

NOTICE TO READER: When you finish reading this magazine place a one cent stamp on this notice, hand same to any postal employee and it will be placed in the hands of our soldiers or sailors at the front. No wrapping, no address. A. S. Burleson, Postmaster General.

MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, APRIL 17, 1918

Number 1804

The Soldier on Crutches

He came down the stairs of the laughter-filled grill
Where patriots were eating and drinking their fill,
The tap of his crutch on the marble of white
Caught my ear as I sat all alone there that night,
I turned—and a soldier my eyes fell upon,
He had fought for his country, and one leg was gone!

As he entered a silence fell over the place;
Every eye in the room was turned up to his face
His head was up high and his eyes seemed aflame
With a wonderful light, and he laughed as he came.
He was young—not yet thirty—yet never he made
One sign of regret for the price he had paid.

One moment before this young soldier came in
I had caught bits of speech in the clatter and din
From the fine men about me in life's dress parade
Who were boasting the cash sacrifices they'd made,
And I thought of my own paltry service with pride,
When I turned and that hero of battle I spied.

I shall never forget the hot flushes of shame
That rushed to my cheeks as that young fellow came,
He was cheerful and smiling and clear-eyed and fine
And out of his face a white light seemed to shine.
And I thought as he passed me on crutches: "How small
Are the gifts that I make if I don't give my all."

Some day in the future in many a place
More soldiers just like him we'll all have to face,
We must sit with them, talk with them, laugh with them, too,
With the signs of their service forever in view
And this was my thought as I looked at him then
Oh God! make me worthy to stand with such men.

Edgar A. Guest.

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PINE TREE BRAND Timothy Seed



AN EXTRA
RECLEANED AND
PURE SEED
AT
MODERATE COST

DEALERS
WRITE FOR
SAMPLE, TEST
AND PRICE

The Albert Dickinson Co
SEED MERCHANTS

Established 1855

CHICAGO

MINNEAPOLIS

Three Sure Winners



There is a Sugar Famine

MOLASSES can be used as sweetening to take the place of SUGAR for many purposes.

Send for our booklet "MOLASSES SECRETS," it tells the story.

Stand Behind the Government

Oelerich & Berry Co.

Packers of "Red Hen,"

NEW ORLEANS

CHICAGO

Safeguarding Sugar

Because of the volume of his sugar business, every grocer should take particular care that no sugar is wasted.

Franklin Package Sugars in machine-packed cartons and cotton bags are a positive safeguard against spilled sugar, broken paper bags and overweight. They also save labor, paper bags and twine.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered,
Confectioners, Brown

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Company
The Pure Foods House

Distributors

GRAND RAPIDS, MICHIGAN

MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, APRIL 17, 1918

Number 1804

SPECIAL FEATURES.

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SENTENCE DEFERRED.

Daehler Given Until June 15 to Return \$3,060.

The arrest of Charles C. Daehler, the wily promoter of the bogus Grand Rapids Wholesale Grocery Co., was followed by his arraignment on a charge of violation of the blue sky law—selling securities which have not been approved by the Michigan Securities Commission. He stood mute to the charge and the court thereupon ordered a plea of not guilty to be entered in the case. Then Daehler's attorney undertook to negotiate a settlement out of court, but bumped up against a stone wall when he tackled Prosecuting Attorney Hoffius, who followed his usual custom in such cases and refused to have any conference with the prisoner or his attorney until a plea of guilty was entered. Daehler thereupon changed his plea from not guilty to guilty and sentence was suspended until June 15 to afford him an opportunity to make complete restitution to the 102 grocers who have been victimized by him to the tune of \$30 apiece. If he comes into court on the date set for sentence with receipts from each of the grocers who listened to the siren voice of himself and his crafty associates, it is understood that the severity of his sentence will be modified. As a matter of fact, he should receive no special consideration at the hands of Judge Dunham, because his soliciting campaign was fraudulent from start to finish. He obtained incorporation papers from the Secretary of the State by swearing to a deliberate falsehood that he had paid in \$10,000, which could not be located when Prosecuting Attorney Hoffius demanded that the money be produced and deposited in some Michigan Bank for the protection of Daehler's victims. He was warned by the Tradesman that he could not sell stock without obtaining the permission of the Michigan Securities Commission, but snapped his fingers at the law and the organization provided for its enforcement and sailed in to roll up a large list of victims. Later, when summoned before the Commission, he played the penitent act and promised to pull his cohorts

out of the field until he had secured the approval of the Commission. Instead of doing as he agreed, he started in stronger than ever, claiming to have obtained the consent of the Commission and the approval of the Michigan Tradesman, although the Tradesman exposed the scheme as fraudulent on its inception and kept up the exposure for months, despite the almost criminal indifference of the Michigan Securities Commission, which delayed action in the premises as though it was afraid the law creating the Commission and defining its powers would be held unconstitutional if subjected to the test of the court. The Tradesman finally succeeded in getting action against one of Daehler's solicitors—a man named Snow—but the executive officer of the Commission "double crossed" the Tradesman and Prosecuting Attorney Hoffius by slipping into town the last day he was employed by the Commission and clandestinely dismissing one of the two cases started against Snow. Such an act was so reprehensible in itself and in its effect on the situation that those who had been active in maintaining the integrity of the law naturally grew lukewarm and have since refused to take any stock in the professions of the Commission and its legal representatives.

Daehler is strong on the sympathy dodge. He weeps on the least provocation and will probably now go around among his 102 victims and undertake to secure receipts for the \$30 payments he extorted from them under false pretenses for \$5 or \$10 apiece. He will probably succeed in most cases because the 102 merchants who fell for his scheme are mostly too wise in their own conceit to take a reliable trade journal like the Michigan Tradesman, which exposes every fraudulent endeavor to victimize the members of the mercantile fraternity.

Later—This morning's mail brings word from Lansing that the old G. R. Wholesale Grocery Co. has been wound up and a new company organized by the victims of Daehler's duplicity to conduct a co-operative wholesale business under the same style as the original company. Forty-three merchants have signed the articles of association as follows:

F. T. Marty, Allegan.
P. J. Hoekzema, Grandville.
C. E. Hickok, 113 Portage St., Kalamazoo.
Wm. Naber, Lake Odessa.
V. C. Bomberski, Grand Haven.
Stephen Ferguson, Tawas City.
Joseph Joachim, St. Clair.
E. L. Leland, Saugatuck.
G. W. Melson, Harbor Springs.
E. B. Parr, St. Johns.

Otto Bayer, 730 North Burdick St., Kalamazoo.

H. A. Smith, Marine City.
Isadore Bean, Grand Junction.
A. B. Christeson, East Tawas.
Cook Bros. & Co., Wolverine.
Elton C. Dagwell, Mackinaw City.
E. B. Fuller, Montrose.
John Kehr, Gilford.
Charles Lauster, Ionia.
John Layman, Mt. Morris.
B. A. McCall, Otsego.
Muskegon Heights Grocery, Muskegon.

Nadeau & Lindberg, Manton.
Osborne Mercantile Co., Big Rapids.
O. R. Perkins, Boyne City.
Pretzer & Fuller, Hemlock.
Vogel's General Store, Sterling.
J. Allen & Company, Clare.
George A. Bell, East Jordan.
Bernard P. Busche, Flushing.
J. H. Dameran, Oscoda.
Roy P. Fymer, Turner.
Hugh Garrett, Freeland.
Julius Szczukowski, Alpena.
Herman F. Zehnder, Birch Run.
Ernest G. Neumann, Alpena.
Gust P. Nelson, Cadillac.
E. W. Fenner, Martin.
C. L. Livermore, Clifford.
W. J. Beatty, Alpena.
P. L. Tank, Rogers.
Julius E. Gumm, Onaway.
Edgar Friend, Marion.

The officers of the organization are as follows:

President—F. T. Marty, Allegan.
Vice-President—P. J. Hoekzema, Holland.
Secretary—Wm. Naber, Lake Odessa.
Treasurer—C. E. Hickok, Kalamazoo.
The above and E. B. Parr, H. A. Smith and V. C. Bomberski, constitute the board of directors.

According to the attorneys of the corporation, Hall & Gillard, it is the intention of the incorporators to secure the subscriptions of twenty-three additional members, so that the payment of \$300 on the part of each subscriber will absorb the authorized capital stock of \$20,000. It is asserted that Daehler will have nothing to do with the new organization, which will work in co-operation with the L. C. Mercantile Co., of Chicago, with which Daehler is closely identified.

The Tradesman also learns that a brother of Daehler, who resides at Amboy, Ill., has signed a bond, in which Attorney Hall is named as trustee, agreeing to furnish funds to repay the 102 merchants the \$30 initial payment they all made under false representations, providing they wish money repayment instead of a \$30 interest in the new corporation. Daehler's attorneys have launched with consummate skill and adroitness to assist their client out of a tight place.

THE RUNAWAY MARKET.

It begins to look to many as though the hysteric tendency, so marked in various lines of business for several months past, will not be overcome except by a combination of further Government control and the exercise of the saving power of common sense on the part of buyers of commodities. Nearly every one realizes that prices in general have been swollen far beyond what circumstances call for, and it is a matter of common knowledge that in most instances advances have been due to manipulation. Sellers, either first or second hands, have been enabled to create the impression of scarcity of supplies when this was not the case, and then to take advantage of the apprehensions they helped to arouse. An aid to this state of affairs has been the secrecy thrown around the orders of the Government for supplies of divers kinds, which have, consequently, been magnified as to quantity, while the producing capacity of the country's factories and mills has been lost sight of. Because of these factors has resulted the singular condition that price advances, instead of checking buying, have been accompanied or followed by increased purchasing. The runaway market thus created is recognized as full of peril.

An excellent record has been made by the Medical Department of the army in stamping out typhoid and dysentery. The Surgeon-General's office states that both these scourges have been reduced to almost negligible proportions. We know that inoculation long ago proved typhoid to be a preventable disease. The record of our troops on the Mexican border during the Villa trouble demonstrated that amply. The alleged triumph over dysentery would be a greater achievement, and will have to be tested by next summer's results. As to pneumonia, which has been the scourge of our troops, both in their cantonments here and in France, no detailed reports are forthcoming. We only know so far that the mortality attributable to pneumonia has been comparatively high. There are other trench diseases, such, for instance, as trench fever, which have not yet had a chance to take their toll of our men, and tuberculosis, which, on account of the careful physical examinations given our conscripts, ought not to get a foothold in the army. At any rate, in this matter of keeping our soldiers' health at top notch, our physicians abroad will have the advantage of the three and a half years of British and French experience.

A boy resents injustice more than punishment.

GROCERY SALESMEN DRAFTED

State Merchant Representative Enlists Their Services.

Detroit, April 15—We are enclosing herewith copies of material sent from this office to be used by wholesale grocery salesmen. One of these "Ammunition sheets" is sent each week. The material is originated by a committee composed of C. Francis, President Michigan Branch American Specialty Manufacturers' Association, C. C. Ward, Secretary Michigan Wholesale Grocers' Association, William Cusick, President Michigan Retail Grocers' Association and Oscar Webber, State Merchant Representative.

As rapidly as possible, we are endeavoring to secure a merchant representative of this office in each county in Michigan. These gentlemen are suggested either by the County Food Administrator or in a meeting of retail merchants, called for the purpose of organizing to promote food administration publicity. The following gentlemen have thus far been appointed:

C. N. Russell, Manistee, Merchant representative for Manistee county.

Harry Oppenheimer, Oppenheimer Cigar Co., Saginaw, Merchant Representative for Saginaw county.

W. A. Williams, Sandusky, Merchant representative for Sanilac county.

S. O. Bennett, Kalamazoo, Merchant representative for Kalamazoo county.

A. C. Bertch, Bertch Market, Grand Rapids, Merchant representative for Kent county.

We have found that personal contact is the most effective way to put before Michigan retailers the work which the Food Administration desires them to do. We are very sure that food conservation publicity work on the part of retailers in Michigan will gain very much in effectiveness as it is put in the hands of the local chairmen.

We are enclosing herewith a copy of the April Flyer for retail merchants, received a few days ago from the Food Administration. This is being distributed to retail merchants in Michigan from this office and the county food administrators and merchant chairmen.

As soon as they are received from the press we will forward to you a page of cuts of the latest series of Food Administration posters. This page of cuts is being sent to the wholesale grocery salesmen to carry with them through their territory.

We are enclosing also copies of statistics relative to the food situation in France and England, received by us since April 1. While you may already have seen these, we are going on the assumption that you have not.

At a meeting of the Michigan branch of the American Specialty Manufacturers' Association at the Hotel Cadillac Friday evening, the Association unanimously agreed to adopt the following as their slogan in talking Food Conservation, "Sell the Idea." It was brought out very strongly that there is a great need to sell the idea of Food Conservation to people, and that selling the idea will help materially in getting people to accept the regulations imposed by the Food Administration.

Oscar Webber, State Merchant Representative for Michigan.

The circular letters to Michigan wholesale grocery salesmen are as follows:

Ammunition Sheet No. 1.

The most important job of the United States Food Administration to-day is to so handle the wheat situation as to be able to carry ourselves and our Allies through until the next harvest.

First we want to familiarize you

briefly with the situation covering wheat, as follows:

1. Our Allies are short at least 40 per cent. of their food stuffs, eighteen per cent. of the population of France and 14 per cent. of the population of England are mobilized for war.

2. The submarine campaign and the shortage of ships makes it necessary that the United States supply practically all the food needed by our Allies and our soldiers abroad.

3. You often hear the question, "why wheat?" The answer is this. The people in Europe do not understand the use of corn. A very large percentage of their food consists of wheat bread baked in the village bakery, thus using a minimum amount of help and a minimum amount of coal. In France the women are working sixteen hours a day. Surely America must not ask them to work longer, or change their habits of living.

4. The Food Administration states that if we are to furnish our Allies their war bread ration until next harvest, we must reduce our normal consumption of wheat by 50 per cent. In other words, cut it from 42,000,000 bushels to 21,000,000 bushels per month.

5. To do this, each consumer is urged to limit his or her wheat consumption to not more than one and one-half pounds of wheat flour per week.

It must be clear to you, that to gain this end conservation must be pushed to the limit, and publicity is more necessary than ever.

We ask you to deliver this message to each of your customers.

That they make clear to their customers the Food Administration's plan that not more than one and one-half pounds of wheat flour should be used by any individual in one week.

At the beginning of the week the woman of the house should set aside the week's amount of flour for the household and regulate her cooking accordingly.

Have your customers emphasize this message through their clerks, by sign cards and in their newspaper advertising.

Ammunition Sheet No. 2.

This week your message to your customers is an extremely important one. Briefly outlined it is as follows:

1. As we pointed out last week, food is playing a tremendously important part in winning the war.

2. Unless food conservation actually conserves the whole programme will fall down.

3. It has come to the attention of this office that some customers buy wheat substitutes simply because they have to in order to get the wheat flour, and that they have no intention of using them as food substitutes.

4. Consumers are not doing their patriotic duty unless they use wheat substitutes.

Your message to your customers this week is to be: To train their clerks so that when they find a customer does not intend to use the substitutes, they endeavor as a matter of co-operation with the Food Administration to convince the customer that wheat substitutes are intended to be used as food to replace wheat flour and that any other use is an unpatriotic waste.

From your knowledge of your customer's stocks suggest selling combinations of wheat substitutes.

Urge the grocer to help his customer by suggesting recipes.

The Hicks Auto Co. has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,500 paid in cash.

The man who wins is always ready to recognize and improve on the best things done by his competitor.

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 15—The spring dancing party given last Saturday evening by the Grand Rapids Council was surely a "dandy" and was enjoyed by every person present. The hall was decorated with flowers furnished by the Friedman-Spring Co. and Herpolsheimer Co. and it did look wonderful. Tuller and his artists were on the job every minute and pulled off a number of new stunts. During the evening toilet soap presented by Charley Perkins, of Armour and Company, was given the ladies and was very much appreciated. A pleasant feature of the evening was the distribution of about 400 bottles of ice cold Coca Cola which were passed out by R. O. Emery and Mr. Vogelsang, which is bottled by their own concern in Grand Rapids and is the only Coca Cola bottled exclusively in the State. About 100 couple attended. A week from next Saturday evening will be the farewell party and the committee is in hopes of seeing the same large gathering.

Frank H. Starkey has again loomed into the limelight as an inventor of no mean proportion. It will be recalled that a short time ago he created a sensation by inventing a portable rum table which could be used in the aisles of street cars and steam coaches. Now we understand he is about to introduce to the public the crowning feature of his inventive genius in the form of a device for propelling automobiles without gasoline. Because of the rapidly increasing cost of this much-used commodity, we feel sure this new invention will be gratefully received by the auto world and bespeak for Mr. Starkey the success he so greatly deserves.

Ramsay Bros., of Lyons, Ohio, have recently purchased the implement and harness store at Morenci, Mich. This store has long enjoyed the reputation

of an old and well-established business and, as the Ramsay Bros. are young, energetic men with much business experience, we are confident both they and the farming community around Morenci will profit greatly by the transaction.

The paragraph you are now reading, Mr. and Mrs. Reader, was not written by the regular scribe of this column, as his modesty, on account of being a member of the dance committee, forbids his saying the nice things about the Saturday night spring party it so justly deserves, but the writer is not hampered by any string of etiquette and therefore feels free to cut loose. Without fear of successful contradiction it is safe to say that this was the prettiest and liveliest party of the season. The work of the committee in making 1,000 poppies and several hundred carnations for the occasion and suspending them so as to make a veritable canopy of flowers cannot be too strongly praised, no matter how forcible English is used. Then there were the window shades all made in blue with the crescent and sample case inscribed thereon in gold, the colors of the order, and the favors in the form of different colored caps and, last but not least, a live six piece orchestra, all of which combined to make this a party of unusual excellence and one long to be remembered by all present. It is an excellent illustration of what can be done by a committee if they will get out and work for success and certainly this committee cannot help but be repaid for their efforts when they culminate in parties such as these. The next party, which the committee assures us will be the last and crowning feature of the season, will be held Saturday, April 27, and all U. C. T. men, their families and friends, are invited. If you stay at home you are going to miss a rare treat. N. H. Carley.

We Are Distributors of the Mueller Pipeless Furnace

Hundreds of dealers are making good profits installing them.

You Can Do the Same

The demand for the Mueller Pipeless Furnace seems almost unlimited. The fact that they can be installed in any house easily, and at a moderate expense, is now generally known.

Write us for full particulars, or ask our salesman. We know our proposition will be interesting to you.

We hope every customer of this company will subscribe for Liberty Bonds to the limit of his resources. In no way can you better demonstrate your patriotic devotion to your country, your love of home and family and your right to be regarded as a good citizen and capable business man.

Michigan Hardware Company
Exclusively Wholesale Grand Rapids, Michigan



SOLDIERS cannot fight without food, without clothes, without guns, without ammunition, without transports and airplanes and tanks. They can only do part of the tremendous task of winning this war. We must do the rest. That means you and I and all of us.

We must buy Liberty Bonds and more Liberty Bonds, and these Liberty Bonds will buy the food, the clothing, the guns, the ammunition, the transports, the airplanes and the tanks that our soldiers must have to *win this war*.

It will cost a lot of money to win this war, but will cost a great deal more to lose it.

EARLY in American history we had a slogan, "Fifty-four—Forty or Fight." Today our slogan should be "Fifty-Fifty and Fight."

Let us go at least Fifty-Fifty with the boys over there who are giving their lives to this cause. Let us give our money cheerfully, willingly, generously. If they are willing to give their lives to us we should be willing to lend our money to them.

Subscribe today to the full extent of your resources for Liberty Bonds.

Dollars will win this war. Enlist your dollars today!

Go over to the bank and buy a Liberty Bond TODAY!

Buy U.S. Government Bonds
Third Liberty Loan

This advertisement paid for by the Valley City Milling Co.



Movements of Merchants.

Freesoil—Frank Eddy has opened an ice cream and soft drink parlor.

Marquette—George A. Lehnen has opened a grocery store on Washington street.

New Era—The Fruit Valley Canning Co. has sold its plant to the New Era Canning Co.

Niles—Belle Weiser is closing out her stock of bazaar goods and will retire from business.

Pontiac—The Pontiac Packing Co. has increased its capital stock from \$20,000 to \$75,000.

Marshall—W. A. Sherwood is closing out his stock of bazaar goods, preparatory to going to the front.

Benton Harbor—Thieves entered the second hand store of John Handley, April 15 and carried away the contents of the cash drawer and safe.

Lake Ann—Fire destroyed the store building and stock of general merchandise of C. L. Foster, April 11.

Kalamazoo—The Underwood-Diehl Co., decorator, has changed its name to the H. G. Underwood Co.

Detroit—The West Detroit Auto Sales Co. has increased its capital stock from \$8,000 to \$25,000.

Bronson—Roy Carroll has sold his grocery and meat stock to Detroit parties who will remove it to that city.

Detroit—Sanborn & Lore, Inc., merchandise broker, has increased its capital stock from \$1,000 to \$10,000.

Detroit—The Detroit Merchants Improvement Co. has increased its capital stock from \$25,000 to \$51,000.

Charlotte—Henry Towe and John Creitz have formed a copartnership and engaged in the coal and wood business.

Detroit—The Barcy-Nicholson Co., dealer in auto repairs, has increased its capital stock from \$10,000 to \$50,000.

Yale—Fire destroyed the grain elevator and hay shed of Wharton & Co. April 13, entailing a loss of about \$40,000.

Niles—Frank Rogers, of Chicago, has taken over the plant of the Daigneau Laundry Co. and will continue the business.

Detroit—The Robertson & Wilson Scale & Supply Co. has changed its name to the National Butchers Supply Co.

Bellaire—Zeno Schoolcraft has purchased the A. B. Large drug and jewelry stock, taking immediate possession.

Niles—Charles Zwergel and Gus Pammel were the highest bidders at the bankruptcy sale of the Lewis F. Brown clothing and men's furnishing goods stock. The sale has not yet been confirmed by Referee Banyon, who was not in attendance.

Westphalia—Frank Martin has purchased the Fedewa building and will occupy it with a restaurant and ice cream parlor.

Jackson—The Palmer Co., dealer in shoes at 113 West Main street, has increased its capitalization from \$10,000 to \$20,000.

Cedar Springs—E. Harmer has sold his store building and confectionery stock to Mrs. Ethel Myott, who has taken possession.

Battle Creek—Charles and Sempel Amon have formed a copartnership and engaged in the grocery and fruit business at Goguc lake.

Pullman—A. W. Leiby has sold his stock of general merchandise to Floyd Hayes, who will continue the business at the same location.

Flint—The Doods-Dumanois Co., undertaker at 715 South Saginaw street, has increased its capital stock from \$25,000 to \$50,000.

Saginaw—Wilson & Co., wholesale meat and produce dealer, has opened its new plant, which replaces the one destroyed by fire a year ago.

Ionia—Robb & Reed have purchased the store building which they occupy with their grocery stock and will remodel it and install new fixtures.

Pullman—George Whiting has purchased the Wellington mill property and will occupy it with his crate factory, which he will remove from Bravo.

Coldwater—Thomas H. Jacobs has sold his dry goods stock and store fixtures to Joseph Gluch, of Detroit, who will close it out at special sale.

Ludington—O. E. Moberg is closing out at auction his stock of china, glassware and bazaar goods, preparatory to entering the service of the Government.

Detroit—The E. A. Bowman Co., dealer in auto supplies, has increased its capital stock from \$10,000 to \$100,000 and changed its name to the Bowman-Gould Co.

Bangor—The Bangor Co-Operative Association has been organized to conduct a general mercantile business, with an authorized capitalization of \$30,000.

Chesaning—The Community Coal Co. has been incorporated with an authorized capital stock of \$40,000, of which amount \$21,000 has been subscribed and paid in in property.

Jackson—The Motor Sales & Service Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in property.

Orla H. Bailey, grocer and meat dealer at 517-519 Ionia street, Lansing, in renewing his subscription to the Tradesman, says: "I don't see how any grocer can afford to be with-

out the Tradesman at such stringent times as we are now having. Don't let my subscription lapse, draw on me if necessary."

Detroit—The Fremont Regent Co. has been organized to conduct a hardware business, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Detroit—The North Russian Co-Operative Association has been organized to conduct a grocery and meat market at 120 Delmar avenue, with an authorized capital stock of \$5,000.

Port Huron—R. W. Shaw and G. W. Crellan have formed a copartnership and purchased the drug stock of the late E. P. Tibbals. They will continue the business under the style of Shaw & Crellan.

Eaton Rapids—The Economy Chemical Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in, \$1,670 in cash and \$830 in property.

Reese—The Reese Farmers Co-Operative Association has been incorporated with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$3,900 paid in in cash.

Saginaw—Fred Nentwig has purchased the interest of the late Altan D. Stalker in the shoe stock of Erhard & Stalker, at 220 Genesee avenue, and the business will be continued under the style of Erhard & Nentwig.

Pontiac—The Chase Mercantile Co. has been organized with an authorized capital stock of \$125,000 common and \$25,000 preferred, all of which has been subscribed and paid in, \$125,000 in property and \$25,000 in cash.

River Rouge—The Farm Produce & Supply Co. has been organized to conduct a wholesale and retail business with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Detroit—Kuschewski Bros., Inc., has been organized to deal in fuel and lumber, with an authorized capital stock of \$125,000, all of which has been subscribed, \$17,406.64 paid in in cash and \$77,593.36 in property.

Ishpeming—F. F. Dittmer, who has been connected with the dry goods establishment of the N. E. Skud estate for the past several months, has taken the position of manager in the dry goods department of F. Braastad & Co., and has already entered into the duties of the place.

Detroit—Frederick Toepel, 61 years old, head of one of the oldest established hardware businesses in Michigan, died Saturday at his home, 326 East Grand boulevard, following a steady decline in health during the last four to five years. In 1880 Mr. Toepel took over the hardware store of his father, J. H. Toepel, at Gratiot avenue and Brush streets, the business having been established in 1854. He conducted the store until 1910, when he turned it over to two of his sons, Frederick, Jr., and Albert.

Hancock—Webster Dock, aged 58, private secretary to Ed M. Leblein, of the Leblein Wholesale Grocery Com-

pany, died April 10, after a week's illness. Death was due to paralysis. Surviving him are a widow, one son, Melvin, who is with the engineers in France; one daughter, Mabel, at home, five brothers and one sister. Mr. Dock came to Hancock a number of years ago from Marquette, where he was connected with the Mining Journal at one time. He was a prominent member of the Knights of Pythias, and held a grand lodge office in that organization. He was in excellent health up to a week ago and at the time he was stricken with paralysis, was busily engaged in making arrangements for the "Win the War" celebration held by Hancock.

Manufacturing Matters.

Saginaw—The Banner Brewing Co. has changed its name to the Banner Co.

Gobleville—The Gobleville Milling Co. is erecting a two-story brick store building.

Vassar—The Halpin Creameries has increased its capital stock from \$40,000 to \$60,000.

Centreville—The Denton Sleeping Garment Co. is building two large additions to its plant.

Detroit—The Miller Tool & Manufacturing Co. has increased its capital stock from \$15,000 to \$25,000.

Port Huron—The Robeson Preserve Products Co. has changed its name to the Robeson Preserve Co.

Benton Harbor—The Twin City Creamery Co. has increased its capital stock from \$8,000 to \$20,000.

Kalamazoo—James O'Meara has sold his cigar factory and stock to the B. & B. Cigar Co. who will consolidate it with its own.

