeded in disposing of the last of the original case. Such a slow seller evidently cannot be expected to attract much attention.

It is interesting, however, to note that the better class of trade finds less fault with them than the cheaper trade, and this is explained by the fact that many of those who buy the cheaper goods do not wear garters and therefore find that they do not stay up as well as the looped-top socks. This objection is not felt to merit any great consideration since the trouble is easily remedied. A large house in the trade reported that they were making some of the cuff tops and found buyers showing a little more interest in them than has been the case since they were first introduced.

In some quarters it is reported that the higher grade of women's silk hosiery is lagging somewhat on account of the trend away from luxuries. Medium and low-end goods are said to be having a run and are hard to locate in the market. Men's silk lines are equally strong.

The cotton situation remains unchanged. Men's and children's supplies are very hard to locate and the bulk of the trade is closed up for the present. Mills refuse to sell very far ahead and the result is that they have nothing to offer now, although it is expected that soon after the turn of the year they will be in a position to take on some additional business, even though it may not be large.

**COTTON MARKET STRONGER.**

The last week showed further advances in cotton quotations. Whether any more are to come is one of the problems. The price advances being seemingly the combined results of the

ability of holders to retain their holdings and of the efforts of speculators who are banking on a small crop and a large demand, prediction is valueless. But the effects on the goods market have been beyond dispute. Prices of fabrics of all kinds have jumped, and this circumstance, far from checking purchases, seems to have stimulated them. It is a phenomenon usually seen on a continuously rising market. So new high figures for printcloths and napped cottons and the various kinds of bleached, colored, and printed goods have been accepted as a matter of course by those who had previously been afraid to buy at lower levels. In certain fabrics there are evidences of a scarcity because of the unusual demands from the Government. Yarns have been particularly strong, with an active demand especially from the knitters. The underwear openings disclosed advances in price from about 45 per cent. up. This did not serve to discourage the purchasers, who seem to be worrying more over the question of whether their wants can be supplied by the mills. A number of the latter, indeed, stopped taking orders after obtaining a certain quota. Similar conditions are shown with regard to other knit goods.

**JUST PLAIN PROFITEERING.**

The restaurants, hotels and railway dining cars are conserving meat. That is patriotism. They are cutting down on wheat bread and charging for bread and butter. That is conservation. But most of them still continue the system of charging outrageous prices for potatoes which they inaugurated a year ago, when potatoes were so high that the cow that jumped over the moon had to make an extra effort to catch up with them.

That is just plain profiteering.

A year ago the Government advised us to raise potatoes. We "done raised um." And the result is that the potato crop is 50 per cent. larger than on the previous year, and the prices correspondingly low.

Moreover, when prices went up people got the habit of cutting down on potatoes. Not only the restaurants and hotels, but private homes as well, use less potatoes than formerly. It looks as though the patriots who raised potatoes at the Government request would, in many instances, have their troubles for their pains.

There is no reason for those eating places which cut down on potatoes in order to conserve them continuing the custom. There are plenty of Murphys in the country, and they are fairly cheap.

If you ever get acquainted with yourself the chances are that you won't find your company so very agreeable.

**BLESSINGS IN DISGUISE.**

Necessity is proverbially the mother of invention, and, judging by the light of recent evolution, adversity is the mother of common sense. So far as food merchandising is concerned there has not been so much reversion to "horse sense" in a decade as since the war broke out, and a few faddists and the orists had a chance to fade away into the landscape in a camouflage of deserved obscurity.

The tremendous economic experimentation in progress at Washington, and reaching out its influence all over the country, has played an immense part in wiping out the crazy idea of "eliminating the middleman" and shown how vital has been our seeming intricate system of co-ordinated links in the distributive chain. Never until Mr. Hoover undertook the task of handling the food supply of a Nation and pointed the need for the prevailing going machinery of business organization did the middleman feel that he had a safe and sane ally in governmental circles, and he showed his appreciation and his patriotism alike by willingly and cordially assuming his share of the necessary sacrifice. Most of the grocers and other food traders are anxious to demonstrate the fairness of the functional expense they exact from the people by foregoing speculative profits and trying to live on the "fair profit" accorded them by the Hoover experts.

Accompanying this recognition of the legitimacy of the functional middleman has come a study of two other great factors of the cost of living; the actual costs of production and the advance due strictly to the law of supply and demand. Accountants have very generally confirmed the fairness of known costs and revealed to the public facts they would never accept from unofficial sources as to the remarkable increase in food costs in recent years. Not only has the truth been shown, but it has gone far to cast an accusing spotlight on the farmer as a dictatorial force of none too generous public spirit. And as for the strictly speculative middleman, he has been, temporarily at least, thrown into the discard.

A preliminary statement of the decrease in college and university enrolment this year is furnished by the Boston Transcript, which has gathered figures from sixty principal institutions. They show a total loss of 21,000; happily, only one-seventh of this is in the entering class. If we take the male registration alone, the loss is roughly 25 per cent., which seems a great deal to Americans but will seem small to Englishmen and Frenchmen. When we consider that upon the outbreak of war many institutions were half-transformed into military camps, that patriotic

ardor is naturally high among students, that college men are economically independent as a class, that the officers' training camps made a special appeal to college men, while technically trained were wanted for technical service, and that many juniors and seniors were subject to the draft, the wonder is that we have three out of every four men left. The country does not yet need to worry over war's cutting short the whole flow of trained men into its life.

Seattle is bitter, its sempiternal rival, Tacoma, rejoicing, that Gen. H. A. Greene, of Camp Lewis, has ordered his men to stay away from the former city unless given special permission to go there, while allowing them the free run of the latter. The reason is the alleged bad moral conditions in Seattle. "Tacoma is clean in comparison with Seattle," he explains. "There may be some vice in Tacoma—that is to be expected—but it is not on an organized basis, as in Seattle. The police officials of Tacoma have not been corrupted as have many of the Seattle officials." Seattle women have meanwhile planned to hold a great mass meeting, members of the Federation of Women's Clubs and the local Red Cross workers being especially prominent in this, to make demands for a clean-up of the city. Mayor Gill has denied reports that he would resign, and states that "the clean-up policy of the Police Department will be continued without interruption, and there will be no change in the head of that Department."

Cleveland's Board of Education, upon recommendation of Superintendent Spaulding, has adopted a resolution to remove teachers of German sympathies. The Superintendent indicates that this is on account of "rumors and several definite reports concerning evidence of pro-German sympathies entertained by certain teachers." He admits that dismissal, based on sentiment that may never be expressed in the schoolroom, may seem severe, but finds its justification in that teaching is not limited to expression through language, and that teachers should be able to teach patriotism in a positive way, not merely negatively, to avoid disloyalty.

Two great evils menace the American people—the Kaiser from abroad and the labor unions from within. It is pretty hard for a free country to be forced to combat two such enemies—enemies from without and enemies from within—at the same time, especially as the two appear to be working in harmony to defeat individual freedom in the best country the sun ever shone on.

Many a man who thinks he is thinking is merely rehearsing the thoughts of another.

### Late News From the Saginaw Valley.

Saginaw, Dec. 4—Long live the czar of Michigan! Mark Brown and Bert Rutherford, the orator of No. 43, were the words on the lips of each one of the 125 people who attended the annual venison banquet at Forester Temple Saturday night. It was one of the most successful affairs ever held of its kind. Thanks were tendered in a three-fold manner by Gordon Grant, worthy toastmaster of the evening, first to Mr. Brown and Mr. Rutherford for the venison, secondly to the entertainment committee, Fred L. Strutz, chairman, and then to the ladies of the U. C. T. who prepared and served the bounties of the evening. Certainly no chef or set of chefs in gay Paris could have done better or made a more worthy showing. Mr. Rutherford, in his modest manner, gave a brief outline of their hunting trip and accorded Mr. Brown credit for killing the deer. Anyhow, he said it was Brown's turn to receive credit, as the latter gave Mr. Rutherford that credit last year. Toastmaster Grant called on several for talks. A poem was written and read by Mrs. Dan McArthur, which we would like to see in print, but we will not ask Mr. Stowe to give way to business rules this year. It was a poem of tribute where tribute belongs. A splendid and instructive talk was given by Mrs. H. L. Ranney in behalf of the ladies of the U. C. T., urging the wives of every U. C. T. to join the organization. She said that during these trying hours the ladies had done away with their regular monthly social affairs and were spending that time working for the Red Cross. Certainly great credit must be given them for such patriotic endeavor.

Mr. and Mrs. M. L. Guider, of Detroit, were at the banquet. Their many friends were glad to see them. Mr. Guider is a P. S. C. of No. 43.

Floyd Brown, son of Mark Brown and a member of the Michigan Knight Templar ambulance corps now stationed at Camp Zachary Taylor, Louisville, Ky., is home on a short furlough. This accounts for Mark's absence at our banquet, where he was certainly missed by a host of friends.

Saginaw needs laborers. Boys, don't be afraid to tell this wherever you go. Boost!

The Northwest Glass Co., of Saginaw, which took over the Michigan Glass Co. plant here a short time ago, will be ready for operations about Jan. 1. It needs about 200 men to start on and more will be added later. The company has many contracts to fill the coming year.

The Michigan Bee Keepers' Association held its annual convention here last week, with 200 in attendance. It held a two day session.

Max Heavenrich, head of the Heavenrich Clothing Co., one of Saginaw's largest and most complete haberdasher shops, was host to 225 of Saginaw's poor children on Thanksgiving day, at which time he gave them their annual feast at the Elks Temple. Much credit is due Mr. Heavenrich for this annual philanthropical act toward our poor little citizens.

Miss Anna Roth, for sometime past in the Ed. Mann grocery, on Howard street, has accepted a position with the Victor Tatham chain stores here, the same being conducted successfully on the cash and carry basis. She is located at store No. 4, formerly known as the Heller grocery, and should prove a valuable asset to this enterprising firm.

Hugo Werner is spending a week end furlough at home. He is stationed at Camp Zachary Taylor, Louisville, Ky. He is a member of the Michigan Knights Templar ambulance corps.

The Sonora Phonograph Co., of this city, has purchased ground adjoining the Herzog Art Furniture Co. and will begin building soon, its

present quarters being too small to accommodate the increased business.

The body of Don McGee, Saginaw's famous aviator, who was killed in a fall Oct. 10, was found in Lake St. Clair Saturday afternoon. The body was washed ashore several miles from the point where he fell and was found by a couple of duck hunters. Don was a civilian instructor in aviation at Selfridge Field, Mt. Clemens, and lost his life when he fell into Lake St. Clair from an altitude of 3,000 feet. The remains were cremated at Detroit and burial will take place from his home in Saginaw Tuesday afternoon.

Do your shopping early and avoid the rush, is now the common slogan.

Captains Knoop and Doerman are very busy these days handling the big U. C. T. drive for our January rally. Each side has plenty of ammunition and it is only a question of long windedness as to which bunch will go "over the top." We are cheering for both sides. There is a bit for each of us to do. Let's help!

L. M. Steward.

### Government Aims to Prevent Hoarding of Sugar.

Stanwood, Dec. 3—I have taken your paper for a long time and have always found it right on all things, but now I am up against it. I saw an article in your paper in regard to sugar, that merchant in no case should sell more than two pounds of sugar to one man at a time, nor in any case should he charge more than 7½ cents and in no case should he sell it for less than cost.

Now, where are we at? If the wholesale houses do not reduce the cost to us, we cannot sell it at that price and pay \$7.90. Our overhead expense would not allow us to sell at 7½ cents. Then, again, we have farmers who live six to eight miles from here with perhaps six or eight children, who are sometimes unable to get to town for two or three weeks at a time on account of bad roads. What are we going to do in such cases—confine sales to two pounds at a time or give the farmer enough sugar to last him until he can get to town when the roads freeze up? With town customers who can drop in any time, I see no difficulty ahead, but in the case of the farmer who lives a long distance from town, I cannot see my way out. Will you kindly throw a little light on the subject? I want to at all times do as near right as possible, but this is a puzzle to me.

M. D. Crane.

Mr. Crane is mistaken in the statement that the Tradesman stated that he must sell sugar at 7½ cents. The rule is that he shall sell it at any price he sees fit between cost and 8½ cents—not less than cost and not more than 8½ cents per pound.

The Tradesman does not believe the Food Administration of the Government is going to be arbitrary or unreasonable in punishing technical violations of the sugar ruling, providing good faith can be shown. If a farmer who has six or eight children and lives six or eight miles away from town came into the store, the Tradesman would sell him three or four packages of two pounds each, providing it looked as though the roads were going to be so bad he could not get into town for some days or weeks. We would make a notation of this sale in a book, giving in connection therewith, our reasons for making the excess sale, so that when the Government inspector comes around he can be plainly shown that the violation of the law was not a willful act, but was done solely in

the interest of dealing fairly with the farmer.

The theory on which the Food Control is working is that the consumption of sugar should be restricted to one-half pound per capita per week. A family of eight would therefore be entitled to four pounds of sugar per week.

Of course, the Tradesman has no right to guarantee any merchant immunity from arrest and punishment in the event of his selling more than two pounds of sugar to any purchaser at one time, but we believe the inspectors will deal very generously with any merchant under the circumstances stated if it is found he confined his sales to the town people and those living near the town to two pound packages, and gave the farmer living remote from town a little leeway.

### Live Notes From a Live Town.

Owosso, Dec. 4—We have a satisfactory report from Bill Griffith that the money handed him last week for tonsorial expenditures was not all wasted. Mr. Griffith, after arriving in town, secured the attendance of J. J. Brown as a witness and went immediately to Bill Campbell's barber shop and got fixed up some, but neglected to get a hair cut. This we can overlook, as in these times of conservation Bill, no doubt, concluded to let it grow another six months, so as to get more for his money. Verily, an honest man is the noblest work of God.

Ed. McCarthy, of Fenmore, has sold his general stock of merchandise, together with store building and farm, to D. L. Rogers, of Summit City, who has taken possession. Mr. Rogers is well acquainted in this part of the territory, having been in business at this location several years ago. Dave is an A 1 hustler and is bound to win. The only thing we know against his qualifications is that he used to teach school and "board round," but he may have lived this down by this time. Here's hoping, as we ourselves married a country school ma'am!

Roy Gardham, who has been on the road for John Detwiler, wholesale fruit house, for several years, has purchased the Hickory street grocery of the French Cash Grocery Co. and will take possession Dec. 1. Roy has been a winner in the fruit game and will continue the same hustle in the grocery business. Can't stop that kid now.

Mr. Clunpage, who has for several weeks been under the weather, is out again and enjoying better health. When Clun capsizes, it makes a hole in the bunch.

Loynes Bros., of Chapin, have sold

their stock of general merchandise to Charles Sutliff, who will take possession about Dec. 1.

Mrs. W. C. Shepard, of Middleton, has purchased the brick store building formerly owned and occupied by L. H. Moss with a line of drugs and has moved her large stock of general stores in the village and under the supervision of its owner will be a winner. Honest Groceryman.

### The Meek Butcher and the Irate Female.

The meek butcher was at dinner, when he heard someone in his shop vigorously pounding the floor. He hastened thither and discovered a lady—a nice lady—red in the face with anger at the delay of his coming. Before he could enquire as to her wants, she said:

"I want some liver for my cat."

"I haven't any, ma'am," he said.

"Yes, you have," she thundered, pointing to one that could be seen through the ice-house window; "but you are too stingy to give me any. I shall go elsewhere."

And when she had gone, slamming the door behind her, the meek butcher cut off a half-pound of the liver, wrapped it in paper, and sent it to the lady's home by his boy. Then he went back to his dinner—now grown cold—and complained to his wife that the good old days were gone and that "there is no longer any money in the business."

N. B.—The lady fried the liver for her dinner, and sent the cat out to the woodshed to catch a mouse.

### Faulty Removing of Hides Causes Meat Waste.

To show that considerable meat and fat is wasted in faulty removing of hides from slaughtered cattle, the United States Department of Agriculture gives out the following: A Washington dealer states that nine steer hides purchased by him carried seventy-nine pounds of waste meat. A Detroit dealer reports that an average of six pounds of waste meat was found on forty cow and steer hides received at his plant, and that in ten days his men scraped 2,177 pounds of waste meat from hides, or enough to supply low-grade meat to about 5,000 people for one day. Faulty butchering, in addition to causing a loss of the food value of the meat which is wasted, results in a considerable loss of edible fats which remain on the hides.

## EFFICIENCY SINCERITY INTEGRITY

We were organized upon this basis and our business is being fostered upon these principles. Thousands of enthusiastic friends all over the State have heartily endorsed our up-to-the-minute methods.

MICHIGAN HARDWARE CO.

Exclusively Wholesale

GRAND RAPIDS, MICHIGAN

### Captain Burgess Writes Grand Rapids Council.

Camp Mac Arthur, Texas, Nov. 15—Your letter of Nov. 5, conveying information as to the benefits of the U. C. T. which are to be extended to members, so long as they remain in the United States, even though they are serving as soldiers, is at hand and this action will certainly be appreciated by such members as have been called to service. I am pleased to enclose the assessment fee of \$2, as suggested, which will cover that and include with same \$2 for dues from Jan. 1, 1918, to July 1, 1918, and also the dues for Travelers' Benefit assessment amounting to 25 cents, making a total of \$4.25. I have been expecting to write to Grand Rapids Council, but the many duties before me and the immense volume of business handled from this office has kept me busy and I have not even answered urgent personal correspondence.

I certainly appreciate the beautiful saddle horse presented to me and can assure you that Rex is all that his name implies. He is one of the best mounts we have at Camp McArthur. I have met a number of the members of the U. C. T. in this locality and have been visited by some from other sections and received the most hearty welcome in all cases. The letter from the Liberty Loan Committee, consisting of Brothers J. D. Martin, Homer R. Bradfield and E. J. MacMillian, was received and would have been pleased to file my application with you at Grand Rapids but had already made subscription for a bond here as a member of our camp subscription. Camp Mac Arthur officers and men have subscribed for over one and one half million dollars of Second Liberty Loan bonds. Regarding the length of time before we leave for France, we are not privileged to state any information regarding troop movements, but the intensive training here is fast preparing officers and men for foreign service and will undoubtedly be ready to leave as soon as complete equipment is furnished.

Complete re-organization of all regiments has been made and the 126th Infantry consists of 3,755 officers and men, which is practically 28 per cent. more than the entire National Guard of Michigan prior to last year. All are being fed, supplied with clothing and equipment of all kinds, together with fuel and forage, and all incidentals by your humble servants, the Supply Company, which company has increased from thirty-seven men with which we started to 138 men at the present time. The infantry organizations have been increased from the fifty or sixty men whom we formerly thought to be a fair average to 250 men to each company. The regiment has also absorbed quite a portion of the old 31st Michigan, but we are all now the new 126th Infantry and endeavoring to maintain the high state of efficiency throughout the organization with which the 32nd have always been credited. We are now a part of the 32nd Division, which consists of one complete fighting unit, located at Camp Mac Arthur, Texas.

Will always be glad to hear from Grand Rapids Council and any individual members and will always be glad to answer such correspondence.

Walter N. Burgess,  
Captain 126th Infantry.

### Boomlets From Bay City.

Bay City, Dec. 3—The work of enlarging and remodeling the club and lodge rooms of Bay City Lodge, No. 88, B. P. O. E., which has been under way for the past four months, has been completed and both were thrown open to the members for the first time Wednesday night, when a large class was initiated. The club rooms have been re-decorated and furnished throughout with new furniture, rugs and draperies, giving the Elks the best club rooms in the city, if not the State. The lodge room,

which is also used by the United Commercial Travelers, has been re-decorated and other improvements made which add greatly to the appearance of the room. The cost of improvements will be nearly \$10,000.

The Babo building, corner Third and Grant streets, has been refitted and will be occupied by Chas. McPeak & Son, who will stock it with a full line of groceries and will do a cash non-delivery business.

Curnalia & Duncan, Roscommon, general hardware and sporting goods dealers, have moved their stock to their new store building, across the street from their present location. This is a good move, as it gives them more room and better facilities for handling their rapidly increasing business.

D. C. Wood, Benton Harbor, representing the Red Wing Milling Co., of Red Wing, Minn., has been working territory North of Bay City the past week in the interest of the National Grocer Co., Bay City branch.

The Chevrolet eight motor, after nearly two years of experimenting and perfecting, has finally been put on the market and steady deliveries have been promised. The Bay City plant is modern and capable of a large output of the motors.

Fifteen hundred boys attended the fifteenth annual State boy's conference held in this city Friday, Saturday and Sunday. The boys were given a royal welcome and everything was done to make their stay in the city pleasant. The next conference will be held in Jackson. William T. Ballamy.

### The Situation in Millinery.

After the short but very successful vogue of the gold and silver brocade hats, we find ourselves once more confronted with that big interrogation point. The dahlia hats that have been shown in New York to a small extent for the last three weeks only meet the fancy of the more matronly women. The writer has yet to see one young woman wearing a dahlia hat.

The satin hats are having a fair sale, but only in connection with fur trimmings or fur edgings. The latest candidates for supremacy in fashion are the maline hats, that is, hats with maline combinations. We have seen rather smart satin hats with upturned maline edges, hats with satin crowns

and maline brims, but the right and successful way of combining maline has not been evolved as yet. There might be a sudden run of this kind of millinery. Several well-informed millinery buyers think that this run will only appear in the fullest extent in January.

Two of the "heads of fashion" see an increased chance for flower hats, and there are quite a few things pointing to a demand for flowers, calculated to meet its fullest strength about Jan. 1.

Another prediction, based on expert opinion, favors larger shapes of the sailor and similar types, and it seems very natural to us that the change to larger shapes would meet with great success.

C. R. St. Germaine, who is engaged in the retail drug business at Decatur, is remodeling his store and adding to his equipment a new outfit of Wilmarth fixtures and a guarantee iceless soda fountain, purchased from the Hazeltine & Perkins Drug Co.

## Sunsweet Prunes and Apricots

the advertised  
**BRAND**  
that sells



Let the people know  
**You Sell Sunsweet**

California's "Nature Flavored"

Prunes and Apricots—the quality brand that is being popularized by wide-spread advertising and publicity

In addition to being the quality brand, the inspected brand and the guaranteed brand, SUNSWEET Prunes and Apricots are the national brand.

Link your store to SUNSWEET and get a bigger and a better business.

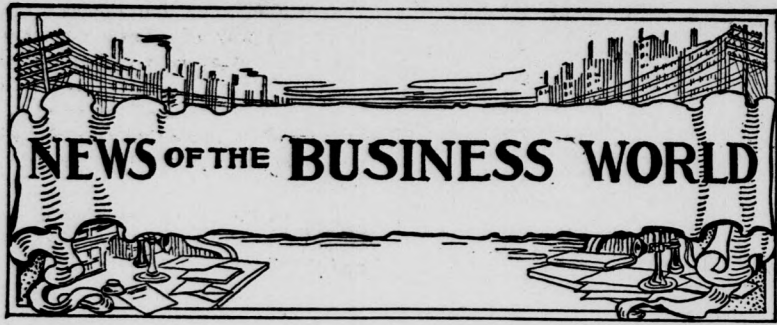
SUNSWEET Prunes and Apricots are

a wonderful fruit food—and a cheap food. They are packed in all desirable sizes. The price to the trade is guaranteed.

Get in touch with your jobber now. Order SUNSWEET. If he hasn't them write us. Valuable dealer helps and other advertising matter sent on request.

**California Prune and Apricot Growers, Inc.**  
SAN JOSE, CALIFORNIA

A co-operative growing and marketing association including more than 85% of the growers engaged in this industry in California.



#### Movements of Merchants.

Vermontville—T. R. Barningham has opened a meat market in the Allover block.

Haslett—Don Herbson has engaged in the meat business in the Smith building.

Howell—Fire destroyed the Dickson & Son bakery Dec. 1, entailing a loss of about \$10,000.

Detroit—The Tractor-Truck Sales Co. has changed its name to the Commercial Tractor & Trailer Co.

Bangor—E. W. Fausnaugh has removed his jewelry and optical stock to Kalamazoo and will continue the business.

Negaunee—Victor Menard has engaged in the baking business at the corner of Clark and Pioneer streets.

Three Rivers—Thomas J. Reed, hardware dealer, died at his home Nov. 24, following an illness of but a few days.

Ravenna—Mills Thompson has purchased the Owen Harrison meat market and will continue the business at the same location.

Bellaire—Bosworth & Pruyn, owners of the Glendale Stock Farm, have opened a meat market which they will supply from their own farm.

Elberta—A. Johnson, dealer in general merchandise, has purchased the general stock of the Glerum Store and is closing it out at special sale.

Rexton—George Warner has sold his shoe and rubber stock to Saul Winkelman, clothing dealer at St. Ignace, who will consolidate it with his stock.

