

AP 26/18 CM

GRAND RAPIDS
PUBLIC LIBRARY

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

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 83

Thirty-Fifth Year GRAND RAPIDS, WEDNESDAY, APRIL 24, 1918 Number 1805

COURAGE

Courage isn't a brilliant dash,
A daring deed in a moment's flash;
It isn't an instantaneous thing
Born of despair with a sudden spring.
It isn't a creature of flickered hope
Or the final tug at a slipping rope,
But it's something deep in the soul of man
That is working always to serve some plan.

Courage isn't the last resort
In the work of life or the game of sport;
It isn't a thing that a man can call
At some future time when he's apt to fall,
If he hasn't it now, he will have it not
When the strain is great and the pace is hot,
For who would strive for a distant goal
Must always have courage within his soul.

Courage isn't a dazzling light
That flashes and passes away from sight;
It's a slow, unwavering, ingrained trait
That has the patience to work and wait.
It's part of a man when his skies are blue,
It's part of him when he has work to do,
The brave man never is freed of it,
He has it when there's no need of it.

Courage was never designed for show,
It isn't a thing that can come and go;
It's written in victory and defeat
And every trial a man may meet.
It's part of his hours, his days and years,
Back of his smiles and behind his tears,
Courage is more than a daring deed,
It's the breath of life and a strong man's creed.

Edgar A. Guest.

In These Times of Food Conservation

**The Wise Grocer
Will Be Ready to Supply
Every Possible Demand for
Shredded Wheat Biscuit**

We have given the Government 30 per cent. of our wheat. With restricted production the up-to-date grocer will see the wisdom of keeping well stocked with this staple whole wheat cereal for which there is always a steady demand, created by twenty years of constant advertising.

Shredded Wheat is 100 per cent. whole wheat, nothing wasted, nothing thrown away. Requires no fuel to cook it, no sugar to sweeten it. It is ready-cooked, ready-to-eat.

Thousands of families eat Shredded Wheat Biscuit as a substitute for meat, eggs and other expensive foods.

Made only by

The Shredded Wheat Company, Niagara Falls, N. Y.

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

**Judson Grocer Company
The Pure Foods House**

Distributors

GRAND RAPIDS, MICHIGAN

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

Red Crown Gasoline for Power

The modern motor and improved carburetors have demonstrated beyond question that gasoline made especially for motor fuel—as Red Crown is made—will give the most power—the most speed and the most miles per gallon. Red Crown, like your automobile, is built to specifications and Red Crown specifications have been worked out by the most eminent petroleum chemists and automobile engineers available.

Red Crown contains a continuous chain of boiling point fractions, starting at about 95 degrees and continuing to above 400 degrees. It contains the correct proportion of low boiling point fractions to insure easy starting in any temperature—the correct proportion of intermediate boiling point fractions to insure smooth acceleration—and the correct proportion of high boiling point fractions with their predominance of heat units to insure the maximum power, miles and speed.

These are the things that make Red Crown the most efficient gasoline possible to manufacture with present day knowledge.

For sale everywhere and by all agents and agencies of

**STANDARD OIL COMPANY
(INDIANA)**

Chicago

U. S. A.

MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, APRIL 24, 1918

Number 1805

SPECIAL FEATURES.

Page	
2.	Upper Peninsula.
4.	News of the Business World.
5.	Grocery and Produce Market.
8.	Editorial.
10.	Hardware.
12.	Butter, Eggs and Provisions.
14.	Shoes.
16.	Woman's World.
18.	Dry Goods.
20.	Financial.
22.	Buying Liberty Bonds.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Bankruptcy Matters.
31.	Business Wants.

OUR GREATEST CIVIC ASSET.

The gift of another park area to the city, adjoining the priceless gift of Garfield playground some years ago, is only one more of many evidences of the great heartedness of the donor, Hon. Charles W. Garfield. All his life Mr. Garfield has unselfishly devoted his time and talents in no small measure to the public he serves and the city and country he loves. His gifts to the city and the Park and Boulevard Association have been altogether too extensive for a man of his means, but if the giving affords him one-thousandth as much pleasure as future generations will receive from his benefactions, he will feel amply repaid for the sacrifices he has made and the physical pleasures he has denied himself to do the things he has done for generations yet unborn.

Mr. Garfield lives his own life and pursues his own methods and ideals, possessing the courage of his convictions, expressing his sentiments fully and freely, undeterred by effect or consequences, and disregarding unnecessary conventionalities. Mr. Garfield displays certain outward qualities which present a very unusual and interesting combination of traits of character. His cordiality, his geniality, his bright and cheerful words of greeting, his buoyant and hopeful nature, lend to casual intercourse with him a most delightful charm.

Because of his extended knowledge and usefulness as a horticulturist, forester, publicist, humanitarian and philanthropist, Mr. Garfield has become a national figure. Fortunately his eminence in the eyes of his countrymen comes in the years of his sturdy manhood when he can enjoy the homage paid him and the honors so justly his due. It is not simply that he has been a good soldier in the battle for better farming and housing conditions, broader religious views, more practical educational methods and civic and political reforms. It is not a case of the people, in his old age, looking to heroic services of his far back in the past. What they see with kindled admiration is a man yet in the prime of life, possessing all the enthusiasm of a man of 30, still warming both hands at the fire of life; refusing to fall into a leisured and shrunken existence, but freely giving his name and time and pen and silver

speech to humane causes and civic betterment. His presence in the community is an inspiration and his career has found appreciation in many other hearts who have sought to follow his leadership and emulate his example. Mr. Garfield is our greatest civic asset because he is hopeful, useful, radiant and unquenched.

CHANCES OF PRICE FIXING.

It is beginning to dawn upon a number of manufacturers that their course in boosting prices to the limit is to receive an official check. Of this fact there seems no doubt, and the only uncertainty concerns the method and extent of the regulation. Three sets of things are under consideration by the War Industries Board, and those who make the articles have been called into conference about them. The three groups comprise cotton, woolen, and leather manufactures. That the prices obtained are exorbitant seems to be demonstrated by the remarkable profits realized by the makers of such goods, profits which even such subterfuges as stock dividends, amounts for betterments, and the like cannot conceal. While the Government's requirements have been obtained, by a mild kind of coercion, at lower prices than have civilian needs, even these, it is felt, have been much above what they should be. The greatest burden, however, has been placed on the general public in the purchase of articles of wear, and no limit seems to have been put on the advances which have been continuous. These circumstances have been taken into account, and it is announced that maximum prices will be fixed which will allow a fair, as distinguished from an extortionate, profit on yarns, fabrics, hides and leather. It is said to be only a matter of a few days before the conclusions arrived at will be made public. The prospect of an enforced drop in prices is not very reassuring to the profiteers.

The movie farmer is a gent who does not dwell in sweet content. He doesn't ramble wide and free, trilling his long drawn hi-lo-lee! He spends his time removing hooks stuck into him by city crooks, and drives his daughter from the door and tells her to return no more. His head is often bowed with shame at stains upon the family name, and he is always on the track of thugs to get them papers back. He has no time to plow or hoe, because the sharpers pester so. And thus he passes all his time without a reason or a rhyme. He never works a single stroke. The movie farmer is a joke.

The German army will have food enough to go round when General Foch gets through with it. There will not be so many to feed.

RESTRICTION OF IMPORTS.

Restriction of industries, either directly or indirectly, is proceeding by degrees. The lines are getting tightened gradually so that there may be no unnecessary shock or hurried disruption of employment, but the effects are becoming more and more perceptible as time goes on. Public needs are given the right of way, so to speak, over private ones, as must necessarily be the case under the existing conditions. Nothing, above all, is to be allowed to interfere with the successful operation of the military forces. The general theory adopted for the purpose is one of priorities. Raw materials are permitted to come into the country in the order of their importance, and the distribution of such things as are produced here is regulated on the same principle. As an aid to effectiveness it has been found necessary to restrict the sending of things out of the country, not only because this will save tonnage that is required for strictly war purposes, but also because the articles cannot be spared. These considerations are patent in the makeup of the export conservation list which went into effect a week ago Monday. The very many articles listed are not absolutely prohibited from exportation, but licenses must be obtained before they can be shipped out. They include both raw material and finished products.

In the restriction of imports many things have to be taken into consideration. The matter of tonnage is, of course, the main and controlling one. If there is room on board ships coming this way it is a matter of economy to use it. Where articles not absolutely necessary are the only ones to be had for the purpose they will probably continue to come in. If, however, there is the opportunity for a choice, then the priority rule will be rigidly enforced. There is to be every inducement to help along industries which are helpful toward war aims, but none to increase the production of luxuries which would be calculated to draw labor away from the making of essentials. Any redistribution of labor must have in view its greatest effectiveness in winning the war. Another consideration has been taken into account in the restriction of imports, to accomplish which legislation is pending. This is to prevent the importation of articles, even of primary necessity, which can be produced in this country. These articles are quite numerous, and are mainly in the classes of minerals and chemical compounds. The stimulation of domestic production of these things may have far-reaching consequences, extending long after the war is ended, and will doubtless result in the firm establishment of many new industries based on raw materials obtainable in this country. At the start

the products may be more costly, but this excess will be overcome by experience and by the natural ingenuity of the people of this country.

CANNED GOODS SITUATION.

Notwithstanding all the talk on the part of California tomato growers that that price named by the Government some time ago of \$15 per ton was too low and that they should have \$18 as a minimum, it is now generally admitted that contracts have been made with canners on the \$15 basis without much opposition on the part of the growers. In the East as high as \$30 is said to have been paid, and it is a question in the minds of many in the trade how much of this would be considered profiteering if it were not growers who were doing it. The Government seemed to think in the early attempts that were made to establish a price basis for Government contracts that about \$21 was a fair enough price, but the growers thought otherwise. Labor costs will, of course, enter very largely into the situation, but there is no doubt that the Government fully considered this in the prices that were made at the time. In the meantime canners are unable to estimate their costs and so cannot name future prices. Jobbers are unable to book orders on any basis except in a few instances and retailers who in other years were in the habit of providing for their requirements thus early in the season are rather surprised to find that they cannot do so this year. Supplies of old pack canned goods are light and no one seems to have any surplus which he is willing to share with his neighbor so that there are very few resales reported.

It will be a real comfort to relatives of soldiers fighting in France to know that arrangements are being completed for communication through the Red Cross with American military prisoners in Germany. Life in German prison camps has not, by those returned to their friends, been reported as agreeable or pleasant. Yet most of the captives have been allowed some sort of intermittent correspondence with their own people, and have received material aid in the way of food and clothes from their homes. Prisoners' hardships were largely ascribed to poor food, insanitary conditions and the inherent brutality of the German people. No doubt, American prisoners will receive better treatment than the English or French because William has every commercial reason to refrain from rousing unnecessary hatreds in America. If the Red Cross representatives in Switzerland and neutral officials visiting the camps in Germany are sufficiently active and alert, it seems likely that our soldiers taken captive will not unduly suffer.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, April 22—The Liberty Loan was a decided success in Chippewa county, going over the top with \$7,000 oversubscribed, with numerous precincts yet to hear from.

The brewers seem to have taken a new lease of life, instead of going out of business as expected. Our local brewery, known as the Soo Brewing Company, changes its name to the Soo Beverage Company after May 1. The stockholders are very enthusiastic over the new change and expect to sell much more near beer than they did of the real stuff. As long as everybody is doing it, there is no reason why the Soo Beverage Company, with a capacity of 35,000 barrels per annum, will not be reaping a harvest under the new conditions.

At a regular meeting of the trades and labor council of the Soo held last week, the candidacy of Hon. Chas S. Osborn was unanimously endorsed. Knowing that our fellow townsman has the interest of the common people at heart, they feel that he will play his part as Michigan's man of the hour in this great crisis.

Miss Anna Ferris has accepted a position as book-keeper at the Pickford Woolen Mills, succeeding Miss Alma Quinell, who has resigned to take an extended vacation.

"If you value your friends, make yourself worthy of their friendship."

A. Morningstar, the vinegar man, is making Cloverland in the interests of the vinegar interests this week.

G. M. Smith, of Trout Lake, was a business visitor here last week.

E. E. DuCAP, well-known lumberman of Trout Lake, has been appointed deputy sheriff, succeeding C. J. Smith, who resigned.

Miss Winifred Murray, of Mackinac Island, left last week for Chicago, where she will purchase stock for her general store at the Island, which will soon be ready for the opening of the tourist season.

"When we look for trouble, it generally comes in an unexpected form."

The St. Ignaceites have a new slogan known as "stop kicking." They claim it is bad for the liver and digestion and besides does not get us anywhere. Better forget it and invest in Liberty bonds.

S. G. Newton returned last week from an extended pleasure trip throughout the United States. He is back on the job, very much refreshed and improved in health. He has started fording throughout the country looking for business, as heretofore.

Mr. Gilligan, Sr., died last week at the home of his son J. W. Gilligan, merchant of Rexton.

The third annual tour of the Eastern Michigan Pike Association will make a start from Detroit a day earlier than has been originally planned. This will bring the pikers to St. Ignace on Wednesday, July 10, instead of the 11th. At the annual meeting at Flint it was decided to speed up the tour with a skip-stop plan, passing by all communities where work has been finished on the highways or where they expect to finish this year. In this way it is thought the tourists can reach the Upper Peninsula in three days, but some of the officials believe this would be speeding up the tour too much, so a day is to be added. This plan will again make East Tawas and Tawas City a night control for the tourists, the stop being made at these towns on Monday night. The remainder of the schedule calls for night controls as follows: Alpena, Tuesday, St. Ignace, Wednesday, Sault Ste. Marie, Thursday. The Soo is making great preparations to entertain the visitors and a large delegation is looked for.

"Trying to beat the market is about as healthy as trying to beat a tiger that isn't a rug yet."