Detroit—The Ben Kramer Iron Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Benton Harbor—The Riverside Fruit Package Co. has been incorporated with an authorized capital stock of \$7,000, of which amount \$4,500 has been subscribed and paid in in cash.

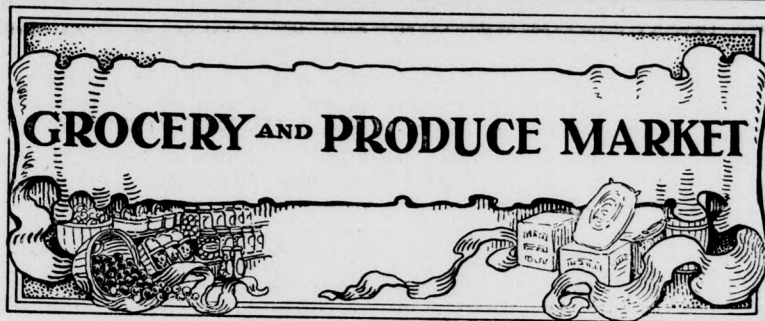
Sibley—The Federal Carbonic Co. has been incorporated with an authorized capital stock of \$150,000, all of which has been subscribed and paid in in property.

Detroit—The Horizontal Hydraulic Hoist Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Cleo Products Co. has been incorporated to manufacture and sell drugs and toilet articles, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Mercer Screen Co., 97 Woodward avenue, has been incorporated with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed, \$1,250 paid in in cash and \$8,000 in property.

Portland—The Portland Silo Co. has been organized to manufacture and deal in building and construction materials, with an authorized capital stock of \$30,000 common and \$15,000 preferred, all of which has been subscribed and paid in, \$7,500 in cash and \$37,500 in property.



Review of the Grand Rapids Produce Market.

Asparagus—\$2 per crate for Calif.; \$4 for Ill.

Apples—Winesaps and York Imperials, \$2 per hamper; Baldwins, Greenings, \$5.50 per bbl.; Northern Spys, \$6@7 per bbl.

Bananas—\$5.50 per 100 lbs.

Beets—\$1 per bu.

Butter—The market is unchanged from a week ago. Local dealers hold extra fancy creamery at 41c for fresh and 38c for cold storage; centralized brings 1@2c less. Local dealers pay 38c for No. 1 dairy in jars; they also pay 27c for packing stock.

Cabbage—\$4.50 per 100 lbs. for old; \$1.90 per 40 lb. hamper for new.

Carrots—75c per bu.

Cauliflower—\$2.25 per case of 1 doz. Calif.

Cucumbers—\$2 per doz. for Illinois hot house.

Eggs—The market is slightly higher, due to heavy consumptive demand. About the same quantity is going into storage as last year. Local dealers pay 33c to-day, cases included, delivered in Grand Rapids.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$7 per box for all sizes Floridas.

Green Onions—Shallots, 65c per bunch; Illinois, \$2.25 per box of 8@9 doz.

Green Peppers—\$8.50 per basket for Southern grown.

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

Lemons—California selling at \$6 for choice and \$6.25 for fancy.

Lettuce—12c per lb. for hot house leaf; \$2 per hamper for New York head; Iceberg, \$3.50 per crate.

Limes—\$1 per 100 for Italian.

Maple Syrup—\$2.65 per gal. for pure.

Mushrooms—75c per lb.

Nuts—Almonds, 21c per lb.; filberts, 20c for Grenoble; Brazils, 18c; Mixed nuts, 16½c.

Onions—Home grown command \$1.25 per 100 lb. sack; Spanish, \$1.65 per crate.

Onion Sets—\$3.25 per bu. for yellow and \$3.50 for white.

Oranges—California Navals \$4@7.50.

Parsnips—75c per bu.

Pineapples—\$6.50 for either size.

Potatoes—Country buyers are paying 60@70c per 100 lbs. The retail demand is stronger, due to the discovery on the part of the housewife that good potatoes can now be obtained at 60@75c per bu. at retail.

Poultry—The embargo against killing fowls and pullets will be lifted at midnight on April 19. This is welcome news to the trade generally, who have

made all preparations to handle increased shipments. The trade will be in line to take every coop that comes at good prices. We cannot say just what prices will prevail, but the buying will be brisk and prices good.

Radishes—30c per doz. for home grown hot house.

Seeds—Timothy, \$4; Medium Clover \$19@20; Alfalfa, \$16; Alfalfa, Dakota, \$14.

Seed Beans—Navy, \$9; Red Kidney, \$9; Beans Swedish, \$7.

Seed Potatoes—Early Ohio, 2½ per lb.

Strawberries—\$7.50 per 24 qt. case Floridas; \$4 per 24 pint case ditto.

Sweet Potatoes—\$3.25 per hamper for kiln dried Illinois.

Tomatoes—\$1 per 6 lb. basket.

The Grocery Market.

Sugar—Receipts are more liberal than they have been for many months. Both hard and soft sugars have been received in such liberal quantities that jobbers have been able to fill orders much more satisfactorily than heretofore.

Tea—The demand for Formosa teas in the medium and lower grades continues active, the prospect of a cleaning up of the market by Government purchases having a pronounced stimulating influence on buying interest in all quarters. Everything available at less than 29c appears to have been absorbed by purchases made at the end of the week, and at the close the trend of prices was still upward. In other kinds of tea trade is spotted, some sellers reporting a satisfactory demand, while others found the market quiet. The general tone, however, was firm, although it is possible that some holders of Ceylons would have been willing to shade prices a little to secure some of the trade that is going to the cheaper and otherwise desirable Javas in similar grades. A considerable enquiry for Japans has developed since the announcement of the large increase in the rate of freight for the coming season shipments, but business in these teas is necessarily confined within restricted limits by the paucity of present supplies.

Coffee—An unsettled market may be looked for, in the opinion of trade authorities, until the question of supplies is definitely settled. That eventually a curtailment of imports because of insufficient tonnage, notwithstanding promised Government assistance, will result in an actual shortage is believed by a number of prominent brokers, but at present conditions are so unsettled that a narrow movement in futures is held to be almost inevitable, although the mar-

ket in its sensitive state is likely to react promptly to any developments.

Canned Fruit—It was said that the orders that have been placed for Hawaiian pineapple have swamped the canners and that buyers will receive only a small percentage of the orders they have placed.

Canned Vegetables—What few items have been offered in the way of future goods have been very quickly taken, so that any canner offering has quickly sold his capacity. Canners in general, however, are still holding back, as they are unable to name prices until they are more in agreement with the grower. There is practically nothing offering in the way of spot goods.

Canned Fish—The salmon business is at a standstill, as there is no buying for the time being. Sardines are also very scarce, and prices quoted are nominal.

Dried Fruits—Local dealers are still offering practically all varieties of prunes, although such large sizes as they are quoting are limited in quantity. Small sizes seem to be plentiful enough for the time being, but for some reason the public does not seem to be taking to them very readily after being fed up on large sizes for so long a time. New crop business cannot be undertaken before May 1, but there are already indications that there will be considerable business done after that time. It is, of course, too early to form any sort of an idea what the 1918 crop is going to amount to, but there are doubts in some minds as to whether the 1917 crop was really so near exhaustion as has been intimated so many times. It is practically the largest crop on record, and any method of figuring does not seem to dispose of the total to the satisfaction of expert calculations. A current steamer is expected to arrive during the week with about 1,400 tons, and it is said that other lots are on the way. With these heavy supplies in prospect, prices are going down and are now quoted at 20c in barrels, which price, however, represents a loss to the shippers.

Corn Syrups—Orders for forward delivery continue to accumulate in manufacturers' hands, and the market remains bare of spot supplies. Sales are making subject to prices prevailing at time of delivery.

Sugar Syrups—The market is still poorly supplied, the promise of a closer approach to a normal output being held up by the slow and irregular arrival of raws. Prices are unchanged.

Molasses—Demand continues in excess of immediately available supplies and prices consequently rest on a firm basis.

Rice—The movement is still restricted by a paucity of spot supplies and limited offerings by the mills. However, there does not appear to be much needed at present and prices are nominal, although the market has a very strong undertone. All indications point to higher prices, but at present quotations are nominal.

Kalamazoo—The Traction Motor Corporation has been organized to manufacture tractors and autos, with an authorized capital stock of \$200,000, of which amount \$150,000 has been subscribed and \$22,500 paid in in cash.

LAST CALL FOR POTATOES.

The Food Administration guarantees that the consumer need not pay more than \$1.45 a bushel delivered; and it will be possible in many places to obtain them for less. To economize on wheat, of which we are expected to eat less than half our former amount; to save the great quantities of potatoes now on the point of loss through sprouting and decay; to encourage the farmers to plant another record acreage—these are chief reasons for potatoes three times a day. No pleasanter or cheaper sacrifice could be made. There are Old World communities where the potato is a dish of every meal every day in the year. The farmers of Michigan have suffered the penalty of treason because they listened to the siren voice of sedition and refused to grade their potatoes in accordance with the Government ruling. As a consequence, full 30 per cent. of the Michigan crop will be a total loss, for which the farmer has no one to blame but himself. Good potatoes are selling at retail in Grand Rapids for 75 cents per bushel, so that the frugal housewife can now satisfy her craving for cheap potatoes.

The Herold-Bertsch Shoe Co. has leased from H. Leonard & Sons for a period of fourteen years the building on Commerce avenue, occupied by the Elliott Machine Co. It will remove there either in June or July from its present location on Pearl street, which the company has occupied for twenty years. The new quarters afford the new occupant plenty of room for expansion. The change brings the four wholesale shoe houses of this market within the space of two blocks. Hirth, Krause & Co. are in the same block and the Grand Rapids Shoe & Rubber Co. and the Rindge, Kalmbach, Logie Co. are in adjacent blocks.

Fred. W. Fuller has resigned his position as Secretary of the City Bakery to assume the duties of manager of the Jackson Baking Co., at Jackson. Mr. Fuller is a present member of the Kent board of supervisors and former member of the Grand Rapids city council. For twenty-five years he was a retail grocer of Grand Rapids, and years ago President of the Retail Grocers and General Merchants' Association of Michigan. The good wishes of a host of friends go with him in his new position.

The sardonic French way of arresting persons hit by an automobile embodies a principle of justice that ought rigidly to be applied in the case of automobilists struck by a train at protected crossings. A certain kind of gay knight on wheels sees in a wigwagging watchman, a madly-thrumming gong, or lowering crossing gates an invitation to a race with death.

John P. Mangum, the Marquette Poo Bah—merchant, politician, lumberman, real estate operator, city builder and good fellow generally—is seeking rest and improved health at the Battle Creek Sanitarium. Mr. Mangum will learn sometime that he cannot do four men's work at the same time and keep it up forever.

Hoover Makes Personal Appeal to Retail Merchants.

Washington, April 15—We face real war. We have the men and the money to win. We are making the ammunition and the ships to carry troops and supplies to the fighting front. But, until Nature permits us to gather the next harvest, we must feed from our present supply of food, our own people, our fighting men and the Allies with whom we have cast our lot. During the next four or five months, we, with our friends in Europe, will undoubtedly face the most critical period, from a food stand-point, since the war began.

No man or woman stands outside the zone of obligation to save food. Talking will not accomplish it. It is necessary for every American to take action before it is too late.

I give you below some facts about the real situation which you may pass on to your customers in the form of newspaper advertising. Try to make each person in your town know the truth, that his own liberty is at stake, that this war is his individual affair, and that his personal effort toward winning it is his most serious obligation.

Demonstration Booth.

Let your demonstration booth be a practical information bureau about food conservation.

There are two things which you can bring to the attention of your customers.

The first thing is: We must save wheat.

Teach your customers that vegetables and a little meat or some substitute for meat make a satisfactory meal without bread. If you think it over, and count the mysterious calories, you do not really need the bread. Can't you work out some "breadless meals" with the Home Economics Director of the Food Administration in your State?

If corn bread is not a familiar food in your locality, see that the women who come into your store are made acquainted with it.

Find out what substitute cereals are most plentiful in your locality, and see how popular you can make them. Tell the people that the extra trouble in preparing the substitute is more than offset by the war service they contribute by stirring up corn muffins for breakfast, instead of toasting the usual wheat bread.

The second war service we want you to bring to the attention of your customers is: Grow as much food as possible in home gardens. Home grown beans and potatoes mean a reserve supply of food for your families, no matter what happens. Every family, where possible, should be proud to be self-supporting, and should make it a matter of honor to raise as much food as possible for itself.

Direct Advertising.

If your spring advertising includes a store circular see that the food situation and its relation to carrying on the war is outlined somewhere in this circular. Make every bit of advertising serve the double purpose of advancing your business and of pointing out the citizen's obligation to stand behind the war. A rubber stamp bearing the slogan—"the war comes first" sums up the situation pretty well.

Newspaper Advertising.

The following slogans and boxed announcements are offered as suggestions. In making up the lay-out of your store advertisements, you can easily fit them in with your regular material. This is one of the best ways of getting these matters before your customers—and some merchants write us that they find them an extra incentive for the newspaper readers to look over the advertisement. The idea is to continually hammer in the gravity of the food situation and tell people that only their personal cooperation can solve the problem. Run

these slogans daily under the caption, The United States Food Administration says:

1. Be your own policeman! Watch yourself; regulate your own conduct. The household next door is not observing the rules because of carelessness or ignorance, a friendly word from you may set them right. And don't be bashful about it.

2. The war comes first. Save food and help the great cause along.

3. Don't eat bread for fun. It is more fun to see how much bread you can do without and not miss—and it saves wheat for overseas.

4. War prices can never be low. In buying food, remember this: It is wheat, not money, that we must save to win the victory.

5. Keep score! The Food Administration asks you to eat eleven wheatless meals each week. Each one counts 9.09 per cent. What is your score this week?

6. Show your kitchen strategy! How many wheat-saving dishes do you have on your table? How much wheat are you now saving as compared with your record last spring?

7. Cut out non-essentials. We must clear the decks for action if we are going to win.

8. We have 105,000,000 of our own people and 35,000,000 people of the Allied nations to feed until next harvest. It is a big job, but American teamwork can do it if every housekeeper will tackle the problem as if the "extra company" of 35,000,000 people were her own household guests. Ladies, our National hospitality is put to the test!

9. Germany says we cannot get together in this country because we have no master-mind to make us do it. Show the stuff Americans are made of and save the food to carry on the fight.

10. This is everybody's war. Nobody is insignificant. Some of us fight in the front-line trench, some plant gardens, some build ships, and some cook meals, so good that one doesn't miss the wheat and other things that we are saving for the fighters overseas. Are you playing your part the best way you know how? Save food to help your fighters fight.

11. Waste of any kind of food is a crime which may lose the fight for us and the penalty will be worse than any punishment meted out by law for the ordinary crimes against society. The trail of the Prussian army in Belgium and invaded France shows the nature of the punishment we may expect if we fail, through blind carelessness and waste of food, to support our fighting men.

12. From 1914-1918 the French women have borne the burden of agriculture. Their wounded men, broken and disabled, have come home to them to be cared for. Tuberculosis attacks their poorly nourished children. These women have been the chief laborers for the fields. It is up to America to relieve the French women in every possible way. Save and send the food they need.

Herbert Hoover.

Destroy Tall Barberries—Save Wheat Crop.

East Lansing, April 15—Great injury is often done by black stem rust to wheat and other grain crops. This fungus is found in the spring upon the tall barberry (*Berberis vulgaris*) and its purple-leaved form, also on Mahonias; and spreads upon these bushes to the grains and grasses. It appears upon the tall barberry leaves in yellow or orange spots, called "cluster-cups," from their form.

The number of tall barberry bushes in Michigan is comparatively small and owing to the importance of the wheat crop the U. S. Department of Agriculture advises their destruction, and this is approved by Dr. G. H. Coons, Plant Pathologist of the Michigan Experiment Station. Similar

steps have been taken in the Dakotas, Minnesota, Wisconsin and other wheat growing states.

All barberry bushes, except the dwarf Japanese species, (*Berberis Thunbergi*) are declared to be a public nuisance and a menace to the public welfare, and their maintenance, propagation, sale or introduction into Michigan is forbidden.

By virtue of the authority conferred by Sections 12 and 17, of Act 91, Laws of 1905, owners or occupants of premises upon which the tall barberry bushes are growing in Michigan are hereby ordered to uproot and destroy them. No shrub of the above species should be introduced, sold or planted in Michigan hereafter.

Any persons, firms or corporation or common carriers who knowingly transport or bring into the State of Michigan any of the shrubs covered by this guarantee notice, will be guilty of a misdemeanor.

Prompt attention should be given to the removal of all tall barberries from premises owned or controlled by you so as to prevent the spread of the disease during the present spring.

Attention is called to the fact that this order applies only to the tall, spreading forms of barberry—the dwarf Japanese barberry (*Berberis Thunbergi*) being exempt from attack. During the month of May deputies from this department will visit the various sections of Michigan to note the observance of this order and to act accordingly.

Kindly give this notice as wide publicity as possible. L. R. Taft,

State Inspector of Nurseries and Orchards.

Apropos of the above, Hon. Charles W. Garfield has sent the following letter to Prof. Taft:

Grand Rapids, April 16—I have a copy of your circular concerning barberries and wheat crop, and I have been talking over the matter with our Superintendent of Parks and with a number of men who have to do with the planting of ornamental shrubbery. I can not help wondering if your sweeping order concerning the destruction of the common and purple-leaved barberry and mahonia has been thought out carefully enough in all its details. Twenty years ago there was talk about the relationship between the cluster-cup of the barberry and the wheat and oat rust, so that the matter, which all at once has assumed unusual importance, has been a source of study for some years, and I am wondering whether this study has established the fact that a barberry at a distance from grain areas is a source of danger. There are barberries scattered through the country, especially along the lake shore on the west, but the barberry has not been largely planted on country places as a factor in embellishment, but in our cities it has been used a great deal. In Grand Rapids, I think, next to the spireas, the barberries have been used most largely in the ornamentation of private grounds. Probably it is safe to say, if your order is carried out in our city, it will take out twenty thousand shrubs and produce large holes in ornamental planting. There is not a wheat field within miles of these barberries. Is this sacrifice in cities

warranted by your knowledge of the relationship between the barberry and grain rust?

You include grasses and grains as a method of propagating the difficulty. Upon what other grasses and grains does the fungus prey? Is there real danger of the rust passing from the barberry to the grasses of the city and from these on to the grains further out? In other words, does the scientist know enough about this matter to make such a sweeping order and thus compel a destruction of one of the important elements of home and park embellishment? I have, even in my life, known many scientists to make egregious blunders.

I wish you would write me quite fully and be particular as to whether your order applies to the destruction of the three shrubs named in the circular in our city. Of course, we can find other shrubs to take their places, but I do not know of one except the high-bush cranberry which can quite take the place of the taller barberries in producing winter effects.

Charles W. Garfield.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, April 17—Creamery butter extras, 42c; first, 40@41c; common, 38@39c; dairy, common to choice, 32@37c; dairy poor to common, all kinds 25@30c.

Cheese—No. 1 new, fancy, 23@24c; choice, 23c; held 25@26c.

Eggs—Choice, new laid, 35@36c; fancy hennerly, 36@38c.

Poultry (live)—Cockerels, 32@34c; old cox, 23@25c; ducks, 30@32c. The Food Commission forbids the sale of hens or pullets after Feb. 11, 1918.

Beans—Medium, \$13.50@14.00 per hundred lbs.; Peas, \$14.00 per hundred lbs.; Red Kidney, \$14.00@15.00 per hundred lbs.; White Kidney, \$15@15.50 per hundred lbs.; Marrow, \$15@15.50 per hundred lbs.

Potatoes—\$1.35@1.60 per 100 lbs. Live fowls will be salable again, commencing April 19.

Rea & Witzig.

Potash From African Seaweed.

Investigations of the possibilities of producing potash from sea bamboo and other seaweed off the coast of South Africa, carried on by Gilbert F. Britten, have shown that while South African sea bamboo is lower in potash contents than the American weed, it is better in composition. According to The Cape Argus, which is quoted by Consul General George H. Murphy of Cape Town, Mr. Britten believes it possible for large quantities of potash to be obtained from the seaweed available off the South African coasts, and he recommends that a marine survey be made to ascertain its distribution.

The best show card for the window is the one that forces its message upon the reader without his stopping to read or even realize that he has read.

E We Buy EGGS E We Store EGGS E We Sell EGGS

We are always in the market to buy FRESH EGGS and fresh made DAIRY BUTTER and PACKING STOCK. Shippers will find it to their interests to communicate with us when seeking an outlet. We also offer you our new modern facilities for the storing of such products for your own account. Write us for rate schedules covering storage charges, etc. WE SELL Egg Cases and Egg Case material of all kinds. Get our quotations.

Kent Storage Company,

Grand Rapids, Michigan

Heart to Heart Talk

To Our Retail Friends

A telephone message this morning asked the writer if he could do anything to help push the sale of Liberty Bonds, and also could the merchants of the State help still further to make the subscription to Liberty Bonds so large that our enemies could not doubt the sincerity of our attitude. With this in mind I am sending out this message to you in the form of a heart to heart talk on this very vital subject.

Personally I am convinced that the time has come for us to judge and be judged on the basis that we are either with our country, or against our country in this terrible conflict. I cannot believe there is any place in the whole United States for the man who claims to be neutral; for the man who is luke-warm in his patriotism!

There is now, no place for the knocker, the fault-finder, the complainer, for we have arrived at a time when every one of us must join whole-heartedly in any and every constructive movement that is being carried on with the sanction of the Government for the purpose of winning this war.

There is no room in the company of honest men and women for that type of slacker or pro-German enemy who is trying to stir up strife or retard the work

we are attempting to do in the interests of winning this war.

It is my sincere belief that we must win this war if we are to continue to enjoy safety and freedom in our own homes. It appears very clear to me that it is better to win the war over there than to have to fight it over here, and there is no doubt in my mind but that we face one alternative or the other!

Therefore I am in favor of the Liberty Loan. I am hopeful that it will be over subscribed to such an extent that we can all be justly proud, and I earnestly plead with you to use your influence to make this Liberty Bond Drive a tremendous success in your locality.

Let us sell ourselves and everybody in our community all the Liberty Bonds they can afford to take.

Let us begin to understand what it means when a man is able to buy and does not do so.

Let us all join in one BIG effort to make this Liberty Bond sale so large that it will put further courage in our boys "over there."

GUY W. ROUSE.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

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Each Issue Complete in Itself.

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five years or more old, \$1.

Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

April 17, 1918

GERMANS ALWAYS BRUTAL.

German sympathizers in this country attribute German brutality to the teachings of Prussian militarism, but history furnishes a complete refutation of this theory.

The Germans have always been a race of brutes, with brutal minds, appetites, passions, prejudices and ambitions. Even association with the people of civilized countries has failed to change the trend of thought of the German people. "Once a beast, always a beast."

Julius Caesar in his Commentaries narrates events which show that even before the time of Christ the Germans demonstrated the possession of all of the rudiments of their modern "Kultur." Their methods of warfare then were no more brutal than they are to-day.

All through the centuries history discloses the hatred of the Germans for other peoples and their contempt for womanhood. No nation can ever become great which treats its women like beasts of burden, as has always been the case in Germany. No visitor in Germany ever saw a German woman precede or walk beside a German. The man always stalks ahead, leaving the women and children to follow behind him, if they can keep up the pace. In the farming districts the wife is yoked with the ox to pull the plow and the whip of the husband is laid on the shoulders of the wife as often as it is applied to the back of the ox.

No people can lay any claim to being civilized or cultivated who treat women with the disrespect, discourtesy, contumely and contempt characteristic of Germans of all classes in their dealings with women.

More than a hundred years ago Goethe, the greatest mind Germany ever produced, recorded this prophetic prediction: "The Germans are brutal and civilization will make them ferocious."

Frederick Harrison, a historian who is still alive, contributed the following paragraph concerning the Franco-Prussian war to the Fortnightly Review for February, 1871:

Every village they have passed through has been the victim of what is only organized pillage. Every city has been practically sacked, ransacked on system; its citizens plundered,

its civil officials terrorized, imprisoned, outraged, or killed. The civil populations have been, contrary to the usage of modern warfare, forced to serve the invading armies, brutally put to death reduced to wholesale starvation, and desolation. Vast tracts of the richest and most industrious districts of Europe have been deliberately stripped and plunged into famine, solely in order that the invaders might make war cheaply. Irregular troops, contrary to all the practice of war, have been systematically murdered, and civil populations indiscriminately massacred, solely to spread terror. A regular system of ingenious terrorism has been directed against civilians, as horrible as anything in the history of civil or religious wars. Large and populous cities have been, not once, but twenty, thirty, forty times bombarded and burnt, and the women and children in them wantonly slaughtered, with the sole object of inflicting suffering. All this has been done not in license or passion, but by the calculating ferocity of scientific soldiers.

In the early days of the Kaiser's war Kipling wrote:

There are two kinds of beings on earth—human beings and Germans. The German is educated by the state from his birth to look upon assassination and robbery, embellished with every treachery and abomination that the mind of man can laboriously think out, as a perfectly legitimate means to the national ends of his country. He is not shocked by these things. He has been taught that it is his business to perform them, his duty to support them, and his religion to justify them. They are, and for a long time past they have been, as legitimate in his eyes as the ballot in ours. He thought out the hell he wished to create; he built it up seriously and scientifically with his best hands and brains; he breathed into it his own spirit that it might grow with his needs; and at the hour that he judged best he let it loose on a world that until then had believed there were limits beyond which men born of women dared not sin.

All of which goes to show that the brutality of the German people is not an acquired habit, but has been inherent in the blood and bone of every German for more than two thousand years. Association with decent people in civilized nations may curb this sinister thing for a time, but sooner or later it crops out in succeeding generations. An instance of this was afforded by the rejoicing among people of German blood in this country when Belgium was invaded and despoiled, when the Lusitania went down with its precious cargo of human beings, when women and children are destroyed by Zeppelins and long range guns in London and Paris. It is seen to-day in the anxiety of German sympathizers, spies and propagandists to retain the study of the German language in our schools, colleges and universities; to continue the publication of German newspapers; to assure the retention of German books and music, when every vestige of everything German should be utterly destroyed, including German names applied to localities and individuals.

Wherever you see a German name retained by any town or city, it is safe to assume that German propaganda is busy in that locality.

The retention of German surnames by people of German birth or descent shows a deliberate determination to affront the civilization of the ages.

PRICE FIXING DIFFICULT.

In the matter of cotton goods price fixing there has been a great deal of pot and kettle talk between the cotton growers, the manufacturers of cloths and the merchants who sell cloths. To a man up a tree it is very clearly to be seen that no one section of this country, and no one section of the commercial world, has a monopoly of the patriotism and self-sacrifice called for by the events of this war. The cotton growers, the cotton manufacturers and the cotton goods merchants form a fair average of the community, and when pocket nerves are touched one will squeal about as loud as another.

If a radical change of business methods and business practices must be made to win this war someone is going to be hurt in the pocket nerve. Such a radical departure as a general price fixing policy to be extended to all textiles will inevitably mean losses to some one, and these losses will be minimized if all act together to spread them co-operatively. The merchants and manufacturers of this country, any more than the cotton planters, will not agree of their own volition to fix prices in a way that will be considered fair by everyone. In the last analysis, the Government will have to put a stamp on many things that must be done.