Detroit—The Russel Co., which conducts a ladies' furnishing house at 250 Woodward avenue, has increased its capital stock from \$50,000 to \$100,000.

Sherman City—L. C. Mindle has sold his stock of general merchandise to F. W. Williams & Son, who will continue the business at the same location.

Pelkie—The Farmers Co-Operative Trading Co. has been organized with an authorized capital stock of \$4,500, \$340 of which has been subscribed and paid in in cash.

Pontiac—The Markley Commercial Body Co. has been incorporated, with an authorized capital of \$25,000, \$15,000 of which has been subscribed and paid in in cash.

Boyne City—S. G. Arbuckle, grocer, has purchased the A. T. Brockway grocery stock and will continue the business under the management of Leon B. Rolison.

Port Huron—Henry J. Porter has purchased the interest of his partner, N. J. Webb, in the Webb & Porter bakery, at 533 Water street, and will continue the business under his own name.

Addison—H. E. Iveson and Ad Haight have formed a copartnership and purchased the meat market and grocery stock of Wilson Haight, taking immediate possession.

Houghton—The R. B. Lang Dry Goods Co. has sold its stock and fixtures to Peal & Friend, wholesale dry goods dealers of Chicago, who will remove them to Chicago.

Detroit—The Combination Lock Switch Co. has been organized with an authorized capital stock of \$10,444, of which amount \$8,000 has been subscribed and \$3,000 paid in in cash.

Mears—C. A. Brubaker has purchased the Ewald store building and will occupy it with his stock of general merchandise as soon as he has finished remodeling and enlarging it.

Vassar—The McDonald Clothing Co. has sold its stock and store fixtures to William Parry, who has closed out his stock of general merchandise at Mullet Lake and will take immediate possession.

Eaton Rapids—Crane & Crane are erecting two large dry kilns at their elevator for the purpose of curing the large percentage of this year's bean crop which is wet and unmarketable in its present condition.

Detroit—The Model Shop, 209 Gratiot avenue, has been organized to sell dry goods, millinery and jewelry with an authorized capitalization of \$5,000, which amount has been subscribed, \$2,500 being paid in in cash.

Belding—The Cash Buyers Union has been incorporated with an authorized capital stock of \$1,000, which has been subscribed, \$250 being paid in in cash. It will deal in general merchandise, farm products and fuel.

Flint—The Copeman Laboratories, Inc., have been organized to deal in automobile accessories and devices with an authorized capitalization of \$50,000, of which amount \$30,100 has been subscribed and \$20,100 paid in in cash.

Greenville—F. A. Boelio has moved his new and second-hand furniture stock three doors south of his old stand, into the building formerly occupied by Z. C. Bohrer. He now has one of the largest stores of its kind in Montcalm county.

Saginaw—The U. S. Distribution Co. has been incorporated to conduct a general brokerage and fuel business with an authorized capitalization of \$10,000, of which \$5,000 has been subscribed, \$900 being paid in in cash and \$100 in property.

Comstock Park—The Harmon Drug Co., of Grand Rapids, has sold the stock and store fixtures of its branch store here to the manager, F.

F. Laubscher, who will continue the business under the style of the Comstock Park Pharmacy.

Detroit—Gilbert Miller, who conducts a jewelry store on Woodward avenue, has merged his business into a stock concern with an authorized capitalization of \$300,000, \$150,000 of which has been subscribed, \$1,158.73 being paid in in cash and \$128,841.27 in property. The business will be conducted under the style of Square Deal Miller.

Sand Lake—M. V. Wilson, the pioneer druggist of Sand Lake, will lock his doors Dec. 12 and proceed to Florida, accompanied by his wife. He will make his headquarters at St. Cloud and will be absent until about April 1. Two reasons exist for the closing of the store—his utter inability to obtain a supply of coal and to take a long vacation while he is still a young man.

Lansing—The Lansing Retail Merchants Association has unanimously decided to give extra values in merchandise and to conduct special sales on Thursday of each week during the coming winter. These special days will be termed Suburban Shopping days, and are primarily instituted for the benefit of out of town trade who wish to avoid the usual Saturday rush and who can not easily get to the stores in time to take advantage of sales advertised in papers of the previous day. Suburban day advertisements will appear in Tuesday's paper. These will be in the hands of out of town trade Wednesday, giving plenty of time to attend the Thursday sales.

#### Manufacturing Matters.

Detroit—The capital stock of the T. B. Rayl Co. has been increased from \$150,000 to \$400,000.

Ann Arbor—The Drugcraft Co., Inc., will increase its capital stock from \$20,000 to \$100,000.

Detroit—The capitalization of the Schermack Wheel Co. has been increased from \$1,000 to \$100,000.

Detroit—The capital stock of the Pronovost Wheel Co. has been increased from \$40,000 to \$250,000.

Detroit—The C. W. Moore Manufacturing Co. has increased its capital stock from \$2,000 to \$200,000.

Detroit—The Birmingham Creamery & Ice Manufacturing Co. has increased its capital stock from \$30,000 to \$75,000.

Fillmore Center—The Fillmore Center Creamery Co. has closed its plant, owing to the high price demanded for milk.

Cassopolis—The Cassopolis Ladder Co. has moved to Three Rivers and changed its name to the U. S. Wood-ware Manufacturing Co.

Eaton Rapids—The Eaton Rapids Woolen Mills, Inc., has been organized with an authorized capitalization of \$25,000, all of which has been subscribed and paid in in property.

Evart—The Evart Manufacturing Co. has been incorporated to manufacture general woodwork and forgings with an authorized capital stock of \$30,000, of which \$20,000 has been subscribed, \$10,000 being paid in in cash.

Detroit—The Lincoln Oil Co. has engaged in business with an authorized capitalization of \$50,000, of which amount \$25,000 has been subscribed, \$650 being paid in in cash and \$12,000 in property.

Ionia—The United Reed & Fiber Co. has been incorporated with an authorized capitalization of \$750,000 common and \$500,000 preferred stock, which has all been subscribed and paid in in cash.

Detroit—The Northern Chemical Co., 725 West Fort street, has been organized with an authorized capitalization of \$5,000, of which amount \$4,800 has been subscribed and \$1,000 paid in in cash.

Detroit—The Detroit Fuel & Foundry Supply Co., 625 West Fort street, has been incorporated with an authorized capital stock of \$75,000, \$37,500 of which has been subscribed and \$15,000 paid in in cash.

Detroit—The Meyer Manufacturing Co. has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property. It will manufacture gasoline wall torches and screw machine products.

Eaton Rapids—Upward of 300 people are now employed at the Eaton Rapids Woolen Mills, and the industry is being operated night and day to keep in hearing distance of the orders that are coming in for the "made in Eaton Rapids yarn." Nearly a car load of the woolen mills product is going out by express every day, in addition to the heavy shipments that go by freight. For the past month an express car has been set out on the side track at the Michigan Central depot each day for the woolen mills to load.

President Lake and Secretary Bothwell are preparing the programme for the Ann Arbor convention of the Retail Grocers and General Merchants' Association of Michigan, to be held Feb. 19, 20 and 21. Among the speakers already secured by President Lake is William R. Roach, of Hart, formerly President of the National Canners Association, one of the greatest industrial organizations in the United States.

Baxter & Goodale, who have conducted the Interurban Pharmacy at Battle Creek for the past two years, have enlarged their business and have taken over the room occupied by the Michigan Railway previous to its moving to its new quarters. They will add to their equipment Wilmarth fixtures purchased from the Hazeltime & Perkins Drug Co.

C. R. St. Germaine, who is engaged in the retail drug business at Decatur, is remodeling his store and adding to his equipment a new outfit of Wilmarth fixtures and a guarantee iceless soda fountain, purchased from the Hazeltime & Perkins Drug Co.

E. A. Herron, druggist at Lakeview, who recently suffered a loss by fire, will again engage in the retail drug business at that place. The Hazeltime & Perkins Drug Co. has the order for the new outfit.



### 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—\$1.25 per bu.

Butter—The market is very firm on fancy grades, having advanced 1c per pound over last week's quotations, due to extreme light receipts and good demand. There is no material change in storage butter. Continued high prices are looked for in best grades of fresh butter, as the receipts are very light and production at the lowest ebb for the whole year. Local dealers hold extra fancy creamery at 47c for fresh and 46c for cold storage; centralized brings 1@2c less. Local dealers pay 41c for No. 1 dairy in jars and 32c for packing stock.

Cabbage—Home grown, \$2.50 per 100 lbs.

Carrots—75c per bu.

Cauliflower—\$2.25 per doz.

Celery Cabbage—10c per bunch.

Cranberries—\$14 per bbl. for Late Howes; \$7.25 per 1/2 bbl.

Eggs—The market is very firm, prices ranging about 1c per dozen higher over last week's quotations. Receipts of fresh eggs are extremely light and the demand cleans up the arrivals daily. The market on storage eggs is steady at unchanged quotations, there being a good consumptive demand. We do not look for any material change in the egg situation in the near future. Local dealers pay 45@46c for strictly fresh, loss off, including cases. Cold storage operators are putting out their stock on the following basis: Extras, candled, 38c; firsts, 36c; seconds, 33c. Despite the popular impression that is manifested every little while in the form of accusations against the "immense hoardings" of eggs in cold storage—due principally to the lack of popular conception of what the needs of consumption are, or just what an adequate supply should be, it does not appear that the present holdings are at all abnormal and that by spring the present holdings will be well taken care of by actual demands of the trade.

Green Peppers—65c per basket for Southern grown.

Honey—22c per lb. for white clover and 20c for dark.

Lemons—California selling at \$7.75 for choice and \$8.25 for fancy.

Lettuce—14c per lb. for hot house leaf; \$2.50 per hamper for New York head.

Limes—\$1 per 100 for Italian.

Maple Syrup—\$1.75 per gal. for pure.

Mushrooms—75c per lb.

Nuts—Almonds, 21c per lb.; filberts, 20c for Grenoble; Brazils, 18c; Mixed Nuts, 16 1/2c.

Onions—Home grown command \$3 per 100 lb. sack; Spanish, \$2 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; 75c 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, 65c per bunch.

Potatoes—Up State buyers are paying 75c per bu. The market is weak, due to lack of cars.

Poultry—Local dealers pay as follows for live: Turkeys, heavy, 22c; medium, 17c; small, 14c; thin, 12c; geese, 15c; ducks, 18@20c; springs, 17c; fowls, 16c; old roosters, 12c. Dressed, 2c above these prices.

Radishes—90c per doz. for large.

Sweet Potatoes—\$2.75 per hamper for kiln dried Illinois.

Tomatoes—30c per lb. for hot house.

### The Grocery Market.

Sugar—No change in price or market conditions. The trade is becoming accustomed to the Government regulations.

Tea—The upward trend of prices has received fresh impetus and in some instances prices have been marked up. There is a particularly active demand for Formosas and a very healthy state of trade in Java is noted. There have been further arrivals of the later on the Pacific Coast, the last steamer bringing 8,766 packages. Another arrival of tea at San Francisco within the past few days was 17,138 packages, the port of shipment not being named in the dispatch. The steamer which brought it is reported as coming from Manila. The most prominent feature of the local tea market is the extreme scarcity of spot stocks of every description, due to the transcontinental railway traffic congestion. Those who are in need of immediate supplies are compelled to pay premiums on quoted prices in order to secure them.

Coffee—The market is, perhaps, a shade stronger for the week, speaking of Rio and Santos, on account of somewhat firmer news from Brazil. This was due to reported lack of ships and by no means goes to the basic question

of supply and demand. Milds are still inclined to be steady, but firm. Java and Mocha grades are unchanged.

Canned Fruit—The Government is in the market for whatever supplies can be picked up, but offerings are light and business is limited in consequence.

Canned Vegetables—Stocks are being gradually reduced in jobbers' hands and such jobbers as are fortunate or unfortunate enough to have goods purchased earlier in the year on a lower basis of value than prevails to-day, have been disposing of these goods through retail channels, on a basis complying with the new regulations regarding the sale of food products. As a consequence, retail distribution is enjoying a lower basis of price as applied to corn, peas and tomatoes, than they have enjoyed for several months previous. This condition has had little or no effect in the way of jobbing prices. There are practically no offerings of corn in first hands and only a moderate quantity changing hands from one jobber to another. There is only about 50 per cent. enough pea seed available to do the planting the canner will require the coming year. There is not over 50 per cent. enough seed sweet corn available. The latest developments in the canned vegetable line indicate a considerable shortage in deliveries of sauer kraut, especially from the heavy packing centers. This evolution of conditions will eventually result in a higher range of value for the staples named above. It is no trouble for jobbers carrying stocks at low prices to dispose of them very promptly, and it is presumed that the retailers securing advantages of the lower prices will in turn pass those on to the consumer. A natural result would be a diminution of supplies, with correspondingly higher prices later on.

Canned Fish—No reductions have been made in salmon prices, but there is no urgency to the demand at present, as supplies are simply being bought as they are needed, and as there are no remainders to speak of in first hands the Government prices has no effect. Other items on the list are about as before.

Dried Fruits—Rumors referring to the situation in regard to prunes on the coast have been rather contradictory of late, among them being suggestions that the association had managed to oversell. In view of the large crop and reports of recent buying back of contracts because of difficulties of shipment this did not seem plausible, and the matter was set definitely at rest by a telegram from the association declaring that there were 20,000,000 pounds of prunes still unsold. It would seem, therefore, that it was wholly a matter of transportation. There have been a number of cars of Santa Claras arrive during the week, but mostly of small sizes, anything larger than 50s being exceptional. There are, however, some of these larger sizes in transit, and in course of time they are likely to drift in. While spot supplies are none too plentiful, there are likely to be some accumulations later. The demand has been kept down because of the scarcity, but whatever business has been lost in this way cannot be recovered; for it is not at all likely that people are going

to eat more prunes later to make up for what they didn't eat on previous occasions. Apricots are holding pretty firm, as supplies are none too plentiful, with the top grades entirely lacking. Considerable disappointment is manifested over the non-arrival of the steamer from Greece with currants, and it is now supposed that she is at the Azores. Another steamer is supposed to have started, but no satisfactory news has been received.

Rice—Business in this market is still held up by the paucity of supplies, but there is no abatement of the firmness, and an increase in demand would be likely to be followed by an advance, as present quotations are barely above a parity with prices prevailing in the South, with the upward trend of farmers' ideas of values in making steady progress.

Peanut Butter—Advances in peanut butter are charged to cost of packages and the good prices paid by oil producers for the nuts, making the peanut more valuable for this use than for other purposes.

Cheese—The market is firm, with light receipts and a fair home consumptive demand. The fancy marks of early made cheese range about the same as previous quotations. There is some export enquiry and a fair consumptive demand. No change is looked for in any grade in the near future. Receipts of fresh-made goods are showing very defective quality and concessions being made on that class of goods.

Provisions—The market on lard is very firm, with extremely light production and a fair consumptive demand, prices ranging about the same as last week's quotations. We do not look for any lower prices in the lard market in the immediate future. The market on compound is steady at unchanged quotations, there being a very moderate supply and a good consumptive demand, refiners making enough for immediate prices. The market on smoked meats is steady, with prices ranging the same as last week's quotations, there being a moderate supply and a good consumptive demand, local packers killing enough only for immediate needs. The market on dried beef is steady at unchanged quotations, there being a moderate supply and a fair consumptive demand. The market on barrelled pork is fair at unchanged quotations, with a light supply and a light consumptive demand. The market on canned meats is firm at unchanged quotations, with a fair supply and a good consumptive demand.

Salt Fish—No change has occurred in mackerel during the week. The supply is still small and prices high. The demand is good considering conditions. We do not look for any change in this market in the near future.

The selection of Guy W. Rouse as Food Administrator for Kent county is a worthy honor, worthily bestowed. Mr. Rouse is an energetic and painstaking gentleman and a patriot from the ground up. He will give the cause of food conservation the best thought and action of which he is capable.

## UPPER PENINSULA.

## Recent News of the Cloverland of Michigan.

Sault St. Marie, Dec. 3—It does beat all—the train service from up North—that items for the Tradesman could not make the grade last week, which accounts for the non-appearance of the Soo items last week. The railroads seem to be working under the impression that it is better late than never, instead of better never late.

"How easy it is to think of the right excuse at the wrong time."

The Chesebrough mill, at Thompson, started up last week for the season. The company has over 2,000,000 feet of logs on the skids ready to be cut, which will assure a prosperous winter in this thriving village.

L. Winkelman, well-known clothier of St. Ignace, was the victim of a forged check last week, which he received from Clifford Goudreau. He got busy, however, as soon as the forged check was discovered, but as Goudreau had taken the train for Manistique, he was arrested the next day and taken to St. Ignace. He had but \$1.18 of the money left when arrested, after giving his friends a good time and paying his bar bills.

The hard times seem to have hit St. Ignace last week when thieves entered the store of Saul, the clothier, Mulcrone meat market and Dill's pool-room and helped themselves to the pick of the stock. However, getting fitted out and getting away with it are two different things in St. Ignace. With the efficient police force, the thieves were soon rounded up. They gave their ages as 17. Two were St. Ignace boys and one was from Mackinac City. They are in custody and will make no further trouble for some time.

William Schoals, well-known lumber operator, whose headquarters are at Brimley, was a business visitor here last week. Mr. Schoals is opening new camps in the vicinity of Raco and Weller's Siding and is figuring on a record breaking season during the winter.

The steamer Alva, of the Arnold Transit Co. fleet, running between the Soo and Detour, closed its season Nov. 30. The taking off of this boat practically shuts in Drummond Island, Detour and Raber for the winter. Judging by the large amount of supplies stored there for the winter, there will be no food famine during the winter.

J. W. Gilligan, well-known merchant of Rexton, has gone into the lumber business this year, opening up a logging job near Rexton.

We are informed that the scribe at Moran states that they failed to note any change in the Allenville depot. Do not know whether this is a compliment to their rival village or whether he expected to find some coppers on the floor of the new remodeled Allenville station.

James Doud, one of Mackinac Island's leading merchants, has purchased a forty-two acre tract of land in the woods, which he expects to lumber this winter. Later he expects to clear the land and go into the dairy farming, which should prove a very profitable venture on Mackinac Island.

Joseph France, our well-known paper merchant, holds the record so far this year in the camping party known as the France-Supe Hunting Party, having shot the largest buck, weighing in the neighborhood of 220 pounds. Mr. France has not missed a season with his party for the past fifteen years. This being the first year to hold the championship, naturally makes him proud over his good fortune.

"Instead of trying to mend their ways, some men could save time by hustling for some new ones."

The city commissioners have finally agreed on the selection of a new city manager in the person of J. H. Moore. There were many applicants for the position. Mr. Moore was formerly commissioner of public works at Evanston,

Ind., which office he had for sixteen years, and comes highly recommended.

From a report received from St. Ignace at the close of deer season, 2,207 deer were shipped across the Straits of Mackinac from the Upper Peninsula. There were also thirty-six bears sent to Southern points. There were about 3,382 hunters, who came from below the Straits and other points this year.

The A. Nicholas, Inc., is the name of the new store opened at Algonquin last week, with A. Nicholas as manager. The new building is built of brick. Mr. Nicholas announces that he will carry a full line of meats, groceries, provisions, etc., and opens up under the cash and carry system. With the years of experience Mr. Nicholas has had in the wholesale and retail merchandise business, his future success is assured.

The Fred Price Drug Co. has opened a new branch drug store in one side of the new Nicholas, Inc., store at Algonquin. This will give the residents of Algonquin an opportunity to purchase their Rexall supplies.

George J. Dickinson and sons, who conduct a large farm south of the Soo, have just received a pair of Oxford-Down mules from the McKerron farm, Wisconsin. This will make a little addition to the large stock in Chippewa county. This progressive farm has made a specialty of high bred stock and is a credit to Chippewa county.

Governor Sleeper has honored two of our esteemed citizens, Judge Lewis H. Feade, of this judicial circuit, and Sherman T. Handy, former ex-mayor, as member of the advisory board of attorneys to assist the registrants in preparing the questionnaires which will be submitted to them in connection with the next draft.

The Bartlett Lumber Co., of Shell-drake, closed its mill last week for the season. The hum of this important mill will be greatly missed by the residents of that thriving town.

Rudyard has a new restaurant and lunch room which was opened up last week by Mr. Woods. This will fulfill the long want at Rudyard and will be greatly appreciated by the farmers and others going to Rudyard.

The Farmers Co-operative Co., of Rudyard, recently purchased two lots from James Thornton and three lots from C. J. Simmons, North of the railroad track, for the purpose of building a warehouse, which, when completed, will hold 1,000 tons of hay.

"Opportunity waits for no man, therefore if you have an appointment with it don't fail to be Johnny on the spot."

J. L. Lipsett, well-known implement dealer and headquarters for the ford automobile, is constructing a large addition to his present building which will give him 27,225 square feet floor space. When completed, it will be one of the finest ford repair shops and garages in Cloverland, being located in the heart of the city, with entrances on two different streets. It will be equipped with all the modern machinery to handle repair work. The new structure will be a credit to Mr. Lipsett and greatly appreciated by the ford owners, as well as the many tourists coming over the Dixie-Highway next season.

The Detour Supply Co. is the name of the new general store to be opened at Detour in the near future. The new building is now almost completed and the winter's stock is purchased and en route. The firm consists of W. H. Lewis, the well-known merchant, formerly of W. H. Lewis & Co., and David Lamere and Albert Lehman, two of Detour's prosperous lumbermen. They have had years of experience in business. All of their various camps will be supplied through the store, which assures a thriving business for the concern.

Jerry Lynch, the lumber king of Shell-drake, spent a few days with his family in the city last week. Jerry expects that this will be a banner year in the woods. He has all of his sup-

plies in for the winter and expects to make a record breaking cut.

Billie Cadreau, well known chef for the Elks here, returned from a successful deer hunt, bringing in one of the finest bucks exhibited here this season. The animal dressed 190 pounds, had a handsome head and a beautiful pair of antlers. Billy also made a record during the duck season. He seems to know just where they are and makes all preparations for storing and handling his game before he enters the woods. He never yet has failed to make good and gives some good hunting advice to some of our amateur hunters.

Vern Lipsett, well-known farmer of Pickford, shipped one of the finest cars of shorthorn cattle last week to W. C. Cornwell's farm, at Clare, ever shipped out of Cloverland. Mr. Cornwell was so well pleased with the stock that he placed an order for 1,000 head or more if possible. This speaks well for Chippewa county as a stock raising center.

The Sault is preparing to receive 2,000 tons of coal, being the first consignment on the way, which will be disposed of at cost to the residents upon arrival. Commissioner Burns has been on the job for some time and is highly pleased with the results of his efforts which will be greatly appreciated by the Sooiters.

C. E. Cornwell, of Saginaw, was a visitor while returning from an inspection trip to his timber lands on the Huron River, where Mr. Cornwell and party have been hunting deer for the past two weeks. The party filled their license and report having had a delightful time, as well as a successful hunt.

The South Shore rate case, now being heard in the U. S. District Court at Grand Rapids, is causing much uneasiness among the commercial travelers out of the Soo, who have for years been saving the rebate coupons up to the time they were discontinued, expecting to cash in, providing a favorable decision was reached by the court. Most of them, however, have sold the coupons at a discount, while others preferred automobiles and other sidelines. Should there be anything coming in, it will be like receiving money from home to the possessors of the rebate slips.

The St. Ignace Enterprise last week completed twenty-three years of successful publication. Clyde Hexco, the well-known publisher, is giving Mackinac county one of the best papers in Cloverland. Clyde is always on the job and is known as the original newsgetter, being popular and well known throughout the Upper Peninsula. Nothing that is worth mentioning ever escapes Clyde's eagle eye, which accounts for the success of the Enterprise, which is one of St. Ignace's most valuable assets.

Floyd Westin and Frank Nordquist, of the Snows, went to Detroit some time ago, with the intentions of wintering there, but decided that Detroit was no place for them, so returned to their home at the Snows last week, which they claim has Detroit beat off the map.

William G. Tapert.

## Ornate Fixings in Knitting Needles.

Never was a plain art adorned with such gay paraphernalia as will be that of knitting after Christmas if all the silvered and jeweled knitting needles and needle holders which are shown in one of the retail stores are bought for presents. They are of all sorts, kinds and colors, and many prices, but none of the latter very low. The grandmothers of the early days, who knit woolen stockings and mufflers, when knitting was a stern household necessity, would gaze with astonishment at the ornate articles now called needles. Knitting is a stern necessity still, but the women who have gone into it wholesale have adopted the gay work bags that their grandmothers never knew, and the

needles are only another step in the same direction and to give Santa Claus a chance to present a novelty.