James Hough, of Ozark, is carrying farming on a large scale, with the intention of developing his famous herd of Jersey cattle. Mr. Hough will improve the common quality around Ozark in a similar way that the Denmore and Whitwell brothers have done around St. Ignace by bringing in famous bulls from the famous herds of Holsteins at the Newberry hospital and the Marquette prison. Chippewa county is considered an ideal stock raising community at the present time and an investment along that line is considered a move in the right direction.

In Canada one is able to buy package butter put up in 1/4 pound packages which is separately wrapped in waxed paper. It seems as if most of us could afford to buy butter on this scale.

William G. Tapert.

Premium Coupons Hard to Escape From.

An interesting study into the status of premium coupons as an implied contract between the manufacturer who issues and redeems them and the buyer, is furnished in a recent decision by Judge Noonan of Buffalo in an action brought by one Robert D. Payne, against Lautz Brothers, to compel them to redeem certain stamps which they claimed were invalid because assembled contrary to the conditions on which the firm advertised to redeem them.

The facts deduced at the trial are these: On May 1, 1916, the defendant soap company extensively advertised, on billboards, etc., in the city of Buffalo, that it would give a ticket to "Crystal Beach," a resort near that city, for a specified number of coupons taken from its soaps, the cost price of the tickets to the public being 25 cents and 15 cents respectively. The only restriction upon the defendant's offer was the coupons must be exchanged for the tickets at the Lautz premium stores.

On or after June 1, 1916, Lautz changed the character of the "Crystal Beach" advertising by putting certain restrictions in it. On May 29th, 1916, the plaintiff broker presented 100,000 coupons to defendant and demanded 4,000 "Crystal Beach" tickets valued at 25 cents each. The coupons so presented were acquired prior to May 1, 1916, and upon the defendant's refusal to redeem the coupons for the tickets, the plaintiff brought an action for \$1,000.

In defense Lautz contended that the "Crystal Beach" advertisement must be construed in connection with its other advertising. Upon the evidence the court returned a judgment in favor of the plaintiff broker for the \$1,000, with interest and costs, holding that the "Crystal Beach" offer of May 1, 1916, was unrestricted and could not qualify the rights of the plaintiff who had accumulated the coupons prior to that date; that the statements in the November, 1915, catalogue, implied if they did not absolutely recognize, the right to traffic in such coupons, and did not restrict plaintiff's right to redeem.

"The defendant in the case at bar had been offering these premiums for many years," said the court in part. "Whenever it changes its form of advertising it must have known and taken into consideration the fact that there were a great number of outstanding coupons that it was liable to be called upon to redeem under the offer then being made."

"In determining the liability of the

defendant we must bear in mind that its advertisements put out on May 1, 1916, in the form of poster, placards and handbills, was absolutely unrestricted. It contained no reference whatever to any of its previous advertising of any form. There are no restrictions as to who shall present the tickets and no prohibition as to their transfer. It was an unconditional offer.

"It was made with the full knowledge of the fact that brokers were dealing in its coupons, as is conclusively shown by its own cautions in its own advertising. It was made also with the knowledge that large quantities of its own coupons issued and acquired by the holders thereof before the advertising was done could be presented for such tickets, because none of the coupons bear any date and the defendant had no way of distinguishing between those acquired before or after the making of its offer."

"My opinion is that, since the defendant had the right to change its offer at any time, this unrestricted offer of May 1, 1916, was open to anyone to take advantage of with coupons acquired either before or after such offer was made, and that it makes no difference whether said coupons were presented by a broker or by the persons, who actually used the soap."

Measures to Regulate Woolen Trade Expected.

As a result of conferences held in Washington at the close of last week between the authorities and members of various divisions of the trade, a definite exposition of the Government's attitude toward the trade is expected in the near future. The purpose of the conferences has been to develop means to regulate more closely wool production, marketing and manufacture. The nature of the regulation is only surmised, but the textile trades as a whole are interested in it as similar supervision will doubtless be exercised over cotton goods.

It is not certain that a definite programme of price fixing is the thing aimed at, and woolen merchants believe that if a stabilizing of the markets could be gained in some other way price fixing would be avoided. On the other hand, the Price Fixing Committee in Washington has taken part in the conferences and its principles may be found applicable to the wool industry.

Until the conditions under which further general business is to be conducted in woolen and worsteds are formulated a release of the raw materials now held at the Government's disposal is not expected. Control of these stocks has put an end to trading of all sorts.

Cutters, jobbers, etc., who have men's wear fabrics or dress goods under order are doing all in their power to obtain delivery of something, if only a few pieces. Not only would such delivery assure them of some materials with which to conduct their business with retailers, but it would give cutters an opportunity to make up civilian garments in anticipation of the time when a larger part of their machinery will be turned to Government account for the manufacture of military apparel. Women's wear cutters will also be enlisted in this service and the authorities have been collecting data on just what can be expected of this branch of the trade.

Buyers of piece goods have a growing confidence that the Government will back them on the validity of a large part of their standing contracts and several large selling organizations have expressed their intention of making full deliveries, deferred only in proportion to the engagement of machinery on new Government orders.

The raw wool trade showed itself a bit restive last week under the enforced inactivity. The Philadelphia trade is reported as operating in the new clip in the nearer parts of the Middle West but other dealers have agreed to suspend these operations also. Importation is generally light with reports from Buenos Ayres of an unfavorable turn in the rate of exchange and a greater scarcity of freight space.

Spring Shoes For Women.

Oxfords for women are continuing their popularity in the spring trade, according to reports from shoe manufacturers and jobbers in this city. Black patent leather and dull finished black leather seem to be among the leading finishes of the season up to now. Gray and brown, however, are also well sought, and with the approach of warmer weather a very substantial demand for white oxfords is reported to be developing. The oxfords this year are higher than they were a year ago, usually being of the five-eyelet type. They are made with long slim toes and very high heels.

SERVICE

We want all of our customers to know that we are in a position to fill orders promptly, and, we believe, nearer complete than they could be filled by any other jobber.

We have anticipated the wants of our trade and are now carrying a large stock, and are able to supply all reasonable demands promptly.

Do not hesitate to telephone or mail us your orders for anything that you are in urgent need of, as we know that we are in a position to give you service that can not be equaled elsewhere.

When in a hurry, don't forget "service" and "prompt shipments."

Michigan Hardware Company

Exclusively Wholesale

Grand Rapids, Michigan

Where the Tradesman Stands on Construction Criticism.

Grand Rapids, April 22—I am in receipt of an anonymous letter, accusing me of inconsistency in urging President Wilson to appoint a Republican cabinet and also because I urged the recognition of Theodore Roosevelt, when he offered to lead a volunteer army in the early days of the war, overlooking the fact that he and the President are not on friendly terms.

It is contrary to established usage among newspaper men to pay any attention to a letter which lacks a signature, but because the writer of the letter misrepresents my position before my readers and mistakes the attitude of the Tradesman, a brief reply is herewith submitted.

The writer of the letter errs in stating that the Tradesman has ever urged the selection of a Republican cabinet. Such is not a fact and no one can find a line anywhere in the Tradesman to justify such a statement. The Tradesman has insisted from the beginning that during a great crisis like the present, in which the liberty of the world is at stake, we should have a coalition cabinet, the same as England and France adopted after persisting in making the same mistake this country is now making at a cost of thousands of lives and millions of dollars. All the wisdom of the country is not monopolized by any one political party, any more than all the enormous cost of conducting the war is borne by the members of one party. This is a people's war—not a Republican war or a Democratic war—and the people should be given an opportunity to show their interest in the outcome in other ways than by paying taxes. When the life of the Nation is at stake, as at present, the President should select as his advisers the strongest men in the country, irre-

spective of their political views and affiliations and without regard to their personal relations with the Chief Executive. Lincoln selected as his Secretary of War a Democrat who never treated his superior with even common decency. Secretary Stanton ridiculed Lincoln to his face and behind his back, but Lincoln kept him in office because he was the most capable man in the country to manage the War Department during the Civil War. I urged the selection of Elihu Root as Secretary of War, because he was familiar with the duties of that office. His great ability would have placed America at the forefront in the titanic death grapple now on in Europe, instead of her taking the comparatively insignificant part we are now playing as the result of the indifference and incapacity of Secretary Baker, who entered the war as a pacifist and has only lately awakened to the tremendous responsibility which rests upon him as the directing force of the War Department. Even the most partisan friends of the President concede that the appointment of Mr. Baker was a mistake and that his retention in office, in the face of his admitted incapacity, is the most unfortunate feature connected with the prosecution of the war by this country.

I believe that the sending of Theodore Roosevelt to France at the head of a volunteer army of 10,000 men—the expense of which would have been borne by ardent patriots in the Eastern States—would have done more to fire the heart of France and encourage her brave sons to continued effort than a legion of 100,000 men a year later. The refusal of President Wilson to listen to the prayers of France and the pleadings of Mr. Roosevelt and his friends will probably go down into history as one of the most gigantic mistakes ever made by an American president.

The manner in which the war is being handled discloses at every turn the incapacity of many of the men entrusted with tasks for which they have no fitness. We ought to be willing to concede that England and France have learned more about war than we will know for some years yet and that we will never win the war until we adopt the methods of our adversaries and Allies and put men in charge of the various departments because of their ability and fitness, instead of their affiliation with the political party now in power. I am aware that there are narrow minded people who think that any criticism of the party in power while the country is engaged in war gives "aid and comfort to the enemy." I have nothing but contempt for such bigoted opinions, because the people who entertain such ideas and promulgate such doctrines place themselves on the same level as the German people, who dare not say a word in criticism of the Kaiser for fear of incurring his ill will and being punished for lese majesty. A man or party which cannot withstand criticism is in a bad way. During the Civil War the Democratic party, in National convention, declared the war a failure and Lincoln a usurper. Such a denunciation did no particular harm, because it was based on political prejudice, but constructive criticism by men of both parties was a great help to Lincoln in formulating plans which enabled him to dispense with inefficient officials like his own Republican Secretary of War and prosecute the war to a successful issue.

Show me a man who objects to honest criticism and I will show you a moral coward.

Show me a man who writes an editor an anonymous letter mistating his position, and I will show you a man who would stab you in the dark.

E. A. Stowe.

Brooms Will Be Scarce.

The decision of the Food Administration to limit the acreage to be planted in broom corn, this season, is causing considerable agitation in trade circles. Last year there was the promise of a great crop, but unfortunately it failed. The crop was scant and the quality poor, and any good stock brought enormously inflated prices. The result is that the market is at present absolutely bare. On top of this situation comes the instructions of the Food Administration putting a limit on the amount of broom corn that may be planted.

A recent convention of broom manufacturers in Chicago received reports which presented a gloomy outlook not only for the broommaker, but for the purchaser and a second meeting is to be held the latter part of this month or in May by the Central States Broom Manufacturers' Association.

In Illinois where a large proportion of broom corn is raised, farmers have been instructed that they may not plant more than ten acres of each one hundred and sixty acres in broom corn this season. It is pointed out by broom men that if a similar order were to be issued in Kansas and Oklahoma the heavy shortage of broom corn resulting would enhance values to a point far beyond the reach of the average housewife.

Cast your crumbs on the living waters of Service that the returning tide of reward may pay for their ride.



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

Barney says—

You invest in your own Business.

Why not invest in Uncle Sam's?

It has never failed yet.

It has always earned a Profit.

Become a Partner in the greatest Firm in the World!

If the U. S. wins, YOU win.

If the U. S. loses, you lose business, home, everything that counts.

Be one of Uncle Sam's Partners!

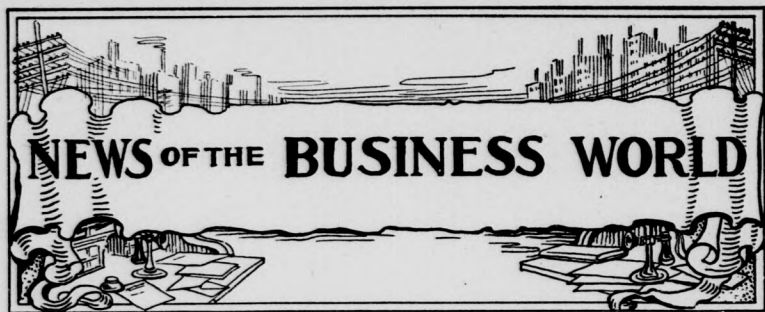
His business guarantees a Dividend every six months!

Buy a big share in Universal Democracy (Unlimited!)

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



Movements of Merchants.

Winn—Bernie S. Root succeeds B. M. Adams in general trade.

Scottville—Thomas Paasch succeeds Joseph Lowing in general trade.

Muskegon—Sikkinga & Timmer, grocers, are succeeded by Thomas Sikkinga.

Harbor Springs—G. E. Bulock is remodeling and decorating the interior of his jewelry store.

Cedar Springs—Overlie & Miller have leased their meat market to W. J. Burt, who has taken possession.

Detroit—The LaBell Funeral Service, Inc., has increased its capital stock from \$50,000 to \$100,000.

Howard City—Fire destroyed the warehouse of the Larry Hardware Co. April 17, causing a loss of about \$15,000.

Greenville—The Greenville Supply & Produce Association, Ltd., is closing out its stock and will retire from business.

Charlotte—F. W. Twichell, formerly of Potterville, has engaged in the agricultural implement business in the Gerber building.

Detroit—Worth & Co., dealer in women's clothing at 230-232 Woodward avenue, has increased its capitalization from \$10,000 to \$200,000.

Vestaburg—George Eavey has engaged in the ice cream and soft drink business under the management of his nephew, Arnold Greenhoe.

Olivet—Frank H. Herrick has traded his store building, meat stock and 40 acres of land to George Morris for his farm, giving immediate possession.

Hastings—Hotel Barry, which has been closed since last December, will be re-opened May 1 under the management of John Sutton, of Detroit.

Nashville—C. R. Quick has sold his confectionery stock and ice cream parlor to Mrs. Ora Condon, formerly of Belding, who has taken possession.