If the Government is selfishly or badly advised in the beginning, it will simply mean that needless blundering will follow. Ultimately the Government will do the right thing, and the quicker the right thing is arrived at and done, the nearer the trade will have taken one more step intended to help win the war. The most intimate feelings of men and women are going to be hurt by this war, and the angriest and most vicious human traits are going to be shown after a son or a husband is killed. The man who is moved only by the pained touch on a pocket nerve will surely have to watch his step.

The socialists and other theorists who believe they have worked out plans for universal price fixing have worked on a fallacious basis. It is impossible in the present stage of human development to eliminate from price fixing many essentially selfish elements. This should be kept in mind always, because, even if price fixing is sanctioned by the Government, it will be done solely as one of the war measures made necessary to meet a difficult economic and social outlook.

As time goes on many of the difficulties most talked of now among cotton goods men, for example, will pass away if the war continues. It is well known that a cloth as staple as 64 x 60 print cloth goes into a hundred different uses after it leaves a gray goods mill. A single converter may use the same cloth for fifteen or twenty different lines of merchandise, each depending for price upon other elements than gray goods value. If many of these goods are duplicates of each other designed only to induce large sales to people attracted by style or fashion alone, it is as sure as anything can be that the lines will

gradually be discontinued. If the Government decides that they shall be discontinued the ruling can be enforced by the Government directing some mills and all jobbers not to give the converter any gray goods. And it can go further if it wants to.

This only suggests why each man and all men in the trade will soon have to work out new plans in order to make price fixing reasonably effective, if it finally becomes necessary to adopt it. If the dominant spirit in cotton goods becomes one of conservation and economy to win the war, it will prevail over any and all difficulties that men think they see in price fixing as a general proposition.

THAT LIST OF PRIORITIES.

In getting out a list, although it is confessedly only a tentative one, of occupations and uses entitled to priority of supplies of coal, coke, and raw materials, the War Industries Board performed a real service. As the list is extended for good reasons adduced, the general public will begin to realize the difference between essentials and nonessentials as never before. It is recognized that the first thing to be cared for is the sending of men, equipment, and food abroad to help the American army and its Allies. The mines, mills, factories, and shipbuilding yards here which aid in supplying the needs of the forces must therefore be taken into account, and with them the concerns which provide the necessary food, fuel, and clothing for the people at home. There is no question but what these strict essentials will be attended to. After they are, however, there will remain a large surplus of fuel and other raw material which will be available for other industries which are established in this country and which it is desirable shall be maintained. There is not to be an attempt to put out of operation any business which in peaceful times gives employment to workers or helps to variegate the industries of the country. To some of these supplies may be at times delayed because of more pressing needs, and they may therefore have their operations curtailed to a certain extent. Until circumstances imperatively demand otherwise, this is about as far as the priority restrictions will go.

More than a billion dollars worth of American agricultural exports were sold to the European nations at war with Germany during 1917. Had this Nation maintained peace at the price of obedience to the German war zone decree, this European market would have been closed and this billion dollars worth of agricultural products would, most of them, have rotted on farms and in warehouses, or been used in unprofitable ways, with consequent stagnation and ruin to the American farmers. Interest as well as duty urges the American farmer to give financial support to his Government in this war.

If the local railroad service is particularly bad, why not join with some other merchants and haul by truck from the nearest city where supplies are concentrated?

CLASS OF SERVICE DESIRED	
Fast Day Message	☐
Day Letter	☐
Night Message	☐
Night Letter	☐

Patrons should mark an X opposite the class of service desired; OTHERWISE THE TELEGRAM WILL BE TRANSMITTED AS A FAST DAY MESSAGE.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Form 1206

Receiver's No.
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Time Filed

Send the following telegram, subject to the terms on back hereof, which are hereby agreed to

January 4, 1918

To Users of National Cash
Register Equipment in America

Have you found that the installation of National Cash Register equipment has assisted you in carrying out the Government's recommendation for the conservation of labor, in deliveries, clerk hire, auditing, etc.? Your experience will be valuable to other merchants. Will you please wire me fully at my expense regarding this so that we may pass it on to them?

THE NATIONAL CASH REGISTER CO.,

John H. Patterson, Pres.

What American Business Thinks of N. C. R. Service in War Time

As an aid to compliance with the Government's request for the conservation of man power and motive power, the N. C. R. System has received a striking endorsement from American business.

The following excerpts from the hundreds of replies to the above telegram are from general stores, hotels, florists, stationers, wholesalers, grocers, coal dealers, hardware merchants and many more lines of business.

"We recommend National Cash Registers to any who wish to conserve."

"Cash registers save in auditing and cashier service."

"National Cash Registers and Electric Credit System cause customers to carry packages instead of asking for delivery."

"We recommend the cash register system to every merchant who desires efficiency and economical service in his store."

"The cash register gives correct records and is a great labor saver."

"Without registers we could not handle the business with present force."

"Your cash register has been a great help in systematizing our reports and records."

"Your product is essential to the conduct of our business."

"Cash registers speed up service to customers."

Whatever your business, the N. C. R. System will help to put it on a war-time efficiency basis.

For further information fill out the coupon and mail it today.
Dept. 10702, National Cash Register Company, Dayton, Ohio

Please give me full particulars regarding your up-to-date system for a General Store.

Name _____

Address _____



Michigan Retail Hardware Association.
 President—John C. Fischer, Ann Arbor.
 Vice-President—Geo. W. Leedle, Marshall.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

The Hardware Dealer and the Motor Car Trade.

Written for the Tradesman.

The motor car is an established institution, and many hardware dealers are making good money catering to automobilists. The line is one which can be handled very nicely in connection with the hardware store.

Some dealers handle motor cars themselves as well as a complete line of accessories. Others handle merely the accessories, carrying a line more or less complete. Still others leave the accessories' trade strictly alone.

Whether the line is one which can be handled profitably depends upon the individual dealer, the community in which he does business, and the particular circumstances in which he finds himself. Each dealer must answer for himself the question: "Is this line good business for me?" and he should answer it only after careful study of the surrounding circumstances.

I know one hardware firm in a city of 15,000 which found it advantageous to handle cars as well as accessories. This was an old-established firm with ample capital. I discussed the problem with the head of the business.

"The most essential feature is to go after the sales, and get them," he declared, succinctly.

He was an experienced road man; and was never so much at home as when canvassing a farm customer. He delighted in handling cranks and difficult customers. Under his direction the hardware business was expansive. He took on pianos, sewing machines, silverware, cut glass, implements, and finally, motor cars—and made a success of them all.

He was one of the two leading hardware dealers in that particular city. The other was a man who centered his attention on small hardware, stayed in his store, and left implements, pianos, motor cars and accessories strictly alone.

The first hardware dealer when he took up motor cars set about the matter very systematically. He secured the agency for a good car at moderate price—a car a little better than the Ford and a good deal cheaper than the Cadillac. All business was handled directly between the store and the customer. The manufacturer did not appear at any stage of the transaction. The firm bought the cars outright,

and sold them direct, making its own terms to suit itself. The manufacturer's guarantee was backed by a guarantee from the firm, the prestige of which undoubtedly helped to sell cars.

Prospects came to the notice of the firm in many ways, and were handled much the same as prospects for other lines. The firm had a number of road men selling stoves, pianos and implements, and practically everything in stock. These unearthed a good many prospects, and secured most of the sales. Then enquiries came direct from prospects, and others from that particular locality were turned over to the firm by the manufacturers. Then, the members of the firm and the selling staff were always on the lookout for prospects. A doctor, lawyer or business man might strike one of the staff as a likely car purchaser. "Get right after him," was the rule. There was no other set rule for handling car prospects; the salesman adapted his selling methods to the individual, and kept after him persistently.

The motor car department was in charge of an expert, who understood cars and was a salesman as well. To get the prospect interested in motor-ing, show him by actual discussion the selling points wherein this car was superior, and give him a trial spin through the country—these were successive stages in the selling process. Finally, there was the adjustment of terms.

From the very start, the aim was to build for the future. To this end a medium priced car which gave good value and yet was not beyond the average man's financial reach had been selected. It proved the sort of car that helped sell itself. Early in the firm's experience one of these cars was sold in an outlying village. Next year three were sold in the same village as a result of the "missionary influence" of this first car. Numerous instances were encountered where one sale led to others. A telling item in the selling process was a grist of letters received at the end of each season from every owner to whom the firm had sold cars, expressing satisfaction.

Then, the cars were followed up. The firm's aim was to make every customer thoroughly satisfied with his purchase, and an enthusiastic missionary in his own immediate vicinity. If necessary a man was sent out for several days to help handle the car until the customer was satisfied he could operate it himself. A cordial invitation was extended all purchasers to bring their little difficulties to the firm's expert for adjustment.

Many hardware dealers who feel unequal to handling the motor cars themselves, find in accessories a profitable line.

The best results have usually been secured by merchants who started business on a small scale, and gradually expanded, studying their lines carefully and learning as the trade developed. In one instance a merchant spent only \$50 laying in his initial stock of accessories. He did \$800 business in a single year on this investment. The stock consisted of a small quantity of batteries, carbides, lighting tanks, spark plugs, battery connections, cement patches, blow-out patches, wrenches, soap-stone, adhesive tape, oil, tire and gasoline gauges, etc. In addition he sold bumpers, lamps, horns, whistles, inner tubing, tires and other expensive accessories from catalogue. He had the advantage of operating in a small community, where there was no intelligent competition; and his practical advice was at all times at the service of car owners.

Another merchant in a small town, carrying a comparatively light stock, developed a good business. The lines carried originally included batteries, spark plugs, greases and oils, valves, tire patches, lamp burners, carbide, auto jacks, pumps, auto wrenches, tools and other small items; while lamps, tires, bumpers, etc. were sold from catalogue. Sales the first year included fifteen barrels of batteries and over 12,000 gallons of gasoline—not bad for a small side line.

A good plan for any dealer to fol-

low is to have a mailing list of auto owners in the district and send out circulars, booklets, etc. introducing new lines. It pays also to do some personal canvassing in introducing this department to new customers. Good service and promptness count for a lot. The business is one which needs to be studied closely. Intelligently handled, it will pay; but the dealer must know the lines he handles, understand cars, and understand, too, the needs of his customers.

Victor Lauriston.

The window display that is not the embodiment of some one specific idea is not a display that will produce a 100 per cent. of its possibilities.

TO THE USERS OF TIRES



Here is the only cushion Rubber tire that will interchange with a pneumatic and give added height to the wheel, costs little to maintain as it is sectional. 10,000 miles guarantee; 20,000 miles efficiency. Send for circulars. Agents wanted.

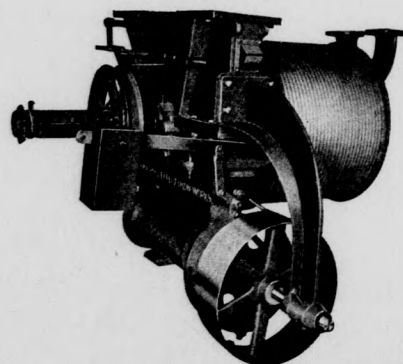
SECTIONAL TIRE CO.

Box 50, Muskegon Heights, Mich.

Foster, Stevens & Co.

Wholesale Hardware

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



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

Lynching Not Patriotism, but Kaiserism.

Washington, April 15—All reputable papers should make swift protest against the rising mob spirit. I have heard an audience of prominent business men cheer a reckless speaker who regretted that a workman had been prevented from killing a fellow-workman with an iron bar because of a remark he construed as disloyal. The excuses for lynching foreigners in the North are the same as for lynching negroes in the South: that law is too slow, too uncertain, and too lenient; that lynching will be a wholesome deterrent. These excuses are as invalid in the new case as in the old.

The charges against the Kaiser are not that he has made war, but that he does not fight in accordance with international law. He tears up laws as "scraps of paper." And that is exactly what every lynching party does—every group of citizens that takes a man by force even to make him kiss the flag. He is entitled by the Constitution, by the principles of civilization itself, to a fair trial. If the laws are not severe enough, let us ask legislators to make them more drastic. If the judgments of the courts are too lenient, let us elect new judges or urge reasons for greater severity upon those now in office. We cannot afford to adopt the Kaiser's lawless ways.

Most of all we need to adopt in dealing with those not in sympathy with the war, the Missouri motto, "Show me." When a thousand immigrants from Austria-Hungary in one of our camps, on the declaration of a state of war with the dual monarchy, were told they were entitled to discharge as "enemy aliens," Prof. H. A. Miller, of Oberlin, who knew the sentiments of Bohemians and Slovaks of that empire, asked the privilege of telling them in their own tongues of the "self-determination" President Wilson was determined to secure for Bohemia and for Serbians and Rumanians in Austria-Hungary. The result was that 95 per cent. of these Bohemians and Slovaks decided to volunteer and fight with the Allies for the liberty of their own peoples.

What is needed just now is less tar, and more ink; less lynching, and more light.

Wilbur F. Crafts.

Boomlets From Bay City.

Bay City, April 15—That the Bay City common council knows a good thing when they see it and appreciate the work of City Assessor Frank A. Hewitt, was manifest by his re-appointment for the coming year. Mr. Hewitt is acknowledged to be the best assessor the city ever had, and the fact that he will be retained another year will give general satisfaction.

The Pere Marquette Railroad Co. has generously donated the use of twenty acres of land to citizens living along its right of way from Fremont avenue to Thirty-second street and the land is being divided into half-acre plots. The object of this work is to reduce the high cost of living. The section men of the road will be given first pick of the sites.

The pattern shop and storage of the Wickes Boiler Company, Saginaw, was practically destroyed by fire Wednesday afternoon, causing a loss of \$10,000. The plant was doing war work.

The Moulthrop Lumber Co.'s sawmill, at John Island, Canada, owned by Guy H. Moulthrop, of this city, was destroyed by fire Saturday night last, entailing a loss of \$125,000. The origin of the fire is unknown.

The office of sheriff of Tuscola county must be a very paying proposition, as there are seventeen aspirants for the office, with every indication that the number will be considerably increased.

The members of Bay Council gave a further proof of their support of President Wilson in his efforts to

crush the murderous crowd in Berlin by instructing Secretary Bennett to purchase a \$200 Liberty bond. The purchase of this bond will make \$750 which Bay Council has invested, including \$50 of the first and \$500 of the second issue.

H. Erfurt & Son will open a shoe store, with an up-to-date repairing department, at Monroe.

The Volkmore Shoe Store succeeds Frank P. Ready, shoe merchant at Monroe.

The McElroy Shoe Co.'s stock was damaged by fire and water recently.

C. Kampmueller, shoe merchant at Petersburg, is confined to his home by illness.

Smith & Kelly, general merchants, New Lathrop, have adopted the cash system and have added a musical instrument department.

William Randall has opened a general store at Bad Axe.

Ed. Susalla succeeds John Polewacz, general merchant at Minden City.

P. H. Muck, Colwood, succeeds Muck & Benkleman, general merchants.

Stanton & Frost, Akron, have sold their stock of dry goods, clothing and shoes to the Lehman-Puffer Co.

Danin & Weinberg, general merchants, Owendale, have sold their stock to Charles Danin.

The Central Hotel, Milford, has been re-opened by Gene Gleason, son of the former proprietor. This change will be good news to commercial travelers, because Gene is an up-to-date landlord.

Tradesman readers will undoubtedly be pleased to know that Senior Counselor Sullivan has appointed J. H. Belknap as correspondent for the Tradesman for the coming year. Mr. Belknap filled this position two years ago very successfully.

W. T. Ballamy.

The Tradesman improves this opportunity to record the opinion that both Mr. Ballamy and Mr. Belknap are ideal correspondents. The Tradesman feels under deep obligations to both gentlemen for the very satisfactory manner in which they have exploited the Bay City field during the past half dozen years.

An Excellent Idea for Retailers.

Retail merchants and other business men of Palmyra, Wis., to the number of thirty, have organized a corporation, the object of which is to purchase one or more tractors with gang plows, and to give a plowing service to farmers in this vicinity at a nominal cost, the charge per acre being fixed to cover only the actual expense of operation. The organization has been incorporated as the Palmyra Tractor Co., with a capital stock of \$2,500, divided into 100 shares, all of which have been taken.

Palmyra merchants feel that an investment of this kind, while not intended to bring dividends directly, will pay them well, inasmuch as the farm trade, which is the feature of their business, will improve in the same ratio that the profits of the farmer grow and increase his buying power.

The idea of forming an organization of this character is believed to be new, and doubtless will be widely copied among business men of the smaller communities throughout the United States. The shortage of farm labor is acute, and if large yields of foodstuffs are to be provided, farmers must be given assistance and co-operation in various ways to offset the lack of help.

Let Us Apply Science to Industry.

If we will waste, we must expect to want. Waste in one or any form has been, and, though greatly reduced, still remains one of the great characteristics of American industry and life. We have learned much and are feeding nations from what we now save, but there is much yet to learn.

There are many fine examples in our industry of science applied to business, of trained workers, of clear knowledge, of watchful saving.

Let us go to the industrial contest then as we go to the field of war, with trained men, led by trained leaders, knowing the job, and stripped of all wasteful incumbrances. If this is done, America has little to fear. The business of the country will find the Government ready to go hand in hand with it in securing its full share of the commerce of the world.

William C. Redfield.

His Display Depends on Location.

A confectioner who depends for business largely on the patrons of a vaudeville theater near by uses as a window display a candy model of the theater which shows all the details of architecture. Alongside this is the theater's programme for the next week. A small crowd is usually gathered before the window to see the excellent workmanship of this model, and a good many of them eventually wander in.

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



Sunbeam Auto Shawls and Robes

They are supplied in a large variety of patterns. The very attractive patterns in fast color are appreciated.

Made expressly for the motor car trade, gasoline-driven or electric machines. These shawls can also be used by travelers, either by rail or boat.

They are also very convenient in the home as "slumber" robes, or as extra bed cover on cold nights.

Descriptive catalog on request.

BROWN & SEHLER CO.
Home of Sunbeam Goods
GRAND RAPIDS, MICHIGAN



Store and Window Awnings made to order of white or khaki duck, plain and fancy stripes. Write for prices.

Chas. A. Coye, Inc.
Grand Rapids, Michigan

Sand Lime Brick

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

Brick is Everlasting

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

Signs of the Times Are Electric Signs

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

THE POWER CO.

Bell M 797 Citizens 4261

Valid Insurance at One-third Less Than Stock Company Rates

Merchants insure your stocks, store buildings and residences in the

**Grand Rapids Merchants
Mutual Fire Insurance Co.
of Michigan**

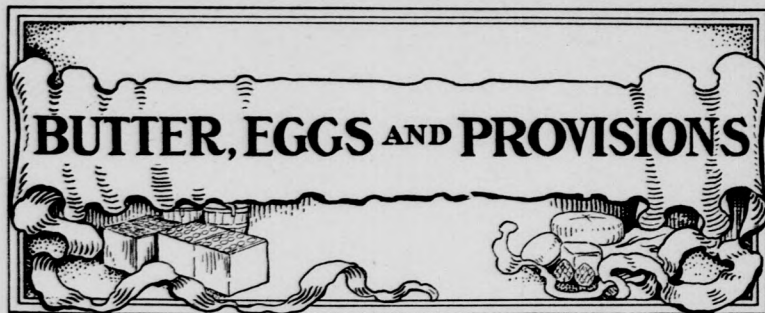
For the last ten years we have been saving our policy holders 33 1/3% on their insurance. We can and will do as much for you.

Home Office, Grand Rapids

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure.
Catches 50,000,000,000 flies each year



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.

New Meat Delivery System in Los Angeles.

The Bureau of Markets reports that packers and wholesale meat dealers in Los Angeles, Cal., have changed their system of marketing deliveries to the retail markets. The city has been divided into two zones and only one delivery a day is being made by each packer or wholesaler in each zone, the wagons leaving for the first zone promptly at 8 o'clock each morning and deliveries for the second zone leaving packing houses promptly at 1 o'clock in the afternoon. Orders that are not in before these delivery hours are held over until the following day. Previous to the establishment of the delivery system the different sections of the city were covered twice and often three and four times each day. If the retailer ran short of any product or had forgotten to order it, his usual practice was to call up the packer and insist on immediate delivery. This meant that a truck capable of carrying two tons often would be compelled to drive many miles with a very small order, sometimes cover the same territory several times each day, whereas under the new system trucks go out fully loaded. While the former plan of making deliveries was in operation each packing house had a night force putting up the orders and their wagons left anywhere from 5 to 6 o'clock in the morning, but now the night force has been eliminated entirely, as the day crew that comes on at 6 o'clock is able to handle the 8 o'clock delivery. Mileage covered by the trucks has been decreased nearly 50 per cent. This innovation has caused some complaint on the part of retailers, but as it is necessary for them to anticipate their wants for a day only they are becoming accustomed to the change. Many of them realize that the excessive service was an expense which had to be covered by the cost of meat, and they are heartily in favor of the change.

Heavy-Weight Hogs More Popular.

As the average weight of hogs at Chicago continues to move upward the demand is becoming better and the former spread of about \$1 between prime heavies and the same class of light weights has begun to narrow down to the disappearing point. In view of the way hogs are

being cut up nowadays compared with formerly this is not surprising, because the fats that formerly went into the tanks are now being cured as meat for export, the European demand for fat cuts of meat being very urgent. Indeed, the foreign demand for both lard and oleomargarine is very strong.

Egypt to Relieve Cattle Shortage.

The Egyptian government has issued an appeal to large landowners for co-operation in efforts to remedy the shortage of cattle, which is now very acute. The decrease in cattle since the pre-war period has been nearly 40 per cent. and the decrease in buffaloes, which are used largely as draught animals on the farms, has been nearly as great.

The high cost of meat is a subject of much importance these days, and a great deal has been said and written about it. As was expected, the unthinking have not failed to blame the packers and retailers for the high prices. The charges of "profiteering" have been hurled at them thousands of times. The explanations of the packers do not suffice; the truth is what many of the people do not seem to want. The Advocate has frequently pointed out that the packers are not responsible for the prevailing high prices. They are due to war conditions. The retail butcher is not to blame, for he, too, has to pay a higher price for his meat. He's got to make a profit to live, so he has to charge more to the consumer than when conditions were normal and, besides, his overhead expenses are higher. It is in the power of the consuming public to reduce these expenses. If they will do it a reduction of the retail prices of meat should follow. If the people generally would adopt the cash and carry system of purchasing instead of clinging to the credit and delivery plan, they would be aiding both the retailer and themselves. The credit and delivery system of doing business is one of the retailer's greatest expenses. The system never appealed very much to him, but it was the custom, and he was forced to adopt it if he expected to do business. Of course the abolition of the old credit and delivery system will not reduce the prices of meat to where they were in normal times, but it should result in some reduction, and to bring this about those now complaining of high prices ought to gladly aid in promoting a general "cash and carry" purchasing system.

A busy man talks but little. A busybody never stops talking.

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

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.

Rea & Witzig

Produce Commission Merchants

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

Established 1873

United States Food Administration
License Number G-17014

Shipments of live and dressed Poultry wanted at all times, except hens and pullets, and shippers will find this a good market. 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.

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.

"The Piowaty Chain Still Grows"

The opening of our new branch at Kalamazoo adds another link. Let us handle your requirements in Fruits and Vegetables and be assured of a constant supply.

M. Piowaty & Sons of Michigan

Main Office, Grand Rapids, Mich.

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

Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters

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MICHIGAN

Send us your orders

ALL KINDS FIELD SEEDS

will have quick attention.

Both Telephones 1217

Moseley Brothers, GRAND RAPIDS, MICH.
Pleasant St. and Railroads

Poultry Policy Aids Wheat Saving.

Reiterating its policy encouraging the free use of perishable foods, the U. S. Food Administration asks for the liberal use of eggs and poultry by the public during the period of greatest production in order that conservation of staple foods needed for export may be increased.

The prime necessity for saving wheat, now the foremost commodity to be conserved, fortunately comes at a time when the taste of the American people normally turns to fresh vegetables, eggs and dairy products, which are most plentiful during the spring and early summer.

Free consumption of these perishables will have the following beneficial effect on the food situation. Their liberal use will (1) help to save wheat without reducing the nutritive value of the diet, and (2) save transportation because such foods are in large measures produced locally. Beginning May 1, the ban on marketing live or freshly killed hens and pullets is lifted and a liberal movement of poultry stocks from farm to market is anticipated in order to provide housing space for the 1918 hatches. Close culling of flocks in localities where feed is scarce will still further increase the marketing of farm poultry. During May and June especially, the liberal consumption of poultry is especially desired.

As a part of its effort to handle the bountiful spring egg and poultry crop, the Food Administration urges shippers of eggs to load refrigerator cars to the maximum consistent with safe carriage. The carload minimum is placed at 24,000 pounds. Large production of perishables will create a strong demand for refrigerators cars, which are not plentiful enough to permit any trade to indulge in their extravagant use.

One of the most serious losses to the poultry industry of late years has been the mortality of hens and broods of little chickens on highways where there is considerable motor traffic. This loss is estimated to be greater than the depredations by hawks and with the steady increase in the number of motor cars is now an important factor in the food situation.

Motorists are asked to exercise care and use their influence to prevent the killing and crippling of poultry which have wandered into the road. An injured fowl or young chicken is usually unable to hunt its feed and either dies or becomes a runt.

Under the general situation outlined, it will be observed that in conjunction with all efforts to foster the poultry industry and encourage its healthy growth, there will be parallel efforts to stimulate consumption.

Mill Sales of Wheat Flour to Farmers.

Washington, April 15—An order governing the amounts of wheat flour that wheat and rye millers can sell to farmers or give in exchange for wheat has been promulgated by the Milling Division of the U. S. Food Administration.

The order limits all millers to the sale of not to exceed forty-nine

pounds of wheat flour to a person living in a rural district. In addition, no miller may knowingly sell quantities to exceed a customer's requirements for thirty days.

The miller must require the customer to accept wheat substitutes of equal weight to the flour purchased, unless the customer submits in writing a certificate showing that he has on hand a sufficient supply of such substitutes. These are defined as hominy, corn grits, corn meal, corn flour, edible corn starch, barley flour, rolled oats, oatmeal, rice, rice flour, buckwheat flour, potato flour, sweet potato flour, soy bean flour, milo, kaffir, feterita flour and meals.

Each miller must forward to the Federal Food Administrator of his state on the first of the month the certificates thus received.

When a farmer brings wheat grown by himself to the mill to exchange for wheat flour, the amount of the flour that can be exchanged shall not exceed an amount that, with flour already in the hands of the farmer, will reasonably meet the requirements of his household or establishment during the next thirty days. In determining the quantity of flour to be consumed millers are required to conform to the Food Administration's statement of March 24, asking all persons to cut their consumption of wheat flour by 50 per cent, and limiting the amount of the sale for exchange to a monthly basis of six pounds for each person.

No wheat miller is allowed to deliver flour without an equivalent amount of substitutes in exchange for wheat until the customer gives him a written statement which the miller has reasonable cause to believe to be true. The form of the statement follows:

I hereby certify that the wheat this day delivered by me to the mill of at (address)

was grown by me on my farm, that the amount of flour to be delivered to me together with that already on hand, will not give me a supply more than sufficient to meet the requirements of my household or establishment during the next thirty days, and that I will not sell, lend or deliver such flour to any one, nor permit such flour to be used for any purpose, except human consumption in my household or establishment.

At the time such card is signed the miller shall also request the purchaser to sign the following voluntary pledge card, and shall keep a record of all persons signing or refusing to sign the pledge, to be delivered upon request to the United States Food Administration. A copy of the pledge card if signed shall be delivered to the customer.

PLEDGE CARD.