As most of the knitting is for the war, the decorations take a patriotic note. One of the most expensive of the new novelties is pairs of solid silver little Liberty bells, fac similes of that in Philadelphia. They are used to slip on over the ends of the needles to protect them. These will cost about \$4, with the plain pair of needles with which they are shown thrown in. A real war symbol is another pair of needle point protectors, also in silver, in the form of shells. These will cost about \$3. A pair of silver balls for the same purpose will cost something less. Small ball-topped silver pieces like pencil point protectors which fit snugly over the points of the needles cost about the same.

In the ornamented needles among the most expensive and also the prettiest are those of amber with good-sized silver ball ends in place of the usual little amber knobs. These are sterling, vary in shape slightly, and cost, according to the amount of metal used, between \$2 and \$3. Brass needles with jeweled ball ends cost about \$2, and there are others in steel similarly finished. One of the prettiest and least expensive of the fancy needles has the little amber knob at the end covered with silver deposit, which is carried in a simple design a few inches up the needle. These cost something less than a dollar. There are wooden needles with fancy ends, and white bone needles with ends in different colors to suit the individual taste or to match a work bag, some of them having little floral designs. A pair of needles having a flat knob of silver at the end has a patriotic ornament in the national colors on it.

Another accessory for the knitter is a wool holder with a bracelet band attached. This is a long pin-like arrangement of metal which goes through the center of the ball of wool and is secured by a little fancy head at the other end. Slender chains attached this to a thin wire bracelet which will slip over the hand. When the knitter is at work she has the ball dangling from her wrist, and, if she likes it that way, she may find it a convenience. In sterling silver these little things cost about \$2.50. There are others in gilt.

## Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Dec. 5—Creamery butter extras, 48c; first 46@47c; common, 45@46c; dairy, common to choice, 35@45c; dairy, poor to common, all kinds, 33@36c.

Cheese—No. 1 new, fancy, 24c; choice, 23c; held 26c.

Eggs—Choice, new laid, 50c; fancy henney, 58@60c; storage candled, 35@36c; at mark, 32@33c.

Poultry (live)—Fowls, 22@25c; chicks, 23@25c; old cox, 17@18c; ducks, 22@25c.

Poultry (dressed)—Turkeys, fancy, 30@32c; choice, 28@29c; geese, fancy, 21@22c; choice, 18@19c; ducks, fancy, 28c; choice, 26@27c; chickens, roasting fancy, 26@27c; choice, 25@26c; fowls, fancy, 25@26c; choice, 23@24c.

Beans—Medium, \$9.50; Peas, \$9; Red Kidney, \$8; White Kidney, \$9.50 @10; Marrow, \$10.

Potatoes—New, \$2.10@2.35 per 100 lbs. Rea & Witzig.



**Honks From Auto City Council.**

Lansing, Dec. 3—R. C. Rueschaw has resigned as sales manager and director of the Reo Motor Car Co., a position he has held for the past thirteen years. He has joined the Mitchell Motor Car Co., of Kenosha, Wis., as sales manager and has been succeeded at the Reo by Forest L. Akers, former assistant manager.

J. C. Brandimore, formerly with the Reo Motor Car Co. has accepted a position tendered him by the Mitchell Motor Car Co., of Racine, Wis., as assistant sales manager. Mr. Brandimore is a Past Senior Counselor of our Council and the best wishes of our entire Council go with him in his new position.

F. D. Engle (Republic Truck Co.) started last evening on a hurry-up trip to points in California. He expects to return, however, in time to spend Christmas with his family.

Mrs. H. G. Gill is seriously ill at her home, 940 Jefferson avenue, Grand Rapids. Mr. Gill is a member of our Council, representing the John Deere Plow Co., and moved to Grand Rapids about a year ago owing to a change in territorial lines. The sympathy and best wishes of our entire Council are with them.

F. H. Hastings has returned from a very successful trip through some of the Middle Western States. When he decided to come home he was in such a hurry about it that he drove his tin lizzie a distance of 300 miles in one day. He still lives, but it is needless to say that certain parts of his anatomy are somewhat weary.

M. H. Gun, a long-time member of our Council, was seriously injured last Wednesday in stepping from one of the interurban cars from Jackson. Mr. Gun is at the Edward Sparrow hospital, receiving the best of care, and we hope for his ultimate recovery.

G. W. Miller (Bauerle Candy Co.) was absent from the Council meeting

Saturday night and thereby hangs a tale. Late Saturday afternoon he purchased a new suit which fitted perfectly except the length of the trousers. Orders were given for these to be cut to the proper length and the suit sent to his home. With the expectation that the alteration and delivery would be made as promised he hurried home and bundled his second and third best suits and sent them to the cleaners. The new suit arrived on time, but through an error the trousers had been cut six inches instead of two. Repeated telephone calls by friends brought only one answer, "I can't come. I am sick."

A very interesting and well attended meeting of our Council was held last Saturday night and our membership was increased by two. W. C. J. Leetsch, formerly of Victoria Council, was received by transfer, and James G. Hacker, of the Holland Furnace Co., Holland, was initiated into the mysteries of the order. Our ladies auxiliary served one of their famous Bohemian suppers at 6:30 and a business session of the Council immediately followed, at the close of which the music arrived and all who cared to indulge in their favorite pastime of dancing were given an opportunity. District Deputy Frank H. Clay, of Kalamazoo, was present as a representative of the Grand Council, instead of Grand Counselor John A. Hach, who was expected. An invitation was sent the Grand Counselor to be present at this gathering, but the letter went wrong and by the time it was delivered, Mr. Hach had made other arrangements for this date. He immediately conferred with the authorities at the Michigan Asylum, with the result that Mr. Clay was released for this occasion. At the Bohemian supper, Mr. Clay, in a very pleasing manner, addressed the ladies, urging them for the good of the order to insist that their husbands at-

tend the regular meetings of the Council, regardless of that tired feeling which is so apt to make its appearance on the first Saturday of each month. He also addressed the Council in session in a masterly manner, giving expression to some just criticisms and complimenting us on conditions which met with his approval. We are indeed very grateful to the Grand Council for Mr. Clay's visit.  
H. D. Bullen.

**Plan to Save Postage.**

Now that postage on first-class mail matters has been advanced to 3 cents, many business men are to some extent overcoming this added expense by eliminating the mailing of receipts. A check is always a valid receipt, and to help along this economical movement, those who pay bills by check could adopt the following plan:

Instead of mailing both the check and the invoice, have a rubber stamp made reading "Paid . . . . . by check No. . . . .". Fill in the date and the check number and file the invoice just as though it were a receipt. If a controversy comes up later, the notation on the bill is as binding as the receipt.

The date of the invoice could also be entered on the face of the check, thereby placing the evidence of payment on one piece of paper.

J. Holmes Kellogg, grocer at 229 West Main street, Battle Creek, in renewing his subscription to the Michigan Tradesman, says: "It is one of the best papers of its kind printed and we need it in our business."

**Mercantile Side Lights on the Celery City.**

Kalamazoo, Dec. 4—Jesse M. Wilder, grocer and meat dealer on Parsons street, has merged his business into a partnership with Melvin R. Adams, of Pullman, who for the past seven years has been passenger agent for the Pere Marquette at that village.

M. H. Harris and bride, of Douglas avenue, returned Tuesday last from a six weeks' honeymoon trip to California, visiting Chicago, Denver, Colorado Springs, Salt Lake City and Los Angeles, returning by way of El Paso over the El Paso & South Western and Rock Island.

Charles E. Gray, formerly located on Portage street in the men's furnishing goods business, has opened a new lunch room opposite his former place of business at 113 Portage street. The cafe will be known as the Gray Inn.

B. R. Barber, former manager of the Worden Grocer Company, and wife, left Thanksgiving Day for Florida via the Royal Palm Limited. Mr. Barber has been in poor health since the first of September and was advised by his physician to spend the winter in the Southland. They expect to locate at St. Petersburg and that vicinity.

Newman Sanford has just completed a fine double garage at his home, 1118 Sherwood avenue, to house his touring car and delivery autos.

It is stated that approximately 20,000 people visited the new First National Bank homecoming on Thanksgiving day. Each lady visitor received a change purse and each gentleman a bill book. The bank building is a handsome structure, occupying one of the main corners of our business district, and is equipped with as fine a vault as can be found anywhere in the country.

Frank A. Saville.



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

**Barney says—**

**"WORDEN grew from small to great—**

**By DEALING FAIR throughout the State."**

**WORDEN GROCER COMPANY**

**GRAND RAPIDS—KALAMAZOO**

**THE PROMPT SHIPPERS**

# MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.

#### Subscription Price.

Two dollars per year, if paid strictly in advance.

Three dollars per year, if not paid in advance.

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Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents; issues five years or more old, \$1.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

December 5, 1917.

## WASTE MAKES WOFUL WANT.

At the recent meeting of the New York Section of the American Chemical Society a vote was passed favorable to having the food laws modified so as to remove all necessary prohibitions on food production and confine their operation to harmful ingredients and dishonest labeling.

This was a natural reaction from theoretical exaction and coming from a lot of scientists indicated how far along the road of practicability the food chemist has traveled since the days of Dr. Wiley's domination. It is also indicative of the fact that the food chemist is a much more numerous factor than in the days when the doctor had things so nearly his own way, and they have come to distinguish between foods essentially unfit and those which might be questioned only at long range and under even more remote contingencies. They have come to discover that "pure" food does not necessarily mean highest quality or food of inferior nutrition.

In times like these we are coming to look for the conservation of foods of any and all varieties and qualities and to set aside over-nice distinctions. Hundreds of new foods are being discovered and new ways to prepare and conserve the waste of old foods, or foodstuffs heretofore rejected, are being evolved, thanks to the chemist and culinary expert. There is an immense field for research and exploitation, and one of the benign influences of the wartime will be its contribution to the world's supply of good and cheaper foods.

Another will be the enforced conservation of foods and our growing appreciation of our prodigality in foods. We have always had such abundance in America that saving has not been our forte, either in the preparation of food or in our individual rationing. When Mr. Hoover urged us to establish "wheatless days" and "meatless days" we at first regarded it as a hardship, and only yet is the rule at all fully enforced or accepted. And yet such as have conformed to the rules have been surprised at the ease and comfort with which a theoretical one-sixth of meat and wheat can be saved. Some of us have even come to believe that it would be a blessing to have a little more dictatorial authority to tell us what we

"can" eat rather than be left to tickle our palates as we please or at the dictum of pocketbook limits.

Surely we are learning that James J. Hill was right when he said we were not suffering so much from the high cost of living as from the cost of high living. Already we are doing things very comfortably that we once thought sacrifices. A little thought of domestic economy in the individual home is accomplishing wonders of conservation in the National aggregate. And the war has only just commenced. Before its end we may have made great and lasting strides toward a new era of horse sense in our eating and general personal and domestic discipline.

It is also probable that we will learn a great deal about the absurdity of following the eye so much in our selection of foods. We have already learned that white flour is impoverished flour and that our rejection of homely corn meal is a great loss to our food values. And now we are finding that in polishing rice we not only lose food value but also bring upon ourselves far worse misfortunes.

Advices from Manila state that observations made in the Culion leper colony, where the use of unpolished rice has resulted in lowering the death rate in eight years from 995 to 1,000 to 106, are responsible for plans now on foot for a general campaign against polished rice.

Reports from the director of health concerning conditions in the Culion leper colony disclosed the fact that a high death rate in the colony in 1908 from beriberi has been decreased year by year, and that this decrease is coincident with the increasing substitution of unpolished for polished rice. Now that no polished rice is used in the colony beriberi is almost unknown, and the director of health has undertaken propaganda for explaining to Filipinos throughout the islands the menacing effects of polished rice. It is expected that the dissemination of the facts regarding Culion will result speedily in a lowering of the death rate.

## KEEPING THE HELP BUSY.

These days, when good help is scarce and hard to get and when every store is giving more consideration than ever to the reduction of the labor turnover, anything that tends to keep people employed even when, from the department standpoint, it is not the season for such employment, is beneficial. Some stores have found this out, while others let their help go when the season gets slack and go to the trouble and expense of rehiring them later, if they can get them.

There is a certain store, however, that is keen on keeping down its labor turnover to the lowest possible point. It keeps its workroom forces employed both in and out of season, setting them at making lampshades and other novelties, where needle skill is required, when there is no occasion for them to work at their regular trade. Because this assures the workers of employment all through the year, the store in question not only has little trouble in getting the employes it needs, but also gets the best ones.

## WHAT WORKMEN CAN DO.

It is difficult to pick up a magazine these days without finding pictures of women in the East who are doing men's work.

Fifty years ago the man who had to work but ten hours per day considered himself fortunate. Often twelve hours were considered a fair day's work.

The laboring men claim that they are intensely patriotic. They work eight or nine hours per day, and strike when their wages are not high enough, and buy a \$50 Liberty bond, and say, "Behold, we are doing our part towards making the world safe for democracy."

And while they are doing this, professional men and college men, and boys, and those who have their numbers called, are preparing to beat back the foe. They offer to sacrifice their lives, if necessary, for the cause of humanity. They work when they are told to work, and when they get to the front they will know no hours. They will sleep when they can snatch forty winks. They will eat when the cooks find an opportunity to get grub to them. And they draw \$30 per month, out of which they must pay many expenses.

Isn't it about time to quit jolly and coddling these workmen at home? Isn't it about time that they understood that they may be patriots, but they are doing nothing to show it? Isn't it about time to tell them to get on the job and work until they drop in their shoes? In many instances their employers, who are paying them more than they ever received before in their lives and three times what they are worth, are willing to pay them regular price for extra work, but they look upon the offer with disdain. Why? Oh, if they work too long hours there will not be enough work to go round.

Rubbish. When there is work for women—doing man's work—these is work enough for everybody.

Let the unions, which are composed solely of slovens and slackers, take off the limit. Let them allow their men to work as long as they want to. This is as little as they can do. There is much more. This country can lick Germany, with France as a battleground, if every man will forget his own selfish nature and do his part.

## CANNED GOODS SITUATION.

It would be difficult to say whether or not a month under the licensing system has been entirely satisfactory to the canned goods trade. So far as the canners themselves are concerned it can probably be said that it has not been satisfactory, for the reason that it has bereft them of inflated profits on their remaining stocks, which glittered before their eyes earlier in the season. As to the jobber, he has been trying to make the best of it and it has been to him a period of adjustment. To the consumer there has been no visible effect as yet, except that it has forestalled future advances beyond present levels. The upward movement in canned

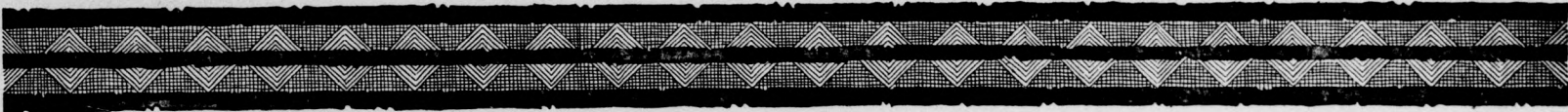
goods prices has undoubtedly been checked, for there does not occur to mind a single item on the list which has advanced in price within the month. There have been some material reductions, notably in tomatoes and latterly in corn, but the general feeling in the trade is that there are other reductions to come. The full benefits of the licensing system can hardly reach the consumer this season. Because of the delay by Congress in passing the bill in the first place it was impossible for the Food Administration to get its machinery in motion in time. That there has been an unwarranted amount of profiteering in the canned goods trade this year cannot be denied, and there is an impression among those who are usually well informed that there are goods still tucked away that must find their way into distributing channels at lower prices than the purchasers had in mind at the outset.

## POTASH WON'T GO VERY FAR.

Because their economic outlook after the war seems of the darkest, the German newspapers and spokesmen are eagerly clutching at every circumstance that may afford hope or comfort. Very recently the Vossische Zeitung of Berlin urged the need of keeping intact the German monopoly of potash. The theory on which the Germans are proceeding in this and other matters is quite simple. After the war Germany will need vast quantities of raw materials. To pay for them in cash will be impossible. A strong effort will be made to pay for imports with exports of goods. As to certain of the latter it will be difficult to get markets for them because of the prejudice among the people of most of the world against taking anything marked "Made in Germany." This being recognized, the Germans hope to sell, at least, certain kinds of articles in which they have or have had a monopoly. In this category potash figures. So do, or did, many dyes and chemical and pharmaceutical preparations, optical glass, philosophical instruments, etc. But most of these things are now made about as well and as cheaply in other countries which have developed the industries producing them while the war has been in progress. None has yet, however, been able to wrest from Germany the supremacy in potash. But, should France succeed in recovering Alsace, which has rich potash deposits, the German monopoly will be at an end, and the economic condition of the country will be especially bad. Even should this not happen, the amount of potash that could be sold abroad in any one year would not go very far toward paying for the imports that Germany must get.

## FREE FOR THE ASKING.

At last a sure panacea for mail order competition has been discovered. It is so sure in its effects that the dealers in any town can secure nearly absolute immunity from the incursion of these pirates of trade at a small expense to each merchant. This panacea is not trade marked or patented. It is transmitted to any paid subscriber of the Tradesman without charge on request.



# Mayer HONORBILT CUSHION SHOES

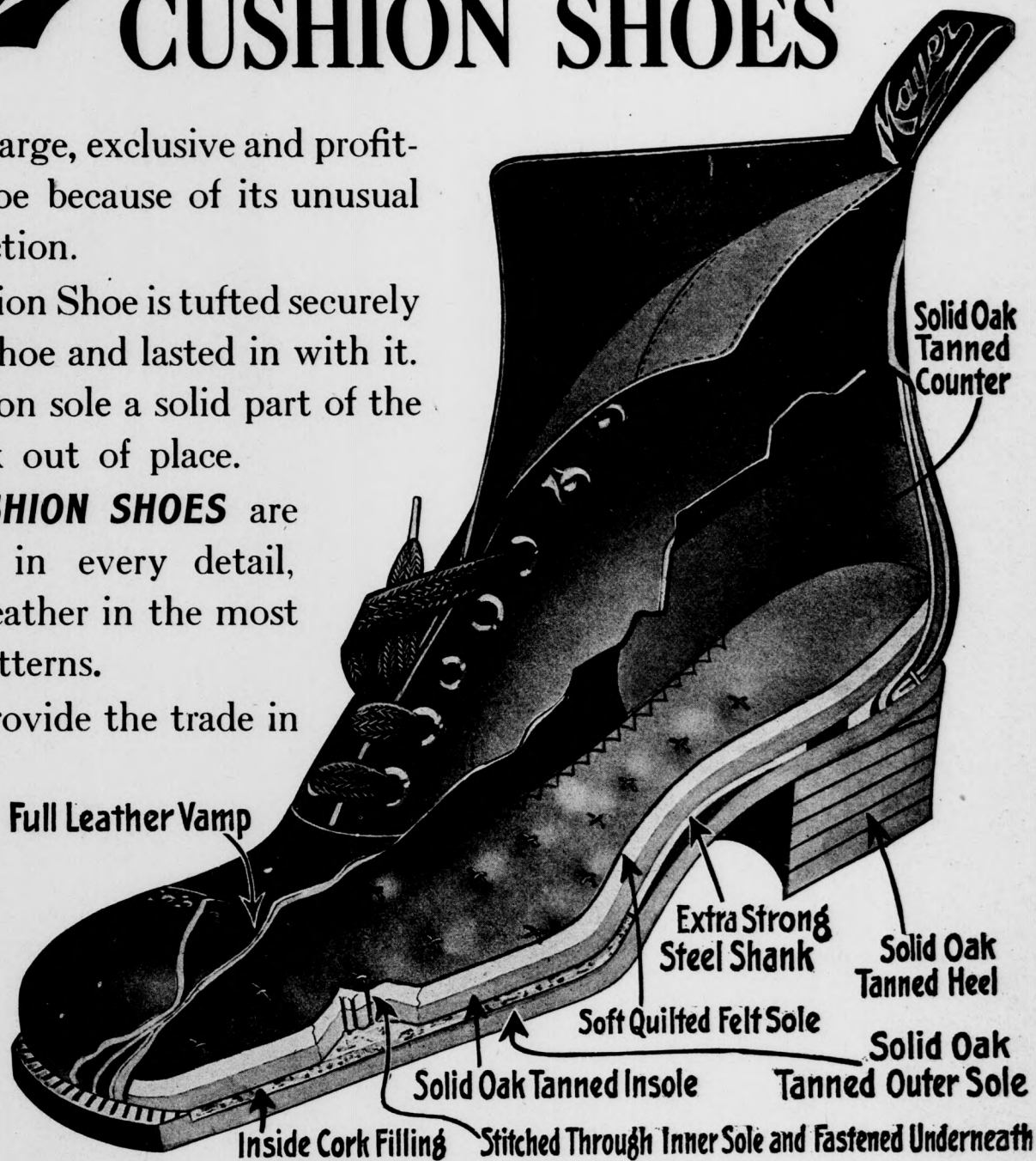
You can build a large, exclusive and profitable trade on this shoe because of its unusual and practical construction.

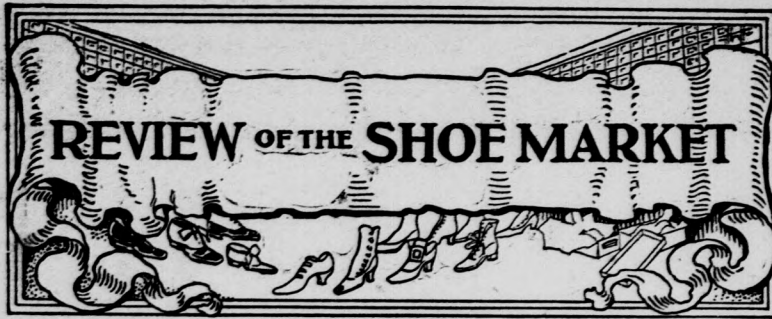
The Mayer Cushion Shoe is tufted securely to the insole of the shoe and lasted in with it. This makes the cushion sole a solid part of the shoe; it cannot work out of place.

**HONORBILT CUSHION SHOES** are strictly high grade in every detail, made from selected leather in the most popular lasts and patterns.

Be the first to provide the trade in your locality with the **HONORBILT CUSHION SHOE**. Write us for catalog or ask to see one of our salesmen.

**F. MAYER BOOT & SHOE CO.**  
MILWAUKEE, WIS. U.S.A.





### Promoting the Children's Department.

Written for the Tradesman.

Time was when some shoe dealers alleged that they carried children's shoes more as a matter of accommodation than anything else, claiming that they got precious little satisfaction and profit out of the lines. In fact it hasn't been more than five years since the head of the children's shoe department in a big store catering to a metropolitan footwear trade tried to impress it on the writer that they were only trying to break even on children's shoes. Some dealers have been frank enough—or perhaps I should say undiplomatic enough—to admit that the children's end of the shoe trade didn't appeal to them.

On the other hand, to be sure, there are plenty of retail shoe dealers throughout the country who realize the tremendous importance, the possibilities of profit, and the increasing satisfaction implicit in the distribution of juvenile footwear. And these latter are very positive in their convictions: for themselves they have discovered that it is worth while giving time and attention to the children's department.

In order to get this proposition before us, suppose we take a slant at some dry statistics. The population of this country is a trifle over one hundred millions of shoe-consuming people. Approximately one-fifth of this population—twenty millions—belong to the class called children; i. e. they are 12 years of age or under. Boys and girls of the teen age require misses' shoes or shoes for growing boys. If we say that each one of these little people 12 years of age or under requires, on an average, three pairs of shoes per year (which is a conservative estimate of their footwear needs), that means that sixty millions of pairs must be distributed each year for children alone. Some item, eh?

And, for another thing, these children of to-day will be the big boys and misses of to-morrow, and the men and women of the day after to-morrow—and right now they are forming likes or dislikes for the retail shoe dealers with whom (through their parents' influences) they are brought in touch. Insurance tables showing the life-probabilities of people of different ages, may not be interesting reading, but they are full of the marrow of information. And it would not be a bad idea of the retail shoe dealer to glance over such tables in order to see the relative value of patrons of different ages. A man or woman of 65 may be an excellent patron of your store—one

whose good will you value; but in the nature of the case the time is not so very far distant when they shall cease to be patrons of your store, or anybody else's store, for that matter. But a bright little fellow of 10 whom you tie to you with hooks of good will, is going to be an asset, it may be, through a long stretch of years.

In other words the value of a shoe store customer increases with his life-probabilities. The younger you get him, the more he is likely to be worth to you.

For that reason alone it is worth while maintaining a children's department, and maintaining it right. It's a business-feeder.

In view of the tremendous importance of this class of customers, it is strange that anybody should look upon the children's shoe trade lightly. Little folks are worthy of consideration.