Holly—C. L. Hudson has sold his coal, wood and building material stock to J. Lee Montgomery, recently of Ortonville, who will continue the business.

Vicksburg—G. M. Dutt has sold his stock of clothing and men's furnishing goods to the Philadelphia Underselling Co., who will close it out at special sale.

Zeeland—Theodore Dalman has purchased the Diekema laundry, which has been closed for some time and will continue the business under his own name.

Five Lakes—Elmer G. Moses, dealer in general merchandise, has merged his business into a stock company under the style of the Five Lakes Mercantile Co., with an authorized capital stock of \$8,000, of which amount \$4,030 has been subscribed and paid in in property.

Muskegon—George H. Shoup has purchased the brick store building adjoining the Empress theater building and will occupy it with his plumbing stock.

Alma—George C. Blesch has sold his interest in the stock of the Little Rock Coal Co. and engaged in a similar business under the style of the Commercial Coal Co.

Detroit—G. A. Lindke, of the Lindke Shoe Co., has been elected a director of the Exchange Club, an organization of business men comprising one representative from each line of trade.

Portland—The Portland Co-Operative Association has been incorporated to deal in farm and dairy products, with an authorized capital stock of \$5,000, all of which has been subscribed and \$100 paid in in cash.

Grand Ledge—N. J. Streeter has sold his grocery stock to Willis W. Shane, who will continue the business at the same location. Mr. Streeter will continue the bazaar store, under the management of Mrs. Streeter.

St. Johns—Roland J. Frink and Russell G. Gordanier, both of Lansing, have formed a copartnership and purchased the shoe stock and store fixtures of Hulse Bros. and will continue the business under the style of Frink & Gordanier.

Smyrna—J. A. Cook, who has conducted a general store here for the past five years, has sold his stock to Edward Insley, who took immediate possession.

Petoskey—John Friend has sold his cigar and tobacco stock to A. J. Dudek, who will continue the business.

Detroit—The Wall Paper Shop has been incorporated to conduct a wholesale and retail wall paper business, with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in, \$151.24 in cash and \$5,848.76 in property.

Detroit—Albert I. Luke, druggist at 1425 Mack avenue, has merged his business into a stock company under the style of the A. I. Drug Co. with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$100 in cash and \$14,000 in property. The company will conduct a wholesale and retail business.

Detroit—The Detroit Credit Men's Association has finally decided on a fund of \$10,000 to prosecute fraudulent bankruptcy cases. The Association now has several suspicious persons under investigation. The intention is to go to the limit of the law in prosecuting such cases. The organization has been trying to raise this fund for the past two years and finally succeeded in convincing its members that it would be a good thing and that it should be established.

Manufacturing Matters.

Vestaburg—Fred Farmer has opened a bakery in the Walker building.

Dowagiac—The Rudy Furnace Co. is building a large addition to its plant.

Detroit—The Defender Auto Lock Co. has increased its capital stock from \$2,500 to \$25,000.

Petoskey—The Hankey Milling Co. has increased its capital stock from \$100,000 to \$150,000.

Benton Harbor—The Gillette Roller Bearing Co. has changed its postoffice to Grand Rapids.

Detroit—The Howie-Berndt Glass Co. has increased its capitalization from \$15,000 to \$20,000.

Detroit—The Detroit Alaska Knitting Mills has increased its capital stock from \$25,000 to \$125,000.

Detroit—The Degner-Seymour Manufacturing Co. has changed its name to the Federal Carburettor Co.

Benton Harbor—The Superior Steel Castings Co. has increased its capital stock from \$60,000 to \$150,000.

Detroit—The Venus Dry-Storage Battery Co. has changed its name to the Standard Storage Battery Co.

Bronson—The Visel-Conover Co., manufacturer of display fixtures has changed its name to the Visel-Darling Co., Inc.

Pentwater—The Sears & Nichols Canning Co. is building an addition to its plant and erection warehouse 47 x 108 feet.

Mason—John N. Penberthy, harness manufacturer, died suddenly at his store April 17, as the result of an attack of heart disease.

Detroit—The Radford Block Co. has changed its name to the W. D. Block Motor Co. and increased its capital stock from \$20,000 to \$50,000.

Saginaw—Fire destroyed the storage house and pattern shop of the Wickes Boiler Co., April 19, entailing a loss of about \$25,000, fully covered by insurance.

Sparta—The Sparta Silo Co. has been incorporated with an authorized capital stock of \$6,000, of which amount \$5,200 has been subscribed and paid in in cash.

Cassopolis—The Cassopolis Cement Products Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,500 paid in in property.

Detroit—The Detroit Mineral Paint Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Wolverine Lubricating & Chemical Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,500 paid in in cash.

Detroit—The Household Furniture Co. has been organized to manufacture, wholesale and retail household furniture, with an authorized capital stock of \$18,000, all of which has been subscribed and paid in in cash.

Lansing—The Woods Bros. Silo Manufacturing Co. has been reorganized into the Lansing Silo Co. The general offices of the company will be removed from Lincoln, Neb. here and the plant on East Shiawassee street will be greatly enlarged.

Detroit—The Detroit Electric Furnace Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$27,500 has been subscribed and \$5,000 paid in in cash.

Detroit—The Detroit Thermometer Works, Inc., has been organized with an authorized capital stock of \$25,000, of which amount \$12,520 has been subscribed and \$6,540 paid in in cash.

Detroit—The Superior Double Tread Tire Co., 92 Broadway, has been incorporated with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Onsted—The Onsted Electric Light & Power Co. has been incorporated with an authorized capital stock of \$8,000, of which amount \$5,000 has been subscribed and \$3,040 paid in in cash.

Detroit—The Rialto Furniture Co. has been incorporated with an authorized capital stock of \$12,000, of which amount \$7,500 has been subscribed and paid in, \$1,500 in cash and \$6,000 in property.

Detroit—The Whitney Co. has been organized to conduct a general logging and lumber business, with an authorized capital stock of \$1,250,000, all of which has been subscribed and paid in in property.

Detroit—Vivian Dare Products Co. has been incorporated to manufacture non-alcoholic beverages, with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,000 paid in in cash.

Lansing—J. F. Bell, receiver for the Emergency Forge Co., for the past three years, has rendered his final accounting and reports that all creditors have been paid 100 cents on the dollar and all expenses incident to the conduct of the receivership have been fully paid.

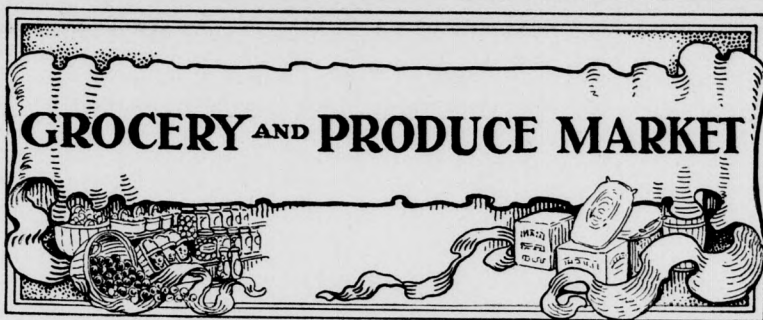
Coat Styles For Late Spring.

The late trade in coats for women is said to be showing a tendency toward raised waistlines. Pockets of one sort or another are also more in vogue than they were earlier in the season. Where pockets are used, designers have succeeded in turning them to very good account for decorative purposes. Fur trimmings for collars and cuffs, and sometimes on the bottom hem of the coat as well, are still very popular. With the higher waistline, semi-fitted effects are used from there up, and sleeves are rather tight.

Laundry Soap Scarce in Denmark.

There is a famine in laundry soap throughout Denmark, according to Commercial Agent N. L. Anderson of Copenhagen. Practically no soap of this sort can now be purchased, although the shop windows are full of fancy toilet soaps which were imported from France, and the United States. There seems to be very little fat available in Denmark for the manufacture of soap, and there is also a shortage of caustic soda, potash and other ingredients.

Dykstra & Palma, dry goods dealers at 820 West Leonard street, have opened a bargain store next door, 818 West Leonard street.



Review of the Grand Rapids Produce Market.

Asparagus—\$3.50 per crate for Illinois.

Apples—Baldwins, Greenings, \$6.50 per bbl.; Northern Spys, \$7 per bbl.; Western, \$3.50@3.75 per box.

Bananas—\$6 per 100 lbs.

Butter—Receipts of fresh are increasing to some extent. The demand is also increasing and the market is steady on the basis of quotations of a week ago. The quality is as good as usual for the season. We do not look for any change of any importance in the near future. However, if we experience any change, it is likely to be a slight decline. 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; \$2 per 40 lb. hamper for new.

Carrots—75c per bu.

Cauliflower—\$2.50 per case of 1 doz. Calif.

Cucumbers—\$1.50 per doz. for Illinois hot house.

Eggs—The market is unchanged in Grand Rapids, but slightly weaker in Chicago. Local dealers pay 34c to-day, cases included, delivered in Grand Rapids.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$5@5.25 per box for all sizes Floridas.

Green Onions—Illinois, \$1.75 per box of 8@9 doz.

Green Peppers—75c 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—10c per lb. for hot house leaf; \$2.50 per hamper for New York head; Iceberg, \$4 per crate.

Limes—\$1 per 100 for Italian.

Maple Syrup—\$2.35 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; Texas Bermudos, \$2.25 per crate for yellow and \$3.25 per crate for white.

Onion Sets—\$3 per bu. for yellow and \$3.25 for white.

Oranges—California Navals \$4@7.50.

Parsnips—75c per bu.

Pieplant—\$1.75 per 40 lb. box Illinois.

Pineapple—\$6 for either size.

Potatoes—Country buyers are paying 60@70c per 100 lbs. New are now in market, commanding \$3 per hamper for Florida. Increased demand is expected to result from the publicity campaign

conducted by the Food Administration and the Bureau of Markets, but the bad advice doled out by grange and gleaner officials has cost the potato growers hundreds of thousands of dollars, besides placing the farmers in an unfortunate light before the patriotic people of the country.

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, 2½c 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.

Beware of Charles W. La Rue.

The Tradesman warns its readers against having any dealings with Charles W. La Rue, corner West Leonard and Scribner streets, except on a cash-in-advance basis. La Rue started in the butter, egg and produce business about Feb. 1 at the location named. He opened an account with the Leonard street branch of the Kent State Bank and uttered a number of checks on the bank, which were protested for non-payment. It is claimed that he continued to issue checks on the bank after his account had been peremptorily closed by the manager. So far as the Tradesman can learn, La Rue has no responsibility whatever. Anyone who ships him goods on credit does so at his peril.

Harold Sears, Manager of the Grand Rapids Dry Goods Co., and R. C. Parker, Manager of the piece goods department, left Sunday for New York, where they will put in a week undertaking to keep pace with the upward trend in the dry goods trade.

The Hall Canner Co. has been incorporated to manufacture and sell canners and other devices for canning, with an authorized capital stock of \$20,000 common and \$5,000 preferred, all of which has been subscribed and \$10,000 paid in in cash.

William J. Dykstra has purchased the dry goods stock of Mrs. G. M. Loucks 971 and 973 Cherry street, and consolidated it with his stock at 866 Grandville avenue.

Guy W. Rouse, President of the Worden Grocer Company, is confined to his home by a bad cold, threatening pneumonia.

The Grocery Market.

Sugar—Growers are now able to meet all reasonable requirements, so far as granulated and Crown sugars are concerned. Retailers are now permitted to sell consumers up to 25 pounds and will probably be permitted to sell 25 pounds to each family for canning purposes—probably on card. It is now considered very unlikely that there is to be any change at all in the price of refined sugar. About two months ago refiners indicated that they intended to ask for an advance, but they have not done so and probably will not now, as the situation is better now than it was then.

Tea—The firm feeling which has been developing of late was still in evidence. Except in Javas stocks of all kinds are getting into small compass as demands of consumption have been large especially for Formosas and Javas, and the natural trend of prices has been toward higher levels. While there was no quotable advance in Formosas at the end of the week it was difficult to locate sellers at the inside quotations.

Coffee—The market shows a slight decline for the week, probably ¼@½c. The cause is the approaching easing up of the transportation situation. Demand for Rio and Santos coffee is very light this week, probably because of the practical certainty that if ships are provided to get coffee from Brazil here, the market will undoubtedly take another sharp drop. Milds are quiet, but due to decline in the near future.

Canned Fruit—There are no offerings of either spot or futures and the market remains on a nominal basis.

Canned Vegetables—With practically nothing offering in the way of resales and with offerings of all kinds light the market is on a nominal basis.

Canned Fish—Offerings amount to a few insignificant items of salmon of various kinds at about the basis of quoted prices.

Rice—There is a limited demand for spot stock which is met by equally light offerings. Prices are nominally unchanged but strongly tending toward higher levels.

Corn Syrup—To cover the increase in freight rates an advance of 4c per 100 pounds has been made in prices on all grades, the basis now being 4.89c for 42 degrees mixing. Demand continues good but is confined to forward deliveries, as the spot market is still bare of stock in first hands. All sales making are subject to prices prevailing at time of delivery.

Sugar Syrups—So far the expected increase in supplies, as a result of freer arrivals of raw sugars, is not in evidence, but the coming week should find the market in much better shape in this respect. Meanwhile the export demand is unabated and whatever offers is promptly absorbed on the basis of quoted prices.

Molasses—Arrivals from primary sources continue slow and pass immediately into consumption. There is a continued good demand and a firm market with prices unchanged.

Nuts—The only business of any consequence during the week has been some resales of California walnuts,

which, being unlicensed, create no difficulties in that respect. There is not much doing in other kinds, especially in imported nuts, owing to the uncertainty of the general market situation.

Cheese—The market is very much unsettled, with stocks reported to be three times as much as they were a year ago, with an increase in the production. The market at this time is ruling about 3c per pound less than last year. We do not look for much change during the coming week.