Desiring to co-operate with the Government in winning the War, I hereby pledge myself to cut down the use of flour in my household or establishment in every possible way, and to use a pound of wheat flour substitutes for every pound of wheat flour used.

The Robins.

Written for the Tradesman.

I watched two robins build their nest
Beneath my window in a tree;
From morn till night—no stay for rest
They both there toiled continually.

It looked at first a shapeless thing—
A mound of litter all was seen,
Dead leaves and straws they e'er did bring
Together with moist earth between.

Then in the center 'gainst their breast
They made a little hemisphere,
Again, in turn, it back they pressed
Until a nest did there appear.

I thought it then was quite complete
But yet they did their labor crown
Within with tender grass and neat
Fine fibre like soft thistle-down.

At early morn they then did sing,
Chir-up-Chir-ee, come look and see
The home to which we'll later bring
Our babies in the apple tree.
Charles A. Heath.

Slacker!

He said he'd like to have a chance
To fight by land or sea,
Yet in an absent minded way
Put four lumps in his tea.

Every Cigar Case

Should Have Our New 1918 Model

"Evernice" Match Vendor

The most attractive and perfect working match machine ever produced. Will attract attention to your cigar case, resulting in more sales.

Produces steady profits, saves clerk's time and is a convenience to your patrons.

All metal, finished in pure white Porcelain Enamel.

Holds 30 Boxes of Matches. Price \$6.50

Write for name of nearest jobber

GRISWOLD MFG. CO.
ROCK ISLAND, ILL.

Do the Housewives in Your community buy their Mapleine from YOU?

REMEMBER, you can order from your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago. (M-166)

**Crescent
Mapleine**

"The Delicious Golden Flavor"
Nationally Popular

Blue Vitrol, Nitrate of Soda,
Acid Phosphate, Paris Green,
Arsenate of Lead
Reed & Cheney Company
Grand Rapids, Michigan

Knox Sparkling Gelatine

A quick profit maker
A steady seller Well advertised
Each package makes
FOUR PINTS of jelly

AGRICULTURAL LIME BUILDING LIME

Write for Prices

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

Sugar Cards

We are prepared to furnish the most approved form of sugar card, printed on both sides, with detachable stub, as follows:

1000.... \$6.15
1500.... 8.00
2000.... 9.55

We can furnish these cards in any quantity on a day's notice.

Tradesman Company
Grand Rapids

G. B. READER

Jobber of

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

1052 N. Ottawa Ave.

Grand Rapids, Michigan

Schiller Butter & Egg Co.

Wholesale Butter, Eggs, Cheese and Margarine

EGGS

We are in the market for unlimited quantities of eggs;
wire, phone or write for prices.

We sell once-used Egg Cases and Filler
at 20c, f. o. b. Detroit.

14 Market Street

DETROIT, MICH.

Eastern Market

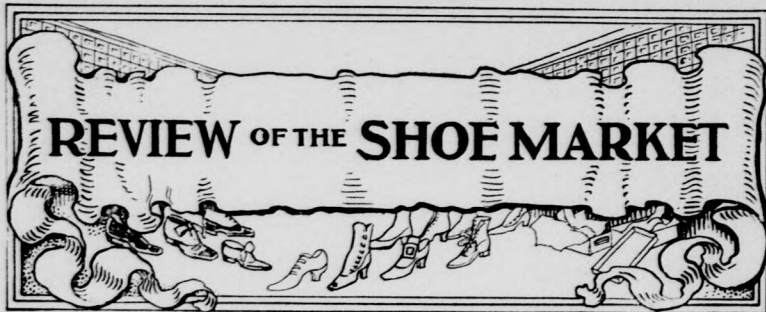
Perkins Perfect Salted Peanuts

are sold to those who demand high grade goods.

Order from your jobber today.

Perkins Brothers, Inc.

Bay City, Michigan



What May and What May Not Be Expected.

The conventional woes of the purveyor of footwear are familiar to all dealers and they are all more or less afflicted from time to time with various forms of the same troubles. The most chronic complaints are relative to the service rendered by shoes, and numerous are the various angles of dissatisfaction on the part of customers.

Dealers have considered plans at various times to relieve such situations, if not to abate the nuisance and, from time to time, different forms of educative propaganda have been devised to enlighten the consumer regarding what may reasonably be expected of shoes.

Something of this kind was recently begun under the auspices of the Associated Shoe Retailers of St. Louis. This organization, a short time ago, compiled a folder small enough to be enclosed with letters, bills or other mail, outlining a dozen reasons which the customer should consider before making a kick about his "kicks."

The circular is entitled "What to Expect and What Not to Expect in Footwear." Fifty thousand copies have been printed and every member of the Association is distributing them via all packages and mail leaving the store. The circular has been officially adopted by the organization, and at the present convention of the Missouri Retail Shoe Dealers' Association it was shown, discussed and adopted by that body. Plans are now being perfected by which all members of the State body may be furnished with a supply of the folders for similar distribution in their communities throughout the State as a means of furthering the interests of this campaign of education.

The circulars will be identical with the original, except they will bear the imprint of "The Missouri Retail Shoe Dealers' Association" instead of the St. Louis organization.

The Tradesman reproduces below the contents of the circular described above, believing that the idea is one that other State and Local Associations may adopt with profit to themselves and to their customers. The twelve reasons are as follows:

Foreward

Did you ever think that your shoes are subjected to harder wear and more abuse than any other part of your apparel? Imperfections in shoes may occur and will not always develop until worn. This booklet is given you with a desire for mutual

co-operation between you and your shoe merchant. These twelve rules are suggested as a basis for adjustment of complaints and have been compiled and endorsed by the St. Louis Shoe Retailers' Association.

Number One.

Purchase best grades of footwear. It is economy to obtain high grade leather and skilled workmanship which will prove more comfortable and give better service. Save money, time and trouble by buying two or three pairs, then alternate in wearing and your boots will hold their shape better, wear longer and be more satisfactory in every way. When shoes prove lacking in service it is obviously unjust to ask your dealer to replace same with a new pair, as it is only fair for you to pay for the wear obtained.

Number Two

Glazed Kid is the most comfortable and wears.

Gun Metal or Mat Calf is heavier, not as easy, but adapted for rough usage.

Most kinds of tan leathers lose their good looks if wet and should be worn only in dry weather. The surface is often burned by acid polishes and friction from the cloth in the hands of the boot polisher—in fact all leathers are damaged from these causes. Tan leathers are not guaranteed.

Patent leathers are for dress wear. This leather is not guaranteed against cracking or peeling.

Number Three

Heavy for rough wear, medium weight for the street, business or office. Ladies' thin turns are for dress wear and not intended for wet weather or constant out door use.

Cutting or defacing of uppers by wearing shoes in rough places is abuse on your part and your merchant should not be held responsible for damages of this nature.

Number Four

Please remember that a size mark in a shoe does not indicate uniformity of size or width and you may observe a variance in the fittings, but should you insist on a fitting "too short or too narrow,"—such fact ought to be plainly stamped on the linings and you cannot in fairness claim any redress thereafter.



What Do You Know About Rouge Rex Shoes?

One man in the Belgian Army, who claims he knows no one in this country, does know about Rouge Rex Shoes and wants some.

There are customers right around you who know of them and are going to insist on having them. Can you supply their demands?

Order in a dozen of No. 458 and watch them move out of your store and the dollars fall into your till and make some new customers.

Hirth-Krause Co.

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids

:-:

Michigan

IN STOCK READY TO SHIP TO-DAY

GREY Kid No. 2807

Flexible McKay
Louis Heel
Lace
Sizes 3 to 7
Widths B to D
Price \$6.15

GREY Kid No. 2843

McKay
Louis Heel
Lace
Sizes 3 to 7
Widths B to D
Price \$5.25



Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

Shoes worn out of doors or soiled on the bottoms are valueless to the dealer and cannot be exchanged for a new pair or full credit given, as they are unsalable. Hence the necessity of exercising great care in selection and in fitting. It is very important that you select the shoe most adaptable to your foot, if you have a short fat foot, don't insist on being fitted in a long vamp shoe. If your foot is long and narrow, avoid the short vamp. Dealers cannot replace shoes because they do not "feel good." When you insist on taking the wrong shoe you do so at your own risk and discomfort.

When button holes rip out, uppers tear, or eyelets pull away from the leathers, on account of unusual strain, or when back stays wear out from friction of the skirts of women or trousers of men, it is only fair for your dealer to repair these items at a reasonable charge, and—Important—your shoes should be repaired by the store at which they were purchased as every dealer realizes that it is necessary to repair shoes properly, as "cobblers" are liable to damage the stitching, causing rips.

Number Six

Uppers will harden and crack from perspiration and your shoe merchant can not be held responsible for this fault. Rips in soles or uppers can easily be repaired at small expense. Their occurrence is unavoidable. You should allow your dealer to repair same.

Number Seven

To prevent counters from running over, or losing their shape, have heels repaired as soon as the first lift is worn down.

Wood heels have leather top lifts and should never be allowed to wear below the leather. If the heel should break, which sometimes occurs, they can be replaced with new heels at a small expense to the owner.

Number Eight

The heat from your feet, or wearing boots in wet weather will cause inner soles to become depressed in spots under the ball joints or toes, causing lumps. In such cases, your shoe man can remove these lumpy places as often as required, and as the shoes are not at fault, you should not make claims for allowance owing to this condition. Linings will stretch, causing wrinkles, which can be removed by shrinking, but after the shoes are worn you should not expect new shoes on this account. The linings on the inside at the counters will wear out from perspiration and friction. Retailers are glad to repair same at moderate charges.

Number Nine

When damp or wet, all leathers burn from contact with the slightest heat. Don't expect your dealer to resole "Burned shoes" without charge. When the shoes are wet put them on shoe trees to dry, and thus preserve their shape.

Number Ten

When soles are defective, it is only fair adjustment for you to pay your dealer for service received.

Number Eleven

All shoes made from delicate color-

ed leather or fabrics in tops or vamps are luxuries, only intended for dress wear and not for service. You should not ask your dealer for any guarantee on these "millinery shoes," realizing that wear is a secondary consideration.

Number Twelve

Semi-annual clearance sales are made to dispose of odd sizes and discontinued lines, and customers are requested to regard all sales as final.

We trust the information herein contained may prove helpful to wearer and dealer alike, and reduce the economic loss which has gone so far as to become a hardship and a burden, to your shoe merchant.

The negotiations of the United States with Japan for ships variously reported at 250,000 to 450,000 tons in exchange for a supply of steel appear to have culminated favorably and deliveries are to be made from May to September. The vessels already completed are of modern type and it is promised that the execution of the contract shall be rapid. Public sentiment in Japan, as expressed by the newspapers, decidedly favors co-operation with the Allied Powers in the war against Germany and, so far as appears, not only on sea but on land, the Japanese await the decision of these powers as to what they shall do. This is reassuring in view of the skepticism which has prevailed in the United States respecting the sentiments and purposes of the Japanese. No charges of bad faith have been made, but critics have observed a certain inertness. Doubtless Great Britain and the United States are fully as responsible for this as Japan itself. The Japanese are increasing their merchant marine at a great rate. The Nippon Yusen Kaisha recently increased its capitalization from 44,000,000 to 100,000,000 yen and additions to its fleet will be made rapidly. This company has contracted with the Japanese navy department to maintain a regular steamship service to the former German possessions in the south seas, and will receive a subsidy of 1,200,000 yen per year.

What's the good of shaving outfits for soldiers? The papers are full of close shaves they have had in the trenches.

Now who will be the next Hun of distinction to prognosticate when he will reach Paris?

**Michigan Shoe Dealers
Mutual Fire
Insurance Company
Fremont, Mich.**

**Our Responsibility Over
\$1,500,000**

**We write insurance on all kinds
of mercantile stocks and buildings
at a discount of 25% from the
Board Rate with an additional 5%
discount if paid within twenty
days from the date of policy.**

SERVICE SHOES

that will stand up under all conditions and tests are good ones on which to build your business.

The H. B. Hard Pan (Service) Shoes

have stood the test of time. Season after season they have been subjected to the severest test that any shoe could be put to by thousands of out door men in every walk of life.

They have stood up and today they are regarded as the standard in service shoe values. Dealers who have handled the H. B. Hard Pan shoe for years say it is more widely and favorably known than any other line they have ever had.

From the very first the aim of our factory has been to produce the best service shoe the market offered. By using at all times the very best of materials we have been able to maintain the high standard of quality in our line.

Your spring trade will demand a large number of service shoes. Prepare for that business now by laying in a supply of the H. B. Hard Pan Service Shoe.

You cannot go wrong on this line.

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Hood's "Lakeside" Tennis Superior Quality



**White Duck,
Loose white duck lining.
Leather sock lining,
White Sole.**

An extra cool construction.

**The soles are pressure
cured.**

**They wear like "Bullseye"
Boot Soles.**

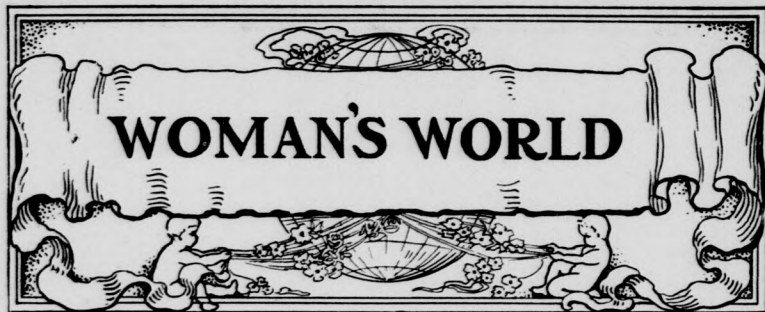
	Bals	Oxfords
Very Shapely Men's	\$1.15	\$1.05
Boys'	1.10	1.00
Youths'	1.00	.90
Women's	1.10	1.00
Misses'	1.00	.90
Child's	.90	.80

GET THEM NOW

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Clever Helps For Speedy Knitters.

Last summer it was: "Have you knit a war sweater?" Now it is: "How many sweaters have you done?" Speed is the end and aim of every fair knitter and there is much rivalry as to who can turn out garments the fastest. Speed in knitting, however, is no excuse for careless work. Only the best work is tolerated by the Red Cross and other War Relief units who send knitted garments to the front, and poorly made sweaters, mufflers and socks are—although accepted with polite thanks—immediately turned over to expert volunteer knitters who pull them to pieces, steam the wool to take out the kinks, rewind it, and do the garment over. Many women, clever at knitting, yet unable to furnish wool themselves are glad to undertake this knitting-over work and many a garment made of valuable worsted but utterly spoiled by too hasty or inexpert hands, is thus saved for the soldiers.

Sweaters have come in to local Red Cross headquarters that were ludicrously out of proportion. One such sweater, long enough to reach to the knees of a possible wearer was so narrow that only a Don Quixote could have gotten it on. Another sweater, broad enough for a prize fighter across chest and back would reach barely to the waistline of an average man. Considering the fact that very careful directions are given for the knitting of these garments it seems incredible that such mistakes in proportion can be made. Sometimes it is because the fair knitter is in a tremendous hurry to get along and "see how it looks," and sometimes it is because she has an innate dislike of measuring and "guesses" at the number of inches she is supposed to have. There is, however, no excuse for such carelessness with wool as scarce and high-priced as it is, and the fighting men so much in need of warm wearables.

Most of the entirely useless garments turned in are mufflers, and how a muffler supposed to be so many inches wide and knitted straight down its length, across and across, can become bulging or tapering, it is hard to conceive—if the knitter counts her stitches at the end of every needle. Mufflers are the easiest things to knit, offering no complications of purling or narrowing, so the beginning-knitter always attacks a muffler—the main reason, of course, why mufflers are apt to be the most poorly made garments delivered to the distributing units. By the time a woman can even dare to attempt knitting socks she

has become a fairly proficient wielder of the needles—and socks are so much more interesting to do than anything else that once started on socks the war knitter is likely to stick to them, leaving mufflers and sweaters to the beginners, and helmets to the ambitious ones climbing out of the sweater class. In spite of the amusing rhyme about the soldier and the maid who knitted socks, that went the rounds early in the winter, there are very few badly made socks. To knit a sock at all requires a certain amount of skill and by the time this skill has been acquired the knitter is ashamed of careless work.

Many contrivances that help the rapid worker to greater speed and—as they would say in factory language—"increased production"—have been launched on the market this winter. A very clever little measuring device is pictured. It keeps count of the stitches for the knitter and she need not carry their number in her mind. The sharp tongue of the little celluloid affair is thrust through the stitch one wishes to mark, and a revolving disc is turned to show the number of the stitch from either end of the work. Women are carrying their knitting to the theater, to recitals and even to church these days—a certain clergyman in a big New York church having asked the woman members of his congregation to bring their knitting to morning service—and a measuring contrivance like the one described will leave the mind of the knitter more free to enjoy music or sermon. This broad-minded divine, it may be mentioned stipulated that "only plain knitting and not purling" was to be brought in the Sunday morning knitting reticules.

Another help for the knitter is the tape line that winds itself up when the end is released. One has to be measuring constantly when making socks and a ruler or even an ordinary tape measure is a cumbersome thing to manage, especially if one is knitting at the theater, or at a concert where it is desirable to attract as little attention as possible by one's movements, in order that others may not be disturbed in their enjoyment of the entertainment. The narrow tape lines which spring back around the spool the moment one releases the end are very useful little affairs and these tape measures make acceptable presents to women not already provided with them.

The single curved knitting needle that makes you think of a boomerang more than anything else is being tried out by many women and reports have not yet come in as to its excellence,

or its improvement over the old two or three needle way of knitting. For the beginner, not accustomed to manipulating four needles, the single boomerang needle will certainly be easier to manage, but this needle has one disadvantage, the stitches are all crowded together with no divisions as they are when three or four needles are used and one would have to be constantly counting.

A very pretty gift for a girl just learning to knit is a wristlet holder



SANITARY REFRIGERATORS Conserve Food. Increase Your Profits. Write at once for Catalog. No. 71 for Grocers—No. 93 for Residences—No. 62 for Meat Markets—No. 51 for Hotels and Restaurants. McCray Refrigerator Co. 844 Lake St., Kendallville, Ind.

Bell Phone 596

Citz. Phone 61366

Joseph P. Lynch Sales Co.
Special Sale Experts

Expert Advertising—Expert Merchandising
44 So. Ionia Ave. Grand Rapids, Mich.



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

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

We Have a War to Win

Events have shown that when the time came to go "over the top" our boys went with vim and a will.

They are working and fighting for us—behind the lines and in the trenches—day in and day out. Many will not return.

Let us do our share then, let us prove our faith in them so that the final victory will count for all humanity. Because we have a war to win and the way for us to help is pointed clearly through the purchase of Liberty Bonds.

Buy liberally of the Third Liberty Loan—let it be our call to the colors, a call to all America, for Victory waits ahead!

for a ball of wool, a pair of needle tips and a long knitting pin for holding stitches not being worked upon at the moment. Protectors for the end of knitting needles are made of brown suede leather in the shape of soldiers' boots, an elastic joining the boots to hold them snugly over the needle ends. Knitting records are valuable affairs. Some day we shall all be very proud to show our great-granddaughters the record of our work during this war. Two sweaters a week, a pair of socks in a day, or even a sweater a week—some day there will be a perfectly justifiable pride in the achievements of this time! Think of three summers ago when you and I spent the whole summer knitting a single sweater for personal adornment; and think of a whole summer, now, given to the making of just one sweater! The knitting record should have a memo of every garment finished and the time it took to finish it, and also where it went when finished, and the amount of wool used and the cost thereof. Directions for knitting will occupy special pages and quick shortcuts and helps to more speedy work will be jotted down.

Instructions Regarding Storage of Flours and Meals.

Washington, April 15—If not properly cared for, hot weather frequently produces spoilage in certain flours and meals, especially those which contain a high percentage of fats, moisture or the outer coatings of the grain. To prevent such losses, particularly at this time when bread stuffs are so essential to ourselves and the Allies, the following instructions for the storing of these flours and meals are given:

Flours and meals should be stored in cool, dry, well-ventilated places; warehouses should be whitewashed and swept clean before these products are placed therein; large supplies should not be accumulated. If too large a stock is on hand, it should be reduced and the flours and meals in question should be consumed as soon as possible.

Flours and meals which contain the outer bran coatings and germ of the grain will not keep so well as when these are removed. Whole-wheat flour sterilized in the process of manufacture will keep much longer than the ordinary whole-wheat product. Cornmeal and corn flour made from kiln-dried corn, and which have the germ removed, will keep better than the same products made from corn which has not been so dried and degerminated.

Special care should be taken of the following products and these should be kept moving or be used as soon as practicable and should not be allowed to accumulate in the warehouse—bran, shorts, and middlings, corn products containing the outer coating and germ, such as so-called water-ground cornmeal and grits, etc., oats and oat meals, graham and whole-wheat flours, rye flour, barley flour, peanut meal, soya bean meal.

Care should be also taken of potatoes as they will rot and begin to sprout in warm weather. If the potatoes begin to sprout, it is well to go over them and remove the sprouts which may easily be done by rubbing, the clean potatoes being transferred into new containers, or by shovelling them over inclines made of three-quarter inch wire screening. This should have sufficient pitch to permit the potatoes to roll into another bin. At the same time, any potatoes which have rotted may be removed.

To prevent flours and meals becoming infested with weevils the outside of bags containing them should be kept clean and swept often. All sweepings from warehouses should be collected and removed or burned as these contain most of the adult insects, larva and eggs. Sacks containing flours should be kept in good repair as this will prevent the insects from entering the bags. Weevils and other insects will not push their way through even the thinnest cotton bagging.

Care should be taken in storing bags of flours and meals to have sufficient space between the tiers to allow abundant ventilation and to raise the bags sufficiently from the floor to exclude rats, mice, and insects; also to permit cleaning of the floors without the necessity of transferring the products from one part of the warehouse to another. Insecticides must not be used on products which are to be consumed for food except by experts trained in their use.

United States Food Administration.

Save One For Her.

When Dr. A. W. Wishart was very young he had charge of a mission. He did not look like a minister—does not now, for that matter.

One day at a reception Dr. Wishart met a very charming young woman, and in the course of "getting acquainted" she asked him a number of questions.

"What is your occupation?" enquired the young lady.

"I save young men," replied the minister, with a twinkle in his eye.

"Good!" exclaimed the girl. "I wish you would please save a nice looking one for me."



SEED CORN

No necessity of farmers going short of good seed corn for this spring's planting as we have for distribution a quantity of good early Yellow Dent seed corn of good germination and suitable for planting in Western Michigan.

We are handling this corn for the state without net profit to ourselves and are authorized to sell it at

\$5.00 Per Bushel
of 70 Lbs. Ears

Sacks extra at 25c each and put up one bushel to the bag.

Order Early as the Supply is Limited

Orders will be filled in the order in which they are received. NO CHARGE FOR CARTAGE.

While we are instructed to sell this corn to farmers direct for their own planting only, we are permitted, under the ruling, to furnish the corn to such merchants as agree to handle same for their customers without profit to themselves.

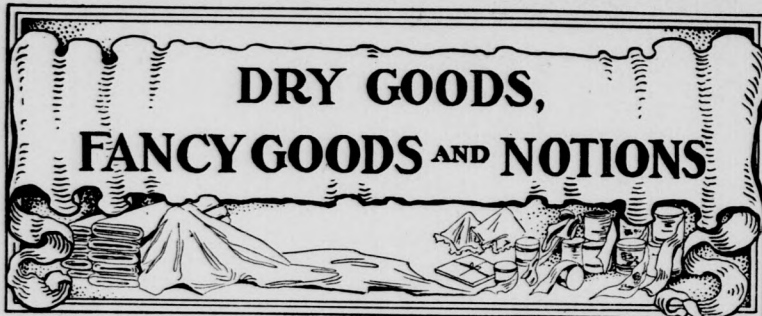
Alfred J. Brown Seed Company,
Distributors, Grand Rapids, Mich.

U. S. Food Administration License No. G18096.

DIAMOND CRYSTAL

*The Salt
that's all salt.*

**DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICHIGAN.**



**DRY GOODS,
FANCY GOODS AND NOTIONS**

Variety in Production.

In England, the greatest wool manufacturing country in the world, it has been decided to reduce the numbers of cloths that can be made in mills for civilian purposes. Definite weights and constructions have been decided on, and the goods are to be distributed in the usual way, through merchants, tailors, manufacturing clothiers, etc.

This does not mean that Englishmen or their customers are to be dressed in penitentiary style. Different colors will be supplied and each tailor who makes "bespoke" clothes may use his own ingenuity in supplying what is needed. But price limits have been fixed on the cloths, and, in turn, clothiers have agreed as to price limits on factory made clothes. The purpose of this change was to lessen the number of styles and to release many workmen who could best serve their country in ways other than in catering to the whims of fashion.

The dry goods trade has not yet begun to appreciate what a policy of this sort could accomplish in the various mills of the United States. Every operation in production, designed to add attractiveness or style to a fabric, demands the work of some one. Can that work be more usefully employed for winning this war? That is the only question that must ultimately be answered, and the sooner the answer comes voluntarily the more quickly will the trade avoid the dangers of governmental interference and control of everything.

The skilled labor that is used in warping, beaming, bleaching, dyeing and in all the other operations needed in making fancies can be better used in a variety of urgent war needs at this time. No one will suffer permanent physical injury from changing this labor over. Must more soldiers and sailors be imperiled because the trade will not do what it can do, and do it without Government assistance or direction?

Mercantile Effort Is Required.

A great deal of intelligent mercantile effort can be directed throughout the country toward lessening the calls for a character of dry goods output that is not absolutely essential in these times. Naturally, merchants will measure their duty at first by what they consider their own business. If that remains profitable they will reason that all is well.

It is not essential that business shall become unprofitable because it must be changed. That is the first lesson that is to be learned by those who in-

sist upon pursuing a beaten course in trade. A few days ago a sheet and pillow case manufacturer pointed out how he had reduced the number of constructions in his lines by over 50 per cent, and was still doing a thriving business on the balance. Indeed, he felt glad that he could cut out many goods that did not sell except when some price haggling was going on.

There are thousands of instances where similar action can be taken by manufacturers or their selling agents without in any way lessening the volume of goods going out from a mill or the volume of merchandise supplied for actual necessity in homes. The duty of doing this work should not be imposed upon Government officials. It should be left to merchants and they should do it now.

Previous to the war in Europe a New England mill had over 350 varieties of goods in its looms. At the last recording of what was being done it had but fifty-three different lines, and from those it was making more money than ever before in its history. What was of greater consequence perhaps was that in this mill nearly 50 per cent. of the output is going to the Government. There is no reason, based upon real economy, why every manufacturer cannot reduce the number of his lines and still prosper and keep the needed number of operatives busy.

A Check on Mark-Ups.

"A point that came to my attention early in my merchandising career was the danger from a loosely conducted receiving room," says a merchant whose business is growing steadily.

"Unless the incoming merchandise is priced right as it enters, a store may as well close. If it is there marked too low, danger of bankruptcy is immediate; if too high, the merchant will be fortunate if his customers have not left him by the end of a half year.

"We avoid this danger by having the selling price of each item marked on the bill before it comes to me for payment. I compare the total cost and the total selling price on each bill. If a discrepancy in totals indicates too little or too much mark-up, the department head is called in for an explanation."

Many retailers keep themselves so closely centered on the problem of buying goods right that they do not give proper attention to the equally important problem of selling right—that is, selling in the largest possible volume at a fair and legitimate profit.