In the first place the merchandise should be right. Just any slipshod, cheaply-put-together, inexpensively-priced shoes for little tots will not do. Time was when you could get by with that sort of thing, but not now. Parents know that good shoes for children's wear can be, and are, made. They know that good and substantial materials can be put into this class of merchandise. They know that good shoemaking can be applied to this material. And they know that such shoes can be endowed with style and fitting qualities.

In other words, they have become distinctly conscious of a grading-up process among manufacturers interested in the production of children's shoes. In general advertising announcements in publications going to the public, in folders and pamphlets and other forms of direct advertising, parents have acquired an awareness. They have learned that there are conscientious shoe manufacturers in this country who take their function seriously; men who are honestly endeavoring to produce the sort of shoes that will prove most satisfactory and economical in the end. And these parents have also learned that the better juvenile shoe values have necessitated higher price levels.

And experience has taught them another valuable lesson: namely, that service can be applied to children as well as grown-ups. If correct fitting is anywhere in the shoe store a matter of importance, it is emphatically so in the children's department. The average child takes anywhere from five to ten times as many steps during the day as the adult does. That means that any structural defect in the shoe of such a nature as to cause

# We Repeat

Get your heavy goods now---while you can.



Hood's Heavy  
Portland

4 Buckles at  
\$2.20

Same with Red Tap  
Sole and Heel at  
\$2.45

Hood's Lace  
Winter King

Same as Portland  
but lace instead of  
buckles, a special  
buy at \$1.90

## Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

What is more suitable and practical for a Christmas gift than a felt Juliet, ribbon or fur trimmed? More useful gifts will be given this year.

Are you getting your share of this extra business for December?

### Be Prepared!



Fur Trim Juliets

No. 850—Black  
No. 847—Grey  
No. 843—Dark Blue } 95c  
No. 856—Wine  
No. 859—Brown



Ribbon Trim Juliets

No. 817—Dark Blue  
No. 838—Grey } \$1.00  
No. 818—Brown  
No. 841—Wine

These and many others on the floor

## Hirth-Krause Co.

Hide to Shoe Tanners and Shoe Mfgs.

Grand Rapids, Michigan

injury to the foot, or any wrong detail of fitting—as, for example, a shoe a trifle short, or a bit too narrow—is going to be anywhere from five to ten times as injurious to the child's foot as would a similar structural defect or wrong detail of fitting in an adult's shoe. That, for one thing; and for another, the child's foot is a growing foot. That means it is especially sensitive and specially liable to injury of a more or less serious nature. For that reason it is not simply bad business policy to allow a child to go out of your store imperfectly fitted—it is almost criminal.

All of which, and a lot more to the same effect might be added, leads one to the conclusion that a poorly conducted juvenile footwear department is perhaps worse than none at all. If the shoes you are selling for the little folks of your community aren't good values at the price; if they aren't dependable and satisfactory, they give your store a bad impression among the people who will make or break you to-morrow. And, if the service they receive at your store isn't conscientious and thorough-going, so much the worse.

So long as one is selling children's shoes at all, he should endeavor to sell them judiciously. Put the department in the limelight. Promote it energetically. Select the various lines advisedly; and see to it that every salesperson understands the art of fitting juvenile feet. Win the little people to you to-day, and to-morrow they will not desert you.

Cid McKay.

**Harvard System of Accounts For Shoe Dealers.**

Recent correspondence of the Bureau of Business Research shows increasing interest in stock-keeping methods in the retail shoe trade. More and more retailers are enquiring for its stock-keeping system and are putting the forms into use.

With the present high price of shoes it is, of course, especially important that a retailer watch his stock most carefully. There is an appreciable increase in the investment that a retailer has to make and the risk that this extraordinary tie-up of capital brings is great. Many retailers have found that they can keep careful watch of their stock by using the Harvard System of Accounts for Shoe Retailers, and thus reduce their capital investment in merchandise. The stock-keeping bulletin, with sample forms, will be mailed without charge to any shoe retailer upon request sent to the Bureau of Business Research, Harvard University, Cambridge, Mass.

**This Sells the Goods.**

In a Massachusetts town an enterprising shoe dealer uses to sell stock shaped upon comfort lasts the slogan: "Sensible shoes for fretty feet."

However, the man who thinks he is going to have his own way after marriage is apt to have another think coming in after years.

Occasionally a man figures on a reserved seat in heaven because he once gave away an old coat.

**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"**

**Greatly Enlarged in Scope**

We have re-organized under the more liberal statute enacted by the Legislature of 1917, and are therefore in a position to insure store buildings, fixtures and merchandise stocks in which boots and shoes are included. This greatly enlarges our scope of operations and increases our usefulness to our members, who obtain valid insurance in our company at 25 per cent. less than the regular stock rate, with an additional discount of 5 per cent. for prompt payment. All losses promptly and honorably adjusted. Correspondence solicited.

**Michigan Shoe Dealers Mutual Fire Insurance Co.**

**Fremont, Mich.**

**OFFICERS**

President, ALBERT MURRAY, Charlotte  
Vice President, JOHN MUFLY, Kalamazoo  
Secretary-Treasurer, GEORGE BODE, Fremont

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H. P. WOODWORTH, Lansing  
A. V. FREDERICH, Traverse City  
JOHN A. MARTIN, Monroe  
JOHN MUFLY, Kalamazoo  
GEORGE BODE, Fremont

We Show Here One of the Live Styles in our

**Bertsch Goodyear Welt Shoe Line for Men**



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.

No. 979—\$3.35

**Herold-Bertsch Shoe Co.**

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.



### Detailed Description of War Savings Stamp Plan.

Written for the Tradesman.

The war savings stamp plan is now ready to be placed in operation. The Government through various agencies will sell stamps in denominations of 25 cents each, or more, with which \$5 savings certificates can be purchased upon surrendering the book into which stamps have been pasted, the \$5 certificate being payable at par at the end of five years. Cash purchases of these certificates at \$4.12 each during December can also be made up to \$1,000. Secretary of the Treasury McAdoo, and Frank A. Vanderlip, chairman of the War Savings Committee, have announced the regulations under which war savings stamps can be purchased from duly appointed agents beginning Dec. 3. Two classes of agents will be designated for war savings certificates—those who may not hold more than \$1,000 of stamps for certificates at one time and who must pay cash for their holdings, and those who may hold more than \$1,000 worth and may obtain them upon assignment. Agents of the first class may obtain supplies such as stamps, certificates and thrift cards from the various agencies only upon payment of the current value of the stamps—that is, during December, 1917, and January, 1918, they must pay \$4.12 for each war savings stamp and an additional cent for each stamp during each succeeding month of 1918. Thrift stamps will always be sold to agents at their face value of 25 cents each. Agents of the second class who will be permitted to handle stamps with a maturity value in excess of \$1,000 will be required to deposit Liberty bonds or certificates of indebtedness to the aggregate amount of war stamps obtained for sale, plus the aggregate face value of all thrift stamps obtained. Most chain stores, railroad companies and big associations will fall in the second class, and small stores and agencies acting independently will be placed in the first class. All agents must be authorized by the Secretary of the Treasury upon application through post offices, banks or state or local war savings committees now being organized.

The following table showing the cash surrender value of each war saving certificate stamp prior to January, 1923, the date of maturity, has been issued by Secretary McAdoo:

Month	1918	1919	1920	1921	1922
January ...	\$4.12	\$4.24	\$4.36	\$4.48	\$4.60
February ..	4.13	4.25	4.37	4.49	4.61
March .....	4.14	4.26	4.38	4.50	4.62
April .....	4.15	4.27	4.39	4.51	4.63
May .....	4.16	4.28	4.40	4.52	4.64
June .....	4.17	4.29	4.41	4.53	4.65

July .....	4.18	4.30	4.42	4.54	4.66
August ....	4.19	4.31	4.43	4.55	4.67
September..	4.20	4.32	4.44	4.56	4.68
October ...	4.21	4.33	4.45	4.57	4.69
November ..	4.22	4.34	4.46	4.58	4.70
December ..	4.23	4.35	4.47	4.59	4.71

Thrift stamps will not be redeemable in cash except as they may be exchanged for war savings stamps and then converted into money.

The organizations of thousands of war savings societies to encourage systematic thrift in the purchase of thrift and war savings stamps is one of the plans in the Government's war savings campaign. Ten or more persons, it is stated, may form such a society and obtain a charter from the Secretary of the Treasury. These societies are to be organized in factories, offices, schools, clubs, churches and neighborhood groups. State directors are to name county and local directors to whom application for charters are to be made. When the charter is granted the secretary of the society will be designated as an official distributor of savings stamps. Members will be expected to buy from him or her each week, or pay day, at least the quantity of stamps for which he has subscribed.

The fact that the extraordinarily large payments last week on the Second Liberty Loan were completed with little or no disturbance to the money market is encouraging. Call loans on the New York stock exchange at no time last week ruled above  $4\frac{1}{2}$  per cent., the range having been from  $3\frac{1}{2}$  to 4 per cent. This is in contrast with the first Liberty Loan last June and July when call money on the New York Stock Exchange ran up to 10 per cent. That the biggest piece of financing ever undertaken by the United States Government was carried through so smoothly reflects great credit upon all concerned.

Paul Leake.

### Liquor, Drug Addicts

#### TAKE SAFETY FIRST

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

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

## 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.

Perpetuate your property interests intact by your own self written law—your legal will.

Have your will correctly prepared. Name this institution Executor. Your family should not suffer from mistakes in so important a matter.

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 very low cost

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

## 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.

**Local Banker Defends Patriotism of the Farmer.**

Allegan, Dec. 3—Not long ago, a well-known financier of Chicago said "The farmers of the country will neither fight, pay taxes nor buy liberty bonds," thereby placing himself in the same lime light as the divine who lost the presidency of the United States for James G. Blaine by his unfortunate utterance of "Rum, Romanism and Rebellion." The statement is a long way from the truth. The farmer constitutes the conservative class of our population. He must be shown before he is convinced, but, when convinced, is fully as patriotic as our city brethren. Has the farmer a right to distrust Liberty Bonds? No, not when he understands them thoroughly. He thinks slowly but surely. He distrusts financiers, bankers and brokers. The words bonds and stocks, bankers and brokers, commission houses and bucket shops are somewhat confused in his mind and he is very likely to judge one by the actions of the other. He has heard of the flotation by J. P. Morgan & Co. of a hundred million dollar bond issue, where the company purchased the entire lot at 85 cent on the dollar and placed the issue among their banking friends at par. He has seen the Liberty Loan advertisements side by side with those of the nameless mining company whose stock has been largely subscribed by some prominent banker, and such banker was placing a little of the stock among his friends, so they could share in the prospective profits. He has heard of bond issues sold by representative bond houses, trusted by trust companies of excellent standing. When the security failed he has heard of the relation of the broker and the trust company to the project was only nominal, that they were working along for their commission and fees and the buyer should beware. He has heard of wheat pits, where some groups of men, financed by leading banks, have made enormous profits. He has tried buying some wheat on his own account. When he comes out like the proverbial lamb, shorn not only of his wool but of a large portion of his hide, he is sore but not satisfied. He compares himself to the man who puts his fingers in the horse's mouth to find out how many teeth the horse has and the horse shuts his mouth to find out how many fingers the man has—and both had their curiosity satisfied.

Right in these strenuous times, when the production of food should be encouraged to the extreme limit, he commenced to feed his hogs \$2 corn about the first of September, relying, in part, on a twenty dollar hog market. When he has his pigs fattened about the first of November he finds the price paid by the packers has dropped three or four dollars a hundred and that the price paid by the consumer has increased. He learns that the packing houses carry on their business largely with borrowed capital, that their bonds are held by banks and bond houses, and he wonders who is getting the benefit of his two dollar corn. In spite of the urgings of the Agricultural Department and of the food conservation committees, the farmers are to-day selling their young pigs and calves below their value because of the high price of feed and the unstable prices for cattle and pork on foot. Let me call your attention to the following prices:

Average price for hogs in Chicago Aug. 21 was \$19.30; mess pork, carlots, \$43.50@43.75; lard, round lots, \$22.85@22.90. Average price of hogs in Chicago Oct. 23 was \$15.40; mess pork, \$43@44; lard, round lots, \$23.80@23.90. Average beef steers week of Sept. 19 was \$13.50; average beef steers week of Oct. 22 was \$11.30; plates, the cheapest class of meat, week of Sept. 19, from 9½@14c; Oct. 22, from 10½@15c per pound. From

Allegan, Nov. 5, there were shipped eighty-nine head of cattle, sixty-two of them heifers from one to two years old, which brought the farmer 5½@7c a pound on foot. These prices are a matter of concern to the manufacturer because every increase of price of food means increase of wages, and ultimately increase of price of the manufactured products to the consumer, until such a level is reached where the consumer refuses to buy. The farmer looks with suspicion upon bonds and stocks and upon those who offer them for sale. He is not quite ready to understand the patriotic platform of the financiers, the presidents of the banks and the bond houses where they are working without any recompense to themselves, with a sincere desire to perform their duty to their Government without a thought of personal gain. The farmer who in times past has been obliged to support himself on 75 cent wheat and \$5 pork, raised at a loss, never has had the time nor the money to work for his Government without reward. He gives a half smile of incredulity when told the banks and bonds houses, solely from patriotic motives, are out time and money in serving the Government in this crisis. Even when told by men in whom he has confidence that they receive no pay for their services, he quotes from that good book which you gentlemen all read, where Psalmist David exclaims: "I said in my haste all men are liars."

I do not claim for the farmer any exceptional degree of honesty. He is just one of the human family like the rest of us. He is just as honest as the rest of the human race and has not, as yet, so far as I can learn, started any wings for the heavenly region. He is just as liable to cut off one or two inches from his cord wood as the manufacturer is to add 20 per cent, to his price when his employes have demanded a 10 per cent. raise in wages, or the banker to shave a note beyond the legal limits when opportunity presents itself. But it is time the manufacturers put their heads together on this market condition so that both may profit thereby. If the sale of female live stock from the farm continues at the present rate, the business men will wake up too late.

The city man should become better acquainted with the farmer and his conditions and the farmer should become better acquainted with the city man. For years the manufacturer has sold his product on the market where his labor has been able to obtain a living from farm products which impoverished the soil and did not return to the farmer cost. The manufacturer of the future must be like the general of an army. He must see not only that his employes have healthful work rooms, but that they are paid a living wage, and that they can get their living within that scale. He must see that the men in the trenches are supplied with a proper food train, that the food supplies travel a shorter distance between the producer and consumer, that the producer receives a better return for his products and the consumer pays less.

Frank H. Williams,  
President First State Bank.

**OFFICE OUTFITTERS**  
LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

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

**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 33⅓% on their insurance. We can and will do as much for you.

Home Office, Grand Rapids

**Kent State Bank**

Main Office Fountain St.  
Facing Moore

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**

**Fourth National Bank**

United States Depository



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

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

**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**

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**

**Merchants Life Insurance Co.**

ASSETS \$2,471,351.65

**OLD LINE INSURANCE AT ITS LOWEST NET COST**

### How the Bankruptcy Law Can Be Improved.

The National Bankruptcy law, as it stands on the statute books at the present time, favors the debtor as against the creditor. It is an invitation for a dishonest man to cheat his creditors, and it should be changed in several ways along lines that I am going to suggest.

In all cases of insolvency or bankruptcy, the law should be made use of only by persons engaged in business. They are intended to be an aid to the honest, but unfortunate, business man who, through the natural risks attendant upon business, is unable to pay his creditors in full.

For this reason the present bankruptcy act should be amended so as to confine its scope to business men only and to permit a discharge from business obligations only, as distinct and separate from personal obligations. In other words, no man should be allowed to acquire expensive personal habits and then live up to them at the expense of creditors. Such things as liability for clothes, rent of house or apartment, and other necessary and reasonable living expenses should not be dischargeable in case the debtor goes into bankruptcy.

Even business men should not be so lax in their method as to permit their capital to shrink to such an extent that creditors get no dividends at all, and then apply in due course for a discharge and get it. It should be a prerequisite for an application for a discharge that the bankrupt's estate shall have paid a dividend of not less than 20 to 25 per cent. to creditors. It may, perhaps, be provided, in order to protect the really honest debtor, that this provision may be waived by the consent of, say, 80 or 90 per cent. of the bankrupt's creditors, both in number and in amount.

Inasmuch as the granting of a discharge in bankruptcy is a favor to the bankrupt, the law should provide that the burden of establishing that the bankrupt is entitled to his discharge should be placed upon him, and not upon the objecting creditor, as the law now provides.

Another suggestion is that the law should require the bankrupt to furnish sufficient funds for the proper administration of the estate. As the law now stands, if a debtor files a petition scheduling no assets, the burden of indemnifying the referee and paying the other expenses incurred in an examination of the estate falls upon those creditors who seek the examination. There is no way of recouping these expenses unless assets that belong to the estate are located.

Further, the law should provide that, instead of having a system of providing receivers and trustees and attorneys for receivers and trustees, etc., in each case, Federal officers be appointed whose duty it should be to administer all bankrupt estates; that these officers should act in conjunction with the office of the Attorney General and the Federal Attorneys of each district, so that, should the facts warrant it, an investigation may be started by the Federal attorneys, who shall at the same time and in the

same proceedings, so far as practicable, endeavor to locate assets and to prosecute the person or persons who are guilty of concealing them.

The law also should be amended so that failure on the part of a debtor to meet his written obligations, like a check or note, for a period of, say, a week or ten days after presentation, shall constitute an act of bankruptcy. Further, that no fees shall be paid to attorneys for petitioning creditors unless it be shown that the acts of these attorneys have in some way aided in conserving or adding to the assets of the estate.

Of course, there is no law that is perfect or can be administered perfectly. Expenses are necessarily high. Assets are sold at a forced sale, and generally realize a sum far below their actual value. Creditors, as a class, take too little interest in the administration of bankrupt estates. This permits the bankrupt either to buy in the assets at his own price, or to perpetrate any other frauds he may desire without hindrance on the part of the creditors.

On the rare occasions when one creditor desires to look into the affairs of a bankrupt estate, the other creditors generally refuse to co-operate to the extent of sharing a part of the expense. The result, therefore, is that if a single creditor is determined enough to proceed, he takes all the risk of his attorney's fees and his expenses, with the result that if something is realized the estate, as a whole, benefits. If nothing is realized, this creditor has lost all that he has advanced.

Hundreds of times the grocer could tie a paper sack at the top, save a yard or two of twine and hand out a package not as liable to come undone as if tied round about.

Customers nowadays will not accuse you of stinginess if you use only the amount of wrapping paper or twine necessary to contain, protect and securely hold the goods.

A stiff upper lip doesn't amount to much if the lower jaw is too limber.

### Investment Bonds Notes Preferred Stocks

issued by public  
utility companies  
with established  
records of earnings  
and service.

**Hodenpyl, Hardy & Co.**

Incorporated

Securities for Investment

14 Wall St., New York

First National Bank Bldg., Chicago

## 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

# 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



**Hammering Away at Williams and Davies.**

Evansville, Ind., Dec. 3—I find it requires more than one week for me to read all of the interesting things in the anniversary edition of the Tradesman.

I would be pleased to tell Bishop Charles D. Williams that I agree with him while he is talking about religion, but I will not agree with him when he places it in the "second" class. He says: "And there is that second practical issue of religion, doing good." If "doing good" is not the first issue of life, then there are no other issues. The trouble with Christian ministers is they put their creed before all else—and leave the business world to do good. They fight like hell among themselves. "The only equipment they bring to us is a few good intentions." "The world has suffered as much from blundering beneficences as from intentional knavery."

Mr. Williams knows what's the matter with us. When we learn to divide religion from Christianity and do good all the time, religion will be lived and we will stop worshipping Christianity. There's a difference between living the truth and worshipping individuals and living according to creeds.

I would like to tell John R. Davies that all old firms are passing away and new ones are being organized. Davies says: "More than forty authors were engaged upon its pages. While they held the pen and used their own style, language and individuality, they were so superintended as to give to their message a divine quality which empowers us to speak of their work as the Holy Scriptures." If Jesus Christ instructed only twelve men, why should there be "more than forty" and why is it absolutely necessary that we must listen to thousands of other men? "Of the first thirty years of His life, beyond a few brief statements, we know nothing." If this is true, what's the use of taking so much stock in what we don't know? All we know about Christianity is what has been preached to us—and every minister admits he does not know very much.

If traveling men were to admit that they did not know any more about their goods than Christian ministers admit that they don't know, they would be called in.

Davies says: "I presume in every business represented here, especially if it is of any size or moment, there are those who, because of incompetence, you would like to discharge to-morrow." Every incompetent person is discharged in a well-organized business, but it is not so in the business of Christianity. Any one who can read the bible can go out and tell the people that he is inspired by God and no one can discharge him. Such is the business that Davies represents. Edward Miller, Jr.

**Hoover's Appeal to the Commercial Travelers.**

Washington, Dec. 4—The victory in this great war may be won, not by fighting but by food. The men of England, Scotland, Ireland, France, Italy and Belgium are fighting. They are not on the farms. Therefore, the food production of these nations, our Allies, has fallen to the point of great danger.

Our problem is to feed our Allies this winter by sending them as much food as we can of the most concentrated nutritive value in the least shipping space. These foods are wheat, beef, pork, dairy products, and sugar.

Our solution is to eat less of these and more of other foods of which we have an abundance and to waste less of all foods.

Our Allies need from us 220,000,000 bushels of wheat. If we continue to eat and waste wheat as we have done, we can send them but 88,000,000 bush-

els; but, if we substitute other cereals, economize and cut out all waste, we can provide for the difference.

The same general condition holds good as to sugar, dairy products, beef and pork products. If we eat meat only once a day instead of two or three times, eat less sugar and butter and fewer fried dishes, we can keep our army and that of our Allies in full fighting trim, and can prevent any danger of starvation of the women and children of England and France.

You are peculiarly fitted by reason of the requirements of your profession to assist the work of the Food Administration in a twofold way:

1. By spreading throughout the length and breath of the land the gospel of wise food conservation.

2. By using your great influence on the hotels, restaurants and dining cars of the country to impress upon them their National duty of adopting and carrying out the voluntary regulations which we have sent them, with a request for their acceptance.

To this end you are invited to become a special representative of the Food Saving Division of the Food Administration. We shall greatly appreciate such a patriotic service on your part.

Herbert Hoover, U. S. Food Administration.

**Save the Fats.**

Gary, Ind., Dec. 4—As I understand the situation the real reason for the especial demand for fats at this time is because glycerine comes from fat. To get the glycerine the fats are treated with lye. A chemical reaction takes place in which soap and glycerine are the products. In the old home methods the glycerine is left in the soap and is lost. There should be no shortage of soap, as it is now a lye product of glycerine manufacture, and as glycerine is the base for nitroglycerine and the various forms of dynamite, much soap will be produced.

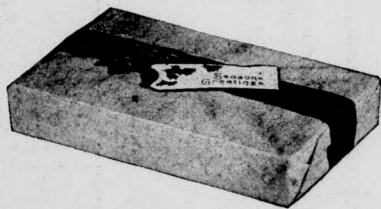
But the farmers should save their meat scraps and try out the fat. This should be sold to the big soap factories, which recover the all important glycerine. The talk of a soap shortage is due, I believe, to a lack of a knowledge of the chemistry of soap making. So long as we are using large amounts of dynamite, soap will be produced in order to get the glycerine—if the fats can be obtained. To use the fats in a home soap plant where the glycerine cannot be recovered is almost as bad as to throw the fat away. Save the fats and sell them to the big manufacturers who can make full use of them.

R. M. Ladd, Science Lecturer, Gary Public Schools.

Perhaps a woman doesn't keep a secret because she's afraid some other woman will tell it first.

**CIGARS**

**Dornbos Single Binder Xmas Package**



Give your order to your salesman now

**PETER DORN BOS**

16-18 Fulton St. W.

**Grand Rapids, Michigan**

**Cheapest Syrup**



Syrup made from Crescent Mapleine, sugar and water costs half as much as good, ready-made syrup. And the syrup is superior. Sell Crescent Mapleine for its making. \* \* \* Crescent Mfg. Co., Seattle, Wash. Order of your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago. (M-11)

**Crescent Mapleine**

**EAT SKINNER'S THE BEST MACARONI**



**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 R

War has brought a great responsibility to retailers, particularly those of Michigan having a sense of the word. No other class of citizen is so interested in the purchasing of Liberty Bonds.

Consumers do not appreciate the greater difficulties under present conditions. Freight delays and high prices are practically entirely beyond their knowledge.

The retailer has a hundred various problems which people know nothing about. They have a right to know, slow freight deliveries and increased costs.