Provisions—Smoked meats are steady at unchanged prices, with an extremely light consumptive demand. Pure lard is in light consumptive demand at about ¼c decline. Compound is unchanged, with a normal demand. Barreled pork, dried beef and canned meats are all in light demand at unchanged prices.

Salt Fish—There has been no change in the mackerel situation during the week. The demand is exceedingly light, as is usual at this season, but prices have shown no change. Cod, hake and haddock are quiet and already beginning to take a back seat.

American Chemical Glassware Better Than Imported.

The manufacture of chemical laboratory glassware in this country is said to have made remarkable progress during the last two years. Tests conducted by the United States Bureau of Standards show that the domestic products tested are now superior to the formerly imported Kavalier and Jena wares for general chemical laboratory use. Thus it is expected that this country will never again be dependent on foreign manufacturers for its glassware of this sort.

Prior to the summer of 1914 the greater part of the chemical laboratory glassware used here was imported from Germany and Austria. When war broke out and these sources of supply were cut off, there followed a scarcity of this kind of glassware in this country, which, it is said, has only recently been relieved. During the last two years a number of American manufacturers have increased their production of such ware, and many others are manufacturing chemical glassware which they did not produce before. It is said that practically the whole of the available supply now in this country is of domestic manufacture, much of which is ware sold under branded names which were unknown a short time ago.

The Pass Word—War.

We must reach the place each one of us, where we define every decision in our lives as an act of war policy.

Everything that we do, plan, eat, wear, must be analyzed and measured from one single point of view—will it contribute to the carrying on of the war, or will it contribute to its prolongation?

There is no other thing in the world for us but to define everything in our lives as acts of military necessity or policy.—Alonzo Taylor.

"The best way to forget your own troubles is to think a little of those of others."

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 22—Mrs. H. A. Gish has devoted most of her time for the past three weeks making soul stirring speeches in behalf of the Liberty Loan.

Hub. Baker (Worden Grocer Co.), who has been ill since the week before Christmas, has so far recovered as to be able to resume his trips on the road May 6. This will be welcome news to his many friends, both on and off the road.

W. H. Mills has leased the Winter Inn, at Greenville, for five years of T. B. Winter, who will add another story to the rear, making an addition of twelve rooms. The outside will be repainted and several changes made to the entrance. A new garage will be built in the rear where the old barn now stands.

David Drummond (Brown & Seher Co.) recently had an unpleasant experience at Fremont, which he describes in a letter written April 18, as follows: "I had an experience at Fremont to-day which was entirely new to me. I finished writing my last order for the day at exactly 5:55 p. m. and when I went to the postoffice I was informed that the mail was closed and the office closed for the day or until 7 a. m. the following morning. I then tried to put my letter for Grand Rapids on the train and the postal clerk on the train refused to take it. Now it does seem to me that there is enough friction, trouble and inconvenience in doing business these days without this added red tape or official importance of the postal employees." Dave is right—eternally right—but he should bear in mind that service under Uncle Sam is no longer regarded as a public trust, but an opportunity to set one's self up as a "tin god on wheels" to deal out poor service to the people and chide them as unpatriotic if any one finds fault. The abandonment of civil service by the Wilson administration and the re-establishment of the Jacksonian theory that "to the victor belongs the spoils" has lessened the efficiency of public officials to that extent that the people no longer have any right to expect any different treatment than that dealt Mr. Drummond on the occasion he describes.

The following officers were elected last Saturday by Absol Guild:

Great Ruler—Walter S. Lawton.
Viceroy—Wm. K. Wilson.
Prime Minister—L. V. Pilkington.
Master of Ceremonies—H. W. Harwood.

Chief of Guides—W. S. Lypps.
Captain of Guards—H. F. DeGraff.
Caliph—F. A. Castenholtz.
Clerk of Records and Revenue—J. H. Mann.

Inside Gatekeeper—H. R. Bradfield.
Outside Gatekeeper—F. E. Beardslee.

Delegates to the meeting of the Imperial Guild at Columbus, Ohio, in June—Walter S. Lawton, Wm. K. Wilson. Alternates, J. H. Mann, H. R. Bradfield.

Among the visiting members from out of the city was A. G. MacEachron, Detroit.

A stag banquet was held at 7 p. m. at the Crathmore Hotel.

A. G. MacEachron, John D. Martin and H. W. Harwood gave good talks on the necessity of good roads in Michigan, food conservation, buying of Liberty bonds and reporting slackers. H. R. Bradfield gave a strong address on our organization, winding up with reading from the April 10 issue of the Tradesman, "Let the Kaiser Live." To anyone who has not read it we want to say, send your subscription for the paper and begin it with the issue of April 10, for that one copy is worth more than the price of a yearly subscription.

At the afternoon meeting a service flag with two stars, representing Capt. Walter N. Burgess, who is over in France, and H. Morris Mann at Camp

Custer, was presented to Absol Guild by John D. Martin. The next meeting will be held Saturday, May 18.

A certain landlord not a thousand miles from Grand Rapids devotes hours every day telling his guest what a wonderful hotel keeper he is. One experience at his table or an hour's contact with his beds is enough to satisfy any discriminating hotel patron that there is a wide disparity between preaching and practice.

Grand Counselor Hach has appointed a Grand Examining Financial Committee, as follows: Will J. Devereaux, Port Huron; John D. Martin, Grand Rapids; Fred J. Hanifan, Owosso. This committee will meet at Jackson June 6, the day before the Grand Council meets, and examine the books and accounts of the Grand Secretary and Grand Treasurer.

Next Saturday night, April 27, will be the last of the series of the Council dances, it being later than former years on account of fuel shortage. This last dance the committee hopes will be as well attended as the spring party, so everybody put their shoulders to the wheel and turn out and make the farewell a good one.

Last year we had to be a gardener to be patriotic and this year we may

Some Results of Violating Hoover Rulings.

Washington, April 22—Found guilty of violating the Food Administration's wheat regulations, the Chatham Grain Co., of Chatham, N. Y., has been permitted to pay \$1,500 to the local chapter of the Red Cross instead of having its license revoked. The company was found guilty of selling wheat flour to grocers without the required amount of substitutes, of charging retailers' margins of profit in excess of regulations and of selling to individual consumers more than one-quarter barrel of flour at a time.

Violation of Food Administration regulations covering the sale of dressed hens cost the Kansas City Market, of Des Moines, Iowa, \$200. Upon paying this amount to the war fund of the Y. M. C. A. and signing an affidavit to observe all rules and regulations in the future, the firm was allowed to continue in business.

For selling flour without substitutes or certification, the Farmers' Co-operative Mercantile Co., a Scribner, Neb. mill, has been deprived of its Food Administration license for thirty days. Mill officials admitted the offense. The mill was cited for excessive sales of flour but was released on promise

EVIL DAYS.

Written for the Tradesman.

Don't talk about the devil nor the evil he has done,
That he ever likes to revel in sin and calls it fun,
That somehow he's the sinner who brought us crime and hate
The jake who got the dinner they meant for Esau's plate;
Although the world has sunshine where flowers bud and bloom
They never were in his line like wickedness and gloom,
That naught to him is pretty and nothing good nor true
In country, burgh nor city—just evil does he do.
For homes no more are sacred, old age unhonored too—
E'en babes are things of hatred while smiling up at you,
That mother-love and heart-ties are nothing more than chaff
And e'en her baby's death cries bring but his scornful laugh;
That vows are very vapor—when written never more
Than merest scraps of paper by which he puts it o'er;
Of brothers why! he has none, nor friends of any kind
Delights whenever finds done the evil in his mind.
That nothing can be holy—no reverence nor fear
Believes he lives just solely to rule both far and near.
Don't lay these on the devil—he never dreamed nor knew
Such a catalogue of evil as the world shows up to you.
A pupil he must needs be untutored in ways of crime
Nor ever thought that he'd see the sin-depths of our time.
When you view these days of evil please don't be such a fool
As to think they're from the devil—he's in Deutschland 'tending school
And when he gets some wiser and learns how it was done
He'll find it was the Kaiser—that cruel—crazy Hun.

Charles A. Heath.

have to be a gardener to eat. The way to make sure that you and your family will have plenty of fresh, wholesome food during the trying times that are coming at a cost one can afford is to raise a garden of your own.

How often have we gotten into a town late at night and wanting to sleep a while in the morning been disturbed by having the chambermaid frequently trying our door. There may be some of us who do not mind this in the least and there are some of us who do. The writer, who has been in some of the large hotels of the Middle West where the "Do Not Disturb" cards are supplied, has found them very convenient. Cards are furnished each guest to be hung upon the outside door knob upon retiring and are taken in when the party leaves the room. These cards, upon enquiry by the writer, have worked very satisfactory where they have been used. The cards can be issued at a small cost by the hotel men and we wish that the Michigan hotel men would give this system a trial, because we feel sure this would be appreciated by all. We would like to hear from some of them on this subject.

N. H. Carley.

to live strictly up to the Food Administration's regulations.

Six North Carolina flour mills will suffer for failure to observe Food Administration rules and regulations. Charges brought out at a hearing before the North Carolina Federal Food Administrator showed that they exacted excessive prices for mill feeds. The Kernersville Roller Mills, at Kernersville, was operating without a license and will not be allowed to do further business. The Forsyth Roller Mills, at Winston-Salem, lost its license for the period of the war. The other four were closed for temporary periods.

Failure to accept a shipment of potatoes without justifiable reasons caused the revocation of the Food Administration license held by the Connecticut Fruit & Commission Co., of Ansonia, Conn. It was ordered by the Food Administration to close its business by April 16.

Overcharged For Bran.

Violation of Food Administration rules and regulations, led to the revocation of the license held by the Hays Milling Co., Worthington, Indiana. It was shown that the Hays Co. charged \$45 per ton for bran. The agreed maximum price is \$36.06.

If the company gives assurances that it will commit no further violations, it will be allowed to apply for another license after suspension of operation for thirty days.

For failure to accept delivery of a consignment of eggs, the firm of Mesh & Co., New York City, has lost its Food Administration license. Shipment was made to the firm from Richmond, Va., on Feb. 22 by express. The express receipt was held until Feb. 27 and then returned; the egg market had declined sharply on Feb. 25.

A canvass of the whole country by the Food Administration shows that the actual milling output of corn meal increased from 3,000,000 barrels in October to nearly 6,000,000 barrels for March. During the past eighteen months, the output of corn flour has increased 500 per cent.

Persons who offer their flour to the Government are assured by the Food Administration that their sacrifice is a direct and immediate help to the fighters and people in Europe. While it is impossible to ship some of this flour in the packages in which it is returned, arrangements have been made to put it into circulation and immediately ship from the mills an equal amount properly packed for export. The exact quantities given will be released, over and above the present programme of sending overseas one-half of the total American supplies. All flour given up will be paid for on a fair price basis.

Allow No Flour or Meal to Spoil.

To prevent losses from spoilage in certain flours and meals during hot weather, the United States Food Administration has issued instructions regarding their storage. Special care should be taken of the following products:

"Bran, shorts and middlings, corn products containing the outer coating and germ, (such as so-called water-ground cornmeal and grits), oats and oat meals, graham and wholewheat flour, rye flour, barley flour, peanut meal and soy bean meal."

These products should be kept moving and used as soon as possible. When storing is necessary, keep in a cool, dry, well-ventilated place. Raise bags of flour and meal sufficiently from the floor to exclude rats, mice and insects, also to permit cleaning the floor under the bags. When many bags are stored, arrange them in tiers, leaving space between the tiers to allow abundant ventilation. Large stocks should be reduced as much as possible before hot weather.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, April 24—Creamery butter extras, 43c; first, 40@41c; common, 38@39c; dairy, common to choice, 32@37; dairy poor to common, all kinds 25@30c.

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

Eggs—Choice, new laid, 36@37c; fancy hennessy, 37@39c.

Poultry (live)—Cockerels, 30@32c; old cox, 23@25c; ducks, 30@32c; fowls, 33@34c.

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.

Business men are measured by their ability to use the ability of other people.

Have You Felt the Pinch?

Many of the biggest side lines handled by dealers are being eliminated, or at least greatly restricted, as non-essentials.

Every dealer has lost business as a result.

Have you felt the pinch of lowered profits? Are you doing anything to replace those lines which have been entirely lost? Are you preparing yourself for the loss of others?

The answer is NEW side lines, and

Magazines and Other Periodicals

is your one best bet right now—because people are reading more to-day than ever before—more magazines are being sold than ever.

AND THE PROFIT! Have you ever considered that you turn your capital from 12 to 52 times a year on this line?

Think of it! And only a small investment is necessary—no extra clerks needed—they sell themselves.

Why not investigate to-day? Let us show you facts—not theories. Sign and mail that coupon—**NOW** 

**The American News
Company**

9-15 Park Place

NEW YORK CITY

The American News Company
NEW YORK

Please send me your price list of your periodicals and full particulars how a profit-paying News Department may be installed without risk or expense.

.....
.....
.....

M. T.

MICHIGAN TRADESMAN

(Unlike any other paper.)
Each issue Complete in itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY,
Grand Rapids, Mich.

Subscription Price.

Two dollars per year, if paid strictly
in advance.

Three dollars per year, if not paid in
advance.

Canadian subscriptions, \$3.04 per year,
payable invariably in advance.

Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

April 24, 1918

WHEREIN GERMANY GAINS.

England has spent upon this war \$30,000,000,000 and has not had one cent in return. France has spent \$20,000,000,000 without a cent in return. The United States has spent up to date about \$10,000,000,000 without any return. Germany has spent \$20,000,000,000, and if a careful inventory were made of her assets after three years and a half, and a little more, of war, it would be found that on the right side of the balance sheet she would show \$40,000,000,000. In other words if Germany should quit to-day, she would be 100 per cent. winner.