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

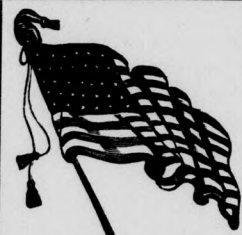
CORL, KNOTT & CO., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

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

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

TAKING INVENTORY

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



Flags

All Kinds and Sizes
Wool Bunting
Bull Dog Bunting
Cotton Bunting

Service Flags Our Specialty

CHAS. A. COYE, INC.
GRAND RAPIDS, MICHIGAN

SO-EZ-SNAPS

WITH THE TURTLE BACK

You have seen this advertisement in all leading magazines.

A snap of quality with a distinctiveness of carding and boxing is sure to make this a repeater.

With a great gross we are giving a beautiful counter display case, absolutely free. This case is a silent salesman in itself.

Make up your assortment and send it in. Black and white all sizes from 4-0 to 2.

Quality Merchandise—Right Prices—Prompt Service

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

QUALITY

SERVICE



Retails for 10c a cake

Simply wash goods with Aladdin, the dyeing will take care of itself.

Will not injure the most delicate fabric. No boiling. Will not stain hands.

Put up three dozen assorted colors to the carton. Or can be had in solid colors of one dozen cakes to the box.

Try a three dozen carton, it will help increase your notion sales.

Price to dealers 75c a dozen cakes.

Grand Rapids Dry Goods Co

Exclusively Wholesale

SERVICE

Grand Rapids, Mich.

QUALITY

Activities in Michigan Cities.

Written for the Tradesman.

Flint has bought 30,000 barrels of cement for public improvement work this year, paying \$1.94¾ per barrel, as against \$2.14 paid in Lansing, \$2.04 in Saginaw and \$2.20 in Detroit. Flint also claims a substantial saving in the purchase of sewer pipe.

The Berridge Shear Co., of Sturgis, is adding a new forge shop, 40 x 60 feet, one story, to its plant.

The Michigan Railway Co. is asking the city commission of Battle Creek for an increase in cash fares to 6 cents and abolishment of the present six for a quarter tickets. It is claimed the company has operated its cars in Battle Creek at loss of nearly 2 cents per passenger during the past two months.

The Business Men's Association of Niles, at a recent meeting, unanimously favored the forming of a Chamber of Commerce in that city.

Muskegon will consolidate the positions of street commissioner, city engineer and assistant engineer, employing one competent engineer to have charge of the city public works.

Mayor-elect James L. Smith, of Muskegon, declares there are at least a dozen gambling hells in the downtown district, as well as disreputable joints at "Coney Island" and the "White City" on the river flats, well known to the police force. He wants a man for chief of police who is big enough to enforce the law.

Germania avenue in Saginaw has been changed to Federal avenue by

special ordinance. The reason is obvious.

Menominee will have an expert in garden work for five months, starting May 1, at the cost of \$550, and of this amount the school board will pay \$350, while the remainder will come out of the U. S. agricultural fund.

The Menominee school board voted to abolish the study of German in the high school at the close of the present term and on June 7 to destroy all German text books by fire. "It is now apparent," says the resolution adopted, "that the teaching of the German language in our schools has been an insidious propaganda on the part of Germany." Why not sell the books to a paper mill, under guarantee that they will be reduced to pulp and use the money to buy Liberty bonds to smash the Huns?

"Pigs is pigs" in war times and Marquette is considering the repeal of an ordinance which forbids the keeping of swine in the city limits. County Agent walker is seeking to form pig clubs in the city to utilize the table refuse that now goes to waste.

The Vyking Refrigerator Co. has completed a new factory at Niles, the building being 150 x 200 feet, two stories.

Total freight traffic passing at Sault Ste. Marie during 1917 showed a decrease of 2 per cent., as compared with 1916. A marked decrease is shown in passenger traffic.

City water at Muskegon and the Heights has been analyzed by State chemists and pronounced pure. An

epidemic of illness there this spring has been attributed to bad water.

The Michigan State Firemen's Association will hold its annual convention June 18-20 in Cadillac.

Almond Griffen.

Curse of Too Many Styles.

For a great many years past women have cried out against the constant changing of styles in dress. In order to avoid being conspicuous or old-fashioned they have actually been called on to suffer in their attempt to keep up with the new styles adopted around them. Hordes of people have been engaged in creating and "pushing" new styles in everything.

In all style changes there is some degree of utility. A one-piece dress may be simpler than a two-piece suit and a shirtwaist. It may even be cheaper. But in these times of great need for cloth and great need for saving in the cost of dress, is there any good reason why men should urge the wide adoption of a two-piece suit instead of a one-piece dress, or vice versa, in order to keep some factory going that could be engaged on more important things—more vital things in winning this war?

Every woman who is trying to save a few pounds of flour, or a few pounds of sugar, or a few pounds of coal, may be forced by the changing of fashion to spend those savings on some new freak of the milliner, or some fad of the men who design women's garments and change these designs radically two or three times in a single year.

Now, it is within the power of many manufacturers in this country to curb the tendency toward extravagance that is nonessential in these trying times. He can refuse to produce changing styles and if he secures reasonable mercantile co-operation he can sell his output profitably. The merchants can lessen the demands of style changers by turning their attention to other things. Everyone can do his bit to lessen the evil that has been fittingly called, by a rich woman, "the curse of too many styles."

Weight Limit Raised for Parcel Post Packages.

As a means of stimulating movement of farm products to the consumer, Postmaster General Burleson increased the allowable weights of parcel post packages.

Packages when mailed in the first or second zones for delivery in the first, second or third zones, may hereafter be as heavy as seventy pounds. They now are restricted to fifty. The weight limit for all other zones was increased from twenty to fifty pounds.

In place of the usual window display of ties a haberdasher arranged his neckwear in the form of a large star. Above hung a narrow sign reading "star points." Opposite each point was fastened the wording of a good sales feature, such as "durable silk," "fast colors," "pliable" "well shaped," "appropriate." The unconventional display brought many new customers into his store.

Practical Patriotism

Your Practical Patriotism will find its most sincere expression
in the purchase of bonds of the

Third Liberty Loan

A security bearing a guaranteed return is offered by our Government. The premier bond of the world has behind it the pledge of a nation whose material wealth has a value of 250 thousand million dollars, and whose undeveloped wealth has infinite possibilities. The bonds issued by the United States Government are guaranteed as are no other bonds in the world.

To save lives, to win the war, to help yourself—invest in ALL the bonds you possibly can of the Third Liberty Loan.

Liberty Loan Committee of Public Utilities
Federal Reserve District Number Seven



Patriotism and Production Synonymous in Present Crisis.

Written for the Tradesman.

Two bills introduced into Congress last week are of particular interest to National bankers. Representative Wingo, of Arkansas, proposes in his measure a method to facilitate the consolidation of National banks in the same community. Under its terms any two National banks in a community will be permitted to consolidate under the charter of either. Heretofore it has been necessary for one of them to formerly liquidate. A special provision is made for the protection of minority stockholders in a provision that all stockholders who dissent from the consolidation may have their stock appraised by a committee of arbitration and be paid the amount so arrived at in cash. The arbitration committee is to consist of three members, one to be appointed by the dissenting stockholders, one by the bank and the third by both stockholders and the bank. The other bill provides for an amendment to that section of the present law prescribing the limitation on bank loans in proportion to invested capital and surplus which will be of assistance to the Government in the sale of Liberty bonds. No change is to be made in the limitation of 10 per cent., but under the amendment the following will not be defined as loans in the commercial sense of the term:

1. Discount bills of exchange drawn in good faith against actual existing values.

2. Discount of commercial or business paper actually owned by the person negotiating it.

3. Bonds of the United States.

The latter provision would greatly facilitate the financing by the banks of large purchases of Liberty Loan bonds.

One Eastern financial authority, speaking of war and finance, very truly says a peculiar development in connection with the great battle now in progress across the seas is the exhibition of the fact that only about one American out of ten realizes the vital interest he really has in the outcome of the struggle. The nine others are blissfully ignorant of the fact that if the British and French armies should be cut in two at Amiens and the British flank rolled back, it would mean redoubled efforts on the part of the United States Government, and would involve quadrupled personal sacrifices upon the part of every citizen. "When a nation goes to war," says John Moody, "there is usually no stopping place between victory on the one hand and destruction and dis-

aster on the other." This is well worth thinking of because if the German drive were to win, some of the consequences we would have reason to expect here are increased war taxes; virtual conscription of wealth; doubled or more than doubled drafting of men; bread cards and meat cards; practical suspension of all non-essential manufacturing industries, such as pleasure cars, liquors, jewels, furniture, musical instruments, fancy textiles, etc. It is stated that so far nine-tenths of the American people have not made any large percentage of the sacrifices endured by the French, British and Canadians, and the masses of our people, including even the enlightened classes, have enjoyed during this battle a false sense of security. This is not written with a view of creating unnecessary alarm, but to prepare us for possibilities and enable us to still go forward with that magnificent courage, moral and physical, so characteristic of the American people. From the present situation we are forced to the conclusion that if the war is fought to a finish it will be a long war yet, before Germany is thoroughly whipped and driven out of France and Belgium, and business men, corporations and industries should, therefore, prepare themselves for a long war. Production and patriotism are now synonymous. It is an act of patriotism to produce and do business now to the limit. It takes shells, ships and supplies, as well as money, to win this war, and every industry contributes to some of these. Production should be measured by volume, not values. Making up prices does not help at all unless it speeds up production. This points out the need, especially in the South and West, for a greater production of all products to turn

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

GRAND RAPIDS

IS THE BANKING CENTER OF
WEST MICHIGAN AND ONE
OF THE BEST KNOWN FINANCIAL AND FIDUCIARY INSTITUTIONS OF THAT CITY IS
THE

GRAND RAPIDS TRUST COMPANY

WITH RESOURCES OVER
\$1,000,000

TRUST AND INVESTMENT BUSINESS HANDLED EFFICIENTLY AND SATISFACTORILY

SAFETY DEPOSIT FACILITIES AT THREE
DOLLARS PER YEAR AND UP



JOIN THE
**GRAND RAPIDS
SAVINGS BANK
FAMILY!**

33,000 ☐

☐ Satisfied
Customers

know that we
specialize in
accommodation
and service.

THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

into munitions and supplies, and a greater willingness to work for the war and Liberty bonds.

The shortage of production to the typical industrial company is a matter of great consequence. Almost all of the annual reports issued by such companies during the past year show a large increase in the inventory values of materials, supplies and goods. This increase is not fictitious, because the companies have been compelled to pay the higher prices, yet in many cases the quantity of materials, goods and supplies on hand is no larger than in former years. Financially, this means that the typical industrial company has a much larger investment in inventories than it was ever prepared to make, and very few of these companies had cash enough on hand to put additional money into goods, raw materials and supplies. In addition to this, these companies are compelled to extend the usual lines of credit to their customers; and, as the prices of finished goods rose with those of raw materials and supplies, bills receivable tend to become much larger. In fact, the amount of additional working capital called for by these conditions is so great as to prove embarrassing to some of the industries. The question therefore whether an industrial concern has sufficient working capital is now one of the most important questions which investors and stockholders must answer for themselves.

Two income tax rulings are of general interest, one is that in any case where a partnership keeps its books upon the basis of a fiscal year, other than Dec. 31, and where as a result, it is impracticable to make a satisfactory return for the purpose of excess-profits tax upon the basis of the calendar year, the collector of internal revenue may accept a return upon the basis of its fiscal year even though notice was not given within the time specified by tax bulletin T. D. 2632 dated Jan. 21, 1918. The other ruling is that collectors are directed to receive United States certificates of in-

debtedness dated March 15, 1918 and maturing June 25, 1918, at par and accrued interest in payment of income and excess-profits taxes when payable at or before the maturity of the certificates.

An announcement by the U. S. Department of Agriculture should render it easy for Michigan bankers to put into effect the plan suggested in the Michigan Tradesman of purchasing farm power machinery for community use. The announcement is to the effect that notes secured by farm tractors will be rediscounted by the Federal Reserve banks. Instructions were issued April 5 by the Federal Reserve Board to all Federal Reserve banks authorizing them to rediscount tractor paper presented by any member bank provided it has maturity not to exceed six months and the tractors are purchased for agricultural purposes. This means, says the agricultural department, that notes given for farm tractors will be treated in the same manner as other agricultural paper.

If a bill introduced by Congressman McCormick becomes law excess-profits taxes can be paid in two installments, one-half June 15 and the other half Oct. 15. Paul Leake.

Soldiers of Deliverance.

Not for conquest, not for loot,
Lance at hip and spur at boot,
As the barbarous Uhlan horde
Over stricken Belgium poured,
Not to widen our domain
Over all the world to reign,
Staking new claims in the Sun
Like the all-devouring Hun,
But that in the world advance,
Each may have an equal chance,
Marching for deliverance.

That the nations, small and great,
Learn the word co-operate,
Safe from any single race,
Seeking in the Sun a place,
Riding over all roughshod
With their backs to Love and God;
Smitten thus with holy ire,
Do we face the battle fire,
Pledging true allegiance,
Striking hands with bleeding France,
Marching for deliverance.
Rose Mills Powers.

Quite a Record.

The Gulf Stream is more rapid than the Amazon, more impetuous than the Mississippi, and its volume more than one thousand greater.

BUY A LIBERTY BOND!

For a year you've seen them marching—down the street, and out to camp,
For a year you've heard the echo of their steady tramp! tramp! tramp!
Husky lads with eager faces, ready for the job ahead,
Quick to go and sure to stay there till the job is put to bed
When the trouble call was sounded every one was on the spot,
Full a million fit for battle—not a slacker in the lot.

Pretty soon they'll all be in it; and you know they're going through.
They have given all that's in them—after this it's up to you—
Up to you to stand behind them at whatever sacrifice.
Though it takes your every dollar, they—not you—must pay the price.
They must go through flame and fury to disprove that might is right.
Never let men say you failed them while they fought and won your fight!

Never fear that of that legion any man will ever shirk,
They will stay where'er you send them—you must keep their guns at work—
You must mint your piles of dollars into shells to clear the way
That behind their splendid banner they are going to march some day.
Do not trouble for your future, stand behind their line like men;
Time to talk of trade and profit when they're safely home again.

Even now a hundred thousand hear the rumble of the guns,
Even now they breast the current where the tide of battle runs.
Pile munitions up behind them, launch more ships and still more ships,
To provide them fighting comrades when at last they come to grips.
And when they come back victorious from the fighting over there
You'll be just as proud as they will that you, too, have done your share.

—James J. Montague.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

Automobile Insurance

is an absolute necessity.
If you insure with an "old line" company
you pay 33 1/3% more than we charge.
Consult us for rates.

INTER-INSURANCE EXCHANGE
of the
MICHIGAN AUTOMOBILE OWNERS
221 Houseman Bldg., Grand Rapids, Mich.

Second-Hand Safes

We pay cash for second-hand safes. We can use any size of any approved make.

Grand Rapids Safe Co.
Grand Rapids

Fourth National Bank

United States Depository



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

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

Assets \$2,700,000.00



Insurance in Force \$57,000,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policyholders

\$3,666,161.58

Paid Policy Holders Since Organization

CLAUDE HAMILTON
Vice-Pres.
JOHN A. McKELLAR
Vice-Pres.

WM. A. WATTS
President

RELL S. WILSON
Sec'y
CLAY H. HOLLISTER
Treas.

SURPLUS TO POLICY HOLDERS \$479,058.61

A Man and His Business

are known by the company they keep. And their banking connections often have a very important bearing on their ultimate success. You will find every modern banking facility at the disposal of the customers of

THE OLD NATIONAL BANK

MONROE AT PEARL

GRAND RAPIDS



Bankruptcy Matters in Southwestern District of Michigan.

St. Joseph, April 8—James La Verne Ludwig, engaged in the retail grocery business at Otsego, has filed a voluntary petition and been adjudicated a bankrupt. The matter was referred to Referee Banyon, who was also appointed receiver. The following are scheduled as creditors:

Preferred Claims.	
Will Hunt, Otsego	\$ 50.00
Lucia S. Ludwig, Floy E. Ludwig and Olive Ludwig, Otsego	1,100.00
A. A. Soden & Co., Chicago	10.00
Frank Travis, Plainwell	370.00
Kalamazoo Implement Co., Kalamazoo	150.00
Ed. Barton, Otsego	950.00
	\$2,630.00

Unsecured Claims.	
Schulze Baking Co., Grand Rapids	\$ 21.12
Armour & Co., Kalamazoo	59.18
Arbuckle Bros., Chicago	11.28
A. J. Brown Seed Co., Grand Rapids	42.20
Butler Bros., Chicago	25.93
A. E. Brooks & Co., Grand Rapids	82.27
H. P. Buzzell, Kalamazoo	53.89
Crystal Candy Co., Kalamazoo	36.00
A. Casabianca & Son, Grand Rapids	7.65
J. T. Eesley Milling Co., Plainwell	10.10
Folgers, Grand Rapids	78.78
Judson Grocer Co., Grand Rapids	47.50
Johnson Paper & Supply Co., Kalamazoo	26.58
G. H. Hammond Co., Chicago	390.88
Hinkle Leadstone Co., Chicago	16.00
Harry J. Lewis, Kalamazoo	88.00
Berdan & Co., Toledo	50.00
McNeil & Higgins, Chicago	59.70
National Biscuit Co., Chicago	73.61
Louis Pfaffler & Sons, Chicago	424.76
National Grocery Co., Chicago	48.11
Cornwell Company, Kalamazoo	145.01
A. W. Walsh Co., Kalamazoo	176.44
Lucia S. Ludwig, Kalamazoo	75.00
Peterson Beverage Co., Grand Rapids	11.00
M. Powaty & Sons, Kalamazoo	8.40
Reid, Murdoch & Co., Chicago	134.40
Handy Electric Mills, Allegan	59.77
Swindell-Taylor Co., Kalamazoo	19.10
Star Paper Co., Kalamazoo	15.26
Smith Kirk Candy Co., Toledo	30.59
Voigt Milling Co., Grand Rapids	26.34
Worden Grocer Co., Grand Rapids	237.13
National Refining Co., Kalamazoo	71.16
Pastoor Bros., Grand Rapids	26.21
Haegen Coffee Company, Kalamazoo	19.00
Woolsen Spice Company, Kalamazoo	23.80
Citizens State Savings Bank, Otsego	200.00
Carl Swartz, Otsego	3.00
Yeakey Gashorn Co., Otsego	2.00
C. E. Pinn, Otsego	5.85
Fred Tubbs, Otsego	27.00
George Bingham, Otsego	100.00
Lucia S. Ludwig, Otsego	75.00
George Harlan, Otsego	40.00
Art Bennett, Otsego	46.00
Chris & Co., Otsego	10.00
Citizens Savings Bank, Plainwell	60.00
	\$3,427.59

Assets.	
Real estate	\$ 200.00
Cash on hand	8.00
Stock in trade	2,000.00
Household goods	200.00
Debts due on open accounts	2,195.56
	\$4,603.56

In the matter of Asa L. Momany and Roy J. Momany, copartners as Momany Brothers, formerly of Eau Claire, the final meeting of creditors was held at the referee's office. The trustee's final report and account, showing no assets found over and above the bankrupt's statutory exemptions, was considered and approved and allowed. Creditors having been directed to show cause why a certificate should not be made recommending the bankrupt's discharge, and no cause having been shown, it was determined that such favorable certificate be made. The trustee was authorized not to interpose objections to the bankrupt's discharge. The record book and files were returned to the clerk's office.

April 9—In the matter of Hiram M. Warner, bankrupt, of St. Joseph, a special meeting of creditors was held at the referee's office and the trustee's third report and account, showing cash on hand of \$1,687.10 and property of the estimated value of \$500 was approved and allowed. A first dividend of 5 per cent. was declared and ordered paid upon all unsecured claims filed to date. The first order of distribution was entered, whereupon the meeting was adjourned for three months.

April 10—In the matter of the Herri-man Manufacturing Co., bankrupt, of South Haven, more than five days having elapsed since the trustee's report of sale of assets, and order was entered Jacob Niffenger, of South Haven, for \$430.

In the matter of Sam Walper, bankrupt, of Benton Harbor, an order was made confirming the trustee's report of exempted property. By the order there will be no assets over and above the bankrupt's statutory exemptions.

April 11—In the matter of Lee Dornan, Jermonie J. Hamlin and Dornan & Hamlin, copartners, of Glenn, the trustee filed report showing sale of the assets of the bankrupt estate to George Tourtellotte, of South Haven, for \$1,066.

In the matter of Bart Foley, bank-

rupt, of Dowagiac, a special meeting of creditors was held for the purpose of electing another trustee, preparatory to closing the estate. E. Bruce Laing, of Dowagiac, was chosen as trustee.

April 12—In the matter of Louis Brown, bankrupt, of Niles, the trustee filed a report showing the sale of the entire assets of the bankrupt estate, except the accounts receivable, to Gus Pammell for \$3,082. Unless cause to the contrary is shown, the sale will be confirmed by the referee.

April 13—In the matter of James La Verne Ludwig, of Otsego, an order was entered calling the first meeting of creditors at Allegan on April 23 for the purpose of proving claims, the election of a trustee and the transaction of such other business as may properly come before the meeting.

Bottom Facts From Booming Boyne City.

Boyne City, April 15—The C. I. C. O. A. had a serious fire at their furnace Saturday. It started in the elevator and the high wind made the fighting very difficult. However, before the fire was out, material for repairs was being cut at the Boyne City Lumber Co. mill, and less than thirty hours from the time the fire started the furnace was in operation again. Some stunt.

The final organization of the Tractor Motor Co. has been completed. As the machinery has been secured it is expected that operations will commence immediately. The board of directors elected takes in the best business talent in the city. Frank Kaden, John Bergy, W. L. Martin, William Rapelin and W. S. Shaw are the men upon whom the initial work of the enterprise falls and upon whom the success of it depends.

Work on the county roads will commence in a few days. F. M. House, the Boyne City County Road Commissioner, is getting his machinery and force in readiness for an aggressive campaign. The first piece out of Boyne City will be on the North road to Charlevoix, which was partly finished last fall. When completed, it will give us a boulevard the whole length of Pine Lake. Come up, by and bye, and try it out. Maxy.

Your Best Bit.

War was declared,
And we prepared
With stamina and grit.
There was a loan,
And then was shown
How each could do his bit.

The war progressed.
With added zest,
We swore to see it through
A second loan
Was then made known—
A better bit to do!

Now comes the time
For faith sublime;
Oh, hear your country's call!
A third loan's here.
Your course is clear;
Do your best bit of all!
Harold Seton.

If the various Government departments would conserve their contributions to the newspaper waste baskets it might help some.

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.

IN many instances this company has been able to save estates more than the entire cost of administration, through economical and businesslike methods.

Its affairs, under the banking laws of Michigan, are constantly subject to examination by the State banking authorities. Periodically, it renders complete reports of conditions to the State.

It offers to you efficient and considerate services as Executor, Administrator or Trustee.

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.

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$700,000

Resources

10 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings

Fire Insurance that Really Insures

The first consideration in buying your fire insurance is SAFETY. You want your protection from a company which really protects you, not from a company which can be wiped out of existence by heavy losses, as some companies have been.

Our Company is so organized that it CAN NOT lose heavily in any one fire. Its invariable policy is to accept only a limited amount of insurance on any one building, in any one block in any one town.

Our Company divides its profits equally with its policy holders, thus reducing your premiums about one-third under the regular old line charge for fire insurance.

MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

*"Let us Keep
the Glow in
Old Glory"*

**Buy Liberty
Bonds today**



General John J. Pershing Photo by "International Film Service, Inc."

LET US BACK HIM TO THE LIMIT

WHAT are you doing to help Pershing push on to Potsdam? You know what he said: "The German army can be beaten; the German army will be beaten; the German army must be beaten."

Pershing can't do it alone. He and our army with him can't do it alone. You and I have to be with them, heart and soul and pocketbook.

We've got to back Pershing to the limit—to the last ditch and the last man and the last dollar.

His responsibility is greater than that ever shouldered by any American general—really greater than that of any other general in this war.

Pershing is responsible with President Wilson, for our Country

He needs a steady stream of food, munitions, ships and men. And there is just one way to raise these for him—we must raise the money to supply them.

Everybody must help—high and low, rich and poor. There is no man or woman who cannot help us back Pershing.

"Upon America is to rest the brunt of the terrible burdens to come," said General Pershing. He is there. He *knows*.

Buy your Liberty Bonds today. Don't wait until the closing days of the campaign, but be one of those who see their duty now and do it at once

Buy Liberty Bonds today. Buy all you can afford—and more. Buy till it hurts; then buy till it quits hurting. "Let's keep the glow in Old Glory." Pershing is doing his share; we will do ours.

Help the boys at the front; help those making ready to go; help the boys of the navy—help the President and back Pershing to the limit.

The task is great, the duty is tremendous; the aim is vast; the result is sure—if we back Pershing.

Buy U.S. Government Bonds Third Liberty Loan

This advertisement is paid for by the wholesale department of the Grand Rapids Association of Commerce.



Grand Council of Michigan U. C. T.
 Grand Counselor—John A. Hach, Coldwater.
 Grand Junior Counselor—W. T. Ballamy, 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.

Things a Salesman Should Not Be.

Written for the Tradesman.

First of all, he shouldn't be a bore. There are would-be salesfolk who are uninteresting—dry as bone dust. They say and do the obvious thing—the thing that ceases to interest, because it's commonplace and conventional.

Some clerks need to be reminded by somebody in authority ever once in a while that there are other topics besides the weather.

We have had a record-breaking snow, to be sure, and if one were getting paid good wages for saying all about it that could be said, the subject of the weather in the last few weeks would lend itself admirably to discussion.

But I fancy there are thousands of customers everywhere who are tired of hearing weather comments from behind the counter.

But that's only a sample of how one can drift into subjects that ought to be taboo, unless they are brought up by the customer—and so come to be a bore.

Good reading upon quite a variety of subjects is the best cure for mental dry-rot.

Read some good books of fiction, a little popular science, a bit of history, and two or three of the best monthly or weekly magazines.

Try to be informed on many subjects. Store the hold of your intellect with a cargo of general information. The more you know, the more fluently and interestingly you can talk.

One doesn't have to be a great conversationalist to be a good salesman; and one can very well be the former and not the latter at all—but the ability to talk about matters other than the things we are selling does help to keep one mentally alert, fresh and interesting.

For another thing, the salesman shouldn't be too familiar with his customers.

It's a temptation, perhaps, to Tony, the clerk, to slap his old friend William on the back, and exclaim:

"Hello Bill! How's everything?" and so on ad libitum.

But I've a feeling that, no matter how close Tony and William have

been in other days and other conditions, William doesn't exactly relish that sort of thing when he goes into the store to shop.

Another thing the salesman should avoid as he would an infectious disease is indifference.

With certain temperaments indifference is a besetting sin.

It may come on one unawares—especially in moments of reaction from stressful periods, or at times when one's vitality is low.

The listless, apathetic, phlegmatic, unresponsive moods are one and all inhibitive. They cause a customer to shut up like a clam.

You can't strike fire from flint by striking it with a piece of punk. You've got to hit a sharp blow with a piece of steel.

Perhaps one of the most universal failings among salespeople is lack of full, concise and usable information about merchandise.

And this brings me to the formation of another statement.

Don't let it be said of you that you don't know the merchandise you are supposed to sell.