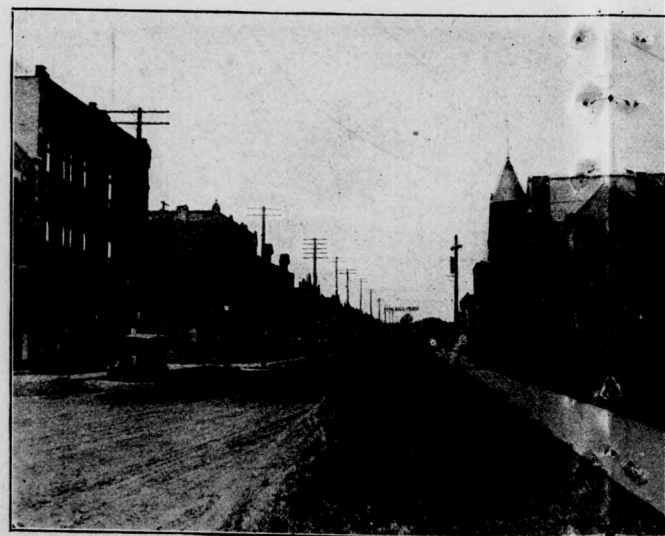
All this calls for a higher rate of efficiency. Retail dealers have found that efficient organization and efficient buying are doing wonders in helping them to sell their merchandise.

For that reason, right buying is of great importance.

There was a time when a dealer could buy goods in any part of the country by buying here, there and everywhere. The price and goods was pretty apt to do business in almost every town, regardless of where the goods had to be shipped from which the goods had to be shipped.

But the war has changed all this.

This advertisement is intended to inform Michigan and territorial markets.



# Retailer in War Times

responsibility to retailers everywhere and the Michigan have proven themselves patriots in every class of citizens in Michigan were more loyal in their support.

late the great difficulties the retailer has to meet with the right delays and constant advances in prices are well known.

ed various difficulties to overcome that other retailers have added burdens in the way of tax-increased demands for merchandise.

rate of efficiency than ever before. Many retailers organization in their own store and efficient methods helping them to properly supply their trade with

ing is of particular importance to the retailer.

dealer could do business under fairly efficient conditions and everywhere. Any salesman who could offer himself apt to do business with some merchant or other retailer of where his house was located or the distance to be shipped.

all this.

Now it is a question of getting the goods and getting them quick. Because of the poor freight service dealers cannot afford to have their goods shipped a thousand miles when they can just as well get them from near-by wholesalers.

The great majority of retailers throughout western Michigan have found that the Grand Rapids Wholesalers can best supply their requirements.

This is for the reason that transportation facilities are good. The Grand Rapids Wholesalers know what is demanded by Michigan dealers and they are making every possible effort to supply this demand.

The present abnormal conditions are forcing dealers to establish closer relations with their source of supply than ever before, and it naturally stands to reason that the jobbers closest at hand can give the best service.

Every dealer in Western Michigan can best serve his trade by concentrating his buying efforts and by getting all of his supplies from one point. For the merchants of Western Michigan this point should be Grand Rapids, because Grand Rapids is logically located, transportation is good, the wholesalers have the right merchandise and the prices are as low as can be had anywhere.

No matter from what point of view the dealer may consider the present situation, he cannot help but realize the great advantage and the many inducements Grand Rapids offers him as the logical market in which to buy his merchandise.

Every dealer will profit by coming to Grand Rapids for his merchandise.

## *Grand Rapids Wholesale Dealers Association.*

### **Belding, Michigan**

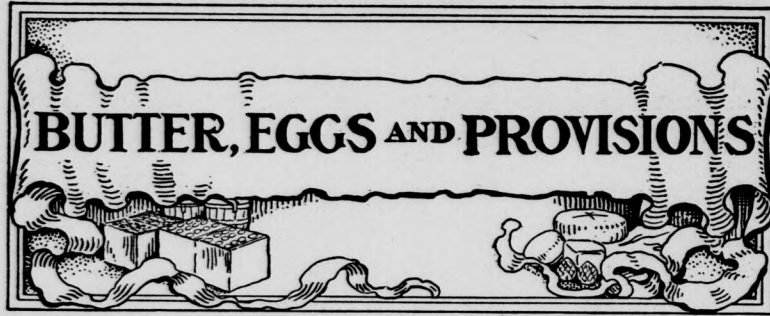
Belding's industries are more widely known and varied than those of the average city of 6,000 population. Belding Bros. & Company and the Richardson Silk Company, operating four mammoth silk mills, employ 1,500 people.

Belding-Hall Company, refrigerator manufacturers, with two large factories employ several hundred men. The Grand Rapids Brass Company and the Belding Foundry, recent additions to the industrial activities, are in thriving condition. Some others of our industrial life are the Belding Basket Company, Wolverine Paint Company and the Grand Rapids Paper Box Company. It is in the center of a rich agricultural district and with its excellent schools, paved streets, modern sewer system, cheap electric light and power, gas and artesian wells supplying a completely metered system with absolutely pure water, Belding is an incentive to good citizenship.

### **Winding the Maypole at Orchard Beach, Manistee, Mich. Public Playground**

Manistee has a score of factories, producing furniture, foundry and machinery products, etc., salt blocks, and lumber mills, and railroad yards furnish employment and promote prosperity. Ramsdell theatre, seating 1,400, is one of the largest and finest theatre buildings in Michigan outside of Detroit. Orchard Beach is the most entrancingly beautiful summer amusement center in the Central West, and affords a view of 40 miles of Lake Michigan coast line. The illustration shows the public playground at Orchard Beach. Manistee has twenty miles of asphalted highway and asphalt roads throughout the county, a Carnegie library, \$75,000 federal building, and fine business section are other sources of civic pride.





### Michigan Poultry, Butter and Egg Association.

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

### HE NEEDS NO DEFENSE.

#### Unjust Attacks on Retail Grocer Will React.

Tecumseh, Dec. 3.—It seems to me that our trade papers ought to give a little more attention to defending the individual grocer from the attacks of the daily newspapers and cheap politicians. Of the five trade papers I am taking, the only one which seems inclined to defend the retailer is the National Bulletin.

Competition in the small towns is mighty close and in the cities, with their chain stores and cash and carry systems, it is even more so.

The grocer performs a valuable service to the community in which he lives. If the individual grocers were put out of business and the public had to rely on chain stores and mail order houses, the people would find themselves much worse off, as real competition in cost and quality would be wiped off the map. The above mentioned stores quote attractive prices on a few well-known articles, but the way they throw the hooks in on the things on which people are not posted is a caution. I have filled a number of orders made out for mail order houses at their catalogue prices and will say that I never got one yet that my profits were not more than I would have received if I had not been following the catalogue price.

You know, Mr. Stowe, the average grocer takes less toll for the service rendered than any other retailer. You also know that the retailer is not to blame for the high prices of food stuff, as has been asserted by cheap politician and yellow newspaper editors, who are continually telling the people that food would be cheaper if the retailer did not rob them. Every time the retailer buys a bill of goods, the price is higher.

Some writer in a Detroit paper the other day made the assertion that the grocers charged more for their services in distributing goods than the farmer got for raising them. A man bright enough to do that would not stay in the grocery business long. If he did not get elected to Congress, he would surely get appointed on some one of the numberless Government commissions.

Now, Mr. Stowe, since you conduct a paper in the interest of the retailer, kindly defend us from the evil intentions of our enemies. All we want is a square deal. Frank D. Avery.

The writer of the above letter is an excellent type of the small town grocer who is so honest that he actually bends backwards and who is so cognizant of his own honesty and good intentions that he is unduly sensitive to the wicked insinuations and unfounded charges which are constantly being reiterated in the columns of the daily press. Whenever the penny-a-liners on the daily newspapers are short on news, they can always manufacture something which masquerades as news by imputing to the retail grocers ideas they never thought of, practices they never pursued and methods they never dreamed of. Retail grocers can no more control this current craze among the daily newspapers than they can divert the diurnal movements of the moon. It is the bete noire of the grocery business. Dogs have fleas, chickens have lice, great men have imitators and retail grocers have to endure the defamation and unfairness of the daily newspapers and the cheap skates who assume to shape public opinion by misrepresenting the attitude of the retail grocers and imputing to them crimes they never committed and offenses they never even thought about.

In the opinion of the Tradesman it is unwise for Mr. Avery or any other good merchant to protest against the unjust treatment they are accorded by the daily press. To chafe under it or to show that it is embarrassing and to resent the unfairness of the attacks is simply to encourage the scribblers to further and repeated assaults until they wear themselves out, the same as they did with the mother-in-law jokes and the slurs on plumbers as a class.

The Tradesman again reiterates what it has stated repeatedly, that the retail grocer needs no defense, because he is doing his part in the great struggle which now confronts civilization with credit to himself and with satisfaction to his customers. He is between the nether stone of food control on one side and food hoarding on the other. He is being deceived every day—many times every day—by regular and transient customers who seek to gain an unfair advantage over their neighbors by obtain-

### 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.

### SEEDS

Reed & Cheney Co.

GRAND RAPIDS, MICH.

### 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

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.

## 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

## G. B. READER

Jobber of

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

1052 N. Ottawa Ave.

Grand Rapids, Michigan

ing more sugar and other staple goods than is permissible under Government regulation. He lends a willing ear—in some cases too willing—to crafty people who obtain supplies on promises to pay which fail to materialize. He does more than his share in contributions to churches, charities and philanthropies. He pays his taxes without grumbling and subscribers to the Liberty Bond issues in larger proportion, considering his resources, than the members of any other line of trade. He sends his oldest boy and his most dependable clerk to the war. His wife and daughter do their bit for the Red Cross. He responds to the call of distress and is first and foremost in every movement for the good of the town, the welfare of the state and the cause of humanity. No dealer and no man in any vocation is living up to his opportunities and pursuing his ideals better than the average retail grocer.

When Mr. Hoover began issuing his orders covering the matter of food conservation, the retail grocers of the Eastern cities balked and revolted. They resented the idea of being restricted in purchasing supplies and limited in making sales and advancing prices and many of them took advantage of the sugar crisis to increase the price of granulated sugar to 15 cents per pound. In many cases sales of cutloaf were made on the basis of 50 cents per pound. The same advantage was taken of the consumer in connection with the sale of potatoes, apples and beans. The artificial prices thus maintained by an infinitely small percentage of the grocery trade of the country was brought to the attention of Mr. Hoover, who immediately issued a sweeping order which was so unfortunately worded as to apply to every retail grocer in the country. The Tradesman protested, editorially and personally, against such a sweeping indictment against grocers as a class and brought the protest to the attention of the food control department so forcibly and effectively that an understanding was reached to the effect that future onslaughts of this character would be directed against the actual offenders and not against the trade as a whole.

#### Retail Grocers Are Not War Profiteers.

Cadillac, Dec. 4—Wide publicity is given to certain articles appearing in some of the leading magazines relative to the enormous profits being made by the retail grocers. As an example of this we read in Colliers an article wherein they refer to the small retailer as Captain Kidd, Jr.

No doubt there are many instances of overcharging in the retail business, as well as in all other lines, but records prove that fewer retail grocers make a financial success of this business than in almost any other line. Again the proof is plain that the small retailer, because of his smallness, is unable to do any great amount of overcharging, owing to the excessive competition he must meet. The customer has, in most cases, the opportunity to step in the next door in order to avoid paying too high a price.

The manufacturer deals with men of financial responsibility. The wholesaler in like manner has every chance to safeguard his business with

the retailer by securing himself with notes, mortgages or other securities, but the retailer passes his goods out to men who have no financial responsibility in many cases, so must depend on the honesty of his customers. You may say he must not trust men who are not honest and yet for the reason that manufacturers and other employers of labor do not pay their labor every night, the laborer must necessarily get goods on credit, but when he gets his pay every day he will be in position to buy for cash. Then if the grocer sustains losses from bad accounts the fault will be his own.

Mr. Hoover is quoted as saying: "The United States has the most expensive retail business in the world and this Administration is now engaged in trying to reduce the operating cost of retail business. Reduced cost of operation should result in reduced prices."

Mr. Hoover refers to the high cost of operating retail stores as the reason for high prices, so that it would seem necessary that an exacting public should refrain from demanding the service it requires before the cost of operation can be very materially reduced, and the retailer has signified his willingness to co-operate with Mr. Hoover in every way possible.

J. M. Bothwell.

The present holdings of poultry can be relieved, the United States Department of Agriculture suggests, if the retail dealers will handle the goods at a reasonable advance over wholesale prices. This action will make poultry available at prices comparing favorably with other meats, according to the findings of a conference held between wholesale poultry distributors and officials of the Department of Agriculture. Both parties to the conference say that more poultry should be eaten when the facts are understood by the consumer; and an increased use of poultry now, in the opinion of the department, will tend to conserve other meats which are of more importance to Americans and their Allies in Europe. The retailers, as well as wholesalers, it is pointed out, should aid in relieving the congestion.

Even his mother-in-law's coal fire will look good to many a young man this winter.

## 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

# Buy the Best

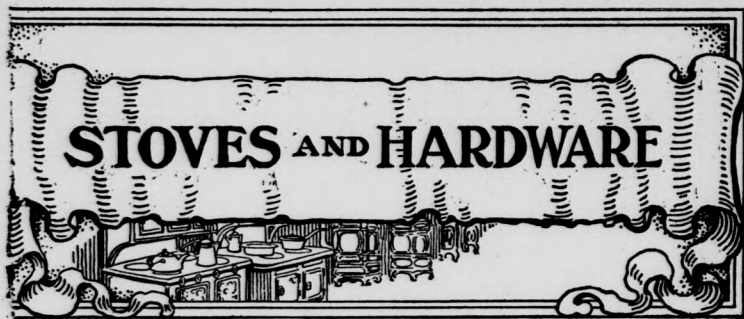


Sold in Sanitary Tin Packages---2, 5, 10, 15 and 25 lb. pails.

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

Sold by all jobbers.

See quotations in Grocery Price Current.



**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.

**Featuring Practical Gifts For the Christmas Trade.**

Written for the Tradesman.

The hardware store is every year catering more and more to the Christmas gift trade. Just now there should be evident a very strong trend toward the practical in gifts, as distinguished from the purely ornamental. It is pretty generally realized that a gift which has some practical, everyday use is more likely to be appreciated by the average individual or family than something of a purely decorative nature.

Now, hardware, from start to finish, is intensely practical. Even the most ornamental articles handled at the height of the Christmas season are of practical, every day value. Cut glass, brass goods, silverware, trend rather toward the artistic, but in even these lines there is discernible a measure of practicability not evident in goods offered by some merchants for the Christmas trade.

Consequently, it will pay the hardware dealer to emphasize the idea of the useful in gifts, not as distinguished from the ornamental or artistic, but as distinguished from the article that has no utility whatsoever.

"Buy useful gifts," is a good slogan for the hardware dealer.

I know one merchant not in the hardware line whose stock includes a great deal of what practical men call bric-a-brac. Fancy china, ornaments of one sort and another, aesthetic things, just the stuff for gifts. A few months ago a young man came in and asked to look at something for a wedding present.

The merchant started to show the fancy stuff. Said the young man:

"This stuff's no use. See here, how much would it cost for an outfit of kitchen utensils? In aluminum?"

And he wound up by spending \$17.50 for aluminum ware instead of perhaps five dollars for something purely ornamental.

That illustrates a tendency toward the usefulness in gifts that is slowly and perhaps imperceptibly but none the less steadily growing. It also shows one line which a gift campaign can take, a complete new kitchen outfit for the housewife whose kitchen equipment is worn out by years of use. What present would be more appreciated, or a more constant reminder of the thoughtful giver?

A feature that helps the dealer in pushing these practical lines as gifts is

the fact that a modern item of well constructed kitchen equipment appeals just as keenly to the aesthetic in the average person as does a pretty parlor ornament. There are really few things in any store handsomer than a modern kitchen range—not the cheap article at \$20 or thereabouts, but the big range with an overhead shelf and a whole lot of beautiful nickel trimmings shining brightly in contrast with the black of the body. There are probably hundreds of homes in your own town where women would appreciate such a Christmas gift above anything else they will receive; and would appreciate it even more if it arrived in time for the cooking of the Christmas dinner.

One reason that such everyday articles of stock are not pushed as gifts is perhaps that to most dealers they were merely commonplace. They are in the store, in plain sight, every day. To the dealer, a gift article is something that has to be ordered specially for the Christmas trade, and is unseasonable all the rest of the year.

There is a good sale for such purely Christmas lines, and the hardware dealer cannot afford to neglect them. But at the same time it will pay him to look closer and to discover the possibilities in his everyday lines of stock, in the goods which he carries all the year round and for which there is a sale in many instances practically every month of the year.

The kitchen range isn't regarded as a gift article, not because it is unsuitable for the purpose, but because the buying public hasn't been educated to its gift possibilities. It is for the hardware dealer, while not neglecting those gift lines for which there is a ready demand, to urge also the gift aspects of other lines which are part of his everyday stock.

I recall an incident where the practical in Christmas gifts worked around very nicely to the artistic and the aesthetic. Two young men lived on the farm with their mother, an old woman. They came in a few days before Christmas; they had decided to buy her a present; and they vaguely thought of something in jewelry, but were attracted by a handsome parlor lamp in the hardware dealer's window. They went in to price it, still arguing as to whether or not it was suitable. One thought mother would like it; the other averred it would only make her more discontented with the bare living room.

The hardware dealer took time to question them a bit.

"It's a nice lamp, but it would look out of place in that gloomy old den," insisted the doubtful one.

"Why not," asked the merchant,

**AGRICULTURAL LIME  
 BUILDING LIME**

Write for Prices

A. B. Knowlson Co.

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

**TAKING INVENTORY**

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

**Signs of the Times  
 Are  
 Electric Signs**

Progressive merchants and manufacturers now realize the value of *Electric Advertising*.

We furnish you with sketches, prices and operating cost for the asking.

**THE POWER CO.**

Bell M 797

Citizens 4261

**HARNESS OUR OWN MAKE**

Hand or Machine Made

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

SHERWOOD HALL CO., LTD.

Ionia Ave. and Louis St. Grand Rapids, Michigan

Bell Phone 596

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**Joseph P. Lynch Sales Co.  
 Special Sale Experts**

Expert Advertising—Expert Merchandising

44 So. Ionia Ave. Grand Rapids, Mich.

**Sand Lime Brick**

Nothing as Durable  
 Nothing as Fireproof  
 Makes Structures Beautiful  
 No Painting  
 No Cost for Repair  
 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

**Foster, Stevens & Co.  
 Wholesale Hardware**

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



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

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

Catalog—to merchants

**Wilmarth Show Case Company**

1542 Jefferson Avenue

Grand Rapids, Mich.

**Made In Grand Rapids**

"brighten up the gloomy old den to match the lamp? Tell me all about it, boys, and I'll see what we can do."

The boys returned home with a mysterious load in their wagon, cajoled the old lady into going for a few days visit to her sister in the city, got to work with paint and floor stain and brushes—and when the mother came back just before Christmas there was the lamp standing on a center table that shone as bright as new, in the very center of a living room that had been brightened up to match the lamp.

Yet few people think of brightening up a room for mother as a Christmas present—just because they aren't educated to the idea, that wall paint and floor stain and artistic work done sub rosa can possibly constitute a gift. None the less, there are hosts of women who hunger for more attractive homes; and host of gift givers who hike to the jewelry shop or the china store for pretty vases, which only make the homes more unattractive by contrast. When what they should do is to invest a few dollars in little items from the hardware dealer's paint stock, and brighten up the homes themselves.

The advantage of featuring such lines as gifts is, that they do not become unsalable immediately the season is over. The risk for accumulating dead stock, or somnolent stock that must be carried over for another twelve-month, is reduced. Of course, not every family can buy the biggest size kitchen range for mother, or a set of aluminum utensils for sister, who has just been married. But the hardware dealer has smaller articles for those whose purses are not so large.

Make up a list of possible gifts this season for mother, sister, father, brother, daughter, children, and get it printed for distribution. It will help make sales. And when you compile that list, put in it all the practical things you have to sell that possess gift possibilities. That's one way to educate the public.

Victor Lauriston.

**Helping the Farmer Helps You.**

The trouble with many merchants is that they do not realize the value of helping the community in which they live. They do not see the best way of helping themselves is by helping the community.

Doing this kind of work is where business men's association prove valuable. An association of merchants in a Pennsylvania town this spring decided to demonstrate their usefulness to the community in a practical way. A carload of seed potatoes were bought and sold to the farmers at cost. If the farmer hadn't the cash, the association financed him through the local bank. Now that was a splendid thing to do for the farmers, but it likewise helped the merchants in a very direct and definite way. It was co-operation of the kind that counts.

Can you imagine a farmer of that community so lacking in appreciation as to send a money order to the mail order houses for goods that could be bought from one of those merchants? Hardly; then why not look for something that you might do for your community.

**REAL MONEY FROM OVERDUE ACCOUNTS**

**Help to Support Families of Enlisted Business Men.**

The average business or professional man is confronted with a serious problem as a result of the entry of this country into the world war. This is the matter of supporting his own family in case he enlists or is chosen to follow the flag without effecting a complete depletion of his bank account or the savings of a lifetime.

The patriotism of Americans in all walks of life always has been of the highest quality, but there are many who, during their term of service, do not relish the breaking of the nest egg for the support of their families. To them relief is in sight through the operations of the Mercantile Credit Company of America, with Detroit offices in the Chamber of Commerce building. This institution specializes in the collection of bad accounts for physicians, grocers, and, in fact, anyone who has an honest debt due him, and accounts which have been pigeon-holed as impossible, or have stood on the books for years, are turned into money. Thus are families provided for without having to take from the rainy day fund, the Mercantile Credit company regularly supplying them with money collected from what had been marked bad accounts.

In the instance of debtors who have removed to another city, they are traced and made to take care of their honest responsibilities by an institution whose officials know their business.

The Mercantile Credit company has operated for more than a decade in Detroit, and throughout the United States and Canada, doing the work in a dignified way and collecting hundreds of thousands of dollars for its clients through its representatives everywhere, all of whom are secured by bond. It is the habit of this agency to make no charge without producing results.—Detroit Free Press.

Worry knocks more men out than overwork.

**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**

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

**cMc PRICE CARDS  
put "pep" in prices**

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

**40c**  
40 cents per 100 and up  
**Samples free on request**  
Dept. , CARNELL MFG. CO.  
338 Broadway, New York

**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.

**Pere Marquette Railway Co.**

**FACTORY SITES  
AND  
Locations for Industrial Enterprises in  
Michigan**

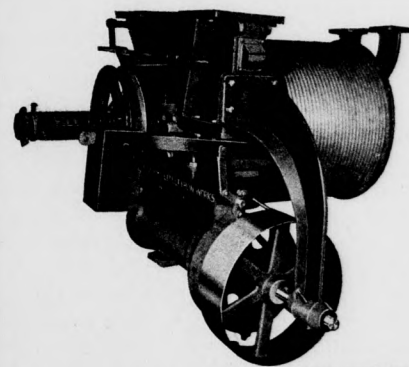
The Pere Marquette Railway runs through a territory peculiarly adapted by Accessibility, excellent Shipping Facilities, Healthful Climate and Good Conditions for Home Life, for the LOCATION OF INDUSTRIAL ENTERPRISES.

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



**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



### Staple Dry Goods Markets Are Unchanged.

The tense conditions in cotton goods and yarn markets are unchanged. It is stated that the Government and large cotton duck manufacturers have arrived at an agreement as to the price to be paid for large quantities of heavy cotton duck to be made during the coming year. The basis will be about 45 per cent. off the list for goods suitable for heavy tarpaulins. Buyers for the civilian trade have been bidding up as high as 25 per cent. off the list and have not been able to get merchandise owing to the control of the output of all grades under No. 10s by the War Industries Board. Requisitions for needed supplies in civilian lines will have to be made through the Priorities Board.

It is useless to hope for any relief from this general situation on cotton duck while the war lasts. The Government can use much more duck of certain kinds than it is getting, and it has already impressed whole mills into service and has also encouraged carpet, quilt and upholstery mills into the production of lightweight ducks than can be handled on lighter looms. The activity in the shipping business is a guarantee in itself that huge quantities of sail duck and other duck will be wanted.

Prices on finished goods are very firm, with a rising tendency wherever sales can be arranged. So many mills now have their goods at value or withdrawn from sale that price advances do not come along as fast as the rise has taken place in gray cloths. Denims are nominally on a basis of 30c for 2.20 indigo goods, but it is stated that some buyers sadly in need of supplies have paid as high as 33c and will pay higher for small lots for quick delivery. Staple ginghams are quoted nominally at 16c, but they are not to had at that figure from some of the large mills, and in one instance 16½c is asked. Staple tickings are nominally on a basis of 35c for eight-ounce goods, but mills will not take orders at that figure. Orders for prints are not being accepted freely at 12½c. Many lines of bleached cottons are at value, fruits being quoted nominally at 18c, but have sold at 19c. Lonsdales were placed at value at 18c.