Why is this so? For the last three years there have been pouring into Germany processions of hundreds of freight trains, carrying all kinds of agricultural implements, household furniture, objects of art, every conceivable kind of a material asset; for the last three years or more there have been pouring into Germany an endless procession of Pullman cars, passenger coaches, automobiles, every kind of vehicle; for the last three years or more there have been pouring into Germany an endless procession of sheep and goats, and oxen and horses, every kind of animal, domestic animal. For the last two years or more she has pumped oceans of gasoline from the oil wells of Rumania. For the last two years or more Germany has had an unlimited supply almost of zinc and lead and tin from the lead mines and zinc mines of Serbia and Rumania. She has sent over every day hundreds of carloads of coal from Belgium and France and hundreds of carloads of iron ore from the iron mines of Cambrai.

We in this country pay \$6 per day for laborers on iron ships and \$8 per day for laborers on wooden ships. The submarines of Germany are being built and the repairs made upon other vessels which fly the German flag have been made for the last three years by laborers who have not cost Germany over 10 cents a day—Belgian laborers—the most expert in Europe. When a coterie of laborers are required they bayonet them into the shipyards, and when their muscles and nerves are burned into ribbons, they bayonet them into the grave—and the work goes on.

Ever time they take a man from the

farm in Germany and put him in the trenches, compelling him to give up a hoe in order that he may shoulder a rifle, they put in his place a man taken from either Serbia or Rumania or Montenegro or from Poland. There is not a square yard of land in Germany not under cultivation, and there is not any dearth of labor in its cultivation.

The system of transportation on the Western front is simply marvelous. The Germans can transport a seventeen-inch howitzer from Essen, from the Krupp Gun Works to the Western front, for less money than it costs this country to transport a machine gun from Bridgeport to France.

If with Almighty God going. His very best in the shape of fruitful seasons to feed not only this Nation but the world; if with that beneficence, unmistakably bestowed on His part, we can hardly feed the Allies and ourselves, what we will do one year from now, when, with a million more men taken from the farms and another million more men taken from the mines, and only four-fifths of our present land under cultivation, because of the lack of labor—Allies starving, Allies feeling the pressure of it as they have never felt it before, our own people feeling it? What will we do? Where is the labor to come from? Germany has solved that problem. She takes a man from the farm and then she replaces him with one from Montenegro or Serbia or Poland.

Don't you see the seriousness of the problem which confronts us, because the war, of course, is going to be won primarily by men, but what are men without food? You see it. Isn't it a great problem? You say, "Why, import Chinese labor." How under the sun are you going to get it here? Even if we could get the consent of the powers that be, how under the sun would we get it here?

Take a look at England. England is the miracle of the war. Three years ago England only had three government munition plants. To-day, England has four thousand. Three years ago she had what Hindenburg describes as a "contemptible little army." To-day, England has three million of men on six fighting fronts. To-day, England is manufacturing seventeen thousand tons of munitions per week—can you take it in? Her four thousand munition plants are turning out seventeen thousand tons of munitions per week. How has it been done? England has not mobilized her army, but she has mobilized the nation. Back of those three million men on the firing line are three million of British women. The women of England are handling the lathes, they are filling the shells, they are making the fuses, they are running the motor buses, they are driving the plows, and the threshers and harvesting machines.

Now, what will be our responsibility? We see the seriousness of the situation. What will be our responsibility? Why are we in this war? We are in this war, first of all, as the champions of democracy. Do we realize that we are now fighting the

strongest government beneath the stars? Do we realize there never was a government on earth like the German government in point of strength and efficiency? We talk about ancient Rome, when Augustus Caesar was the Emperor, when the Roman Empire contained forty-four provinces and extended from the Straits of Gibraltar to the Euphrates River. At that time Augustus had under the Roman legions only 375,000 troops, a mere bagatelle. We are fighting the strongest, most wonderful centralized government that the world has ever known. There are twenty-five provinces in the German empire and one imperial province, Alsace-Lorraine. The Reichstag, the lower house, is a mere debating society, has no more to do with the government of Germany when it comes to a vital issue than the City Commission of Grand Rapids, not a bit. The upper house consists of sixty-one members. It is called the Bundesrat. Those sixty-one members are appointed by the Kings and the Grand Dukes of the several units that make up the German empire. For instance, the King of Prussia, who is the Kaiser, appoints seventeen of the sixty-one. The King of Saxony and Bavaria appoint each six, the King of Wurtemberg four. There are seventeen provinces of the German empire that only have one appointed, but those men are invariably appointed by the Kings or Grand Dukes making up those several units.

When Bismarck drew the constitution of the German empire he incorporated this wonderful provision: "Any attempt to revise this constitution, or any attempt to introduce an amendment to this constitution, can be killed by fourteen votes." The Kaiser, who is the King of Prussia, controls the seventeen of Prussia, and also the three of Alsace-Lorraine; six of his men can be either sick or traveling, or they can be malcontents. All he needs is fourteen to keep Germany the absolute monarchy that it is to-day. There is absolutely no way of overthrowing that government except by revolution, unless the Kaiser sees a great light and says, "Here, I am going to give liberty to the people."

We are fighting for the life of democracy in this world. This is the last stronghold of democracy which has been left unviolated. It is up to us to decide whether we want to continue to exist as a Hun province, taking our orders from Berlin, or whether we mean to maintain the traditions of Washington, and Lincoln, and Adams, the men who, by the grace of God, gave us what we enjoy to-day. That is the question, that is the struggle.

A gentleman visited the house of a friend. The butler, an Irishman, acted very kindly towards him. He waited upon him at dinner, brushed his clothes, and saw him in his carriage. The gentleman, who was very miserly, never offered a tip, so, as a little reminder, Pat said to him: "Faith, sor, if you lose your purse on the way, remember you didn't pull it out hereabouts."

WHAT IS MOST NEEDED.

Impartial investigation at Washington having laid bare the realities of the war situation, it is now the duty of our Government to expose itself somewhat more clearly to the gaze of the people. It has been shown that in the case of some of our preparations for war there has been great slackness. Yet the Government did not honestly come before the people and state that mistakes had been made and unfit men were handling important functions. It was left to Congressional committees and private individuals to do that. Efforts have been made to conceal these weak spots and there have been utterances, such as "three thousand miles away," which indicate a large remnant of the old refusal to recognize any such thing as war. This although in many ways our Government has done splendidly. Now let us have the truth, so far as it can be made public without endangering military plans. Let the Government be as frank with the people as the people have been generous to the Government. The faith of the citizen has been largely impaired by these faults of Washington and also by the circulation from the Western front of reports which were obviously sent out to keep up the courage of the entente and our own people. Discerning men can see through these things and they are disgusted with them. What this country needs is not a stimulation of its courage, but such an impregnation of our minds with doubt as to the outcome as will lead us to put forth all skill and all effort to save Europe, to save ourselves and to save mankind.

Good "politics" and good roads do not invariably go together in Indiana. More than one County Commissioner there is marked for defeat because he dared to vote for appropriations for better highways. If that State were alone in its backwardness, the matter might not be serious, but Hoosiers who cannot contemplate the spending of money upon roads without horror are representative of too many people all over the country. All the arguments except one were on the side of the roads. Federal officials emphasized the military value of improved highways. State and local officials pointed out once more the profit to farmers in having roads that would facilitate their getting their produce to market at the best times. Nor did the counties stand alone. The plan was for systems of highways covering a considerable area. One county might be willing to put up with roughness and mud, but that meant a gap in the line. The fact, however, that the improvement could not be had for nothing weighed heavily in certain places. In spite of warnings, some Commissioners went ahead and voted money for roads. Since county officials are chosen as Republicans and Democrats, and not for ability, there is opportunity to wage the fight under the guise of party politics, which complicates the situation to the advantage of the unprogressive element of the communities affected.

READY FOR THE TEST

The pinch of the food question, so far as it affects wheat and its products, is now here and will become more acute as the weeks pass between the present and the time when the new crop is harvested. It is certain that the demand for export will not decrease, necessarily it must become more imperative—more the sacred, supreme duty of this country to meet—as the fighting continues and food is destroyed or captured by the enemy.

Every bushel of wheat and every bag of flour shipped out of the United States to the forces in the field and to the people whom they are fighting for in Britain, France and Italy contributes that much to the success of the cause. The time has come when food supplies are as essential as ammunition in winning the war, and wheat flour is the principal and most important item in these supplies.

Thus the American miller is a factor of the most supreme importance in the present grave crisis. He must not only furnish wheat flour for the allies and their fighting men as well as the American troops, but he must also manage to satisfy the demands of the consuming public at home by the production of something that will answer as a substitute.

During the next three months, or until the new crop is harvested, there will be a period of steady reduction of wheat supplies without any abatement of the demand for export of wheat products. This situation comes with the lowest visible supply on record.

The Food Administration has accomplished the impossible; there was actually no exportable surplus on this crop, nevertheless it has managed to supply the needs of the allies and the American troops abroad from the available supply, thanks to the American people, who were willing to deny themselves in order that others might be fed.

The magnitude of this accomplishment and its enormous importance will be realized and more fully appreciated when the final figures on this year's crop, the amount of wheat grown, the consumption at home and the exports to the allies, are shown in all their tremendous significance. Such an achievement is unparalleled in all history.

Now comes the final test, that of patient endurance. The seeding of wheat has been unusually large, and the crop prospects are most excellent. With reasonably favorable weather the United States should, within a few months, harvest a total wheat crop of eight hundred and fifty million bushels and there is a possibility that it may reach a billion bushels. With the lesser figure safely gathered, the wheat problem for another year is solved.

After providing the most liberal amount for home consumption and seeding, there will remain more than enough fully to satisfy the foreign requirements. Thereafter, the operations of the wheat and flour trade can return to a condition closely approaching the normal; there will be little need for government control, because there will be plenty of raw material; the duties of the United States Grain Corporation and the Milling Division will become largely supervisory, and the trade can once more resume its usual functions.

To none, not even to the millers and members of the grain trade themselves, will this condition of affairs be more welcome and satisfactory than to the Food Administration and those who have devoted themselves with such zeal and personal self-sacrifice to the accomplishment of its gigantic task. These agents of the Government are as anxious to be relieved of their great responsibilities at the earliest possible moment, as they were willing to assume them in response to the call of their country.

Meantime there lies between this time and the consummation of the desire of all concerned in the harvesting of the new crop a brief period of extreme stress, during which every interest connected with the making and the marketing of flour, including the consumer, will be called

upon to make still further and greater sacrifices for the sake of their country's great cause; a time when, almost literally, wheat must be abandoned as an article of food for home consumption, and every bushel that is available shipped abroad.

This will be the real test, and a true sacrifice. Are the people of the United States willing to go without wheat in order that the great object may be accomplished? On the answer to this question depends the outcome. **The very old and the young, as well as the delicate and infirm, must, of course, be taken care of and provided with wheat bread. Beyond them, however, there need be no consideration. If need be, every normally healthy American can deny himself wheat, and survive. It has come to this—that he should be prepared to do so.**

Nothing now matters except to win this war, and wheat is a great factor in doing so.

As for the American millers, there can be but one answer, and this will be unanimous. It is this: "We will do our part, whatever is necessary and whatever be required of us. We will not fail."

Before the new crop comes into market they may and probably will be required to make bricks wholly without straw. Very good, they can and they will do it. If there be no wheat to grind they will make flour from other cereals, whatever is available and whatever is wholesome. They will meet conditions and demands as they arise.

Millers have their own standards of flour excellence, they have their precedents and traditions, they know that there exists no real substitute for wheat flour equaling it in wholesomeness and nutritive value, but they are large-minded enough to realize that in this grave emergency standards, precedents, traditions and all trade conditions of whatever nature are as nothing in comparison to the great essential object to attain for which this country has gone to war.

They are ready for the coming pinch, and prepared for the supreme test. In order to keep faith with the milling industry, the Food Administration has had as much flour as possible ground in American mills. But it takes longer to load a ship with flour than with wheat, and time is an essential element in such times as these, when every day's delay counts. If, therefore, it be advisable for the Food Administration, in order to expedite deliveries, to ship wheat instead of flour, American millers will uncomplainingly agree that it should be done without the slightest consideration of their interests. It is more important that the cause be served than that their plants should be kept busy.

American millers will stand solidly back of the Food Administration, which has given them their autonomy and self-government, which has trusted them and given them the privilege of co-operating with their government to the common end, dear to the hearts of all true American citizens. They will be found as steadfast and loyal at the finish as they were at the start. Heart, soul and body, with all their abilities, with all the power of their productive capacity, with every ounce of strength, every dollar of capital, to the limit of their endurance and more, they are with their country in this struggle, and will recognize no sacrifice too great and no test of endurance too severe if thereby they may serve the cause.

The Northwestern Miller need not take a consensus of trade opinion in this crisis in order to pledge anew at the close of this unprecedented year, as it did at its beginning, the absolute willingness of the American millers to meet all requirements, whatever they may be. It is wholly unnecessary. Whatever may be asked of them by the Food Administration, from now until the end, they are prepared to perform, gladly, promptly and without complaint. They are ready for the test, and will endure steadfastly to the finish, regardless of the effect upon their own interests.—The Weekly Northwestern Miller, April 17, 1918.

We are assembling a supply of Fancy White and Dark Rye, Fancy Northern Barley Flour, High Grade Rice Flour, and the Best White Corn Flour that can be milled, and with our usual line of High Grade Cereals will be prepared to fill the gap until the new crop of wheat flour arrives.

JUDSON GROCER CO.
THE PURE FOODS HOUSE **GRAND RAPIDS, MICH.**



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.

Pointers For the Hardware Dealer in May.

Written for the Tradesman.

With the end of April and the beginning of May, the hardware dealer will appreciate the value of whatever preparatory work he did in the dull winter months. Getting ready for the demand ahead of time, planning window displays and newspaper advertising in advance, he will now be able to concentrate on salesmanship. And salesmanship is now a decisive factor in making the spring campaign a success.

The hardware dealer should not be in a hurry to take out his window displays of housecleaning utensils. The housecleaning season lasts practically through the spring. Much depends, of course, on the weather. Much depends, too, on the individual housewife. Some start housecleaning early and get through with a rush, some start late and try to make up for lost time; and some prolong the agony from very joy of it.