Know it both ways from the middle; otherwise from A to Z. Of what it's made, and why; how it's made as it is made, and not otherwise; what it's for; how it should be used in order to produce the maximum results with the minimum of objection, etc. etc.

Back of every article of merchandise almost there is an interesting story—in many cases a story which, if properly told, sounds like a romance.

Get the story back of the commodity. It will bring you, like as not, into touch with a vital personality—a man of ideals, visions and business dreams.

The writer once got hold of a really fascinating house organ. It was put out by a big department store. And it deals exclusively with news items and news stories about the merchandise that store carried in stock.

It carried the reader into Cuba, the Philippine Islands, the Belgian Congo, East Africa, Australia, New Zealand, India, Persia, Japan, China and the islands of the sea.

It was fresh, breezy, full of information.

It told the story of triumphs, sketched the history of processes, and related the fact of modern industrial attainments.

It supplied the salespeople of that store with the stuff of effective selling points. It was a storehouse of ammunition for the light and heavy artillery of salesmanship.

Another don't is this: Don't overstate.

It's all right to be sanguine. But don't be too sanguine.

Don't stretch the garment of veracity to the tearing point.

Psychologists tell us it is better to under-state than to over-state.

Leave something to the customer's imagination.

Superlatives are dangerous. Thereby many a good man has gotten into trouble.

And, once again, don't attempt to drive your customer.

Some stores apparently believe in the strong arm method of salesmanship.

They seem to think it's good business to browbeat and intimidate the customer, and sell him whether or no.

Such methods inevitably react injuriously.

A customer who has been manhandled into buying isn't going to be a satisfied customer. And they are the only kind anybody or any concern ought to covet. Frank Fenwick.

Where He Was.

Angry Woman: My husband attempted to strike me. I want to have him arrested.

Police Captain: All right. Where will we find him?

Angry Woman: In the emergency hospital.



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

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.00 and up

EDWARD R. SWETT, Mgr.
 Muskegon :: Michigan



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

HOTEL HERKIMER

GRAND RAPIDS, MICHIGAN

European Plan, 75c Up

Attractive Rates to Permanent Guests

Popular Priced Lunch Room

COURTESY SERVICE VALUE

Each and Every Telephone User in Detroit



May be reached direct from your Citizens Telephone. A short talk over our Long Distance Lines settles the question. Connection with practically every city, village, hamlet and cross roads in the state. *Use Citizens Service.

CITIZENS TELEPHONE COMPANY

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, April 15—The many friends of W. H. Krempel, postmaster and general merchant at Dollarville, were shocked to learn of his death last Wednesday. He was found in his office with a bullet hole in his head. Business reverses were given as the cause for his rash act. Mr. Krempel was well known throughout Luce county and the tragedy was a sad blow to his many friends.

William Schoals, well-known lumberman at Brimley, who has extensive operations at Johnsonburg and Wellers, received a notice from the Government stating that all birch logs will be taken over by the Government.

F. J. Allison, with a party of members of the Chippewa County Automobile Club, and C. E. Chipley, Secretary of the Club, made a trip to the Snows last week and on the way distributed sixty Dixie Highway signs along the route between the Soo and Cedarville. There will be no danger of the numerous visitors who are expected here this season getting lost.

"No man ever thinks it possible for him to fall before the bait that has trapped the other fellow."

The famous Soo rapids will undergo quite a change during the coming summer, as the contract to dam the rapids of the compensating works on the Canadian side has been let. The time has been extended to January 1, 1919. The contract was let to James O. Heworth. It calls for the installation of four gates and three piers on the Canadian side. This will practically complete the compensation works demanded by the act of Congress, which permitted the Michigan Northern Power Company and other power companies to divert water from the St. Marys River waterfalls. Span No. 4 on the American side of the International bridge may be left open temporarily. When the work is completed it will be possible to check the flow of the rapids entirely, if necessary, to maintain Lake Superior levels and turn all of the water of the St. Marys river into the one canal and the power canal of the two Soos. This will not be done only in case of emergency, but the stone ledges of rock in the rapids may be exposed at times if navigation and water power interests demand the closing of the gates.

George Chandler, Chippewa county's popular lumberman, was handing out the banners to his numerous friends last week, the event being the arrival of a daughter.

H. F. Wenzel, of the Wenzel Lumber Co., at Fibre, was a Soo visitor last week.

Ray Merriott, of the Northern Electric Company, returned last week from an extended business trip throughout the Southern part of the State.

Silas A. Sayres, well-known junk dealer of the Soo, passed away at his home last Saturday. Mr. Sayres was 61 years of age and has been in the business here for many years. He was well and favorable known throughout the county.

H. Schmidt and J. Bernie, of the Ohio Match Co., are business visitors at the Soo this week.

The short duration of the wet spell is making business somewhat lively in this vicinity. The dealers are advertising cut prices on jig water in order to give the invalids and others requiring the staff of life a chance to get in while the opportunity lasts. A few of the business houses, however, are suffering in consequence, by employees who are taking advantage of the last chance. With good old Lake Superior back of us there is a good

feeling that the substitute will relieve the situation and good results will follow.

"Some people have reduced blundering to a science."

William G. Tapert.

Hoover's Power and Policy in Price Fixing.

Washington, April 15—There appears to be a good deal of misinformation circulated among the agricultural community as to the policy and scope of the Food Administration with relation to price fixing. I wish to say at once and emphatically, that the Food Administration is not a price-fixing body except with regard to certain commodities which are today dominated by wholly abnormal overseas commercial relations, and the surrounding factors with regard to which are such as to project great dangers both against the farming community and at the same time the consuming community.

The two commodities under regulation are wheat and sugar. With the further exception of cases in which it has intervened purely as a friendly intermediary between organized producers and consumers—as in city milk—the executive department of the Government has no authority and no desire to fix prices of products of agriculture.

The only other situation where the Food Administration has interested itself in price of agricultural products has been in instances such as milk to the cities, where the producer was himself organized and was in sharp conflict with the consumer, and where these conflicts promised to work hardship on both producer and consumer. In such cases the Food Administration has acted merely as a friendly agent in securing a settlement between the parties. In all such cases the producer must necessarily be a contracting party and therefore must be satisfied with the arrangements made and, it may be stated parenthetically, that no such negotiations have been undertaken by the Food Administration except at the request of the producers. Herbert Hoover

Bottom Facts From Booming Boyne City.

Boyne City, April 15—The furnace people, the Charcoal Iron Company of America, have secured the steamer Griffin, a steel ship of 2,700 net tons, for supplying ore for the coming season. She is fitting out at Superior under the supervision of Capt. J. H. Gallagher and is expected to begin business about May 15, when the new ore dock will be ready for operation.

Navigation was opened at this port Sunday, April 14, by the arrival of the steamer J. O. Nessen for a load of lumber from the W. H. White Co. for Chicago, Ill.

The atmosphere here is filled with smoky haze from the almost universal grass and brush fire. No rain has fallen for over a month and everything is dry as tinder except on the North slopes, where patches of snow still show.

The Boyne City War Board is preparing for a gigantic Liberty Loan drive next week in conjunction with the Ladies' Civic League, when we expect to provide something more substantial than "Damn the Dutch" to help push the German armies back into their own territory. Maledictions do not seem to have much effect on concrete trenches and long range projectiles.

The Boyne River Power Co. is posting bills around its plant in Boyne Valley, warning all persons to keep more than 500 feet from the dam and power house. Just at the beginning of the trout season, too! Another whack at the conservationist who spends ten dollars for a fishing outfit to save one dollar's worth of food. What will the grinding monopolist do next? Maxey.

Standard Containers For Vegetables.

Washington, April 16—All interstate shipments of fruits and vegetables in containers must be in packages that conform to the provisions of the United States Standard Container act, says an announcement from the Bureau of Markets, United States Department of Agriculture, which is charged with the enforcement of the Standard Container act. The baskets, crates, hampers and boxes must be in sizes containing half-pints, pints, quarts or multiples of quarts, slight variations either over or under size may be allowed provided the average for any shipment conforms to the standards. Climax baskets for grapes can be made only in two, four and twelve-quart sizes and of the dimensions specified in the act.

The variations from standard sizes are made, it is stated, because of the nature of the containers, they being usually rough finished. No allowance for products heaped over the edge of the container is made, and the capacity of a container is determined by stricken measure tests.

Although the law applies only to interstate shipments, it is probable, according to the bureau, that intrastate shipments will be generally made in United States standard containers, because many manufacturers have arranged to make no containers except those that comply with the Federal size requirements. Even shippers whose products are usually consumed in their own State are said to favor packages complying with the United States Standard Container act, because they have no assurance that their product will not be sent across State boundaries before it is consumed.

The enforcement of the Standard Container act will tend to eliminate deceptive practices in marketing fruits and vegetables, say the specialists, and will give a "square deal" to both the purchasing public and the trade. Over forty food products inspectors already stationed in the large receiving markets are available for enforcing the act.

Plain Truth, Plainly Stated.

If those Liberty Bonds are bought they stand behind the army that stands between you and the Kaiser's army. You know what the Kaiser's army has done in Belgium and France and Russia.

But neither the Atlantic Ocean nor the British Fleet can protect us if we do not support our Government by buying these bonds.

The Kaiser said: "I am God's voice and God's sword! Woe unto them that oppose my will! Woe! Woe! Woe!" When he says these things he means them, and also he means us! He means Washington and New York and Indianapolis and Milwaukee and Kanakakee and Council Bluffs. He means President Wilson and Governor Whitman and you and me and the children. The Kaiser has 5,000,000 soldiers, a great navy, new submarines, liquid fire, poison gas, 100-mile guns, and a nation of people devoted to his orders.

He means deadly harm to us and annihilation to our freedom. And you have got to defend yourself or he'll do you the deadly harm he purposes.

The Kaiser says "Woe!" to you, and he isn't "just talking." He means agony, blood, and slavery for you if he can get at you.

Let's get out the old rawhide whip and send him the answer to his strafing and woe-ing and gott-swording. When he says "Woe to America!" buy a Lib-

erty Bond. A Liberty Bond says "Whoa, Bill!" to the Kaiser with a crack of the whip that shows him we mean it. Booth Tarkington.

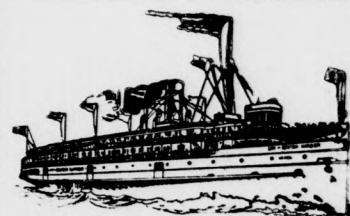
Five Lake Michigan steamships have been requisitioned by the navy for war service, the Theodore Roosevelt of the Theodore Roosevelt Steamship Company, the City of South Haven of the Chicago and South Haven Steamship Company, the Manitou of the Northern Michigan Transportation Company, the Virginia of the Goodrich Transportation Company, and the Puritan of the Graham and Morton Line. It is thought that they may be used as transports between Dover and Calais as hospital ships or training ships or possibly in package business along our own Atlantic coast.

It is said among bathing suit manufacturers that the tendency of the buying for the last month or so has been toward the darker and more subdued shades. It is also reported that the more simplified effects are just now occupying the center of the stage. Satin and taffeta seem to be the leading materials for the fabric suits, but these are said not to be now as popular as the knitted suits. Even where fabric tunics are wanted, they are usually preferred with wool jersey tights to be worn underneath.

Detroit—The American Products Co., has been incorporated to manufacture and sell ice, carbonated beverages and food products, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The U. S. Pattern and Manufacturing Co., 66 High street, has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$5,000 in cash and \$10,000 in property.

Judge Dunham saved Dr. G. W. Ferguson the expense and ordeal of a trial on a charge of manslaughter by dismissing the case brought against him.



THE SHORT LINE BETWEEN
GRAND RAPIDS AND

CHICAGO

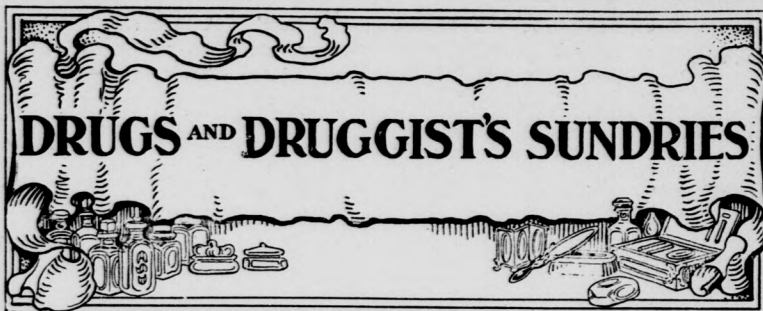
FARE—\$3.00 one way
\$5.75 round trip
via

MICHIGAN RAILWAY CO.
(Steel Cars—Double Track)

Graham & Morton Line
(Steel Steamers)

Boat Train CONNECTING
FOR THE BOAT
Leaves Grand Rapids Interurban Station
Rear Pantlind Hotel

EVERY NIGHT AT 7:00 P.M.



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.

Michigan State Pharmaceutical Association.

President—P. A. Snowman, Lapeer.
Secretary—F. J. Wheaton, Jackson.
Treasurer—E. E. Faulkner, Delton.
Next Annual Meeting—Detroit, June 25, 26 and 27, 1918.

Michigan Pharmaceutical Travelers' Association.

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

Photographic Work and Supplies As a Side-Line.

It is a deplorable fact that it is impossible for the average pharmacist in this country to conduct his business as they do in European countries, on a purely scientific basis.

Certainly, the progress made in pharmaceutical education within the last twenty-five years fully entitles the pharmacist to do so, but if tried in practice 99 per cent. of the attempts would end in failure; therefore we have found it essential to our very existence to branch off from our regularly appointed duties to meet the rapid competition which springs up hydra-headed on all sides of us; we must blind ourselves oftentimes to the ethical aspect of our profession and join that vast class known as the American tradesmen. I say it is deplorable, but I am equally aware of the dire necessity of our actions. But let us be as jealous of our scientific attainments as we can, and let us exercise our scientific knowledge in as many dignified ways as possible. There are many side-lines which we can profitably handle, and still make use the science and art of photography. There is hardly a home to-day where there is not some form of a camera.

In the early days of the amateur, he was compelled to finish his picture from beginning to end, as he could not have the developing and printing done as easily as he can to-day. He had to come to the druggist to make up for him the different solutions or baths, such as developers, fixing baths, gold toning baths, intensifiers, reducers, and so on. The sale of the chemicals for these solutions, or the putting up of them, was a great source of income for the druggist, and having a clientele for these preparations, it soon became a necessity to also keep the plates, films and papers on hand to supply the demand. The profit in these goods varied from 40 to 100 per cent. in those days; however, this situation has changed within the past eight or nine years. At first, regular

photographic galleries started to develop plates and films and printed pictures for amateurs; their charges were rather high and the druggist, who traded in photographic supplies, did not suffer much from this opposition, but soon some shops came into existence that made a regular business of developing and printing for the amateur at prices as low as 5 cents for the print. This, of course, was very enticing for the people and they soon gave up the laborious work of doing their own developing and printing. To-day the amateur who finishes his own pictures is a rarity, and competition in this field has also spoiled the prices we first received. Now most of these professional printing concerns charge nothing for the developing of the films and from 3 to 5 cents for the prints, according to sizes; they allow the druggist a profit of 30 to 40 per cent. for turning the work over to them. It has, however, stopped our sales of photographic chemicals and solutions and consequently the many other little essentials needed by the amateur photographer; all that is left to us now is the sale of films, cameras and the commissions from printing agencies, but to offset this loss it brings certain people into the store, who otherwise would never have entered.

One thing is very necessary to make this line a success and that is, when you handle photographic supplies, make yourself acquainted with the different photographic processes, so that you can answer all kinds of questions when people tell you about their failures, so you can show them how to avoid these in the future. This will give you a standing as a quasi expert, and once having gained the confidence of the amateur you can always have his business.

It is more than worth while to cater to this kind of trade, as the number of amateurs increases constantly, and in many cases it is a paying business from the outset. Having had twenty-five years' experience in the photographic work, always with success, I am sure you, too, if you give this sideline a trial, will find it not only interesting to yourself, but also very profitable. Try it, I ask you who have not done this work, for it will pay you.

Emil Roller.

Barb Wire Liniment.

The following is recommended as an especially good "barb-wire liniment:"

Acid Carbolic	1/2 oz.
Oil Turpentine	1 oz.
Pine Tar	2 ozs.
Fish Oil to make	16 ozs.

Wash the cut or sore thoroughly with warm water and castile soap and apply the liniment once daily for a week. Then two or three times a week thereafter.

The following preparations may be dispensed under such names as, Barbed Wire Liniment, Horse Liniment, Veterinary Liniment, Stable Liniment, etc.

1. Acid Carbolic. Crude..	2 ozs.
Benzine	15 ozs.
Oil Turpentine	15 ozs.
Oil Tar	4 drs.
Oil Spike	4 drs.
Camphor	2 drs.
Capsicum	2 drs.

Macerate for several days, then strain.

Camphor	1 oz.
Acid Carbolic	1 oz.
Oil Origanum	2 ozs.
Oil Tar	2 ozs.
Crude Petroleum	2 ozs.
Oil Turpentine	12 ozs.
Liquid Petrolatum	12 ozs.
Benzine	16 ozs.

Direct Mail Advertising.

Experiments conducted by a certain drug firm have shown that direct mailing or house-to-house distributing of advertising matter was one of the most effective ways of increasing business.

It was shown repeatedly that 10, 15, 20, 25 and sometimes 30, and even 35 per cent. of the people who got this advertising matter replied with a postcard or letter or in person to the

firm putting it out. Some of the advantages of this kind of direct advertising matter were pointed out to be, that it could be sent where you wanted it to go; that you did not have to cover, as you do in newspapers, a part of the territory from which you could not expect to get trade at that time. For example, a druggist can distribute such direct advertising matter to the people in his immediate locality from which he must expect to get his trade. He can deliver, for example, a circular to every house in the locality every month, thereby not wasting a single one, every circular being delivered to a person in the immediate neighborhood of the store who is a regular customer or a good subject for solicitation as a customer.

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

NOW is the Time to Buy Seasonable Goods

ARSENATE OF LEAD

PARIS GREEN

TUBER TONIC

ARSENIC COMPOUNDS

BLUE VITRIOL

SULPHUR

COLORLED PAINTS

WHITE LEAD

LINSEED OIL

TURPENTINE, Etc.

During the season of 1917, there was a time when the manufacturers and wholesalers could not fill their orders for Insecticides, on account of an unusual demand which was prompted by state and government officials.

The federal government has recently called for a report from all of the manufacturers and wholesalers of Insecticides, and the government states clearly that they must know upon what parties they can rely for the proper distribution of Insecticides at the right time during the coming season.

A word to the wise is sufficient and we would advise that the retailers buy Insecticides early because we may be called upon later to distribute the same according to the command and direction of the federal government.

This message is to our customers and we trust will be thoroughly considered.

Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan

Concentrating and Indexing Your Drug Stock.

Owing to the rapid development of the commercial end of the drug business, the prescription department, or back part of the store, is being called upon to carry practically all the drug stock, the front of the store being given over to the sale of soda, cigars, candy, magazines, photo supplies, stationery, drug sundries and various other side-lines. This condition has been largely brought about by the curtailment of the use of drugs, the employment of high priced preparations in the filling of physicians' prescriptions, and cut rates in general, so reducing profits, that additional revenues have been made necessary to meet the ever increasing overhead expense.

To remove the drug stock to the prescription department every available inch of space must of necessity be made use of, and the stock so arranged, as to be found as quickly as possible. The best method of course is to thoroughly index all the items in the prescription department, and in the case of those drugs and preparations having several common names, to list them under each of these, and also to list the articles in the index alphabetically, regardless of classification, as often, when having several customers waiting, the classification the article comes under cannot be recalled instantly.

We are living in a swift age, people hardly take time to eat any more, and they are not willing to stand around, and wait for five or ten minutes before served. Druggists depend entirely too much upon their memory in locating their stock. Owing to the thousands of different items carried, and the infrequent demand for a majority of these, it is impossible to remember where all the articles are, especially those which are difficult to classify. Another problem to-day is the retaining of good clerks and a great many sales are lost before the new clerk learns the location of the stock besides his wasting much valuable time and also causing customers to become skeptical of his knowledge of the drug business, or becoming suspicious of not obtaining that which they asked for. These conditions are overcome if you maintain a complete index. Numbered sections four or six feet wide, and from the floor

to the ceiling are entirely too large to be of much benefit, as considerable time is consumed in finding the article after having located the section given in the index. The spaces numbered, should be reduced to a very small area.

Space in the front part of the store is entirely too valuable to take up with drug stock, which does not need to be displayed. By arranging artistic displays of toilet articles and various side lines carried, many sales will be made of articles which the public probably otherwise would not know you were handling.

Rental, and overhead expense in general, continue to increase yearly, and it is necessary to increase the volume of your business, to keep up with these growing expenses.

Maurice P. Schwartz.

Not "Just as Good."

In a large drug store it is the custom of the salesman to say to the customer who has asked for something which the store does not carry in stock: "I doubt that we have it, but if you'll come this way, please, we'll see."

Showing the customer what the store does carry, and calling attention to the fact that it also is made by a responsible manufacturer, are the next steps in this store's procedure.

If the customer does not then express satisfaction with the product offered, it is the practice to offer to send out for the specified line. At this point the customer is often willing to take the article shown to avoid waiting for the druggist to obtain the product he has had in mind.

How can you expect to keep up with the market in your line of trade if you do not take and read the trade journals devoted to such goods?

A Quality Cigar Dornbos Single Binder One Way to Havana

Sold by All Jobbers

Peter Dornbos
Cigar Manufacturer
16 and 18 Fulton St., W.
Grand Rapids :: Michigan