The anxiety of some of the large jobbers of the country has been increasing since last week. Buyers who came here and found the market sold tightly went home to find that merchandise men did not care to relent on their restrictions. In one or two instances buyers were sent back with instructions to purchase at the best

prices available such domestics as bleached and brown cottons, wide sheetings, tickings, denims and colored duck. It would seem as if goods were short in some of the jobbing centers, as unusual efforts are being made to get lines of domestics and other napped fabrics for immediate delivery or for delivery any time up to April. In these instances buyers are very willing to accept the 2-10-60 payment rules that have been laid down in some houses. More enquiry is reported in the markets for white goods of plain constructions.

For spot delivery of Argentine wool buyers will pay premiums for small lots and are doing so. Some manufacturers are taking a look ahead into fall of next year, when they expect that shortage will be greater than it is at present. The smaller manufacturers who cannot take Government work to any great extent are picking up odd lots of wool where they find them. The work of getting the wool trade under closer Government control goes on steadily. The large producers of wool goods are finding it necessary to work in close harmony with the Government war boards in getting out materials that are wanted. Less price expansion is seen in wool lines than in cotton.

The burlap situation grows more acute, as the British government continues to exercise a large control over the movement of burlaps out of Dundee.

### Growth of the Cash and Carry System.

There are rumors abroad, although not very clearly sustained, that Mr. Hoover is considering some plan whereby the elimination of expense in food distribution may be carried so far as to prohibit retail delivery and compel people to resort to the "cash and carry" plan of merchandising. Harry A. Wheeler, Mr. Hoover's Illinois deputy, is a most energetic promoter of the plan, and was in Washington last week, trying to work it out on the lines he has employed with some success in Chicago and one or two smaller cities of Illinois.

That the movement of eliminating service costs from the main price for foodstuffs is growing cannot be denied. For years the associations have been urging members to make a sharp distinction between goods and service, in order that the consumer might understand what makes up the high cost of living, and in these times of war economy anything that will eliminate excessive burdens and make people "do-it-yourself" is welcome

and has the governmental backing. The recent mass meeting of retailers, held at the invitation of the local wholesalers in New York City, emphasized the same idea to a considerable extent—that is, retailers were urged to make a charge for delivery and credit accommodation, separate from the price of the merchandise, and even before that individual grocers here and there had adopted the plan with more or less success.

Aaron Ward & Sons, of Newark, have issued a circular stating that they will "make a charge of 5 cents on each order, whether it is a yeast cake, a pound of butter or one box of groceries. There will also be a charge of 5 cents on each and every case of canned goods, box of soap and other cases of the same size. There will be a charge of 15 cents on a barrel of flour and 10 cents on a half barrel; 10 cents on a sack of potatoes and 25 cents on a barrel of sugar."

For the past two years the Montclair N. J. Community Market has charged 7 cents for each call of its cars at a kitchen to make a delivery. "This plan, with a limited number of trips over each route," says its manager, "seems to us to approach the solution of the delivery problem so far as that solution is possible without co-operative delivery where one set of rigs delivers for all merchants.

"It seems to me that the simple flat charge is preferable in various ways. First and foremost, it encourages larger purchases at one time, thus reducing the cost of store operation. The complicated scale of charges, I think, will act as an annoyance and deter people from ordering the larger quantities. This will mean a failure to reduce the expense of waiting upon customers. The cost of salesmen's salaries is around 8 per cent. on average orders, and probably not half that on large orders; whereas the cost of delivery is not, even with 'free' delivery, more than half of 8 per cent.

"But after listening to prophecy of dire results from charging for delivery and having some years of experience, I have no hesitancy in expressing the opinion that it is the just, the economical and the wise thing to do."

If you are wise to-day you can risk being otherwise to-morrow.

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.

**Special Sales**  
John L. Lynch Sales Co.  
No. 28 So Ionia Ave.  
Grand Rapids, Michigan

## Guaranteed Prices on Good Goods

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

## Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas

## Rush Holiday Orders

For your Christmas trade such as Ladies' and Gents' Neckwear, Mufflers, Ribbons, Dolls, Sweaters, Toys, Garters, Arm Bands, Booties and Jackets and Xmas Trimmings will receive our most careful and prompt attention. Many of these are packed in special Holiday boxes.

Quality Merchandise—Right Prices—Prompt Service

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



**Inside Information First Disseminated in the Tradesman.**

Detroit, Dec. 5.—When the Kaiser first started his war against civilization, the Tradesman immediately stated that the Kaiser had for nearly twenty years planned to invade and subjugate the United States. You repeated this charge so frequently that I took it upon myself to controvert this statement to my German friends, because I believed then that you were either crazy or resorting to downright falsehood. Of course, we now know that you were right, because we have documentary evidence to prove that official Germany deliberately planned to subjugate this country many years ago and has worked to that end—the only obstacle standing in the way of such invasion being the English navy.

Now what I would like to know is how you knew so long ago as August, 1914, the plans Germany was making to destroy the freedom of America. If you have no objection, I should be glad to know how you obtained such vital information to this country years before any other newspaper man in the United States was made acquainted with the facts. If this involves any betrayal of confidence on your part, I shall, of course, not expect you to make any disclosures.

Carl Braun.

At the time the Tradesman made its original statement in this matter—statements which were met by jeers and sneers by our German friends—it was not in a position to disclose the source from which this information was obtained. Since that time the censorship has been removed and the Navy Department has done what it usually refused to do before we declared war against Germany—permitted the public to peruse the diary of the late Admiral

Dewey while he was in Manila Bay, in which he recorded the statement of Admiral Von Dietrich, of the Imperial German Navy, that "in about fifteen years his master (meaning the Kaiser) would proceed to absorb Belgium, destroy France, invade England and subjugate America." The writer was privileged to peruse a certified copy of this document while in Washington in the spring of 1911—more than three years before the Kaiser started the war—and his statements made about three years later were based on this knowledge of the designs the Kaiser had on this country for at least nineteen years before he invaded Belgium and started his bloody world war.

**Worsted Yarns Strong.**

The worsted yarn market shows itself unchanged. Mills are busy with large orders on the books, chiefly for Government purposes, and current demand, although small, seems enough to absorb any nearby lots which may be offered.

Buyers for the civilian trade are not doing much for late delivery because of the high prices, which most spinners ask. It is expected that the taking of forward business in men's wear and dress goods will bring more weavers into the market, and if buying of nearby lots is not sufficient to cover the cloth orders taken then without doubt the market for future deliveries will broaden.

Buyers comment on the irregularity of prices quoted by spinners, and a wide range must be named in any quotation to be reflective of the whole market.

Thus on contract for 40s two-ply half-blood from \$2.80 to \$3 is asked, while nearer deliveries are said to be available at around \$2.65.

Knitting yarns are in strong position, with continuance of good demand from the retail trade. More and more mills are turning out hand knitting yarns, but as yet there are no indications of over-production. Retailers seem to be selling large volumes despite the numerous sources of supply nearer the mill which are offering yarns for army and navy sweaters, mufflers, wristlets, etc., at low prices.

Underwear manufacturers find it difficult to price woolen or worsted garments for the civilian trade in the future. Much of the suitable yarn is being used by the Government and knitters cannot cover ahead for civilian use with much assurance.

If you did not read the article on cheese in the Tradesman of Nov. 21, look it up, merchant, young or old. Even old heads wish they had had such pointers years ago.

**WM. D. BATT  
HIDES, WOOL, FURS  
AND TALLOW**  
28-30 Louis St. Grand Rapids, Mich.



No. 260 at \$12.00 per Doz.

Send us a trial order on this new

**LADIES' CAP**

Made in any combination of the following colors of pure worsted yarns:

- |           |            |
|-----------|------------|
| White     | Black      |
| Purple    | Brown      |
| Maroon    | Cardinal   |
| Gold      | Orange     |
| Ox ord    | Green      |
| Navy Blue | Royal Blue |
| Old Gold  | Khaki      |

We have Soldiers' Sleeveless Jackets for immediate delivery made of fine worsted yarn in khaki or oxford at \$42 per dozen.

**Van Lopik Knitting Co.**  
Zeeland, Mich.

**SERVICE**

**STILL TIME**

**QUALITY**

Next week will be too late to take advantage of our

**Semi-Annual House Sale**

The first day of the sale, Monday, December 3rd, demonstrated how the merchants appreciated such an opportunity, right at their door.

Is some department of your store a little quiet?

Your store is successful only to the degree of its weakest department.

Why not come in now and get some REAL QUALITY SPECIALS to boom that department; to make your Holiday sales a real success?

Sale closes December 8, Saturday, 1 P. M.

Western Michigan's logical distributing point.

**The Grand Rapids Dry Goods Co.**

Exclusively Wholesale

Grand Rapids, Mich.

**QUALITY**

**SERVICE**



**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, Dec. 4—Chicago's greatest day was Saturday, Dec. 1, when about 16,000 Camp Grant, Rockford, Illinois, National soldiers, paid Chicago a visit to attend the Camp Grant and Camp Custer football game, played on the Northwestern University grounds. Although Camp Custer went down to defeat, 13 to 14, they received as much praise and commendation as the boys from Camp Grant. Preceding the game in the morning it was a wonderful sight to see the Camp Grant boys march through the loop. Young men, who have spent less than three or four months in training, never having any military experience before, marched with head up and shoulders back, as though it had been their business all their lives. It was almost impossible to believe it, but in this case seeing was believing, and if the Kaiser could have reviewed this great parade, there would be little time lost suing for peace. One of the greatest things noticed during this march was the way the people are saluting the colors. During the early part of the summer, just after this country declared war, while the colors were being carried by, the honor shown the colors was very lax. The great difference was decidedly noticeable Saturday, when thousands of people stood "at attention." This goes to show the American people are back of the Government.

Butler Bros., of Chicago, threw to the breeze yesterday their service flag, showing nearly 200 stars, representing that number of employes who have left their service to fight the Kaiser in some capacity.

Real estate deals in Chicago the past week have shown a wonderful improvement, not in numbers, but in dollars and cents. One of the big sales that was a feature of last week amounted to \$700,000. On another deal of two moving picture theaters to be erected on Sheridan Road, North, near Wilson avenue, the amount will figure close to \$1,500,000. Flat building deals and vacants showed a little improvement over the previous week.

W. C. Vierbuchen, manager of the old Palmer House from 1902 up to the present time, has resigned. Col. Vier, as he is generally known, will take over a new hotel which is being built on the South Side in the Hyde Park district. The above gentleman is known from one end of the country to the other by the traveling public and all speak very highly of him. The great time anticipated by the Jackies at the Great Lakes Naval

Training Station Thanksgiving day was far and above all expectations. Chicago people not only invited them to their homes, but paid their railroad fare there and back, winding up by giving them theater tickets, football tickets and tickets to other amusements in the city.

The new Union Station being erected on the West side of the river from Monroe avenue to Jackson boulevard, resembles a busy bee hive. Men are working night and day.

The Chicago newspapers seem to be giving considerable space to the former Chief Healy graft case which is being tried in the courts. Of course, some people like to read this stuff, but the writer thinks that a lot of it would sound better unsaid.

All the Chicago department stores are now ready to take care of the Christmas rush, some of them using an entire floor to display Christmas toys. When the writer mentions floor space in one of these big stores, one realize this means thousands of feet. Most of them cover close to a square block.

The football season is now about over. No doubt we will soon be reading baseball news again.

Charles W. Reattoir.

**Grocers Not All Robbers.**

Tecumseh, Dec. 3—I note such reflections on the grocery trade in the public press by Burton F. Brown, who is connected with the State Dairy and Food Department. I have been a retail grocer for many years and, with hundreds of others in the same business, have been the victim of more fortunate individuals, like Mr. Brown, who succeed in landing a State or Government job and are not satisfied to attend to the business they are hired for, but take advantage of their position to make the hard life of an honest retail grocer still harder. As a matter of fact, no retailer in any line sells goods on the small margins that a retail grocer does.

No other retailer gives as much service without pay as the grocer does.

Mr. Brown is quoted as saying that retail grocers are responsible for the high cost of food. Mr. Brown must know that to be incorrect. A few days since nearly every paper in the State published a list of prices at which certain goods were sold in different towns in Michigan. Crackers in Alpena were quoted at 6 cents per pound. As a matter of fact, the wholesale price of good crackers is from 13 3/4 @ 14c per pound. Is a retail grocer a robber who sells crackers at a profit of from 12 to 16 per cent. puts them in expensive bags and ties them with twine that costs 45 cents per pound? I think not.

I might mention a hundred other articles that bear similar or even less margins of profit.

Mr. Brown talks about retailers demanding a 75 per cent. profit. I say, without the least fear of contradiction, that for every retail grocer of that stamp there are 100 honest men.

The harm that comes from such statements is that people are looking for someone to blame for high prices and are ready to believe any kind of a story if it comes from some man in public life. Frank D. Avery.

**Thought She Was a Widow.**

A country storekeeper who is known to his immediate friends as "Bill" Barker went to the city to order a stock of goods. The goods were sent on immediately and reached home before he did. When the boxes were delivered his wife happened to look at the largest box, when she uttered a loud scream and asked for a hammer.

A neighbor, hearing her screams, rushed in to her assistance and asked what was wrong with her. Mrs. Barker, pale and faint, pointed to the inscription on the box, which read as follows: "Bill inside."



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

**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

**ELI CROSS**  
 Grower of Flowers

And Potted Plants  
 WHOLESALE AND RETAIL  
 150 Monroe Ave. Grand Rapids

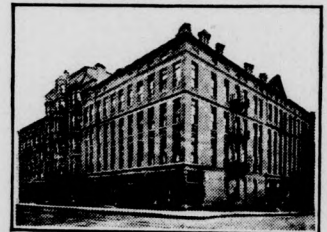
**USED AUTOS**

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

**OCCIDENTAL HOTEL**

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

**CODY HOTEL**



IN THE HEART OF THE CITY  
 Division and Fulton

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

**CODY CAFETERIA IN CONNECTION**

**New Hotel Mertens**

GRAND RAPIDS

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

Union Station



75 Steps East

Fire Proof

## DETROIT DOINGS.

## Mercantile News From the City of the Straits.

Detroit, Dec. 4—Harry Wright (Wright, Fendler & Pike) remembers his old customers in Ohio—merchants he called on in the days when he traveled on the road—every year with a fresh whitefish, shipped in ice by express prepaid. The nice letters he receives each time he does this would fill a large file.

The transportation department of the Board of Commerce should bring pressure to bear on the M. U. T. and the Michigan Railway Company to accord Detroit shippers to Grand Rapids the same service they give Grand Rapids shippers to Detroit. Under existing conditions, shipment which leave Grand Rapids at 4 p. m. reach Detroit at 3 o'clock the next morning, being only eleven hours on the road. On the other hand, shipments from Detroit to Grand Rapids, leaving Detroit at 7:30 p. m. do not reach destination until late the next evening, so they are delivered the next morning—thirty-six hours after shipment. If an eleven hour schedule can be accomplished in one direction, it certainly can be made in the opposite direction, providing proper pressure is brought to bear on the M. U. T. to handle Westbound shipments with greater expedition.

Clarence A. Day has been awarded the contract to get out the programmes for the hardware convention at Saginaw and the grocery convention at Ann Arbor and has already entered upon the work of compiling the data and soliciting the advertising.

Showing importance of the big exhibit to be staged at the armory, December 14 to 20, by the Michigan Poultry Breeders' Association, many of the National organizations are holding their zone or state meetings here at that time. These gatherings will bring to Detroit some of the most prominent fanciers in the country and all will have exhibits, so there will be some keen scratching for blue ribbons.

A. D. Shaw, who is manager of the new Woodward avenue branch of the J. E. Wilson Shoe Co., associated with the firm last August as manager of the men's shoe department. He was at one time with the J. L. Hudson Co. shoe department; later as manager of the Royal Oak branch of the Rogers Shoe Co., and for some months manager of the Saginaw branch of the R. & H. Shoe Co. of Detroit.

The statement made by officials of the Board of Commerce that the next sixty days would see orders placed in Detroit for war purposes aggregating \$300,000,000 gave a new impetus to business conditions, and caused a great wave of optimism and encouragement to sweep over the retailers of the city. The departure of five thousand young men who left Detroit to go in training certainly had an effect on the men's furnishing and shoe businesses. It means that there are fewer purchasers, and the way for retailers to overcome the loss is to make a stronger drive for new business among the people who remain. There has been a lull in retail trade, regardless of many special inducements offered by retailers in the way of price reductions, which are much earlier than previous seasons. Rubber business improved owing to the snow, but it wasn't a rush, hence retailers can handle most of the sales. The first real snow storm, however, will find many retailers short of their usual fall stocks.

Negotiations have been opened by a committee from the Board of Commerce of Pontiac with Detroit parties to furnish this city with an auto truck service between here and Pontiac. This will compete with the D. U. R. and it is believed would afford more prompt shipments. Plans call for trips between the two points made by

two three-ton trucks with trailers of equal carrying capacity.

H. C. Wordley succeeds the late James Reid as representative of Edson, Moore & Co., in Upper Peninsular territory. He was transferred from the Port Huron territory to Ishpeming, where he and Mrs. Wordley will reside. Fred Phillips, special representative of the house, who has been in the territory since the death of Mr. Reid, has returned to Detroit.

## Gabby Gleanings From Grand Rapids

Grand Rapids, Dec. 4—The Good Homes Show in the Klingman building is a high grade affair and is worthy of patronage by all. The exhibits are arranged with much taste and artistic excellence and are worthy representations of the scope and variety of the greatest furniture producing center in the world.

Moses Dark has joined the Grand Lodge of Freaks founded by Ed. Frick. He took half a day off last Saturday and went to hear Fiske O'Hara with the missus. Kind friends are considering the idea of having a commission appointed to determine the mental condition of both Mr. Frick and Mr. Dark. It is so unusual for them to desert their desks during business hours that their attitude is alarming their friends.

A school for lumber salesmen is advocated by Julius Seidel, of the Julius Seidel Lumber Co., St. Louis. "A trade school where employes can get an education in our business that will better fit them for their positions is greatly needed," says Mr. Seidel. "Our superintendent of public instruction has instituted special training courses fostered by preparatory for certain lines of business. Why should not the lumbermen do likewise? Such a school of instruction should be fostered by local, state and National associations of lumbermen to the end that our business may be elevated and the public better served. We can well afford to have on our pay rolls competent architects and engineers in an advisory and promotive capacity. Such experts should be employed jointly by all the lumber dealers in this city to study thoroughly all the uses of lumber, and to be in a position to advise consumers how to build with wood to get the best satisfaction and longest service."

"Traveling salesmen and the agents of the great industrial organizations fully realize that the railroads are vital factors in the war, and that upon the American railroads defeat or victory for the American arms may, to a great extent, hinge. In order that the burden of the railroads may be made as light as possible, the traveling men are carrying as little baggage as they can get along with, and are rapidly eliminating all excess baggage and sample trunks and cases." Such were the statements of August H. Sollit, a representative of the Wilson Co., Chicago packers, recently. Many salesmen, he said, are substituting catalogues and photographs for the heavy sample trunks they formerly carried. They carry only small samples of the goods they sell using these samples to show the quality, while photographs are being used to show the finished article. The rapid advances made in color photography during the past few years makes it possible to truthfully present the appearance of any article. Mr. Sollit asserted. Many of the travelers' organizations have requested that their members eat only light breakfasts, eliminating meat at this meal. Some of the orders have also requested that the members give preference to those hotels which are co-operating with the Food administration by observing meatless and wheatless days.

David Beauchene, who has been employed for several months as salesman in the Burns Cigar store, at Houghton, has resigned to take a traveling salesmanship position with the Remington Typewriter Co.

M. T. Collins, of Newaygo, has taken a position with the National Brass Works of Grand Rapids, and at present is traveling in West Virginia.

C. C. Benson, for seven years sales-manager in the salt department for the Stearns Salt & Lumber Co., at Ludington, has accepted a position as assistant sales manager in the general offices of the Heinz Pickle Co., in Pittsburg. This concern has a force of 800 salesmen in the United States and thirty-two branch offices.

## Sugar Problems Which Confront the Grocer.

Lawton, Dec. 4—Will you kindly favor us with replies to the following enquiries:

1. Will you please give us the name of the Federal Food Administrator for Michigan?

2. In your issue of Nov. 28, in an article regarding sugar, you say a retailer must not sell over two pounds to a purchaser. Our country trade cannot get to town often enough to make two pounds last them from trip to trip. How can we get by this?

3. How does it happen the mail order houses are allowed to ship sugar in here to private individuals in twenty-five pound lots?

We thank you in advance for your trouble and trust we may be of service to you sometime.

L. Stern & Co.

1. The Federal Food Administrator for Michigan is George A. Prescott, who has an office and makes his headquarters in Lansing.

2. This question is fully and completely covered by the reply of the Tradesman to the letter from Mr. Crane, published on the second page of this week's issue.

3. Mail order houses are not permitted to sell any sugar in twenty-five pound lots or at any price except at some figure between cost and 8½ cents per pound. Sears, Roebuck & Co., who had advertised to furnish granulated sugar at 7½ cents during November and December, has expended \$50,000 in notifying their customers that they can not make good on that previous quotation. The Chicago Wholesale Grocery Co. has withdrawn its 4 cent quotation on granulated in combination with purchases of other goods. If any dealer is cognizant of any sale or shipment of sugar on any other basis than that above stated after Nov. 26, and will furnish the Tradesman proof of same, we will undertake to see that the offending dealer is disciplined and properly punished.

## Wholesale Price of Bread Lowered.

The Schulze Baking Co. announces that a new loaf weighing from 16 to 17 ounces will wholesale at 7 cents, the 8 cent loaf unchanged in weight will wholesale at 7½ cents, and the 12 cent loaf, 24 ounces and over, will wholesale at 11 cents, no change in weight.

A. B. Wilmlink announces that a one pound loaf will wholesale at 7½ cents, the old price being 8 cents, for from 17 to 18 ounces and a one and one-half pound loaf for 11 cents, replacing the 26 and 27 ounce loaf at 12 cents.

The City bakery announces a 14 ounce loaf for 6 cents, replacing the 6½ cent loaf of similar weight and a loaf of 27 ounces at 11 cents, replacing a similar weight at 12 cents, while cream bread will stay at 12 cents a loaf.

## Marketing Brazilian Coffee Crop a Problem.

According to estimates of recognized authorities, there seems every likelihood that Brazil's coffee crop this year will exceed anything that has ever before been recorded. It is expected that the State of Rio de Janeiro alone, with a normal average of 2,750,000 bags, will this year send in between 4,000,000 and 5,000,000 bags. In Espirito Santo it is estimated that close to a million bags will be produced, compared to last year's 750,000-bag crop. Sao Paulo's crop this year is placed at over 12,000,000 bags by local experts.

A crop so plentiful, however, thrown unexpectedly on a market that is limited to its narrowest purchasing capacity by war conditions, is not looked forward to by coffee men, according to Consul General Alfred L. Moreau Gottschalk in Rio de Janeiro, with anything like optimism. While the inaccessibility of the Central Powers and of Russia, Greece and the Balkans, together with the limitations of supplies to neutral countries, it is generally felt that even the disposal of a limited crop would have been a difficult task.

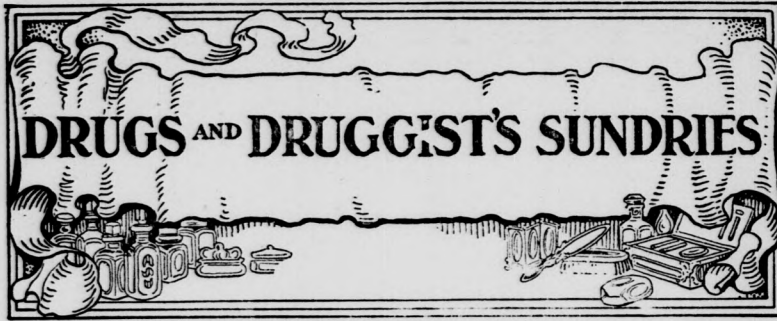
The one redeeming feature of the situation from the standpoint of the trader is that the keeping qualities of the coffee are good, the bean suffering no deterioration from storage under proper conditions. There is some question, however, as to whether or not Brazil has the necessary capital or the staying power to accumulate and keep the crop in reserve for some future rising market, and it is said that traders in the Southern republic rather expect American importers to take considerable quantities to hold against the close of the war.

The quality is said to be regular and good in all the coffee that has come out of the plantations since last June.