In any event these housecleaning lines appeal strongly to women customers, and help to bring them into the hardware store. So, instead of side-tracking the housecleaning displays, they should be changed around, and new ideas introduced to emphasize the fact that the season is growing late, and that modern devices will help the busy housewife to clean up in record time.

Then do not forget the paints. Keep them displayed all the time. Link up the paint department with the housecleaning lines by showing stains, enamels, varnishes and other specialties that will be wanted in the house to assist the brightening-up process. Impress on the housewife the value of paints and allied lines, their hygienic value and the ease with which they can be applied. Push paints, for there is profit in the process.

Gardening tools should not be displayed to their fullest extent. It is with these articles that the hardware dealer can work into his displays the most realistic touch of spring. Put plenty of green into the window. Emphasize the arrival of spring. Let the window carry this message to the customer:

"Buy Garden Tools Here—and Now."

In this, as in other window trims, sufficient attention is now always given the "message." The trimmer is

told to put on a display of garden tools, and he arranges a variety of garden tools in the window. To be most effective, that display should carry a message straight to the mind of the man who sees it. Garden tools in themselves suggest gardening; but can't you emphasize the message. Make it urgent.

In the accomplishment of this end, good show cards will help. Just a few words. "Early planting means early vegetables." "Do your bit in food production." Make that back yard pay your taxes." Epigrammatic phrases, words with a punch to them, are what you want for your show-cards.

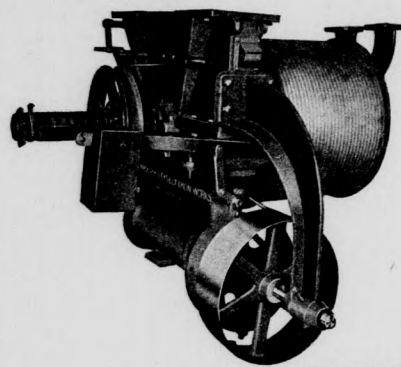
Then work in a bit of green—growing plants, a flooring of spaded turf, a miniature garden with rows marked off by string and pegs with empty seed packets to distinguish what is planted. Actually plant it, and let the window stay until the plants show. Use this for the center of your display, re-group the surrounding articles from time to time, and you'll attract attention.

During May a good assortment of carpenter's tools can be shown to advantage. Whatever building conditions may be, the workman in springtime always looks to it that his kit is in good shape. On occasions an entire window can be devoted to tools, arranged artistically and classified as to sizes and prices. Builders hardware should also be shown.

A little later on, an initial display can also be made of refrigerators, ice cream freezers, water filters and other hot weather goods. It is not wise to leave these lines until too late. Show them a bit in advance of the season; get people thinking about buying before they feel the actual need; and follow up with a repeat display when the season is actually started.

Here is a neat design for a display of ice cream freezers. Erect steps in the window for several feet, covering them with white; over this put cotton in rugged form, sprinkling diamond dust on the cotton. From the roof of the window suspend long strips of cotton in irregular fashion, hanging down and running over the edges of the ice cream freezers. Between the freezers show the imitation of drifting snow. Price each freezer, and work in a catchy card or two referring to the need of something cooling on a hot day. The effect of such a display on the first really hot day in later spring will be notable.

Winter stoves are now relegated to the background, but in their place gas, gasoline and oil stoves can be



Leitelt Elevators

For Store, Factory
Warehouse or Garage

Built for Service

Send for proposal on your requirements

Adolph Leitelt Iron Works

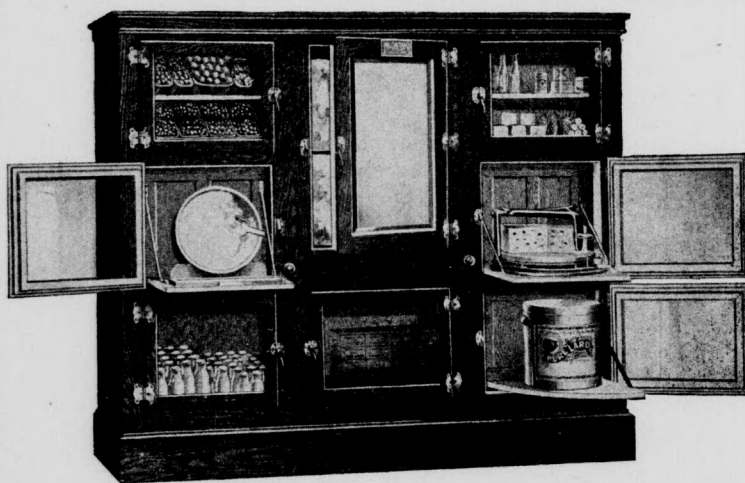
213 Erie Street

Grand Rapids, Michigan

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.



TURN LOSS INTO PROFITS

The constant loss of perishable foods through waste and spoilage is an incessant drain on your profits. Day after day this loss goes on—materially increasing your cost of doing business and cutting down your profits. A McCRAY will not merely eliminate this loss—but it will turn the loss into actual profits.

The McCRAY Patented System of Refrigeration keeps all perishable foods as fresh, finely flavored and salable as when they leave the dairy, creamery, cooling room or garden.

McCRAY SANITARY Refrigerators

conform to all legal requirements for the sanitary display of foods—and are used in the U. S. Pure Food Laboratories at Washington and in thousands of the best Grocery Stores, Markets and Delicatessen Stores.

There is a McCRAY model that will exactly meet your store's requirements. We also build special equipment to suit any space or store arrangement.

Write for Our Catalogue and Easy Payment Plan

which makes it easy for any grocer to buy a McCRAY Sanitary Refrigerator and pay for it while he is using it. Don't delay—write now. Ask for the Catalogue that interests you.

- No. 71 for Grocers and Delicatessens.
- No. 62 for Meat Markets and General Storage.
- No. 93 for Residences.
- No. 51 for Hotels and Restaurants.

McCRAY REFRIGERATOR CO., 844 Lake St., Kendallville, Ind.
 Detroit Salesroom 14 E. Elizabeth St.

pushed. There is a market for kitchen ranges all the year round, while these other lines sell at their best in spring and summer. A display now will not merely make a good many sales, but will pave the way for further business with summer campers and cottagers.

Then the sporting goods department should be pushed with vigor. Starting out with fishing tackle, the merchant can, as the season advances, include baseball, tennis, football, yachting supplies, auto and bicycle accessories, and other incidentals. A good economical display of fishing tackle can be made by simply stretching a net, either diagonally from the back wall of the window to the floor, or in a semi-circle the full length of the window, using apple-green for the background and floor, helped out with artificial leaves and moss. Display such goods as floats, quills, lines, artificial minnows, etc. on this net, using the floor for the hooks in boxes, minnow buckets and large goods, which would not very well be placed in the net.

Too much stress cannot be laid on the proper displaying of sporting goods. Indeed, much of the dealer's success in handling these lines depends on the skill with which they are displayed. They are not reckoned among the necessities of life, and therefore require good display. Many dealers fail to secure the trade that is at their doors because they do not push the sporting goods lines properly.

Swat the fly goods—screen doors, wire screen, fly swatters, fly traps, etc.—are once more timely, and call for at least one good display.

Then with the close of May, the season of June weddings is at hand, and before this month goes out, the far-sighted hardware dealer will have begun, through newspaper advertising and window display, his appeal to this valuable class of trade. Nor should mailing list advertising be neglected. Experience shows that it is singularly fruitful in direct results.

Victor Lauriston.

Contentment.

Written for the Tradesman.

Not in spacious studded halls
With tapestried bejewelled walls
Where the sun-rays slowly pass
Through the colorings of the glass
Where luxury has made its test
Of the finest, rarest, best:
Where to live they contemplate
Want or need must never wait,
Though there be but a desire
Instantly does lack retire:
Happiness perhaps may be
In studded halls of luxury.
Give me rather, though, the place
Like found first the human race
In a garden neath the skies
Where the beauty satisfies.
Where the snow-drops—bits of glee—
First in spring do welcome me.
Then the crocus, joyous too—
Opens its cup of varied hue,
Followed by the scillas' grace
Contented flowering in their place.
Like a host the tulips come
Pink and white and crimson some
All with tints rich and rare—
Fairy artists sure were there,
Nor no sooner have they passed
Bloom the friendly unsurnased
Pansies fair of every shade—
Just of loveliness are made.
How bespeaks each upturned face
"In your heart I claim a place."
So my world is all complete
With the pleasures which I meet
Daily in my garden fair
When the flowers are blooming there.
Charles A. Heath.

The profit-maker in your store today is the friend-maker, not merely the sales-maker.

Re-Use of Binder Twine—World Riddle.

Characterizing the problem as a world riddle, the United States Food Administration's fiber experts believe that a means to salvage used binder twine may eventually be found although it will tax inventive genius to the utmost. The United States and Canada will use his year close to 300 million pounds of binder twine for which farmers will pay about \$75,000,000. When bundles of grain tied with this twine pass through threshing machines, under present methods, the twine is cut to pieces, mixed with the straw and completely lost.

Shortly before the war, Germany, where habits of saving are instilled into all the people, attempted to solve the problem but failed to discover any plan or device, commercially practicable, that would prevent the loss. While the aggregate waste is large, the unit to be recovered is very small. For the average sheaf of grain, about two feet of twine is required and each of these bands is worth, at present twine values, about one-tenth of a cent. The second-hand value is, however, scarcely a third of this amount since the used twine must be collected, knots removed, the fibers of the bands re-separated, reduced to tow, re-carded and again manufactured into twine.

The belief is expressed that any successful device must be entirely mechanical since human labor in the United States is too valuable to justify any method involving hand work; the device must probably be made a working part of the threshing machine. A prominent firm of New York fiber merchants of established reputation is now assisting in the effort by advertising through the trade press for suggestions and devices whereby farmers or threshermen can save the twine from total loss.

In calling attention to possibilities and also the difficulties to be overcome in this branch of conservation, the Food Administration again emphasizes the necessity for farmers to save bags of all kinds, burlap, rope and especially canvas. This is a patriotic service in which all may join. Military demands for these products must be satisfied first, a fact which combined with shipping difficulties causes all articles made from fiber to be valuable.

What Will the Answer Be?

It matter not what a man claims as a reason for justifying the retarding or holding back of our war activities. We must stand on results.

What will we say when our boys return from France? How are we going to excuse our negligence to them when they return legless, armless, and eyeless (if they return at all), knowing that the reason for it was that we failed to back our boys at the front:—

That the boy's very father refused for some reason or other to make him another shell to shoot, or another bayonet with which to defend himself; or refused to load a sufficient amount of food supplies on ships, or refused to build ships so that the food and

clothing, comfort even medical supplies might be carried to him across the sea.

What are you going to tell them? How are we going to square ourselves with them and our consciences?

If there is a leak in your store system, you'll not get very far until it is plugged up.

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.



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

HARNESS OUR OWN MAKE

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

SHERWOOD HALL CO., LTD.

Ionia Ave. and Louis St. Grand Rapids, Michigan

THE 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.

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

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.

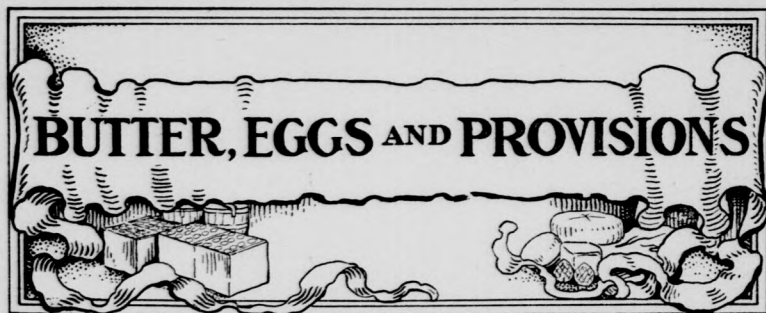


Store and Window Awnings made to order of white or khaki duck, plain and fancy stripes. Write for prices.

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

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.

Should Grocers Have More Profit?

A retail grocer in Salina, Kan., has been taking the pains to analyze the character of his sales since governmental control prevailed and claims to have discovered that the average retail grocer cannot strictly observe the rules as to fixed prices on the "licensed list" and get out of his ordinary transactions with a whole skin. In the course of a carefully prepared study of the problem, he says, without any manifestation of indignation but a decided grievance:

"I know the theory is that the Government allows us to make a narrow margin on the staples, expecting us to make a wider margin on the luxuries, thus equalizing our profits. But that theory does not work. The salaried people are hard pinched to make ends meet. They are not buying luxuries. They are forced to confine their purchases to the absolute staple necessities. Consequently our trade in the fixed price staples is increasing, while our trade in the luxuries is decreasing.

"When I used to pay \$1.25 for flour and sold it for \$1.50, I made a profit of 17 per cent. Now, if I pay \$2.50 and sell for \$2.75, I make a profit of 8 per cent.

"When I paid 10c a pound for ham and sold it for 15c I made 33 1/3 per cent. Now if I pay 30c for ham and sell it for 35 I make 14 per cent.

"When I paid 25 cents for butter and sold it for 30 cents I made 16 2/3 per cent. Now if I pay 50 cents for butter and sell it for 55 cents I make 8 1/3 per cent. profit.

"When I used to pay 7 cents for crackers and sold them for 10 cents I made a profit of 30 per cent. Now if I pay 17 cents for crackers and sell them for 20 cents I make 15 per cent.

"When I used to pay 10 cents for a peck of potatoes and sold them for 15 cents, I made 33 1/3 per cent. Now if I pay 40 cents and sell them for 45 cents I make 11 per cent.

"When I used to pay 80 cents a dozen for corn and sold it at 10 cents a can I made 33 1/3 per cent. Now if I pay \$1.45 for corn and sell it at 15 cents per can I make 20 per cent.