PLACE YOUR ORDER NOW FOR Soda Fountain Fruits and Syrups

We Are Distributors of

J. Hungerford Smith Co.'s Fruits and Syrups
Royal Purple Grape Juice
Welsh Grape Juice
Hire's Syrup Coco Cola

We Also Carry a Full Line of Soda Fountain Accessories
WRITE FOR PRICE LISTS

Putnam Factory Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cubeb		Capsicum	
Boric (Powd.)	18@ 25	.....	9 00@9 25	.....	@2 15
Boric (Xtal)	18@ 25	Eigeron	.....	Cardamon	@2 10
Carbolic	78@ 81	Eucalyptus	.....	Cardamon, Comp.	@1 60
Citric	1 03@1 10	Hemlock, pure	1 75@2 00	Catechu	@1 60
Muriatic	3 1/2@ 5	Juniper Berries	20 00@20 20	Cinchona	@2 35
Nitric	10 1/2@15	Juniper Wood	2 75@3 00	Colchicum	@2 40
Oxalic	60@ 70	Lard, extra	2 10@2 20	Cubeb	@2 35
Sulphuric	3 1/2@ 5	Lard, No. 1	1 85@1 95	Digitalis	@1 90
Tartaric	1 05@1 10	Lavender Flow.	7 00@7 25	Gentian	@1 60
Ammonia		Lavender, Gar'n	1 25@1 40	Ginger	@2 50
Water, 26 deg.	12@ 20	Lemon	2 00@2 25	Gualac	@1 90
Water, 18 deg.	10 1/2@ 18	Linseed, boiled bbl.	@1 62	Gualac, Ammon.	@1 80
Water, 14 deg.	9 1/2@ 17	Linseed, bld. less	1 72@1 77	Iodine	@1 80
Carbonate	16 @ 20	Linseed, raw, bbl.	@1 61	Iodine, Colorless	@1 75
Chloride	55 @ 60	Linseed, rw. less	1 71@1 76	Iron, clo.	@1 60
Balsams		Mustard, true, oz.	@2 25	Kino	@1 65
Copaiba	1 40@1 65	Mustard, artifl. oz.	@2 00	Myrrh	@2 50
Fir (Canada)	1 25@1 50	Neatsfoot	1 80@1 95	Nux Vomica	@1 75
Fir (Oregon)	40@ 50	Olive, pure	4 50@6 00	Opium	@9 50
Peru	5 25@5 50	Olive, Malaga,	.....	Opium, Camph.	@1 80
Tolu	1 75@2 00	yellow	3 75@4 00	Opium, Deodora'd	@9 50
Barks		Olive, Malaga,	.....	Rhubarb	@1 65
Cassia (ordinary)	25@ 30	green	3 75@4 00	Paints	
Cassia (Saigon)	30@1 00	Orange, Sweet	4 25@4 50	Lead, red dry	11 1/2@12 1/2
Elm (powd. 35c)	30@ 35	Origanum, pure	@2 50	Lead, white dry	11 1/2@12
Sassafras (pow. 35c)	30@ 35	Origanum, com'l	@2 75	Lead, white oil	11 1/2@12
Soap Cut (powd.)	23@ 25	Pennyroyal	2 25@2 50	Ochre, yellow bbl.	@ 1 1/2
35c	23@ 25	Peppermint	4 25@4 50	Ochre, yellow less	@ 5
Berries		Rose, pure	30 00@32 00	Petty	3 1/2@ 6
Cubeb	1 60@1 70	Rosemary Flows	1 50@1 75	Red Venet'n bbl.	1 1/2@ 5
Fish	30@ 35	Sandwood, E.	.....	Red Venet'n less	2 @ 5
Juniper	9 @ 15	I.	17 50@17 75	Vermillion, Amer.	25 @ 30
Prickley Ash	@ 30	Sassafras, true	2 50@2 75	Whiting, bbl.	@ 3
Extracts		Sassafras, artifl.	65 @ 85	Whiting	3 1/2 @ 6
Licorice	60@ 65	Spearment	4 75@5 00	L. H. P. Prep'd	2 25@2 50
Licorice powdered	95@1 00	Sperm	2 70@2 80	Miscellaneous	
Flowers		Tansy	4 25@4 50	Acetanalid	1 10@1 20
Arnica	1 50@1 75	Tar, USP	45 @ 60	Alum	 12 @ 15
Chamomile (Ger.)	75@1 00	Turpentine, bbls.	@ 48	Alum, powdered and	.....
Chamomile Rom.	1 75@2 00	Turpentine, less	53 @ 58	ground	14 @ 17
Gums		Wintergreen, tr.	5 50@5 75	Bismuth, Subni-	.....
Acacia, 1st	75 @ 80	Wintergreen, sweet	.....	trate	4 00@4 10
Acacia, 2nd	65 @ 75	birch	4 00@4 25	Borax xtal or	.....
Acacia, Sorts	40 @ 50	Wintergreen art	1 25@1 50	powdered	10 @ 15
Acacia, powdered	60 @ 70	Wormseed	12 00@12 25	Cantharades po	2 00@6 50
Aloes (Barb. Pow)	30 @ 40	Wormwood	6 00@6 25	Calomel	2 56@2 60
Aloes (Cape Pow)	25 @ 30	Potassium		Capsicum	35 @ 40
Aloes (Soc. Pow. 80)	@ 75	Bicarbonate	1 90@2 00	Carmine	6 50@7 00
Asafoetida,	@2 25	Bichromate	60 @ 70	Cassia Buds	@ 40
Pure		Bromide	1 80@2 10	Cloves	77 @ 85
Camphor	1 32@1 35	Carbonate	1 85@2 00	Chalk Prepared	12 @ 15
Guaiac	@ 75	Chlorate, gran'r	95 @1 00	Chalk Precipitated	10 @ 15
Guaiac, powdered	@ 80	Chlorate, xtal or	.....	Chloroform	90 @ 97
Kino	70 @ 75	powd.	70 @ 75	Chloral Hydrate	1 92@2 12
Kino, powdered	75 @ 80	Cyanide	70 @ 90	Cocaine	11 75@12 30
Myrrh	@ 65	Iodide	4 59@4 65	Cocoa Butter	50 @ 60
Myrrh, powdered	@ 70	Permanganate	5 50@5 60	Corks, list, less	55 %
Opium	37 00@37 50	Prussiate, yellow	@1 75	Copperas, bbls.	@ 3
Opium, powd.	38 00@38 50	Prussiate, red	3 75@4 00	Copperas, less	3 1/2 @ 8
Opium, gran.	38 00@38 50	Sulphate	@ 90	Copperas, powd.	4 @ 10
Shellac	75 @ 85	Resins		Corrosive Sublim.	2 30@2 40
Shellac, Bleached	85 @ 90	Alkanet	3 25@3 50	Cream Tartar	70 @ 75
Tragacanth	2 50@3 00	Blood, powdered	30 @ 35	Cuttlebone	75 @ 80
Tragacanth powder	2 50	Calamus	50 @ 55	Dextrine	10 @ 15
Turpentine	15 @ 20	Elecampane, pwd.	10 @ 20	Dover's Powder	5 75@6 00
Insecticides		Gentian, powd.	20 @ 30	Emery, All Nos.	10 @ 15
Arsenic	20 @ 30	Ginger, African,	25 @ 30	Emery, Powdered	8 @ 10
Blue Vitriol, bbl.	@11 1/2	powd.	25 @ 30	Epsom Salts, bbls.	@ 4 1/2
Blue Vitriol, less 12 1/2	@ 20	Ginger, Jamaica,	30 @ 35	Epsom Salts, less	5 @ 8
Bordeaux Mix Dry	20 @ 25	powdered	22 @ 20	Ergot	1 25@1 50
Hellebore, White	.....	Ginger, Jamaica,	30 @ 35	Ergot, powdered	2 75@3 00
powdered	38 @ 45	powdered	22 @ 20	Flake White	15 @ 20
Insect Powder	40 @ 60	Goldenseal pow.	8 00@8 20	Formaldehyde, lb.	25 @ 30
Lead, Arsenate Po	34 @ 44	Ipecac, powd.	4 00@4 25	Gelatin	1 75@1 90
Lime and Sulphur	.....	Licorice	35 @ 40	Glassware, full ca.	58 %
Solution, gal.	20 @ 35	Licorice, powd.	30 @ 40	Glassware, less 50 %	.....
Paris Green	48 % @54 1/2	Orris, powdered	35 @ 40	Glauber Salts, bbl.	@ 2 1/2
Ice Cream		Poke, powdered	20 @ 25	Glauber Salts, less 3 1/2	@ 7
Piper Ice Cream Co.,	.....	Rhubarb, powd.	75 @1 25	Glue, Brown	25 @ 35
Kalamazoo	.....	Rhubarb, powd.	75 @1 25	Glue, Brown Grd.	25 @ 35
Bulk Vanilla	 95	Rosinweed, powd.	25 @ 30	Glue, White	30 @ 35
Bulk Special Flavored	1 00	Sarsaparilla, Hond.	.....	Glue, White Grd.	30 @ 35
Brick, Plain	1 20	ground	75 @ 80	Glycerine	60 @ 75
Brick, Fancy	1 60	Sarsaparilla Mexican,	.....	Hops	30 @ 35
Leaves		ground	1 00@1 10	Iodine	5 60@5 90
Buchu	1 75@1 85	Squills	35 @ 40	Iodoform	6 59@6 74
Buchu, powd'r'd	1 85@2 00	Squills, powdered	45 @ 65	Lead, Acetate	21 @ 25
Sage, bulk	67 @ 78	Tumeric, powd.	13 @ 20	Lycopodium	2 25@2 50
Sage, 1/4 loose	72 @ 78	Valerian, powd.	@1 00	Mace	 85 @ 90
Sage, powdered	55 @ 60	Seeds		Mace, powdered	95 @1 00
Senna, Alex	40 @1 50	Anise	42 @ 45	Menthol	4 25@4 50
Senna, Tinn.	40 @ 45	Anise, powdered	47 @ 50	Morphine	16 60@17 00
Senna, Tinn. pow.	50 @ 55	Bird, ls	13 @ 19	Nux Vomica	2 1/2 @ 2 3/4
Uva Ursi	18 @ 20	Canary	15 @ 20	Nux Vomica, pow.	@ 20
Oils		Caraway	85 @ 90	Pepper, black pow.	35 @ 40
Almonds, Bitter,	.....	Cardamon	1 80@2 00	Pepper, white	@ 45
true	15 00@16 00	Celery (Powd. 60)	48 @ 55	Pitch, Burgundy	@ 15
Almonds, Bitter,	.....	Coriander	36 @ 45	Quassia	13 @ 15
artificial	7 00@7 20	Dill	30 @ 35	Quinine	1 00@1 05
Almonds, Sweet,	.....	Fennell	90 @1 00	Rochelle Salts	50 @ 55
true	1 35@1 60	Flax	10 @ 14	Saccharine, oz.	@1 75
Almonds, Sweet,	.....	Flax, ground	10 @ 14	Salt Peter	36 @ 45
imitation	65 @ 75	Foenugreek pow.	19 @ 25	Seidlitz Mixture	43 @ 50
Amber, crude	2 00@2 25	Hemp	8 1/2 @ 12	Soap, green	20 @ 30
Amber, rectified	2 50@2 75	Lobelia	40 @ 50	Soap mott castle	2 1/2 @ 2 5
Anise	2 00@2 25	Mustard, yellow	25 @ 30	Soap, white castle	@24 50
Bergamont	2 00@2 25	Mustard, black	25 @ 30	less, per bar	@ 2 55
Cajeput	1 35@1 60	Mustard, powd.	28 @ 35	Soda Ash	4 1/2 @ 10
Cassia	3 00@3 25	Poppy	@1 00	Soda Bicarbonate	3 1/2 @ 7
Castor	3 40@3 56	Quince	1 40@1 50	Soda, Sal	2 @ 5
Cedar Leaf	1 75@2 00	Rape	15 @ 20	Spirits Camphor	@1 25
Citronella	1 00@1 25	Sabadilla	@ 35	Sulphur, roll	4 1/2 @ 10
Cloves	50 @ 4 75	Sabadilla, powd.	35 @ 45	Sulphur, Subl.	5 @ 10
Cocanut	4 @ 50	Sunflower	8 1/2 @ 12	Tamarinds	15 @ 20
Cod Liver	5 35@5 50	Worm American	@1 10	Tartar Emetic	@ 90
Cotton Seed	2 00@2 10	Worm Levant	1 00@1 25	Turpentine, Ven.	50 @ 4 75
Croton	2 00@2 25	Aconite Tinctures		Vanilla Ex. pure	1 50@2 00
		Aconite	@1 65	Witch Hazel	1 35@1 75
		Aloes	@1 35	Zinc Sulphate	10 @ 15
		Arnica	@1 15		
		Asafoetida	@4 40		
		Belladonna	@2 85		
		Benzoin	@2 50		
		Benzoin Compo'd	@2 80		
		Buchu	@2 40		
		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	
Cod Fish		No. 10 Apples	
Nut Meats		Split Peas	
Lamp Wicks		Danish Milk	
Shoe Polish			
Some Soaps			
Spices			
Tobaccos			
Cocoanut			

AMMONIA		Clams		CHEWING GUM	
Arctic Brand		Little Neck, 1 lb.	1 60	Adams Black Jack	65
12 oz. 16c, 2 doz. box	2 70	Clam Bouillon		Adams Sappota	70
16 oz. 25c, 1 doz. box	1 75	Burnham's 1/2 pt.	2 25	Beeman's Pepsin	65
32 oz., 40c, 1 doz. box	2 85	Burnham's pps.	3 75	Beechnut	70
		Burnham's qts.	7 50	Doublemint	67
				Flag Spruce	65
				Hershey Gum	50
				Juicy Fruit	67
				Sterling Gum Pep.	65
				Spearmint, Wrigleys	67
				Spearmint, 6 box jars	85
				Yucatan	65
				Zeno	65
				O. K. Gum	70
				Wrigleys (5 box asstd.)	65

AXLE GREASE		Corn		CHOCOLATE	
Diamond, 1 lb., 4 dz., dz.	55	Fair		Walter Baker & Co.	
Mica, 1 lb., 4 dz., dz.	95	Good	1 85	German's Sweet	24
Mica, 3 lb., 2 dz., dz.	2 50	Fancy		Premium	35
Mica, 25 lb. pail	1 40			Caracas	28
				Walter M. Lowney Co.	35
				Premium, 1/4s	35
				Premium, 1/2s	35

BAKED BEANS		French Peas		CLOTHES LINE	
No. 1, per doz.	1 35	Monbadon (Natural)		No. 40 Twisted Cotton	1 80
No. 2, per doz.	2 25	per doz.		No. 50 Twisted Cotton	2 10
No. 3, per doz.	3 60	Gooseberries		No. 60 Twisted Cotton	2 75
		No. 2, Fair		No. 80 Twisted Cotton	2 90
		No. 2, Fancy		No. 50 Braided Cotton	2 25
				No. 60 Braided Cotton	2 60
				No. 80 Braided Cotton	3 10
				No. 50 Sash Cord	3 00
				No. 60 Sash Cord	3 50
				No. 60 Jute	1 45
				No. 72 Jute	1 60
				No. 60 Sisal	1 60

BATH BRICK		Hominy		Galvanized Wire	
English	95	Standard	1 25	No. 20, each 100ft. long	1 90
		1/4 lb.	1 90	No. 15, each 100ft. long	2 10
		1/2 lb.	2 10	No. 20, each 100ft. long	1 00
		Picnic Flat	3 75	No. 15, each 100ft. long	2 10

BLUING		Lobster		COCO	
Jennings'		1/4 lb.	1 90	Baker's	39
Condensed Pearl Bluing		1/2 lb.	2 10	Bunte, 10c size	88
Small, 3 doz. box	1 95			Bunte, 1/2 lb.	2 20
Large, 2 doz. box	2 40			Bunte, 1 lb.	4 00
				Cleveland	41
				Colonial, 1/4s	35
				Colonial, 1/2s	33
				Epps	42
				Hershey's 1/4s	32
				Hershey's 1/2s	30
				Huyler	36
				Lowney, 1/4s	38
				Lowney, 1/2s	37
				Lowney, 1 lb.	37
				Lowney, 5 lb. cans	37
				Van Houten, 1/4s	12
				Van Houten, 1/2s	18
				Van Houten, 1s	36
				Van Houten, 1s	65
				Wan-Eta	36
				Webb	33
				Wilbur, 1/2s	33
				Wilbur, 1/4s	32

BREAKFAST FOODS		Mackerel		COCOANUT	
Bear Food, Pettijohns	2 85	Mustard, 1 lb.	1 80	Dunham's	per lb.
Cracked Wheat, 24-2	4 60	Mustard, 2 lb.	2 80	1/4s, 5 lb. case	32
Cream of Wheat	7 50	Soused, 1 1/2 lb.	1 80	1/4s, 5 lb. case	31
Quaker Puffed Rice	4 30	Soused, 2 lb.	2 75	1/4s, 15 lb. case	31
Quaker Puffed Wheat	4 30	Tomato, 1 lb.	1 50	1/4s, 15 lb. case	30
Quaker Brkfst Biscuit	1 90	Tomato, 2 lb.	2 80	1s, 15 lb. case	29
Quaker Corn Flakes	2 90			5 and 10c pails	4 25
Washington Crisps	3 40			Bulk, pails	24 1/2
Wheatena	5 40			Bulk, barrels	25
Grape Nuts	2 85			Baker's Brazil Shredded	70 7c pkgs., per case 4 20
Sugar Corn Flakes	3 25			36 14c pkgs., per case 4 20	
Holland Rusk	4 80			16 14c and 33 7c pkgs., per case	4 00
Krinkle Corn Flakes	3 80			Bakers Canned, doz.	1 10
Maple-Flake, Whole	4 05				
Wheat	6 50				
Minn. Wheat Food	6 50				
Ralston Wheat Food	2 90				
Large, 18s	2 90				
Ralston Wht Food 18s	1 95				
Ross's Whole Wheat Biscuit	4 50				
Saxon Wheat Food	4 50				
Shred Wheat Biscuit	4 25				
Triscuit, 18	2 25				
Pillsbury's Best Cer'l	2 50				
Post Toasties, T-2	4 10				
Post Toasties, T-3	4 10				
Post Tavern Porridge	2 80				

BROOMS		Plums		COFFEES ROASTED	
Fancy Parlor, 25 lb.	9 50	Plums	1 50@2 00	Common	19
Parlor, 5 String, 25 lb.	8 75	Pears in Syrup	2 50@3 00	Fair	19 1/2
Standard Parlor, 23 lb.	8 50	No. 3 can, per ds.	2 50@3 00	Choice	20
Common, 23 lb.	8 00	Peas		Fancy	21
Special, 23 lb.	7 75	Marrowfat	1 25@1 85	Peaberry	22
Warehouse, 23 lb.	10 50	Early June	1 50@1 60		
		Early June siftd	1 60@1 75		

BRUSHES		Peaches		COFFEES ROASTED	
Solid Back, 8 in.	1 00	Pie	1 50@1 75	Common	19
Solid Back, 11 in.	1 25	No. 10 size can pie	@4 25	Fair	19 1/2
Pointed Ends	1 00	Pineapple		Choice	20
		Grated	1 75@2 10	Fancy	21
		Sliced	1 45@3 60	Peaberry	22

Stove		Pumpkin		COFFEES ROASTED	
No. 3	1 00	Fair	1 30	Common	19
No. 2	1 50	Good	1 40	Fair	19 1/2
No. 1	2 00	Fancy	1 50	Choice	20
		No. 10	4 00	Fancy	21
				Peaberry	22

Shoe		Raspberries		COFFEES ROASTED	
No. 1	1 00	No. 2, Black Syrup	2 40	Common	19
No. 2	1 30	No. 10, Black	2 50	Fair	19 1/2
No. 3	1 70	No. 12, Red Preserved	3 00	Choice	20
No. 4	1 90	No. 10, Red, Water	10 50	Fancy	21
				Peaberry	22

BUTTER COLOR		Salmon		COFFEES ROASTED	
Dandelion, 25c size	2 00	Warrens, 1 lb. Tall	3 35	Common	19
		Warren's, 1 lb. Flat	3 45	Fair	19 1/2
		Red Alaska	2 85	Choice	20
		Med. Red Alaska	2 60	Fancy	21
		Pink Alaska	2 20	Peaberry	22

CANDLES		Sardines		COFFEES ROASTED	
Paraffine, 6s	12 1/2	Domestic, 1/4s	6 50	Common	19
Paraffine, 12s	13 1/2	Domestic, 1/2 Mustard	6 50	Fair	19 1/2
Wicking	65	Domestic, 1/2 Mustard	6 25	Choice	20
		Domestic, 1/2 Mustard	6 25	Fancy	21
		Domestic, 1/2 Mustard	6 25	Peaberry	22

CANNED GOODS		Sauer Kraut		COFFEES ROASTED	
Apples		No. 3, cans	1 65	Common	19
3 lb. Standards	@1 60	No. 10, cans		Fair	19 1/2
No. 10	@4 75			Choice	20
				Fancy	21
				Peaberry	22

Blackberries		Shrimps		COFFEES ROASTED	
2 lb.	@2 25	Dunbar, 1s doz.	1 50	Common	19
Standard No. 10	@9 50	Dunbar, 1 1/2 doz.	2 80	Fair	19 1/2
				Choice	20
				Fancy	21
				Peaberry	22

Beans		Succotash		COFFEES ROASTED	
Baked	1 25@2 25	Fair	1 30	Common	19
Red Kidney	1 25@1 35	Good	1 40	Fair	19 1/2
String	1 50@2 00	Fancy	1 50	Choice	20
Wax	1 50@2 00			Fancy	21
				Peaberry	22

Blueberries		Strawberries		COFFEES ROASTED	
Standard	@1 75	Standard	2 50	Common	19
No. 10	@3 00	Fancy	2 90	Fair	19 1/2
				Choice	20
				Fancy	21
				Peaberry	22

CATSUP		Tomatoes		COFFEES ROASTED	
Van Camp's, 1/2 pints	1 90	No. 1 1/4	1 40	Common	19
Van Camp's pints	2 75	No. 2	1 75	Fair	19 1/2
		No. 10	8 60	Choice	20
				Fancy	21
				Peaberry	22

CHEESE		Tuna		COFFEES ROASTED	
Acme	@29	Case		Common	19
Carson City	@28	1/4s, 4 doz. in case	4 50	Fair	19 1/2
Brick	@25	1/4s, 4 doz. in case	7 50	Choice	20
Lelden	@	1s, 4 doz. in case	10 00	Fancy	21
Limburger	@26			Peaberry	22
Pineapple	@				
Edam	@				
Sap Sago	@				
Swiss, Domestic	@				

Maraacalibo		Guatemala		COFFEES ROASTED	
Fair	24	Fair	25	Common	19
Choice	25	Choice	26	Fair	19 1/2
				Choice	20
				Fancy	21
				Peaberry	22

Java		Walnuts, Naples		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, 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Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble		Walnuts, Grenoble	
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Wool
Unwashed, med. ... @60
Unwashed, fine ... @55

HONEY
A. G. Woodman's Brand.
7 oz., per doz.
20 oz. per doz. 4 50

HORSE RADISH
Per doz. 90

JELLY
30 lb. pails, per pail .. 3 25

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
15lb. pails, per pail 1 45
30lb. pails, per pail 2 65
8 oz. capped in bbls.,
per doz. 34

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 88

MOLASSES
New Orleans
Fancy Open Kettle 60
Choice 58
Good 58
Stock
Half barrels 5c extra
Red Hen, No. 2 2 60
Red Hen, No. 2 1/2 3 00
Red Hen, No. 5 3 25
Red Hen, No. 10 3 50
Uncle Ben, No. 2 2 60
Uncle Ben, No. 2 1/2 3 00
Uncle Ben, No. 5 3 25
Uncle Ben, No. 10 3 50
Ginger Cake, No. 2 3 25
Ginger Cake, No. 2 1/2 4 10
Ginger Cake, No. 5 3 10
O. & L. Open Kettle,
No. 2 1/2 5 25

MUSTARD
1/2 lb. 6 lb. box 30

OLIVES
Bulk, 1 gal. kegs 1 50@1 60
Bulk, 2 gal. kegs @1 40
Bulk, 5 gal. kegs 1 25@1 30
Stuffed, 5 oz. 1 25
Stuffed, 5 oz. 1 35
Stuffed, 14 oz. 2 75
Pitted (not stuffed)
14 oz. 2 75
Manzanilla, 8 oz. 1 25
Lunch, 10 oz. 1 75
Lunch, 16 oz. 2 75
Queen, Mammoth, 19
oz. 5 50
Queen, Mammoth, 28
oz. 6 75
Olive Chow, 2 doz. cs.
per doz. 2 50

PEANUT BUTTER
Bel-Car-Mo Brand
6 oz. 1 doz. in case .. 2 90
12 oz. 1 doz. in case .. 2 50
12 lb. pails 5 75
5 lb. pails, 6 in crate 7 00
10 lb. pails 21 1/2
15 lb. pails 21
25 lb. pails 20 1/2
50 lb. tins 20 1/2

PETROLEUM PRODUCTS
Iron Barrels
Perfection 11.2
Red Crown Gasoline 21.7
Gas Machine Gasoline 33.1
V. M. & P. Naphtha 21.2
Capitol Cylinder, Iron
Bbls. 38.4
Atlantic Red Engine,
Iron Bbls. 24.4
Winter Black, Iron
Bbls. 13.9
Polarine, Iron Bbls. 41.4

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 28 00
5 gallon kegs 5 00
Half barrels 14 50

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

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

POTASH
Babbitt's, 2 doz. 2 65

PROVISIONS
Barreled Pork
Clear Back 52 00@53 00
Short Cut Cir 50 00@51 00
Bean 47 00@48 00
Brisket, Clear 55 00@56 00
Pig 35 00
Clear Family 35 00

Dry Salt Meats
S P Bellies 31 00@32 00

Lard
Pure in tierces 28@29
Compound Lard 24 @24 1/2
80 lb. tubs advance 1/2
60 lb. tubs advance 1/2
50 lb. tubs advance 1/2
20 lb. pails advance 1/2
10 lb. pails advance 1/2
5 lb. pails advance 1
3 lb. pails advance 1

Smoked Meats
Hams, 14-16 lb. 30 @31
Hams, 16-18 lb. 29 @30
Hams, 18-20 lb. 28 @29
Ham, dried beef
sets 29 @30
California Hams 23 1/2 @24
Picnic Boiled
Hams 31 @32
Boiled Hams 39 @41
Minced Hams 20 @21
Bacon 37 @45

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

Beef
Boneless 25 00@27 00
Rump, new .. 30 00@31 00
Pig's Feet
1/2 bbls. 1 75
3/4 bbls., 40 lbs. 3 40
1/2 bbls. 9 00
1 bbl. 16 00

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

Casings
Hogs, per lb. 25
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
Roast Beef, 1 lb. 3 75
Roast Beef, 1 lb. 6 50
Roast Beef, 1 lb. 3 75
Potted Meat, Ham
Flavor, 1/2 55
Potted Meat, Ham
Flavor, 1/2 95
Deviled Meat, Ham
Flavor, 1/2 52
Deviled Meat, Ham
Flavor, 1/2 1 00
Potted Tongue, 1/2 55
Potted Tongue, 1/2 1 00

RICE
Fancy 9 @9 1/4
Blue Rose 9 @9 1/4
Broken 7 1/2 @7 3/4

ROLLED OATS
Monarch, bbls. 11 50
Rolled Avena, bbls. 12 00
Steel Cut, 100 lb. sks. 6 00
Monarch, 90 lb. sks. 6 00
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 15
Wyandotte, 100 1/2 .. 3 00

SAL SODA
Granulated, bbls. 1 80
Granulated, 100 lbs. cs. 1 90
Granulated, 36 pkgs. 2 00

Herring
Full Fat Herring, 350
to 400 count
Spiced, 8 lb. pails 95

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

Mackerel
Mess, 100 lbs. 22 00
Mess, 50 lbs. 11 65
Mess, 10 lbs. 2 60
Mess, 8 lbs. 2 05
No. 1, 100 lbs. 21 00
No. 1, 50 lbs. 11 10
No. 1, 10 lbs. 2 50

Lake Herring
8 lbs. 54

SEEDS
Anise 35
Canary, Smyrna 15
Caraway 75
Cardamom, Malabar 1 20
Celery 45
Hemp, Russian 7 1/2
Mixed Bird 9
Mustard, white 22
Poppy 80
Rape 15

SHOE BLACKING
Handy Box, large 3 ds. 3 50
Handy Box, small .. 1 25
Bixby's Royal Polish 1 20
Miller's Crown Polish 90

SNUFF
Swedish Rappee, 5c, 10 for 40
Swedish Rappee, 1 lb. gls 60
Norkoping, 10c, 8 for .. 64
Norkoping, 1 lb. glass .. 60
Copenhagen, 10c, 8 for 64
Copenhagen, 1 lb. glass 60

SODA
Bi Carb, Kegs 3 1/4

SPICES
Whole Spices
Allspice, Jamaica .. 9@10
Allspice, lg. Garden @11
Cloves, Zanzibar @55
Cassia, Canton @20
Cassia, 5c pkg. doz. @35
Ginger, African @15
Ginger, Cochon @20
Mace, Penang @20
Mixed, No. 1 @17
Mixed, No. 2 @16
Mixed, 5c pkgs. dz. @45
Nutmegs, 70-80 @45
Nutmegs, 105-110 @40
Pepper, Black @32
Pepper, White @32
Pepper, Cayenne .. @22
Paprika, Hungarian
Pure Ground in Bulk
Allspice, Jamaica .. @16
Cloves, Zanzibar @68
Cassia, Canton @32
Ginger, African @24
Mace, Penang @1 00
Nutmegs @35
Pepper, Black @30
Pepper, White @40
Pepper, Cayenne .. @30
Paprika, Hungarian @45

STARCH
Corn
Kingsford, 40 lbs. 9 1/4
Muzzy, 48 lb. pkgs. 9 1/4
Kingsford
Silver Gloss, 40 lb. 9 1/4
Gloss
Argo, 48 5c pkgs. 2 40
Silver Gloss, 16 3lbs. 9 1/4
Silver Gloss, 12 6lbs. 9 1/4

Muzzy
48 lb. packages 9 1/4
16 3lb. packages 9 1/4
12 6lb. packages 9 1/4
50 lb. boxes 6 1/2

SYRUPS
Corn
Barrels 72
Half barrels 75
Blue Karo, No. 1 1/2, 2 doz. 2 65
Blue Karo, No. 2, 2 dz. 3 30
Blue Karo, No. 2 1/2, 2 doz. 4 10
Blue Karo, No. 5, 1 dz. 3 95
Blue Karo, No. 10, 1/2 doz. 3 70
Red Karo, No. 1 1/2, 2 doz. 2 80
Red Karo, No. 2, 2 dz. 3 55
Red Karo, No. 2 1/2, 2 dz. 4 40
Red Karo, No. 5, 1 dz. 4 25
Red Karo, No. 10 1/2 doz. 4 00

Pure Cane
Fair
Good
Choice

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 Nibbs @32
Siftings, bulk @14
Siftings, 1 lb. pkgs. @17

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@50

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
Blinder 37 00
Dornbos, Perfectos .. 37 00
Dornbos, Bismarck .. 75 00
Allan D. Grant 63 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, small lots 42 50
El Portana, 1,000 lots 41 50
El Portana, 2,500 lots 40 00
Dutch Masters, 5c
S. C. W.
Gee Jay

Above three brands are
sold on following basis:
Less than 300 37 50
300 assorted 36 50
2,500 assorted 35 50
2% cash discount on all
purchases.