The action of the Government in liquidating all German fire insurance companies doing business in this country will meet with the cordial commendation of every patriotic citizen. Two reasons were presented for such action—the insolvency of the companies and the fact that they were all playing into the hands of Germany through their inspection systems. It is interesting to note that the action of the Government was based solely on the latter charge, all of the companies having been found to be part and parcel of the infamous German spy system.

The Gordon Drug Co., Battle Creek will open a first-class drug store about Dec. 10. They will be equipped with a guarantee iceless soda fountain furnished by the Hazeltine & Perkins Drug Co.

Local grocers who have wisely refused to advance the price of cigars until the market on tobacco products became stabilized, decided at a meeting last evening to increase the price to 6 and 11 cents. The advance in the price of 10 cent cigars to 12 cents has never been justified except on the pernicious practice of profiteering.



#### 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.

#### Medical Profiteering.

I am amazed to hear that many of the medical profession are reaping a rich harvest from those who wish to be examined in order to find any physical weakness which may cause them to be exempted from military duty. One physician in good standing has recently boasted of the large income he is making by examinations of this kind. He claims that he states only what he finds, and that in no case does he claim any disability where there is none, yet he charges from two to three times his usual office fee for the office examination! Of course, any increase over the usual fee can not for a moment be defended. Either the physician who is guilty of such practice lays himself open justifiably to the suspicion of promising to find a cause for exemption, or he is taking an unprofessional advantage of the patient's need, to charge "all the traffic will bear."

To take into consideration, not the cost of an article, but the need of the buyer, is what the mercantile profiteers are doing, charging more than is justifiable for sugar, milk, bread, etc. Gentlemen and patriots are supposed to frown upon such procedure, and it seems to me that the representative bodies of medical men all over the country should at once set their public disapproval against any such action as charging unusual office fees for the examination of drafted men. Perhaps if you will give publicity to this, the drafted men themselves will avoid medical offices where this contemptible practice obtains. Annie Nathan Meyer.

#### American-Made Salvarsan Advertised

Advertising copy in current medical publications announces that Salvarsan (Dr. Ehrlich's "606") is now being made in America, and is available for commercial use, being sold direct to the medical profession from the laboratories of H. A. Metz, Inc., New York City. The copy is also signed by the Farbwerke-Hoechst Company, of New York. Readers of the Trades-

man will remember that the urgent need of this compound was one of the strong arguments presented to Congress for the abrogation of German patents during the period of the war. The medical copy, being intended for doctors, advertises it under its correct name of Dioxydiamincarsenobenze Dihydrochloride.

Dr. Simon Flexner, of the Rockefeller Institute, New York, announced last week the discovery of what he claims to be a new and better remedy than Salvarsan, which he calls A-189, which can be marketed for 6 cents a dose, as against \$3 a dose for Salvarsan. His discovery was reported at the annual meeting of the National Academy of Science at Philadelphia.

#### Lemon Juice That Will Keep.

It is not at all times convenient or inexpensive to secure good lemons; when, however, it is, here is a way which will enable the druggist to prepare the juice for future use: "Strain any convenient quantity of expressed juice through a cloth and then mix the liquid with about one-fourth its volume of powdered talc and shake for about fifteen minutes. Then place aside for half an hour. Next shake again for a few minutes and once more let stand, after which filter through paper, add 10 per cent. of sugar to the filtrate and bring to a boil.

"During this time place the bottles to receive the juice in a kettle of water, fill them with water and boil them in the kettle. Empty the bottles, pour in the boiling lemon juice as quickly as possible and close up at once with a good cork previously dipped into paraffin. Juice prepared in the manner is said to possess unlimited keeping qualities."

#### Cashing In On Old Business.

"Goodsmith—50,000." In local papers, on billboards, and in his windows a druggist thus advertised his name and the number.

After he had succeeded in arousing considerable interest he displayed 50,000 old filled prescriptions that he had accumulated during his many years in business. This was proof to the public of his high repute as a pharmacist among local physicians.

#### Nothing New.

"The practice of medicine has certainly changed. When I was young, the doctors used to bleed their patients."

"Huh! I don't see that they've changed in that respect."

Sound judgment is responsible for a lot of silence.

#### Soap From Sewer Fat.

Vice-Consul Arthur E. J. Reilly writes from Stockholm, Sweden, that the manufacture of soap from sewer fat has been taken up by the Happach Soap Co. which has worked out a new method for the purpose. There are also plans for using native vegetable fats, such as beechmast, horse-chestnuts, etc. All this due to the shortage in raw materials for the soap and soft-soap industry.

#### A Merchant's Rain Check.

With every 50-cent purchase made on a rainy day a drug store issues rain checks. These are redeemable any day for 10 cents at the soda fountain. It stimulates rainy day shopping.

*Fieglers*

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

## It's Pure, That's Sure



**PIPER ICE CREAM CO.**  
Kalamazoo :: 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

# The Right Way to Telephone

When you talk over the telephone your lips should be about half an inch from the mouthpiece of the instrument.

If they are more than an inch from the mouthpiece you will find it difficult to transmit the consonant sounds clearly, such as B, T, D, F, Z, etc.

If you hold the telephone closer than a half inch from your lips you cannot make your words sound clearly and the nasal sounds, M and N in particular, do not enter the transmitter in the way they should.

Always talk right into the telephone.

Michigan State



Telephone Company

## WHOLESALE DRUG PRICE CURRENT

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

Acids		Cubeb		Capsicum	
Boric (Powd.)	18@ 25	Cubeb	9 00@9 25	Capsicum	@2 15
Boric (Xtal)	18@ 25	Eigeron	2 75@3 00	Cardamon	@2 10
Carbolic	75@ 78	Eucalyptus	1 25@1 35	Cardamon, Comp.	@1 60
Citric	94@1 00	Hemlock, pure	1 75@2 00	Catechu	@1 60
Muriatic	3 1/4@ 5	Juniper Berries	20 00@20 20	Cinchona	@2 35
Nitric	9@ 15	Juniper Wood	2 75@3 00	Colchicum	@2 40
Oxalic	60@ 70	Lard, extra	1 90@2 00	Cubeb	@2 35
Sulphuric	3 1/4@ 5	Lard, No. 1	1 85@1 95	Digitalis	@1 90
Tartaric	1 05@1 10	Lavender Flow.	7 00@7 25	Gentian	@1 50
Ammonia		Lemon	2 00@2 25	Ginger	@2 50
Water, 26 deg.	17@ 25	Linseed, boiled	1 33@1 43	Guaiac	@1 90
Water, 18 deg.	12@ 20	Linseed, bid less	1 33@1 43	Guaiac, Ammon.	@1 80
Water, 14 deg.	10 1/2@ 15	Linseed, raw, bbl.	1 22@1 22	Iodine	@1 80
Carbonate	14 @ 16	Linseed, rw less	1 32@1 42	Iodine, Colorless	@1 75
Chloride	25 @ 35	Mustard, true, oz.	@ 25	Iron, clo.	@1 60
Balsams		Mustard, artifil oz.	@ 20	Kino	@1 65
Copaiba	1 40@1 65	Neatsfoot	1 80@1 95	Myrrh	@2 50
Fir (Canada)	1 25@1 50	Olive, pure	3 75@5 00	Nux Vomica	@1 75
Fir (Oregon)	40@ 50	Olive, Malaga,		Opium	@9 50
Peru	5 60@5 75	yellow	3 00@3 10	Opium, Camp.	@1 80
Tolu	85@1 20	Olive, Malaga,		Opium, Deodorz'd	@9 50
Barks		green	3 00@3 10	Rhubarb	@1 65
Cassia (ordinary)	25@ 30	Orange, Sweet	4 25@4 50	Paints	
Cassia (Saigon)	90@1 00	Origanum, pure	@ 25	Lead, red dry	11 1/4@11 3/4
Elm (powd. 35c)	30@ 35	Origanum, com'l	@ 75	Lead, white oil	11@11 1/2
Sassafras (pow. 35c)	@ 30	Pennyroyal	2 25@2 50	Lead, white oil	11@11 1/2
Soap Cut (powd.)		Peppermint	4 50@4 75	Ochre, yellow bbl.	@ 1 1/2
35c	23@ 25	Rose, pure	30 00@32 00	Ochre, yellow less	2 @ 3
Berries		Rosemary Flows	1 50@1 75	Putty	3@ 6
Cubeb	1 40@1 50	Sandalwood, E.		Red Venet'n bbl.	1 1/2@ 5
Fish	20@ 25	I.	17 00@17 25	Red Venet'n less	2 @ 5
Juniper	9@ 15	Sassafras, true	1 75@2 00	Vermillion, Amer.	25@ 30
Prickley Ash	@ 30	Sassafras, artifil	50@ 60	Whiting, bbl.	@ 3
Extracts		Spearment	4 75@5 00	Whiting	3 1/4@ 6
Licorice	60@ 65	Tansy	4 00@4 25	L. H. P. Prepd.	2 15@2 25
Licorice powdered	85@ 90	Tar, USP	35@ 50	Miscellaneous	
Flowers		Turpentine, bbls.	@ 66	Acetanalid	95@1 05
Arnica	@3 00	Turpentine, less	61@ 66	Alum	12@ 15
Chamomile (Ger.)	75@1 00	Wintergreen, tr.	5 50@5 75	Alum, powdered and	
Chamomile Rom.	2 00@2 20	Wintergreen, sweet		ground	14@ 17
Gums		birch	4 00@4 25	Bismuth, Subni-	
Acacia, 1st	75@ 80	Wintergreen art	1 25@1 50	trate	3 60@3 70
Acacia, 2nd	65@ 75	Wormseed	10 00@10 20	Borax xtal or	
Acacia, Sorts	40@ 50	Wormseed	5 75@6 00	powdered	10@ 15
Acacia, powdered	60@ 70	Potassium		Cantharades po	2 00@6 00
Aloes (Barb. Pow)	30@ 40	Bicarbonate	1 90@2 00	Calomel	2 56@2 60
Aloes (Cape Pow)	20@ 25	Bichromate	60@ 70	Capsicum	35@ 40
Aloes (Soc. Pow. 60)	@ 55	Bromide	1 80@2 10	Carmine	6 50@7 00
Asafoetida	@2 25	Carbonate	@2 00	Cassia Buds	@ 40
Asafoetida, Powd.		Chlorate, gran'r	95@1 00	Cloves	77@ 85
Pure	@2 50	Chlorate, xtal or		Chalk Prepared	12@ 15
Camphor	92@ 95	powd.	70@ 75	Chalk Precipitated	10@ 15
Guaiac	45@ 50	Cyanide	80@1 00	Chloroform	97@1 05
Guaiac, powdered	@ 60	Iodide	4 59@4 66	Chloral Hydrate	1 92@2 12
Kino	70@ 75	Permanaganate	@5 25	Cocaine	11 00@11 20
Kino, powdered	75@ 80	Prussiate, yellow	@1 75	Cocoa Butter	50@ 60
Myrrh	@ 55	Prussiate, red	3 75@4 00	Corks, list, less	55%
Myrrh, powdered	@ 60	Sulphate	@ 90	Copperas, bbls.	@ 2
Opium	40 00@40 20	Roots		Copperas, less	2 1/2@ 7
Opium, powd.	42 00@42 20	Alkanet	2 00@2 10	Copperas, powd.	4@ 10
Opium, gran.	42 00@42 20	Blood, powdered	25@ 30	Corrosive Sublim.	2 30@2 40
Shellac	70@ 80	Calamus	50@3 50	Cream Tartar	68@ 76
Shellac, Bleached	85@ 90	Elecampane, pwd.	15@ 20	Cuttlebone	65@ 70
Tragacanth	2 50@3 00	Gentian, powd.	30@ 35	Dextrine	10@ 15
Tragacanth powder	2 50	Ginger, African,		Dover's Powder	5 75@6 00
Turpentine	10@ 15	powdered	20@ 25	Emery, All Nos.	10@ 15
Insecticides		Ginger, Jamaica.	30@ 35	Emery, Powdered	8@ 10
Arsenic	23@ 30	powdered	22@ 30	Epsom Salts, bbls.	@ 4 1/2
Blue Vitriol, bbl.	@ 12	Goldenale pow.	8 00@8 20	Epsom Salts, less	6@ 10
Blue Vitriol, less 12 1/2	@ 20	Ipecac, powd.	3 25@3 50	Ergot	1 25@1 50
Bordeaux Mix Dry	20@ 25	Licorice	35@ 40	Ergot, powdered	2 75@3 00
Hellebore, White		Licorice, powd.	30@ 40	Flake White	15@ 20
powdered	38@ 45	Orris, powdered	30@ 35	Formaldehyde lb.	21@ 25
Insect Powder	40@ 60	Poke, powdered	20@ 25	Gelatin	1 75@1 90
Lead, Arsenate Po	34@ 44	Rhubarb	75@1 25	Glassware, full cs.	58%
Lime and Sulphur		Rhubarb, powd.	75@1 25	Glassware, less 50%	
Solution, gal.	15@ 25	Rosinweed, powd.	25@ 30	Glauber Salts, bbl.	@ 2 1/2
Paris Green	55@ 60	Sarsaparilla, Hond.		Glauber Salts, less	3@ 6
Ice Cream		ground	75@ 80	Glue, Brown	25@ 35
Piper Ice Cream Co.,		Sarsaparilla Mexican.		Glue, Brown Grd.	25@ 35
Kalamazoo		ground	65@ 70	Glue, White	30@ 35
Bulk Vanilla	80	Squills	35@ 40	Glue, White Grd.	30@ 35
Bulk Special Flavored	90	Squills, powdered	45@ 65	Glycerine	80@ 95
Brick, Plain	25	Tumeric, powd.	13@ 20	Hops	45@ 60
Brick, Fancy	30	Valerian, powd.	@1 00	Iodine	5 60@5 90
Leaves		Seeds		Iodoform	6 59@6 74
Buchu	1 75@1 85	Anise	35@ 40	Lead, Acetate	21@ 25
Buchu, powdr'd	1 85@2 00	Anise, powdered	40@ 45	Lycopodium	2 75@3 00
Sage, bulk	67@ 70	Bird, ls	@ 10	Mace	85@ 90
Sage, 1/4 loose	72@ 78	Canary	10@ 15	Mace, powdered	95@1 00
Sage, powdered	55@ 60	Cardamom	1 80@2 00	Menthol	4 25@4 50
Senna, Alex	90@1 00	Celery (Powd. 50)	38@ 45	Morphine	16 60@17 00
Senna, Tinn.	40@ 45	Coriander	36@ 45	Nux Vomica	22 1/2@ 30
Senna, Tinn. pow.	50@ 55	Dill	30@ 35	Nux Vomica, pow.	@ 20
Uva Ursi	18@ 20	Fennel	90@1 00	Pepper, black pow.	35@ 40
Oils		Flax	7 1/2@ 12	Pepper, white	@ 45
Almonds, Bitter,		Flax, ground	7 1/2@ 12	Pitch, Burgundy	@ 15
true	15 00@16 00	Foenugreek pow.	19@ 25	Quassia	12@ 15
Almonds, Bitter,		Hemp	8 1/2@ 12	Quinine	90@1 00
artificial	7 00@7 20	Lobelia	40@ 50	Rochelle Salts	48@ 55
Almonds, Sweet,		Mustard, yellow	19@ 25	Saccharine, oz.	@ 4 00
true	1 35@1 60	Mustard, black	19@ 25	Salt Peter	36@ 45
Almonds, Sweet,		Mustard, powd.	22@ 30	Seidlitz Mixture	41@ 45
imitation	65@ 75	Poppy	@1 00	Soap, green	20@ 30
Amber, crude	1 75@2 00	Quince	@1 25	Soap mott castile	22 1/2@ 25
Amber, rectified	2 50@2 75	Rape	15@ 20	Soap, white castile	@19 00
Anise	2 00@2 25	Sabadilla	@ 35	Soap, white castile	
Bergamot	8 00@8 25	Sabadilla, powd.	35@ 45	less, per bar	@2 00
Cajeput	1 35@1 60	Sunflower	7@ 10	Soda Ash	5 1/2@ 10
Cassia	3 00@3 25	Worm American	@ 25	Soda Bicarbonate	3@ 6
Castor	2 84@2 96	Worm Levant	1 00@1 10	Soda, Sal	2@ 5
Cedar Leaf	1 75@2 00	Tinctures		Spirits Camphor	@1 25
Citronella	1 00@1 25	Aconite	@1 65	Sulphur, roll	4 1/2@ 10
Cloves	5 50@5 75	Aloes	@3 15	Sulphur, Subl. 4 9-10	@ 10
Cocaoant	40@ 50	Arnica	@4 40	Tamarinds	15@ 20
Cod Liver	4 75@5 00	Asafoetida	@2 85	Tartar Emetic	@ 90
Cotton Seed	1 85@2 00	Belladonna	@2 50	Turpentine, Ven.	50@4 75
Croton	2 00@2 25	Benzoin	@2 30	Vanilla Ex. pure	1 50@2 00
		Benzoin Compo'd	@2 40	Witch Hazel	1 35@1 75
		Buchu	@3 90	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	DECLINED
Lemon Peel	Calif. Lima Beans
Orange Peel	Flour
Cream of Tartar	Galv. Pails
	Galv. Tubs

<b>ARCTIC AMMONIA</b> 12 oz. ovals, 2 doz. box 2 40	<b>Clams</b> Little Neck, 1 lb. .... 1 60 Clam Bouillon Burnham's 1/2 pt. .... 2 25 Burnham's pts. .... 3 75 Burnham's qts. .... 7 50	<b>CHEWING GUM</b> 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 Spearmint, Wrigleys . 67 Spearmint, 6 box jars 3 85 Yucatan .... 65 Zeno .... 65 O. K. Gum .... 70 Wrigleys (5 box asstd.) 65
<b>AXLE GREASE</b> Frazier'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	<b>Corn</b> Fair ..... Good ..... 1 85 Fancy ..... <b>French Peas</b> Monbadon (Natural) per doz. .... <b>Gooseberries</b> No. 2, Fair ..... No. 2, Fancy ..... <b>Hominy</b> Standard ..... 1 25	<b>Chocolate</b> Walter Baker & Co. German's Sweet ..... 24 Premium ..... 35 Caracas ..... 28 Walter M. Lowney Co. Premium, 1/4s ..... 35 Premium, 1/2s ..... 35
<b>BAKED BEANS</b> No. 1, per doz. .... 1 35 No. 2, per doz. .... 2 25 No. 3, per doz. .... 2 75	<b>Mackerel</b> 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	<b>CLOTHES LINE</b> Per doz. 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
<b>BATH BRICK</b> English ..... 95	<b>Mushrooms</b> Buttons, 1/2s ..... 3 30 Buttons, 1s ..... 3 50 Hotels, 1s ..... 3 44	<b>Galvanized Wire</b> 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
<b>BLUING</b> Jennings' Condensed Pearl Bluing Small, 3 doz. box .... 1 95 Large, 2 doz. box .... 2 40	<b>Oysters</b> Cove, 1 lb. .... 1 20 Cove, 2 lb. .... 2 80	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>BREAKFAST FOODS</b> Bear Food, Pettijohns 2 90 Cracked Wheat, 24-2 . 4 60 Cream of Wheat .... 7 50 Cream of Rye, 24-2 . 4 60 Quaker Puffed Rice ... 4 30 Quaker Puffed Wheat 4 30 Quaker Bkfst Biscuit 1 90 Quaker Corn Flakes ... 2 75 Washington Crisps ... 2 30 Wheatena ..... 5 10	<b>Plums</b> Plums ..... 1 50@2 00 <b>Pears in Syrup</b> No. 3 can, per dz. 2 50@3 00	<b>COCOANUT</b> Dunham's per lb. 1/4s, 5 lb. case ..... 32 1/4s, 5 lb. case ..... 31 1/4s, 15 lb. case ..... 31 1/2s, 15 lb. case ..... 30 1s, 15 lb. case ..... 29 1/2s and 10c pails ..... 4 25 Bulk, pails ..... 20 Bulk, barrels ..... 18 1/2 Baker's Brazil Shredded 75 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
<b>Condensed Milk</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Peaches</b> Pie ..... 1 25@1 50 No. 10 size can pie 3 75 <b>Pineapple</b> Grated ..... 1 75@2 10 Sliced ..... 1 45@2 60	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Pumpkin</b> Fair ..... 1 30 Good ..... 1 40 Fancy ..... 1 50 No. 10 ..... 3 90	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONFECTIONERY</b> Stick Candy Pails Horehound ..... 16 Standard ..... 16 Jumbo ..... 17 Big Stick ..... 17 Boston Sugar Stick ... 20	<b>Raspberries</b> No. 2, Black Syrup ... 2 90 No. 10, Black ..... 10 50 No. 2, Red Preserved 3 00 No. 10, Red, Water .. 10 50	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONFECTIONERY</b> Stick Candy Pails Horehound ..... 16 Standard ..... 16 Jumbo ..... 17 Big Stick ..... 17 Boston Sugar Stick ... 20	<b>Sardines</b> Domestic, 1/4s ..... 6 50 Domestic, 1/2 Mustard 6 50 Domestic, 3/4 Mustard 6 25 Norwegian, 1/4s ..... 15@18 Portuguese, 1/2s ..... 30@35	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Sauerkraut</b> No. 3, cans ..... 2 75 No. 10, cans ..... <b>Shrimps</b> Dunbar, 1s doz. .... 1 25 Dunbar, 1 1/2s doz. .... 2 40	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Succotash</b> Fair ..... Good ..... 1 90 Fancy ..... <b>Strawberries</b> Standard ..... 2 00 Fancy ..... 2 75	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Tomatoes</b> No. 1 1/2 ..... 1 40 No. 2 ..... 1 75 No. 10 ..... 8 60	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Tuna</b> Case 1/4s, 4 doz. in case .... 4 50 1/2s, 4 doz. in case .... 7 50 1s, 4 doz. in case .... 10 00	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>CHEESE</b> Acme ..... @29 Carson City ..... @30 Brick ..... @32 Leiden ..... @ Limburger ..... @32 Pineapple ..... @ Edam ..... @ Sap Sago ..... @ Swiss, Domestic ..... @	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Cheese</b> Acme ..... @29 Carson City ..... @30 Brick ..... @32 Leiden ..... @ Limburger ..... @32 Pineapple ..... @ Edam ..... @ Sap Sago ..... @ Swiss, Domestic ..... @	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32
<b>CONDENSED MILK</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Cheese</b> Acme ..... @29 Carson City ..... @30 Brick ..... @32 Leiden ..... @ Limburger ..... @32 Pineapple ..... @ Edam ..... @ Sap Sago ..... @ Swiss, Domestic ..... @	<b>COCOA</b> Baker's ..... 39 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's, 1/4s ..... 32 Hershey's, 1/2s ..... 30 Huylar ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 3/4s ..... 37 Lowney, 5 lb. cans ..... 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 12 Van Houten, 3/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/4s ..... 33 Wilbur, 1/2s ..... 32

<b>Java</b> Private Growth .... 26@30 Mandling ..... 31@35 Aukola ..... 30@32	<b>Walnuts, Naples</b> ..... Walnuts, Grenoble ... 22 Table nuts, fancy .... 16 1/2 Pecans, Large ..... 17 Pecans, Ex. Large ... 20	<b>FLAVORING EXTRACTS</b> Jennings D C Brand Pure Vanilla Terpenes 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
<b>Mocha</b> Short Bean ..... 25@27 Long Bean ..... 24@25 H. L. O. G. .... 26@28	<b>Shelled</b> No. 1 Spanish Shelled Peanuts ..... 16 @16 1/2 Ex. Lg. Va. Shelled Peanuts ..... 16 1/2 @17 Peanut Halves ..... @90 Walnut Halves ..... 65 Filbert Meats ..... @42 Almonds ..... @60 Jordan Almonds ....	<b>FLOUR AND FEED</b> Grand Rapids Grain & Milling Co. <b>Winter Wheat</b> Purity Patent ..... 11 35 Fancy Spring ..... 12 50 Wizard Graham ..... 11 00 Wizard, Gran. Meal 12 00 Wizard Buckw't cwt. 7 00 Rye ..... 11 00 Kaw's Best ..... 12 50 City Milling Co. Lily White ..... 11 50 Light Loaf ..... 11 10 Graham ..... 4 90 Granena Health ..... 5 00 Gran. Meal ..... 5 50 Bolted Meal ..... 5 40 Watson-Higgins Milling Co. New Perfection ..... 11 50 Tip Top Flour ..... 11 10 Golden Sheaf Flour 10 60 Marshalls Best Flour 12 00 Watertown Wisconsin Rye ..... 10 00 Worden Grocer Co. Quaker, 1/4s cloth ... 10 85 Quaker, 1/2s cloth ... 10 75 Quaker, 3/4s cloth ... 10 65 Quaker, 1/2s paper ... 10 75 Quaker, 1/4s paper ... 10 65
<b>Bogota</b> Fair ..... 24 Fancy ..... 26 Exchange Market, Steady Spot Market, Strong	<b>Extracts</b> Holland, 1/2 gro. bxs. 95 Felix, 1/4 gross ..... 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43	<b>Spring Hard Wheat</b> Worden Grocer Co. American Eagle, 1/8s 11 95 American Eagle, 1/4s 11 85 American Eagle, 1/2s 11 75 <b>Spring Wheat</b> Judson Grocer Co. Ceresota, 1/8s cloth ... 12 30 Ceresota, 1/4s cloth ... 12 20 Ceresota, 1/2s cloth ... 12 10 Worden Grocer Co. Wingold, 1/8s cloth ... 12 10 Wingold, 1/4s cloth ... 12 15 Wingold, 1/2s cloth ... 12 05 <b>Meal</b> Bolted ..... 10 55 Golden Granulated ... 10 75
<b>Package</b> New York Basis Arbuckle ..... 21 50	<b>Condensed Milk</b> Carnation, Tall ..... 6 20 Carnation, Baby ..... 6 10 Dundee, Tall ..... 5 50 Dundee, Baby ..... 5 40 Hebe, Tall ..... 5 10 Hebe, Baby ..... 5 00	<b>Wheat</b> Red ..... 2 08 White ..... 2 05 <b>Oats</b> Michigan carlots ..... 65 Less than carlots ... 68 <b>Corn</b> Carlots ..... 2 14 Less than carlots ... 2 17 <b>Hay</b> Carlots ..... 20 00 Less than carlots ... 22 00 <b>Feed</b> Street Car Feed ..... 75 00 No. 1 Corn & Oat Fd 75 00 Cracked Corn ..... 80 00 Coarse Corn Meal ... 80 00 <b>FRUIT JARS</b> Mason, pts., per gro. 7 00 Mason, qts., per gro. 7 40 Mason, 1/2 gal. per gro. 9 85 Mason, can tops, gro. 2 75
<b>McLaughlin's XXXX</b> McLaughlin's XXXX package coffee is sold to retailers only. Mail all or- ders direct to W. F. Mc- Laughlin & Co., Chicago.	<b>Confectionery</b> Stick Candy Pails Horehound ..... 16 Standard ..... 16 Jumbo ..... 17 Big Stick ..... 17 Boston Sugar Stick ... 20	<b>FRUIT JARS</b> Mason, pts., per gro. 7 00 Mason, qts., per gro. 7 40 Mason, 1/2 gal. per gro. 9 85 Mason, can tops, gro. 2 75
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**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, kits . . . 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. . . . .  
20 oz., per doz. . . . .