"I figure that my cost of doing business is 16 per cent. It has increased about 1 per cent. during the past year. This is not an excessive cost. It is probably about the average of all the grocery stores in the State. On this

basis I computed just what I made or lost over my cost of doing business on each of the 'restricted items' on which the Fair Price Boards are expected to establish the retail price, on the business of Friday, March 8. The result follows:

	Losses. Total amt. sold.	Actual loss.	Per ct. loss.
Rice	\$ 2.23	\$0.07	3
Beans	1.68	.03	2
Oleo	6.04	.40	6 1/2
Lard	4.40	.40	4
Evaporated milk ..	.92	.04	5
Ham	.65	.05	8
Bacon	1.85	.09	5
Sugar	15.15	.95	6 1/4
Rye flour	.77	.02	3
Flour	2.57	.26	10
Graham flour	.60	.02	4
Potatoes	11.23	.67	6
Corn meal	2.20	.01	1/2
Profits.			
	Amount sold.	Actual profit.	Per ct. profit.
Cheese	\$4.43	\$0.01	1-3
Pork chops	9.60	.38	4
Salmon	1.69	.02	1
Corn starch	.56	.02	4
Oatmeal	3.74	.04	1
No Profit or Loss.			
Hominy		\$ 0.20	
Dried fruit		2.52	
Total sales		\$73.03	
Net profits		.46	
Net losses		2.79	
Grand loss		2.33	

"I kept a careful record of the business done on Friday, March 8, 1918, at my store. It was a fairly representative day. It gave this astonishing result:

Total sales for the day	\$318.18.		
Goods on which price is fixed by the Gov't.	73.03	Loss	\$2.33
Meat	51.01	Loss	.50
Butter	20.00	Loss	.90
Vegetables	36.00	Profit	.72
Other goods	138.14	Profit	2.76

Total losses on day's sales\$3.73
Total profits on day's sales 3.48
Net loss on day's business25

"The above situation was brought to the attention of the Food Administration, and one of the officers commented as follows upon it:

"What the grocers seem to need, according to this showing, is an increase of about 10 per cent. in the present fair price schedule. That 10 per cent. could be added to the schedule without anybody really knowing the difference, except the grocer, whose profits would thereby be protected. The grocers should go before their local price boards and make the necessary showing, and get the board to increase the schedule prices a few per cent. to take care of their losses."

Malted Milk Not a Licensed Commodity.

Several months ago it was ruled that malted milk was a licensed commodity under the general heading "powdered milk." Subsequent developments have demonstrated that no necessity exists for considering malted milk a licensed commodity and it is hereby ruled that manufacturers, importers and distributors of such commodity are not required to handle the same under a license.

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.

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



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.

"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

Correspondence Solicited



Vinkemulder Company

GRAND RAPIDS

:::

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

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.

Chain Grocer Adopts "Help Yourself" Plan.

The H. G. Hill Grocery Co., of Nashville, Tenn., operating a chain of forty-five stores and aiming at various schemes for cutting down distributive expense in the food trade, has opened the first of a series of "Help Yourself" stores, and promises that if it meets with success others will follow. The scheme looks very much like the "Piggly-Wiggly" system recently described in these columns. As described by the Hill Company:

"About fifteen feet from the entrance there is a railing across the front, with two turnstiles, the one to the left being used as an entrance and the one to the right as an exit.

"On entering the store the customer goes through the turnstile on the left, helps himself or herself to a basket and begins shopping. The shelves against the wall are lettered in alphabetical order, beginning with 'A.' Under 'A' will be found everything beginning with that letter. For example: Asparagus, apricots, ammonia, etc. Next comes 'B,' with baking powder, beans, etc., and so on around the store to 'X,' 'Y,' and 'Z,' when the customer finds herself at the cashier's desk ready to check out and pay for the purchases made.

"A low counter in the center of the store contains flour, meal and those things that are sold in bulk. The price of every article on both shelves and counter are plainly marked, so the customer can see at all times just what is being bought and just how much it is costing.

"When the customer finishes selecting what she wants and comes around to the cashier's desk she pays. On a counter outside of the front railing there is a table with paper and string to do the necessary wrapping, if there is any to be done. The basket given to the customer upon entering the store is merely loaned and is to be returned after her shopping is complete. If, however, the basket is wanted, it can be kept upon paying a nominal charge of 4 cents.

"As can be seen from the foregoing, the plan is simple, quick and decidedly efficient. It saves time, money and men."

Use Potatoes to Save Wheat.

Washington, April 22—Use of potatoes to save wheat is demanded by the present situation, because greater quantities of wheat must be conserved, for the use of the American forces and the Allied armies in Europe, and also because an unusually large supply of potatoes remains in the hands of the growers. Great quantities of these will go to waste unless they are used even more freely and in a greater variety of ways than is customary in American families.

With the basic price of wheat fixed as at present, flour is \$13.70 a barrel, or 7 cents a pound. If, then, potatoes can be obtained at \$1.20 a bushel, which is 2 cents a pound, it is an economy as well as a war service to use potatoes as a substitute for flour in bread making. Even at 3 cents a pound the potatoes cost no more than flour.

The potato has a place in our food list which no other vegetables occupies. It appears on the tables of countless families at least once a day

and often at all three meals, and is so much a part of our daily food that we miss it almost as much as we would bread if we have to go without it. Its popularity is based on more than accident or custom. It is palatable and wholesome, supplies much food material, and has some special food qualities to its credit. Although we prepare it in almost endless ways as a vegetable served with meat and other foods, we also use it for soups and salad making, sometimes for desserts, and with flour in baking. That we can use potato with flour is not surprising, for the food substance potato supplies most abundantly is starch, and it is largely because of the starch they contain that the world uses cereal grains as breadstuffs. It will very often be found, with a little experimenting, that one-third to one-half of the flour in some favorite recipe can be replaced with mashed potato.

Herbert Hoover.

Germans Now Sell Artificial Meat.

German newspapers are full of advertisements of synthetic substitutes for articles that have become rare.

A recent addition to the list is an artificial meat, to which the name of milfix has been given. It is sold in tins, each of which costs 84 cents. Milfix is advertised as the best possible substitute for fresh meat. The advertisement adds that milfix should be well treated with pepper, salt, onions and other tasty additions, which are apparently intended to hide its real flavor.

A Dresden firm advertises an excellent substitute for coffee. This is sold at \$1.14 a pound. The advertisement says: "This substitute for coffee has an excellent taste and an agreeable aroma, and the highly honorable housewives who try it will be completely satisfied, and will become regular customers."

A Berlin firm advertises a substitute for tobacco, described as being made of the most noble smokable leaves. It may be mixed with real tobacco or can be smoked alone in a pipe.

The American's Creed.

I believe in the United States of America as a Government of the people, by the people, for the people; whose just powers are derived from the consent of the governed; a democracy in a republic; a sovereign nation of many sovereign states; a perfect Union, one and inseparable; established upon those principles of freedom, equality, justice, and humanity for which American patriots sacrificed their lives and fortunes.

"I therefore believe it my duty to my country to love it, to support its Constitution, to obey its laws, to respect its flag, and to defend it against all enemies."

COLEMAN (Brand) Terpeneless LEMON

and Pure High Grade
VANILLA EXTRACTS
Made only by
FOOTE & JENKS
Jackson, Mich.

Knox Sparkling Gelatine

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

Blue Vitrol, Nitrate of Soda, Acid Phosphate, Paris Green, Arsenate of Lead

Reed & Cheney Company
Grand Rapids, Michigan

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

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

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

G. B. READER

Jobber of

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

1052 N. Ottawa Ave.

Grand Rapids, Michigan

EGGS Buy EGGS Store EGGS Sell

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



Side Lights on Shoe Repairing.

Written for the Tradesman.

It has been estimated that the shoe repair business of America amounted to \$500,000,000 during the last twelve months. If that estimate is correct, then we spent approximately \$5 per capita on shoe repairs during last year.

It is undoubtedly true that the repair business of this country has increased by leaps and bounds during the last four years. Evidently the American people look upon shoe repairs as a wartime measure.

The growing scarcity of leather and leather substitutes, and the consequent increasing price of same, have made it imperative for every man, woman and child in this country to stretch each pair of shoes to the maximum of their serviceability. And that means get 'em soled, half soled, or otherwise repaired to prolong their usefulness.

National conservation as well as individual saving suggest the propriety of this course; and never—at least in recent years—has the repairer had

such a strong argument as he now finds for promoting his work.

When the Government is urging men, women and children to refrain from buying any article however small or inexpensive without which they can at all manage to get along; when everybody—high and low, rich and poor—are urged to save, and invest their savings in Liberty bonds or War-savings stamps—the repair man has an argument that cannot be resisted. By helping to make an old pair of shoes wear a few weeks longer, the repairer is contributing his bit towards the National conservation of an indispensable war material; and so helping by just that much to win this war.

In other days there has been a great deal of talk about individual economy, and many people have doubtless deceived themselves into the notion that they were practicing economy; but as a matter of fact we were a Nation of spendthrifts. This is proved incontrovertibly by our annual expenditures for booze, tobacco, candy, chewing gum, amusements, and

countless other things that are unnecessary or injurious—in other words luxuries. It was due to our National craving for such things that our per capita accumulation was reduced to such a shameful figure. We made the money, but we foolishly squandered it.

This war is teaching us how to save. The aggressive Liberty bond drive now on, and the ones that have preceded it, together with the National campaign in behalf of War-savings stamps, have served to teach the American people a much-needed lesson. What will a National debt of ten billions, or even twenty-five billions amount to, if the American people can be taught to save?

I am not charging that we were reckless and extravagant in our expenditures for footwear. A few might have been, and doubtless were; but not so the rank and file. But the point is, we are learning to economize even in the realm of necessities.

The repair business of the country is largely in the hands of retail shoe dealers. The larger towns and cities of course have their shops which are devoted exclusively to the repairing of shoes, but the bulk of the business is taken in by shoe dealers. And it's immaterial to the shoe merchant whether he makes his profit on a new pair or an old pair brought in for repair purposes.

Some one has recently made the statement in an article written for a popular shoe publication that the average profit on the repair job is equal to the average profit on a new

pair of shoes. This may, or may not be true. I am not in a position to say; but suppose the profit on a repair job was only half the profit on a new pair, still it would pay the shoe dealer to solicit and take care of repair work. And I arrive at this conclusion in this way. The average length of the additional service imparted to a pair of shoes by virtue of their repair is perhaps about 50 per cent. of their wear prior to repairs. In other words if a pair of shoes will wear say six months without half-soleing, a repair job will add about three months additional wear. If, then, the shoe dealer makes half as much net profit out of the repair job as he did on the original sale, it's a fair proposition both to himself and to his customer; and as far as the dealer is concerned, it should be immaterial whether the customer elects to buy a new pair or get his old ones half-soled.

Looking at the matter from another angle, this increasing repair bill of the U. S. A. is quite a wholesome proposition. There is a limit to the leather and other suitable shoe materials available for civilian shoes; and it would seem far better to conserve this material wisely and distribute its use through the seasons of the year in such a manner as to produce only so many shoes as may be made well—that is in keeping with established standards of value, and in harmony with our traditions and ideals of shoe values. To increase production beyond a certain fixed point—a point fixed by grim war

Look for the Name Hood on Canvas Footwear

The Workshu



All its name implies.
Heavy Brown Duck,
Bullseye Quality,
Rubber Soles.

Men's Blucher		\$1.90
Boys' Bal		1.80
Youths' Bal		1.65

The Bayside



White Duck,
White Pressure Cured
Soles.
A Trade Builder.

	Bals	Oxfords
Men's	 \$0.83	\$0.73
Boys'	76	.66
Youths'	73	.63
Women's	78	.68
Misses'	68	.58
Child's	63	.53

Hood
Tennis
Are
Better
Than
Good

Many
Other
Styles
In
Stock

Dealers Find They Meet Every Requirement

The Lenox



Refined Dress Shoe.
Fine White Duck,
Loose Lining,
Leather Insole,
Pneumatic Heel.

	Bals	Oxfords
Men's	 \$1.40	\$1.30
Boys'	 1.35	
Women's	 1.35	1.25

The Korker It's Cheap

Care is taken to make the best possible at the price.



	Bals	Oxfords
Men's	 \$0.68	\$0.58
Boys'	65	.55
Youths'	60	.50
Women's	55	.55
Misses'	50	.50
Child's	45	.45

WRITE FOR CATALOG.

LARGEST STORE IN MICHIGAN.

The Michigan People

Grand Rapids Shoe & Rubber Co.

GRAND RAPIDS

conditions that demand that a certain very large proportion of our leather go into soldier shoes—would mean an inevitable cheapening of American shoes. Inferior leathers and substitutes would have to be used in ever-growing quantities. And that would spell disaster to everybody in the trade.

So, for the sake of making the really good shoes last as long as they can be made to last, the repair business is a timely aid to the shoe industry of this country; and a veritable boon to retail shoe dealers.

For the customers' sake—who should now be learning the lesson of individual economy—and for his own sake, the retail shoe merchant should get into the shoe repair game as aggressively as he possibly can.

Cid McKay.

First Gun in the Low Shoe Campaign.

Shoe dealers can aid to create interest in Low Shoe Day by asking their local newspapers to publish the following description of the event under an appropriate heading:

Dame Fashion and Uncle Sam have formed an entente alliance and have issued a joint and several edicts to the American people, pronouncing Sunday, May 5, National Low Shoe Day. This means that every man, woman and child, who desires to keep in the good graces of both must relegate high shoes to the closet and appear next Sunday neatly shod in low shoes.

It is an edict that will be cheerfully obeyed. Not only is the season of the

year at hand when the Low Shoe is the most comfortable footwear to be had, but it is clear to all people that the conservation of leather is imperative, if the United States is to successfully conclude its task "over there." The soldier must be well shod. Through the very nature of his work, he uses up shoe leather at an amazing rate. The quartermaster department of the United States army has figured that each of the hundreds of thousands of boys in khaki will have worn out nine pairs of shoes by this time next year. This is proof positive of the absolute necessity for the conservation of leather by the American people.