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

TWINE
Cotton, 3 ply 63
Cotton, 4 ply 63
Hemp, 6 ply 34
Wool, 100 lb. bales 18

VINEGAR
White Wine, 40 grain 17
White Wine, 80 grain 22
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 50
No. 1, per gross 65
No. 2, per gross 90
No. 3, per gross 1 45

WOODENWARE
Baskets
Bushels, 150 1 50
Bushels, wide band .. 1 60
Market, drop handle .. 70
Market, single handle 75
Splint, large 5 75
Splint, medium 5 25
Splint, small 4 75
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 55
2 lb., 250 in crate 70
3 lb., 250 in crate 90
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. 24
No. 1 complete 50
No. 2 complete 40
Case, medium, 12 sets 1 80

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
12oz. cotton mop heads 2 75

Pails
10 qt. Galvanized 3 60
12 qt. Galvanized 4 00
14 qt. Galvanized 4 50
Fibre 5 50

Toothpicks
Birch, 100 packages .. 2 00
Ideal 85

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

Tubs
No. 1 Fibre 16 50
No. 2 Fibre 15 00
No. 3 Fibre 13 50
Large Galvanized 12 75
Medium Galvanized .. 11 25
Small Galvanized 10 00

Washboards
Banner, Globe 4 25
Brass, Single 7 00
Glass, Single 4 00
Double Peerless 6 50
Single Peerless 6 50
Northern Queen 4 75
Good Enough 4 65
Universal 5 00

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

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
Fibre, Manila, colored
No. 1 Manila 6 1/2
Butchers' Manila 6
Kraft 8 1/2
Wax Butter, short c't 20
Parchm't Butter, rolls 22

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

YEAST-COMPRESSED
Fleischman, per doz. .. 20

SOAP
Lautz Bros. & Co.
Acme, 100 cakes 5 25
Big Master 100 blocks 6 00
Climax 4 75
Queen White 5 00
Oak Leaf 5 25
Queen Anne 5 25
Proctor & Gamble Co.
Lenox 5 00
Ivory, 6 oz. 5 90
Ivory, 10 oz. 9 60
Star 4 90

Swift & Company
Swift's Pride 4 90
White Laundry 5 35
Wool, 6 oz. bars 5 15
Wool, 10 oz. bars 7 00

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

Scouring Powders
Sapolio, gross lots .. 9 50
Sapolio, half gro. lots 4 85
Sapolio, single boxes 2 40
Sapolio, hand 2 40
Queen Anne, 30 cans 1 80
Queen Anne, 60 cans 3 60
Snow Maid, 30 cans .. 1 80
Snow Maid, 60 cans .. 3 60

Soap Powders
Johnson's Fine, 48 2 3 25
Johnson's XXX 100 .. 4 85
Rub-No-More 5 50
Nine O'Clock 4 00
Lautz Naphtha, 60s
Oak Leaf Soap Powder,
24 pkgs. 4 25
Oak Leaf Soap Powder,
100 pkgs. 5 50
Queen Anne Soap Pow-
der, 60 pkgs. 3 60
Old Dutch Cleanser,
100s 3 60

Washing Powders
Snow Boy, 100 pkgs. .. 5 50
Snow Boy, 60 pkgs. .. 3 30
Snow Boy, 48 pkgs. .. 4 30
Snow Boy, 24 pkgs. .. 4 25
Snow Boy, 20 pkgs. .. 4 75

SPECIAL Price Current

SALT
Diamond Crystal



24 2 lbs. shaker 1 70
36 2 lbs. table 1 30
150 2 lbs. table 5 75
75 4 lbs. table 5 50
24 12 lb. flake 4 75
280 lb. bulk butter 3 38
280 lb. bulk cheese 3 38
280 lb. bulk shaker .. 3 88
28 lb. cotton sk. butter 40
56 lb. cotton sk. butter 85
35 lb. D. C. coarse 48
70 lb. D. C. coarse 90
D. C. stock briquettes 1 30
D. C. block stock, 50 lbs. 40

Morton's Salt



Per case, 24 2 lbs. 1 80
Five case lots 1 70

ARCTIC
EVAPORATED MILK
Tall 6 00
Baby 4 25
Manufactured by Grand
Ledge Milk Co.
Sold by all jobbers and
National Grocer Co., Grand
Rapids.

BAKING POWDER
Ryzon
The Perfect Baking Powder
10c size, 1/4 lbs. 4 doz. 90
18c size, 1/2 lbs. 2 doz. 1 62
35c size, 1 lbs., 1 doz. 3 15
150 size, 5 lbs. 1/2 dz. 13 50

THE ONLY 5c CLEANSER



Guaranteed to equal the best 10c
kinds. 80 can cases \$3.40 per case.



1 lb. boxes, per gross 11 40
3 lb. boxes, per gross 29 10

EXPLOSIVES REGULATIONS.

Federal Authorities Modify Original Stringent Requirements.

Since the enactment of the law regulating the manufacture, distribution, sale and storage of explosives, and the requirement that all makers, handlers and vendors of explosives must be licensed, there has been more or less confusion in respect to the application of the license regulations, particularly as applying to medicinal chemicals. That many of such commodities come within the category of explosive ingredients can be seen from the following list of items for which licenses are required:

Explosives.

Ammonium nitrate.
Blasting powder.
Caps—Blasting, detonating, percussion, all classes.
Chlorate powders.
Detonating fuse, or cordeau detonant.
Detonators.
Dynamites.
Electric blasting machines, electric blasting caps.
Fireworks and flash-light powders.
Fulminates.
Fuse of all varieties.
Gun cotton.
Gun powder and gun powder mixtures (except small arm or shotgun cartridges).
Nitro cellulose exceeding 10.18 per cent. nitrogen and nitro glucose.
Nitro glycerine (except in official United States Pharmacopeia solution, or in form of pills, or granules containing not more than 1-50 grain each).
Nitro-glycol, mannite, starch and sugar.
Permissible explosives.
Ammonium picrate.
Picrates.
Picric acid.
Smokeless powder (except small arms and shotgun cartridges), squibs.
Trinitrotoluol (triton).
Trinitrocresol.
Trinitronaphthalene.
Tetranitroaniline.
Tetranitromethylaniline.

Ingredients.

The purchase, possession, sale or use of any one of the ingredients herewith listed below in amounts of one ounce or over requires a Federal explosive license:

Bichromates—Ammonium, potassium, sodium.
Chlorates—Barium, potassium, sodium, strontium.
Chromates—Ammonium, barium, calcium, chrome green, chrome yellow, lead, potassium, sodium.
Nitrates—Ammonium, barium, copper, ferric lead, magnesium, nickel, potassium, silver, strontium.
Nitric acid—Aqua fortis, fuming, nitric acids of all grades and strengths, mixed acids.
Perchlorates—Perchloric acid, potassium.
Perborates—Magnesium, sodium, zinc.
Permanganates—Calcium, potassium, sodium.
Peroxides—Barium, calcium, mag-

nesium, oxon (cubes and cartridges), sodium, strontium, zinc.

Phosphorous.

Under the regulations the following are the types of licenses obligatory:

Kinds of Licenses.

(a) Manufacturer's License.—Must be obtained by every person manufacturing explosives and listed ingredients, and permits the purchase, possession and sale of such substances by the manufacturer. These licenses are issued only by the Bureau of Mines, Washington, D. C.

(b) Vendor's License.—Must be obtained by every person receiving or purchasing explosives and listed ingredients for sale to others, and permits their possession for this purpose. This license is not required by foremen for sale and issuance to his workmen.

These licenses are issued by all local licensing agents.

(c) Purchaser's License.—Must be obtained by every person receiving or purchasing explosives or listed ingredients for use, and permits their possession and use, but does not authorize the holders to sell or issue to others, except through a licensed foreman. This license is not required by workmen when sale or issuance to them is made by a licensed foreman.

These licenses are issued by all local licensing agents.

(d) Foreman's License.—Must be obtained by every foreman, etc., who purchases, or receives from his employer, explosives or listed ingredients, for sale or issuance to workmen under him.

These licenses are issued by all local licensing agents.

(e) Exporter's License.—Must be obtained by every person exporting explosives or listed ingredients.

These licenses are issued only by the Bureau of Mines, Washington, D. C.

(f) Importer's License.—Must be obtained by every person importing explosive or listed ingredients.

These licenses are issued only by the Bureau of Mines, Washington, D. C.

(g) Analyst's, Educator's, Inventor's and Investigator's License.—License.—Must be obtained by every person purchasing, manufacturing, possessing, testing or disposing of explosives and listed ingredients for the purposes indicated by the license name.

These licenses are issued by all local licensing agents.
Exceptions Favoring Medical Commodities.

There are, however, notable exceptions to the above license specifications as applying to medicinal substances. The American Drug Manufacturers' Association, through President Charles J. Lynn, has secured from F. F. Simpson, chief of the Medical Section Council of National Defense, with the acquiescence of the Bureau of Mines, the following interpretation of the above regulations as applying to medicine manufacturers, wholesalers, retailers, physicians and consumers. These exceptions, while not weakening the effect of the regulations, do give a more lucid idea of the

law than would be gleaned at first reading. In addition, the requirements for licenses from subordinates in licensed firms are elided in certain conditions. The official statement, signed by A. Homer Smith, assistant to the chief, Medical Section, is as follows:

Washington, April 10—The following gives information to the Explosive Act, concerning the application of the act as related to medicinal substances:

Manufacturers.

a. Require manufacturer's license.
b. Do not require foreman's license for department heads.

c. Must have on file certified actual copies or certified photographic copies of customer's license before deliveries can be made. The mere information of customer's license number will not be sufficient to justify shipment or delivery of items coming under the operation of the act. Likewise, manufacturers must file with their supplies a certified copy of their own license in order to obtain their crude materials.

d. The Bureau of Mines will accept the ordinary trade records of transactions covering medicinals in lieu of the specific records required of manufacturers, vendors and purchasers of explosives as such. They do require, however, that the number of the buyer's license must be placed on his order covering the ingredients purchased and filed by the seller in the usual way and also must appear on the invoice sent the buyer covering his purchase.

e. Medicinal compounds containing any of ingredients named where the compound as such is non-explosive are not affected. Medicinal products containing explosive ingredients in simple form, such as chlorate of potash tablets, permanganate of potash tablets when sold in quantities of one ounce or more, come under the operation of the act and require license all the way down to the ultimate purchaser from the retailer.

Wholesalers.

Require vendor's license unless they also manufacture, in which event a manufacturer's license is necessary which will cover all their transactions.

Paragraphs b, c, d, and e under "Manufacturers" apply to wholesalers.

Retailers.

a. Require vendor's license.
b. One license for the store covers proprietor and clerks.

c. Cannot sell in quantities of one ounce or more on prescription or otherwise except to customer having purchaser's license. Such purchasers' licenses need not be filed with retailer, but must be shown in every instance before delivery is made.

d. No special record required for sales of quantities of less than one ounce but, unless on prescription, which filed becomes an acceptable record, sales of quantities of one ounce or more must be recorded as to purchaser's, license number, name, address, date of sale, item and quantity sold.

e. Must file with sources of supply certified copy of his vendor's license before his supplier can make deliveries.

Physicians.

a. If a dispenser, must have a vendor's license to purchase and dispense in quantities of one ounce or more.

b. Cannot dispense in quantities of one ounce or more to patient who does not hold a purchaser's license.

c. If a prescriber only, will require a purchaser's license to obtain supplies in quantities of one ounce or more for his own use.

d. No special records required.

Consumers.

Require a purchaser's license to buy in quantities of one ounce or more.

Exemption (Medicinal).
Nitroglycerine in official U. S. P.

solution or in form of pills, granules or tablets containing not more than 1/50th grain each.

The foregoing apply only to medicinals and not to explosives sold for other purposes. If a salesman personally sees customer's license and places the license number on the customer's order when sending it to his house, then his house can assume the responsibility of making delivery without having a certified copy of the customer's license on file. To expedite deliveries on mail, telephone and telegraph orders received direct from the customer however, it will be found advisable to have certified copies of customer's licenses on file.

Ten "Kultur" Commandments Now Prevailing in Germany.

1. Thou shalt make thy God a craven thing and use his name to justify thy own baseness.
2. Thou shalt take his name in vain whenever thy people show unrest.
3. Remember thou, October 12, 1916, the glorious day we shot Edith Cavell.
4. Dishonor thy father and mother by the cruelties to the aged.
5. Thou shalt kill for "me und Gott."
6. Thou shalt make a light thing of all virtue and innocence.
7. Thou shalt steal and pillage all that thine enemy values.
8. Thou shalt bear false witness against all, so kultur reign supreme.
9. Thou shalt covet thy neighbor's wife and possess her.
10. Thou shalt covet thy neighbor's goods and seize or destroy them.

Not so very long ago the average man was not disposed to give much time to looking at displays of meats in market show windows, no matter how attractive the displays might be. He wasn't so much interested in meat then, because the prices were low, and to obtain all he desired was not a great problem. But times have changed and the war has changed them. To-day meat prices are high, and the average man finds it difficult to obtain enough to meet his wants. Mr. Average Man is no longer indifferent to meat displays in markets. Just watch him now. With what interest not to say avid, eyes he will regard the most ordinary cut of meat, while a ham or a piece of bacon will positively make him lick his lips. In the days before the war the average man gave little heed to the butcher. Now he wants to give him a sympathetic hand shake, for he now realizes that the butcher is not without his troubles, and feels sorry for him. Some day the war will be over and meat prices will be reduced. Mr. Average Man may then again be able to obtain all the meat he desires. When this times comes, let it be hoped that he will retain his good feeling for the butcher, and continue to appreciate the difficulties that beset his business. A frank understanding between butcher and customer will prove beneficial to both.

You ought to study the science of advertisement writing if you expect to get up good advertisements. There is as much know-how to it as there is to any technical work.

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—Landis No. 3 harness stretch-er. Address Harness Maker, 816 Eureka St., Lansing, Michigan. 643

For Sale Cheap—One Brecht 9—12 refrigerator; one good 8 foot counter for meat market. Poelstra & Broekema, Kalamazoo, Michigan. 644

For Sale—Rexall store, Southern Michigan; population 1,200; nearest town 12 miles. Clean stock drugs, books and stationery. Good fixtures, low expenses. Address No. 645, care Michigan Tradesman. 645

For Sale Or Rent Below Value—Building, living rooms and complete fixtures for grocery and market. Clean stock, about \$900. Good business. A snap for someone. No. 657, Michigan Tradesman. 657

For Sale—900-acre farm including stock and tools, good buildings; suitable for sheep, stock and general farming, within 100 miles of Grand Rapids, on main line of railroad. Denot, store and school on farm, \$28,000. Will trade for dry goods stock or sell part cash, balance on contract. Hallock, 135½ East Fulton street, Grand Rapids, Michigan. 655

A Money Maker—The finest equipped billiard and pool academy west of New York; 20 tables; rich mahogany furnishings; central location, in town of 150,000; cost \$25,000 to equip. Right up to the minute in outfit—from match safe to registered oil paintings—occupying two floors. Elevator service, electric fans and ventilators. This outfit has to be seen to be appreciated. Owing to ill health owner will sacrifice for \$12,500, part cash, balance on contract. Just at the time bonedry law goes into effect and people are seeking this kind of amusement. A chance of a lifetime. Investigate at once. Opportunities like this are rare. Hallock, 135½ East Fulton street, Grand Rapids, Michigan. 656

For Sale—Nearly new Detroit automatic scales, also one McCray grocer's refrigerator at bargain prices. Ellsworth Brothers, Wheeler, Mich. 646

Have You a Good Business To Sell?—Chicago has the money. Send full particulars. Herbert, 906 M. T. Webster Bldg., Chicago. 647

For Sale—Property consisting of cider, sorghum, feed and sawmill, warehouse, coal sheds and residence in village of Weston, Michigan. Would consider farm property in exchange. Fred E. Ash, Adrian, Michigan. 649

Brick Plant For Sale—Forty-three miles from Birmingham, Alabama. Capacity 46,000 brick per day. Bargain. Write L. W. Clardy, Childersburg, Ala. 650

For Sale—National cash register, newest style, oak finish, six drawer. Bargain for quick disposal. Boston Store, St. Louis, Michigan. 651

For Sale—Nice clean grocery stock in Grand Haven, Michigan. Good location. Just the point for a Cash-and-Carry store. Inventories \$1,500. Must be sold quick. Write or call, R. J. Prendergast, Worden Grocer Company, Grand Rapids, Michigan. 652

If you want to buy, sell or trade your business, see Hallock, 135½ East Fulton street, Grand Rapids, Michigan. 654

For Sale—Fine drug store located in good farming district Central Michigan. Invoice about \$2,500. No fountain. Will sell on time. Must sell by April 30. Address No. 613, care Michigan Tradesman. 613

For Trade—Farm lands and city property located in Missouri, Illinois, Wisconsin, California, Michigan, New Mexico, Oklahoma, Pennsylvania, South Dakota, Texas, Alabama, Canada, Colorado, for stocks of merchandise. W. Hurd Clendinen, Zion City, Ill. 635

A Real Opportunity.

For Sale—One of the best paying furniture and undertaking stores in a town of 2,000 to be found anywhere in the State of Michigan. Must sell as the doctors have ordered me to leave this climate if I wish to live. Would not sell on a bet if not just as stated, for I am, and have been making big money. Address No. 636, care Tradesman. 636

For Sale—General merchandise stock. Excellent location and business. Owner wishes to retire. J. A. Cartright, Mason, Michigan. 634

For Sale—180-gallon underground Bowser gas tank with one gallon stroke pump. One Todd check writer, one revolving lace rack. J. D. Locke, Oakley, Michigan. 639

For Sale or Exchange for Grocery Stock—Poultry and egg business located in town of 1,000 on Grand Trunk R. R. and Lansing and Owosso Electric R. R. A money maker for someone. Have other business and cannot look after it. For particulars write J. D. Locke, Oakley, Michigan. 640

Bargain For Druggists—Will sell my stock of drugs consisting of pharmaceuticals, powder and crude drugs, patent medicines, sundries and National cash register, etc., at 50 per cent. discount. List furnished on application. Theo. G. De Peel, Onondaga, Mich. 642

For Exchange—Beautiful farm near Mt. Pleasant, Michigan, to exchange for general merchandise business in a good town. N. D. Gover, Mt. Pleasant, Mich. 632

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 638

Corner Store For Sale—Exceptional opportunity to secure an old established grocery and market stand with seven room modern house attached. Best location on main business street and West Michigan Pike, Chicago boats. Also suitable for confectionery, fruit and ice cream, millinery and dressmaking or harness and auto supply business. Fixtures all in. Rent for store and seven-room house, \$25 per month, or sell property at a bargain, \$500 down and balance \$15 per month. Alex. Gloeckner, Hotel Mears, Whitehall, Mich. 614

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

For Sale—Clean grocery stock, inventorying about \$3,500. Doing a good cash business in town of 1,400 population. Owners subject to military service. 530

Collections—We collect anywhere. Send for our "No Collection, No Charge" offer. Arrow Mercantile Service, Murray Building, Grand Rapids, Mich. 390

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

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

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—Stock of general merchandise. Located in live town in Central Michigan. Invoice about \$4,000. Good reason for selling. Address No. 594, care Michigan Tradesman. 594

Manufacturers, Attention—I desire to handle the marketing of several high-grade specialty products of merit which can be sold to the grocery, drug and confectionery trade; have established business; A-1 references. Give fullest particulars which will be treated in strict confidence. Address Edward M. Cerf, 112 Market St., San Francisco, Calif. 626

For Sale or Exchange—A modern ten room house located in best part of Battle Creek, Mich. Apply to I. Netzorg, Elsie, Mich. 628

For Sale—Practically new grocer's refrigerator. Cost \$123. Will sell for \$60 cash. Allen Bros., Ionia, Mich. 631

HELP WANTED.

Experienced Drug Clerk. Wanted—Young man, strictly honest, ambitious and reliable. No fountain—good pay. F. R. Skinner, St. Charles, Mich. 653

SEE NEXT PAGE.

Advertisements received too late to run on this page appear on the following page.

Halt the Huns!

Lend your money to your Country.
Interest—4¼ per cent.
Backed by all the resources of the U. S.
Every American is at War.
Right now is the time
To show whether you prefer
Your cash or your country.

Lack of co-operation by you
Offsets the work of patriots.
Are you helping to win the War?
Not all can fight—but all should
halt the Hun.

Better Have Your Hands Tied With
LIBERTY BONDS
Than With Hun Indemnities

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.

THE DRY GOODS STAPLES.

Lists of cotton goods offered for sale by jobbing houses in different parts of the country show that secondary markets are very far below a parity of values for domestic cotton goods, as such values are quoted in first hands. Sheets, pillow cases, sheetings, bleached cottons and a host of other merchandise may be had at relatively low prices from the jobbing trade despite the very sharp advance that has occurred in many lines of staples since the first of this year. This condition is cited to show that there is no pressing need for the fixing of prices on cotton goods, as it may be months before the retailer and the consumer begin to feel the real effect of the great rise in values that has been going on this year.

The Government requirements are growing larger every week. In the knit goods trade business is coming along rapidly, and many mills originally wound up to make ladies' goods are now being changed over to assist in the output of soldiers' and sailors' goods. The demand for wool goods has become so large that civilian scarcity this fall will be very acute. Many orders placed some time ago are being set aside by the mills, and in a number of instances goods not made according to the exact specifications of the Government are being made to serve.

The demands for cotton goods have become so persistent that converters and others who have mill contracts for drills and twills are being asked to turn them over to the Government or sell the goods they already own.

The Government is getting more accurate information all the while from cotton manufacturers of the goods they have made and sold to parties not selling directly to the Government. This is not so difficult, as it seems and many questionnaires answered some time ago are being searched out by specialists in manufacturing and converting and they can readily locate goods that have been held for speculative purposes. There are some merchants who think that this process will gradually tend to smoke out a great deal of speculation that has been tolerated, but will not be borne with now that Government demands are so urgent.

Various lines of colored cottons are off the market and it is stated that the variety made by many mills will be lessened very much after present orders are filled. Reports current in the markets that colored goods mills may be asked to take many war orders in uncolored cloth appear to have no more foundation than suggestions as to what can be done with some of the coarser spinning mills now making colored cloths for civilian purposes only.

The wool markets are virtually dormant, so far as business on the old status is concerned. The Government control is growing firmer all the while and no one wants to move until Government needs are fully understood. It was reported that buying is being done in Argentina for American account and at prices more favorable to the seller than some quoted a short time ago. Carpet mills are running short in some instances, but on the whole they find more work than they expected a year ago.

Silks bid fair to be in better demand as a consequence of the lessened output of wool and cotton goods for dress purposes. The advance in raw silk is being reflected in advances in piece goods, but more particularly in ribbons.

In this country all operations relating to the war are carried on in a quiet but intense way which promises well. An exception may be made of the Liberty Loan, which is not a bit quiet but is stirring the whole country. That it will be a success there is no possible doubt. The only question is as to the amount of excess subscriptions. Highly gratifying also is the Government report on the condition of the winter wheat. A yield of 560,000,000 bushels is estimated, that is 140,000,000 more than was raised last year, but some of the best statisticians consider the Government's figures too low and they call attention to the improvement in conditions since the observations of the department of agriculture were made. The promise in the spring wheat country is also good and it is by no means unlikely that we may have a wheat crop equal to any heretofore raised or even greater. The war industry board has entered upon a more thorough performance of its business under the leadership of Bernard Baruch. Control of every essential industry, restriction of nonessentials, a much more general price-fixing and particular emphasis on the enlargement of our shipping are among the items in the program. A number of Russian ships which were detained in our ports when the present Russian government came into power are said to have been requisitioned. Our Government is evidently combing the earth to get all the ships that can be had.

Oregon's claim for first honors in subscribing her quota to the Liberty Loan is not surprising in view of her preparations. The "drives" for the first and second loans were not well planned, and the result was that Oregon made a poorer showing than the average State either on the Pacific Coast or in the Nation at large. Indeed, they were saved from failure only by the host of true patriots all through the State who rallied at the last moment because they realized that the honor of Oregon was at stake. It was determined that next time things should be different. Months ago, accordingly, an organization by counties, communities, and rural districts was perfected. Maps and tables were published, showing how the counties responded to the second loan. Laurels were heaped upon Benton, Wallowa and Union counties for exceeding the maximum quota announced only two days before the campaign closed. It was prophesied that rivalry among the counties would result "in some pretty races" to see who would be high on the roll of honor in the third drive. Apparently, the State has "made good."

If you stand and visit with friends while customers stand idly waiting to be served, you will see your clerks do the same thing.

"Business is business"—not monkey business.

HOLLAND AND SPAIN.

It would be rather late in the day for Holland and Spain to enter into the world war after their protracted neutrality and spoil it all. The former has profited immensely in trade with Germany but has been under a tremendous strain through shortage of many articles of necessity and pressure by its Teutonic neighbors, while the latter has derived many benefits from the war, including a replenishment of its gold supply. The Dutch minister to the United States announces that he has leave of absence on account of bad health, but it is a general suspicion that there are other reasons for his return to Holland. As to Spain the agreement with the United States for an interchange of commerce has not been carried into full effect. On the one side it is claimed that our council of national defense has been dilatory in the matter of investigating Spanish vessels in our ports suspected of having commodities on board for the use of Germany; on the other side it is charged that after General Pershing has purchased in Spain millions of dollars worth of equipment for the American troops and has paid for them in part the government has stopped delivery. Holland has been thought likely to join Germany in the war because of coercion by Berlin while Spain is largely sympathetic with the Germans and is supposed to have given them aid and comfort in a quiet way. It is therefore possible that both of these countries will join the central powers. It is up to our Government to give them motives for remaining neutral. Naturally those motives would be of the pecuniary sort and we can well afford a liberal trade policy toward them. The German government is said to have gone so far as to warn Spain that the trade agreement with the United States must be abrogated. This country has plenty of cards to play. Why not play them?

Czernin's reported dismissal from office is punishment for starting something that he could not finish. It would have been bad enough if his uncalled-for boast that France has been secretly suing for peace had turned out—what Clemenceau showed it to be—an endeavor by Austria to talk peace. It would not have been the first time that Teutonic Ministers of State had been convicted of defects of the imagination. We have Czernin's own remarkable achievement at Brest-Litovsk, with his announcement of a policy of no annexation and indemnities, followed immediately by Gen. Hoffmann's correction that Germany in Russia would take this and this and this. But it is quite another question to get one's imperial master into hot water. Put aside the "falsifications" which Vienna discovers in the Hapsburg letter to Cousin Sixtus. It is bad enough that Emperor Karl should be under the compulsion of telegraphing to Berlin that really he didn't do it, and that Potsdam should have to telegraph back, "Of course, you didn't, but don't do it again." or words to that effect. Whether it is the glow of anticipated victory, or the madness that precedes destruction, the epidemic of indiscretion that has broken out in the Central Empires—the Pichon reve-

lations, Lichnowsky, and now the letter to Cousin Sixtus—doesn't make good team work with the Hohenzollern appeals to a righteous cause and to a pagan Gott.

Nothing more bitterly ironic can be imagined than the Bolshevik appeal to Germany on behalf of the Armenians. Having abandoned the Armenians of Erzerum, Erzingan, Batum, and Kars to Turkish fury, the Bolsheviks now beg their great and good German friends please to interfere and see that these survivors of the first persecution be given the promised right of self-determination. Trotsky and Lenine insist on keeping their verbal record sacredly clean. The Bolshevik protest, asking that the Germans live up to the terms of the Brest-Litovsk treaty; and having protested, imagine that they have done their duty by the thousands of women and children and old men perishing in eastern Asia Minor. While they are palavering, the deed will have been done. Germany's was the guilt for the first 800,000 Armenian victims. The blood of the last remnant will cry out equally against the disciples of force and the disciples of brotherhood.

Mature reflection saves immature exertion.

BUSINESS CHANCES.

For Sale Or Exchange—Grocery store, Pontiac, Michigan. Inventory \$4,000. Will reduce. Easy terms. 659 Michigan Tradesman. 659

Barber Shop—The best three-chair shop in Southern Michigan, with or without building, at a bargain. DeCoudres, Bloomington, Michigan. 658

Insure Your Automobile

In the

Big Mutual of Howell, Mich.

29,000 Members; \$58,000 Cash on Hand; A New Fireproof Building; 400 Agents; Fourth Season of Experience to Give Policy Holders Service.

Mr. Automobile Owner:

When your car is stolen or burned, or a damage suit is brought against you, you will want to know that there is money enough in the treasury to take care of your claim.

Under the state law a Company with less than 500 members cannot protect you for over \$1,000 in a damage suit. Then why insure in a small mutual? A small company cannot carry collision insurance until they have 1,000 members. When taking a policy, if you look up the membership and the money on hand, you will find that the Big Mutual, of Howell, is the only one that can stand the shock of serious claims.

Costs only \$1.00 for policy and 25 cents per H. P. for fire, theft and liability. Collision for those who desire it.

Citizen's Mutual Auto Ins. Co.
Howell, Mich.