**HORSE RADISH**  
Per doz. . . . . 90

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

**Jiffy-Jell**  
Straight or Assorted  
Per doz. . . . . 1 15  
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  
1/4 pt. in bbls., per doz. 27  
8 oz. capped in bbls.,  
per doz. . . . . 27

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

**MINCE MEAT**  
Per case . . . . . 3 75

**MOLASSES**  
**New Orleans**  
Fancy Open Kettle . . . 56  
Choice . . . . . 52  
Good . . . . .  
Stock . . . . .

**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  
Potted (not stuffed)  
14 oz. . . . . 2 50  
Manzanilla, 8 oz. . . . 1 10  
Lunch, 10 oz. . . . . 1 50  
Lunch, 16 oz. . . . . 2 60  
Queen, Mammoth, 19  
oz. . . . . 5 00  
Queen, Mammoth, 28  
oz. . . . . 6 25  
Olive Chow, 2 doz. cs.  
per doz. . . . . 2 25

**PEANUT BUTTER**  
Bel-Car-Mo Brand  
4 oz. 4 doz. in case . . 3 60  
7 oz. 2 doz. in case . . 2 90  
8 oz. 2 doz. in case . . 3 30  
18 oz. 1 doz. in case . . 3 00  
5 lb. pails, 6 in crate 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. . . . . 36.9  
Capitol Cylinder, Iron  
Bbls. . . . . 35.9  
Atlantic Red Engine,  
Iron Bbls. . . . . 21.9  
Winter Black, Iron  
Bbls. . . . . 11.9  
Polarine, Iron Bbls. . . 38.9

**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 80  
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 . . . . .  
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 1/4  
60 lb. tubs . . . advance 1/2  
50 lb. tubs . . . advance 3/4  
20 lb. pails . . . advance 1/4  
10 lb. pails . . . advance 1/2  
5 lb. pails . . . advance 3/4  
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  
Minc'd 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

**Tripes**  
Kits, 15 lbs. . . . . 90  
1/4 bbls., 40 lbs. . . 1 60  
3/8 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, 1/2s . . . . . 95  
Deviled Meat, Ham  
Flavor, 1/4s . . . . . 52  
Deviled Meat, Ham  
Flavor, 1/2s . . . . . 1 00  
Potted Tongue, 1/4s . . 55  
Potted Tongue, 1/2s . . 1 00

**RICE**  
Fancy . . . . . 3 @ 8 1/2  
Blue Rose . . . . . @ 8  
Broken . . . . .

**ROLLED OATS**  
Monarch, 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 3/4s . . 3 00

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

**SALT**  
**Common Grades**  
100 3 lb. sacks . . . 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 . . . . . 43

**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, 8 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  
Cardomon, 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 Rapple in jars . 43

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

**SPICES**  
**Whole Spices**  
Allspice, Jamaica . . 9 @ 10  
Allspice, lg. Garden @ 11  
Cloves, Zanzibar . . . 48  
Cassia, Canton . . . 20  
Cassia, 5c pkg. doz. @ 35  
Ginger, African . . . 15  
Ginger, Cochin . . . 20  
Mace, Penang . . . . 90  
Mixed, No. 1 . . . . 17  
Mixed, No. 2 . . . . 16  
Mixed, 5c pkgs. dz. @ 45  
Nutmegs, 70-80 . . . 35  
Nutmegs, 105-110 . . 30  
Pepper, Black . . . . 30  
Pepper, White . . . . 32  
Pepper, Cayenne . . . 22  
Paprika, Hungarian

**Pure Ground in Bulk**  
Allspice, Jamaica . . 16  
Cloves, Zanzibar . . . 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**  
Barrels . . . . .  
Half barrels . . . . .  
Blue Karo, No. 1 1/2,  
2 doz. . . . . 3 05  
Blue Karo, No. 2, 2 dz. 3 80  
Blue Karo, No. 2 1/2, 2  
doz. . . . . 4 60  
Blue Karo, No. 5, 1 dz. 4 45  
Blue Karo, No. 10, 1/2  
doz. . . . . 4 80  
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  
Binder . . . . . 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, wide band . 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 . . . 60  
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. 40  
No. 1 complete . . . . 22  
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 25  
12 qt. Galvanized . . . 3 75  
14 qt. Galvanized . . . 4 25  
Fibre . . . . . 5 50

**Toothpicks**  
Birch, 100 packages . . 2 00  
Ideal . . . . . 85

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

**Tubs**  
No. 1 Fibre . . . . . 16 50  
No. 2 Fibre . . . . . 15 00  
No. 3 Fibre . . . . . 13 50  
Large Galvanized . . . 12 00  
Medium Galvanized . . 10 25  
Small Galvanized . . . 9 25

**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, without 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**

**ARCTIC**  
**EVAPORATED MILK**  
Tall . . . . . 6 00  
Baby . . . . . 4 25

### The Passing of the Free Deal.

While the war has given business a lot of new problems to solve, it is consoling to know that at the same time it is automatically eliminating old trade evils that had been regarded as impregnable established. A good many instances of this kind have occurred during the last three years. None has been more important than the war-time decline of the free deal.

Perhaps, in itself, the free deal is legitimate enough, but it has been so grossly abused that it had become a selling evil of the first magnitude. Manufacturers have long recognized the deal as a great friction-maker in the machinery of trade relations. Hence there had been an ever-growing tendency to discourage the giving of free goods. So deeply, however, had the custom fastened its tentacles on distributing methods that it took some great cataclysm, like the world-war, to uproot it. For the past three years, one by one manufacturers have been discontinuing the free deal. With materials in most lines as scarce as they are, there is no excuse for giving away goods. It has, therefore, been easy to stop the practice.

But now the question is, will the free deal come back after conditions are restored to normal? Manufacturers feel that to a certain extent it may, but they claim it is not likely it will ever regain the hold that it once had. The free deal represents a certain period in the development of distribution. When manufacturers first faced the problem of disposing of heavy production, it was natural for them to cultivate the large buyer. To compel as many big purchases as possible, every sort of inducement, including free goods, was offered. But it was soon seen that selling large quantities to dealers did not complete the distribution of the goods. Selling the merchandise to the consumers also was found to be necessary and this could not be left entirely to the dealer. Therefore, the manufacturer had to advertise. This was the next step in the evolution.

And as a result, to-day the ideal of the country's leading manufacturers is not to unload big quantities of their goods on the dealer, but rather to have a constant flow of them going through his store to the consumer. This advertising accomplishes, and it is this the free deal failed to accomplish. So whatever the use of the free deal in the future, it is now pretty generally recognized that it cannot be used as a substitute for advertising.

And conditions to-day, with raw materials scarce, and the trade and consumers ready to approve of measures of economy, are favorable to a cleaning up.

### Official Statement of German's Theory of Living.

"We are so much greater than other nations that whatever we do to advance our own interests, at the cost of theirs, is right and praiseworthy. If we kill a great many of them, those who survive will in the end be improved, because they will work for us and learn something by observing us. Any deceit is proper and morally correct if it benefits us; and when we practice a policy of

terror upon those who oppose us it is really philanthropy and shows how gentle we are, because the survivors learn through our cruelty that it is useless to oppose us, therefore they the sooner submit their wills to ours.

"We cannot do wrong, no matter what we do, so long as all that we do is for our own benefit. And, since our nature is warlike, war is beautiful and necessary. We study in peace times how to use every man of us in time of war, and that is our great glory. By our bright swords we will take possession of the earth, which ought to belong to us, because we are Germans. We believe in the heaviest possible breeding of babies, that they may grow up and be trained to carry liquid fire and poison against any opposition to us.

"And, all the same, we are the only real peace lovers in this malign and prejudiced world, which, except for us the Austrians and the Bulgarians and the Turks, is composed exclusively of stupid ruffians who were so jealous and envious of us that they forced this war upon us, hoping to make some money out of us by annihilating us. We love peace, and are fighting for our mere existence—that is, the right to adjust our frontiers so that they will include the countries which we have conquered by the sword. For instance, we must never again be threatened by an invasion through Belgium. We prepared for this war as no country ever before prepared—not even in 1870 when we made war on France—and we were forced to begin it because we had to begin it before somebody else did."

### Motor Coats and Wraps in Demand.

Although automobile sales and the use of pleasure cars this fall are said to have fallen off considerably, there seems to be practically no letup in the demand for smart motor coats and wraps for women. Local manufacturers of these garments report that the fall season has been unusually good, with the high-priced elaborate lines as much in demand as the medium and lower grades. The sleeveless cape, military in its effect and frequently with army or navy decorations and trimmings, has been among the most popular styles of the season.

Some men are too honest to steal an umbrella on a rainy day because they have their eyes on bigger game.

**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



"The Gift that Lives is the Gift to Give"

**Victrolas**

These are Gifts that "Live"

**Pianos**

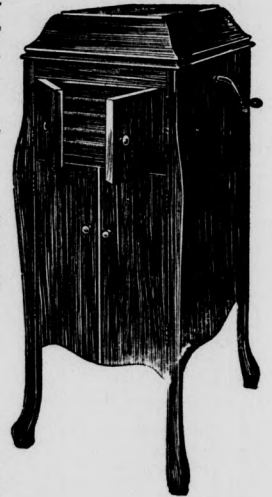
Largest Stock in Western Michigan

**Player Pianos**

Sold on Convenient Monthly Payments

**Friedrich's**

202 Monroe Ave.  
GRAND RAPIDS, MICH.



**American Sugar Refining Company**

Reduce your bag and twine expense by selling

**Domino Package Sugars**

These neat, strong cartons and cotton bags of clean cane sugar are always ready to put into your customers' hands.

**American Sugar Refining Company**

The Most Complete Line of Sugar in the World

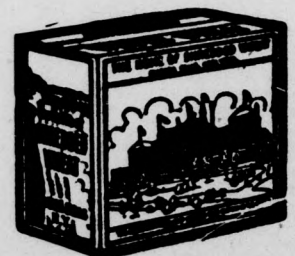


## A Warm Nourishing Meal

Shredded Wheat Biscuit with hot milk and a little cream makes a warm, nourishing, satisfying meal. It not only pleases the palate, but supplies the body with strength and energy for the day's work.

## Shredded Wheat

Tell your customers about the real food value of this delicious cereal, and suggest its use with milk and a little fruit, instead of the egg or meat breakfast that costs many times as much but gives no more nourishment.



The Shredded Wheat Company

Niagara Falls, N. Y.



## BUSINESS - WANTS DEPARTMENT

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

### BUSINESS CHANCES.

For Sale—Grocery and meat market. Doing \$2,500 monthly. No trades. Address W. B. Harris, Smithville, Missouri. 459

Wanted—To hear from owner of good general merchandise store for sale. State price, particulars. D. F. Bush, Minneapolis, Minnesota. 460

For Sale Cheap—Small stock of hardware and furnace supplies, also store building. Herman C. Oelke, Wausau, Wisconsin. 461

Wanted—To buy a good set of tinner's tools. Herman C. Oelke, Wausau, Wisconsin. 462

For Sale—Stock of good, clean groceries in the richest farming country of Minnesota. Stock and fixtures invoice \$3,500. A. M. Beach, Canton, Minnesota. 463

For Sale—Beautiful Oakwood Farm, near Saginaw, Michigan. 100 acres; soil productive; new buildings, all kinds, including tile silo; price and terms very reasonable. For details address the owner, F. J. Southwell, Chesaning, Michigan. 464

Walnut Meats—Buy them direct from grower. Light colored meats, halves and pieces mixed, 55c per pound. Also have cheaper grade walnuts 25c and 30c per pound. Almond nut meats 56 1/2c per pound. Ship ten pounds, express prepaid. Free samples on request. I sell olives. W. G. Flint, 808 E. Fifth street, Los Angeles, California. 465

For Sale—Drug stock and fixtures. Clean and up-to-date. Good growing business town, 3,000 population. Inventory about \$3,800. Address No. 466, care Michigan Tradesman. 466

For Sale—Grocery. Clean stock. Good town, 1,800 population. Daily cash average \$87.22 for entire year. Stock about \$2,500. I have made good, so can you. Best of references. Address No. 467, care Michigan Tradesman. 467

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

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

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

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

We can sell your store or other property, any kind, anywhere. For quick sales address Northwestern Business Agency, Minneapolis, Minn. 468

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

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.

**Coleman**  
(Brand)  
Terpeneless  
**LEMON**

and  
Pure High Grade  
**VANILLA**  
EXTRACTS

Made only by  
**FOOTE & JENKS**  
Jackson, Mich.

**Economic Coupon**  
Books

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

**Tradesman Company**  
Grand Rapids, Mich.

## 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.



**Putnam's**  
Menthol  
Cough Drops

Packed 40 five cent packages  
in carton

**Putnam Factory**

National Candy Co., Inc.

MAKERS

Grand Rapids, Michigan

DWINELL-WRIGHT CO.'S  
**White House**  
Coffee  
and Teas



Make a  
well-matched pair  
any grocer  
can drive  
without blinders

AND "GET THERE"

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

**THE CLOVEN HOOF.**

The addition of a war tax of one cent per ounce to first-class letter postage made the big catalogue concerns squirm, but with characteristic enterprise they went promptly to work to devise some method of beating the new levy. Among the schemes adopted was that of making up their mail by cities and towns of destination, stamping letters at the rate of two cents and shipping them in bulk by express to be dumped into the local post offices and distributed as "drop" letters.

No sooner had the mail-order people begun the local dumping process than their operations were detected by vigilant retail merchants and protests began to pour in upon Postmaster General Burleson, who immediately met the issue and circumvented the slackers and shirkers by issuing the following amendment to the postal laws:

"2. When persons or concerns of any city or place send their letters in bulk for mailing for local delivery at a post office at another city or place, such letters are not drop letters and are not entitled to the drop-letter rate but shall be charged with postage at the rate of three cents for each ounce or fraction of an ounce."

It is doubtful that any level-headed business man really believes in the wisdom of placing a tax upon the use of the mails, which, in the interest of business and for the welfare of the Nation, should be as free as possible. If there must be a tax, however, the mail-order people should pay their full share.

**Kinds of Hardware Selling at Present.**

Usually when building activities decline they decline generally all over the country, and building materials of all kinds are affected very much alike. Now it is not so, because of unusual conditions brought about by the war. The financial world is discouraging all enterprises of construction, believing it wise and necessary to conserve all the liquid capital possible for Government taxes. This strikes especially at construction in the large cities. But, out in the country, where the farmers are prosperous, conditions are somewhat different. Farm buildings are being constructed where necessary to store the great harvests of this year. Also dwellings are being built, although in modest measure.

Consequently, in builder's hardware, cheap and staple items, such as strap and T hinges, rim door locks, and steel door butts in old copper finish, are selling fairly liberally. While, on the other hand, the demand for such high-priced hardware as bronze front door locks, with accompanying expensive trim, has fallen to comparatively small proportions. Cheap sash cord, largely for repair work, still sells freely.

**Status of the Drug Market.**

The general market remains firm. There are comparatively few changes in prices, those having occurred being confined, as a rule, to commodities of minor importance. Epsom salt is easier, the demand having been rather light recently. Denatured alcohol is easy

owing to a lack of demand of importance and competition among sellers. California honey is higher owing to a further decrease in supplies. Benzoic acid and benzoate of soda are scarce and still higher prices are demanded by some holders. Coriander oil is higher owing to increasing scarcity. The general list of essential oils is firm. Henna leaves are firmer on a decrease in supplies. Florentine orris root has advanced further on a shrinkage in stocks and uncertainty regarding future supplies. Higher prices are demanded for South American canary seed. Supplies of Japan wax has decreased and the market is firmer. Caustic soda is easier in second hands owing to an absence of demand. Caffeine alkaloid is still in small supply among second hands and the market remains firm at the recent advance of \$12.50@13 per pound. Quicksilver was in fair request and the market apparently was firm at the advance previously noted to \$115 per flask. Honey has been advanced to 18.20c per pound. There has been a good enquiry of late and supplies have diminished. Acetanilid is meeting with a good demand and the market retains a firm tone.

**Developing Uncle Sam's Love of Candy.**

Surely America is "The Land of the Candy Kid," and accordingly the existing shortage of sugar has become a more serious problem with us than with many of the other belligerent nations. Statistics have been gathered to show that previous to the year 1850 America's use of sugar never exceeded twelve pounds per capita, whereas it has been steadily mounting for the past three-quarters of a century until it is to-day more than six times that.

The following figures, based on our consumption per capita, compiled by an authority in Boston, indicate by decades how our sweet tooth has been developing:

1800-1810	11
1810-1820	8
1820-1830	9
1830-1840	12
1840-1850	22
1850-1860	26
1860-1870	23
1870-1880	33
1880-1890	44
1890-1900	56
1900-1910	65
1910-1917	72

A very good demand for phonographs is reported from all sections of the country. Holiday buying in these lines is said to have started in already, and in a number of cases manufacturers say they have received duplicate orders from retailers for nearby deliveries to keep their lines intact for the rest of the season. While cabinet pieces and period styles are selling, the great bulk of the business is being done, according to report, in those lines retailing around \$100 and under. Quite an extensive export business has been done during the last few months, especially with Europe, where the machines are used behind the lines to afford amusement to the soldiers.

**Activities in Michigan Cities.**

Written for the Tradesman.

"Made in Saginaw" week opens Jan. 14 in that city, with exhibitions in downtown store windows. The Board of Trade has the matter in hand and the object is to show the home people the diversity and extent of the goods manufactured in Saginaw.

Starting this week it costs more to live in Detroit. Transportation by street car has advanced to 5 cents, or near that figure, while milk is boosted 2 cents and now costs 14 cents per quart.

The city beautiful committee of the Saginaw Board of Trade has been assured by Pere Marquette and Michigan Central officials that conditions will be bettered at the passenger stations.

Flint's winter tax rate is \$10 per thousand of assessed valuation, as compared with \$8.80 a year ago.

The Stearns mill, at Ludington, has closed down, after forty-seven years of operation. With it passes the lumber industry of that city. James Ludington, after whom the city was named, was the first man to conduct lumbering operations there.

An industrial survey has been started at Port Huron under the guidance of the Chamber of Commerce.

Sault Ste. Marie has engaged a harbor master to look after the boats which tie up at docks and block the river traffic.

Middleville has voted to engage an extra night watchman.

Ann Arbor's new garbage disposal plant will be ready for operation in a few weeks. H. H. Waggoner has the contract for disposing of garbage in an incinerator for a period of five years at \$6,000 per year, which includes payment for the construction of the plant. At the end of the contract period the plant is to become the property of the city.

Mayor Mundy, of Bay City, has vetoed the action of the alderman in giving the Valley Telephone Co. the right to increase its service rates.

Flint is considering an ordinance to do away with fake auctions and sales.

Pontiac is planning a public comfort station, to be located near the court house, on Huron street.

Pontiac has built 2.75 miles of sewers, 3.29 miles of curbs and gutters, three-fourths of a mile of storm drains and 6.19 miles of water mains during 1917. Almond Griffen.

**Status of the Bean Market.**

The bean market has been very quiet the past week and the Government has still limited the price on which it will buy beans to 11½¢ per pound. This, together with the light demand from the general trade, has lowered the market about 25@40c per bushel.

Government restrictions on grocers, limiting their profits, offers no inducement for the jobber to buy more than for his actual needs. Also the Transportation Department is now insisting that at least 60,000 pounds of beans be loaded as a carload which has minimized the carload buy in all directions.

California beans are about 75c per

100 lower. The demand is practically nil.

An effort is being made by Market Director McBride and others to provide a way to care for the wet beans. All elevator owners and canners are putting forth their best efforts, regardless of profit, to make some sort of market for the farmers, so that they may realize something for the crop they have produced. Ernest L. Wellman.

**Says Dress Goods Will Open High.**

One of the best-posted dress goods men in the New York market predicts that, when prices are made on 35 and 36 inch cotton-warp storm serges for fall of 1918, about six weeks from now, they will open at 60@65 cents a yard, against 50@52½ cents, the opening quotations for the current fall. This will be due largely in the sharply advanced cost of both wool and cotton. It may be in anticipation of coming events that many of the retailers have been picking up these goods in increasing quantities of late, both for immediate and spring delivery. Mohairs are beginning to move from second hands for spring delivery, and a call is noted also for 48- and 54-inch cream all-wool gabardines for spring. A big season is predicted for both. Really good mohairs are already very scarce.

The leading industries welcome the proposed change in the administration of the railroads of the Eastern states as promising them better deliveries of material and easier shipments of finished product. It is inadequate transportation as much as anything else that has restricted these activities. It is claimed by railroad men that the fault thus far has been largely with Government officials. Certainly the best ability in the transportation line has been enlisted in the administration of the roads thus far. It is the opinion of men in the iron and steel trade that any revision of prices by the Government hereafter will be upward inasmuch as costs have increased since the recent price-making. The general business in this line will, doubtless, continue to fall off because the requirements of the Government are constantly increasing. It is said that every pound of the 33,000,000 tons of steel produced in the United States in normal times is needed by the Government, a considerable part of it for the use of our Allies.

**BUSINESS CHANCES.**

For Sale—No. 1 grocery stock, invoices about \$3,000. Sales over \$30,000 per year. Best city of 5,000 in Central Michigan. Sell at inventory. Reason for selling ill health. For particulars address Opportunity No. 1, care Tradesman. 469

For Sale—Complete studio. Will sell at a bargain if taken at once. O. A. Wendt, Standish, Michigan. 470

Wanted—Grocery or general merchandise stock. One of our parties has been drafted and the other one, desiring to engage in business with which he is more familiar, offers to trade or sell this first-class milling property for above named stock. This is golden opportunity to get into a good business. Also have some good land to trade for stock. Full particulars in answer to enquiries. Monroe Model Mills, Monroe, Wisconsin. 471

Wanted—First-class shoe repair man, who has some machinery. Good shop and power furnished. In first-class shoe store on the main street in a town of 70,000 population in Northern Indiana. Address Shoemaker, care Tradesman. 472