The people of the United States are patriotic. They are heart and soul with our boys in trench and camp. In every way they have demonstrated their desire to make sacrifices in order that this world may be "safe for democracy." They will welcome National Low Shoe Day as another opportunity of manifesting their patriotism. And at the same time it is a manifestation that demands no sacrifice, for all must agree that from now on until the frost is on the pumpkin, the Low Shoe is the most serviceable, the most comfortable and neatest of footwear. Local dealers, advised of the date of National Low Shoe Day, have bought accordingly, and to-day are offering patrons the very latest footwear of this description. Make it a point to see your dealer to-day and pick out your pair so that you may be a properly clad patriot on Sunday, May 5.

This ad produced results—READ IT

Another ad brought 46 inquiries from customers

Sell a Pair of Good Shoes

and you increase your assets; for the good will of your customer is the best asset you can have.

But, sell a cheap shoe, and your margin of profit shrinks into a loss, for your customer is then encouraged to take his patronage elsewhere.



Sell Rouge Rex Shoes

"FOR THE MAN WHO WORKS"

Our own tannage and manufacture. From hide to shoe, and then to you, all under our personal direction and supervision. They bring the smile of satisfaction to dealer and wearer.

Hirth-Krause Co.

Hide to Shoe
Tanners and Shoe Manufacturers

GRAND RAPIDS,

MICHIGAN

GREY KID SHOES

At Once Shipment

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.

Quality is Always Recognized

in whatever form it may be expressed.

No person can fail to see in the

Bertsch and H. B. Hard Pan Shoes

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

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

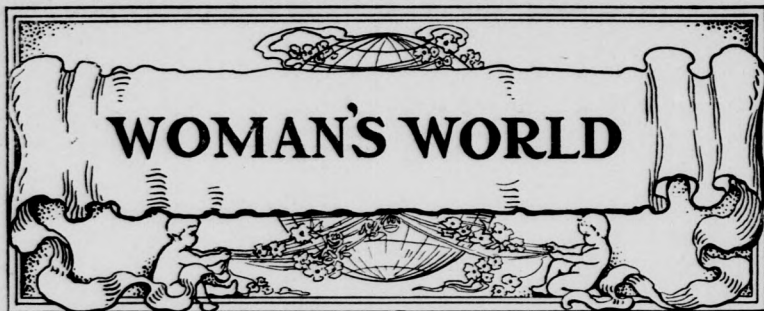
Get started on these lines. You'll find them all high class, honest money makers.

BUILT FOR SERVICE—WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.



Official Don't List For American Women.

Gossip must cease and women must learn to keep secrets if the United States is to win the war, says an official list of "Don'ts" issued by the Committee on Public Information for the benefit of the women of America.

Here are some of the things that the Government considers all-important:

Men cannot win this war without the help of women.

Don't confirm these old slanders. "Women talk too much," "Women can't keep a secret."

Don't pass along any information that your men folk may carelessly or trustfully pass along to you.

Don't fail to report to the nearest officer disloyal or suspicious remarks or behavior on the part of anybody, native or foreigner.

Don't forget that some of the most dangerous enemies of the country in time of war are native Americans of the greatest sincerity.

Don't forget that this war will end to our advantage only when it ends with victory.

Don't let jealousy of other women whose men get to the front or are kept at home make you suspicious of motives or influence. The organizations and individuals are all parts of a complicated machine; each cog must fit in its place and move when needed.

Don't accuse the stay-at-homes of base motives. Many of them are more eager to be abroad than some that are there. The success of the men in France depends on the energy of the men at home. For every man in a trench a great many men are needed in the rear, or the fighting line will fail of ammunition, food, supplies, funds, equipment and re-inforcements.

Don't forget that cynicism and sarcasm are the cheapest things on earth, but may prove deadly in their result.

Don't forget that it is treason to give aid and comfort to the enemy. Nothing comforts the enemy more than the feeling that the war is unpopular at home and that the people are against it.

Don't rail against conscription. It is the fairest, squarest, most democratic method ever devised. It was forced on the country by the terrific man power of the enemy, based on a conscription policy in force for generations.

Don't underestimate your own ability to help. The day has long passed when women were expected to sit idle and wait for wars to end. Women

are invaluable, not only at the front as nurses, ambulance drivers, clerks and canteen managers, but just as valuable at home. Knitting and bandage making are important, and there are hundreds of activities of direct service, not to mention the numberless industries in which women are replacing the men at the front.

Don't forget that "many mickles make a muckle." The little bit of information you have may seem utterly unimportant, yet it may furnish a spy with just the confirmation he or she needs; or it may piece out some fabric that needs only a patch or two to be complete; or it may give to him or her, a hint or a clew leading to discoveries of fatal consequence to the ones you love or to others, or to the Nation.

Don't minimize the minor matters. "For want of a nail the shoe was lost; for want of a horse the rider was lost; for want of, etc., etc., the Nation was lost." The news you know may furnish the nail to the shoe, or the horse, etc., which will help the enemy toward success.

Don't cavil at our Allies. Their interests are ours and ours are theirs. It is a case of all for one and one for all. For three years they have poured out their precious lives and treasures and endured untold privations and losses. We have been enabled to organize our army and our fleet in the shelter of their living, dying rampart. They have taken a tremendous toll from our enemy. We should be patient with their impatience at our delays, and we should begrudge them no assistance—financial, physical or spiritual. We should show them that we, too, can save and spend and fight.

Don't fail to reverse the peace-time rule. Remember that in war everybody is suspicious, until he is proved innocent, especially in a country of such mixed population and such variety of tradition as the United States.

Don't forget that Germany has made use of spies to an extent far beyond the dreams of any other nation, in peace or war. This country contained thousands of secret agents of Germany long before the war began. Thousands have since been added, not to mention the fact that among the millions of Germans, Austrians, Hungarians and other hostile nations, countless enemies exist, eager to be of any possible service to their native lands and against their adopted country.

Don't make it difficult for your men folk to do their duty. There are times when tears are treasonable.

Don't relax your vigilance. Keep

vigilant first concerning your own utterances; next, the words and actions of your neighbors and the people you encounter wherever you go.

Don't permit yourself or others to slight the flag or ridicule the sacred ideals of our Republic.

Don't neglect to inform the authorities of anything genuinely suspicious. If the matter seems to be really suspicious and you hesitate to take it to the local authorities, write to the Department of Justice, Washington, D. C., giving as many facts as possible. Your communication will be held in confidence.

Keep in mind the fact that if a leader is to make you any money it must be successful in developing a sale for other goods.

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



Flags

All Kinds and Sizes
Wool Bunting
Bull Dog Bunting
Cotton Bunting

Service Flags Our Specialty

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



Let COCOA take the Place of Meat and Wheat

Government conservation is making your customers use less meat and wheat. And everyone of them wants a real substitute for these nourishing products.



is the natural substitute, for it combines, in just the right proportion, the body building elements.

Let Bunte's be your biggest seller.

It always repeats.

BUNTE BROTHERS

Established 1876

Makers of World Famous Candies

CHICAGO

Bird Life on Wane—Insect Life on Increase.

Grandville, April 22—There's not a bird in all nature not the friend of man.

The law against the sparrow has practically exterminated the feathered tribe and we are reaping what we have sown. In place of birds we have swarms of insect pests which make life of farmer and horticulturist miserable.

We ask what is it all for? Why this intense desire to exterminate our feathered friends? It has been said, how true I do not know, that without the birds human life on the earth would become extinct in ten years.

Why the hand of the State has been raised against the sparrow and not against the robin and some others of the feathered tribe is a mystery. The robin is in every respect as destructive to crops. Did you ever see a cherry tree in full fruit without from one to half a dozen robins enjoying a feast at the expense of the owner?

The law protects the robin while it outlaws the sparrow.

Neither one should be outlawed, although some people seem to consider the English sparrow no better than a rattlesnake. Even at farmers' institutes I have heard learned men extol the law and suggest numerous ways for destroying the small bird, among others that of doping corn with poison and scattering it where these birds congregate. It is a pleasure to these great intellects to note how many hundreds, perhaps thousands, of sparrows may be thus exterminated in a single day.

This manner of doing up the outlaw is, however less sportsmanlike than hunting him with dog and gun. One man in an interior county of Michigan became famous as a sparrow slaughterer, having at one time brought in to the clerk of his county for bounty more than 1,200 sparrow heads. Wonderful prowess, almost equal to going over the top on the battle front in Europe!

At another time two parties of grown men (not boys) enjoyed a day's hunt, not for tigers or wild and vicious animals, but for the purpose of seeing which gang could kill the most sparrows!

The party winning the prize—a dinner of several courses—showed a record score of several thousand birds. Brave and glorious consummation of a single day's sport! How many other innocents were slaughtered deponent saith not—the newspapers did not record these latter. Besides the dinner, there was, of course, the State reward, paid from the pockets of the taxpayers of this State to aid in encouraging the spread of insect life and helping on the sale of the various poison sprays which go to fill the coffers of the manufacturers.

How could one farmer live sixteen years on a farm and raise abundant crops of grain, hay, vegetables and fruit without seeing the necessity for killing one of the birds that inhabit the woods and fields if the English sparrow is the frightful evil and pest claimed for him by our learned entomologists and ornithologists? It is a mistaken notion that we must exterminate a whole tribe of birds when we discover one of them taking a kernel of the farmer's grain.

It is this mistaken notion which has wrought so much evil in the land. Stand by the birds, good farmer. Stand by the robin, the bluebird, the wren, the catbird, the shrill-mouthed bluejay, the gentle and almost domesticated quail, the blackbird, the crow and last but not least, the English sparrow!

We need them all, to the last one, if we would rid our fields and orchards of insect pests which are threatening to wipe out all farm production. Try this method for three

years or during the war and note the effect. Fifty years ago we had heard nothing of arsenate of lead as a necessity in our food production. The forests teemed with bird life and the fruits and vegetables were of the best. To-day, without this deluge of poisonous sprays, there's nothing doing in the line of raising food for the striving millions of our land.

It is an unpleasant condition that confronts us, and it is truly a condition and not a theory, as we all know. The English sparrow is here, and we trust he is here to stay. One man I knew was asked what bird was the most destructive of all the feathered tribe. His answer was not the sparrow, but the robin! Doesn't seem possible, does it? Yet this man found robin redbreast the worst feathered enemy he had to encounter. He had a cherry orchard, the pride of his heart. Ah, you ought to see those cherries when the trees were red with the fruit. But along came this fly in the ointment, robin redbreast, and laid waste the rich, juicy fruit, much to the disgust of our friend.

What did the cherry owner do but take down his shotgun and slaughter a few of his imagined enemies, the result being that he was hauled up before a magistrate and severely fined. Angered beyond sanity by his punishment the owner of the cherry orchard sharpened his ax and sailed in. The slaughter was fearful, that orchard of trees being laid low to the ground.

"If I can't protect my own property from being destroyed, I'll get rid of that property," declared the man. Foolish? No doubt, yet he felt that way, even as a great State sometimes feels when a little brown sparrow dares to peck at a bit of standing grain and ordains through legislation the extermination of that small bird.

I do not remember how long the sparrow-killing law has been in force—several years at least—and the sparrow is still with us. He's a doughty little Britisher and surrenders his life dearly.

Bird life in Michigan is surely on the wane. Insect life is surely on the increase. I think no one is eager to dispute this fact. Is it not time, then, that something was done to make a change for the better, a change which will tend to curtail the spread of insect pests rather than to encourage them by laws which are detrimental to bird life, laws made, perhaps, to please some farmers and more sportsmen? The quail, one of our insectivorous game birds, is being exterminated. There should be no open season for this bird. It should be protected every hour and every minute in the twenty-four.

Space forbids my entering into a defense of my position here at this time. Later I hope to be able to speak a good word for the quail, also for the despised crow and, perhaps, for some others equally detested.

Old Timer.

A Tale of the Teeth.

Written for the Tradesman.

"That is fine—breathe natural and deep. Take it easy—everything's all right; Nothing could be better; and a—sleep Soon a—sailing—like a—bird in flight You'll be." See! my pilot's far behind, I alone am sailing—floating—fast On beyond—in the unknown I find Worlds anew. Catastrophes at last Seem quite near. Now my plane almost falls

Something like a jolt, a jar is felt! Rhythmic voices are discordant calls. Why! my engine jammed, and gas I smelt!

"Yes—we have them all—sure—every one; Plenty time, don't hurry; just rest right there; You'll be better now the job is done. Fifty dollars—thank you—we are square."

Charles A. Heath.

Don't look at business through your eyes only—let your mind have a little exercise occasionally.



are two very important items in the housekeeping scheme of living. They reflect—in their splendid character and deliciousness, the fondness for real quality most people indulge. Folks know that "WHITE HOUSE," as a name for Coffee and Tea brands, is the equivalent for **THERE CAN NOT POSSIBLY BE ANY BETTER;** and they buy "White House" Coffee and Tea with perfect confidence.

There's only ONE way YOU can "cash in"—by supplying BOTH

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

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



What One Delivery Per Day Has Accomplished.

Washington, April 22—A pamphlet to assist retail merchants in adjusting their delivery service to war conditions has just been issued by the Commercial Economy Board of the Council of National Defense. It is based on the experience of the several thousand stores which have gone to one regular delivery a day, eliminated special deliveries, restricted the return privilege, or organized co-operative delivery systems, in accordance with the Board's recommendations. The experience of these stores is summarized to serve as a practical guide for others, particularly in meeting the labor problems that will arise from forthcoming drafts for the army.

One delivery a day, the Board states, is now the rule in leading stores in at least twenty of the large cities of the United States and in scores of smaller cities and towns. As a result, the delivery departments of the stores are operating with from 15 to more than 50 per cent. fewer men than formerly. These cities include Philadelphia, Boston, Cleveland, Cincinnati, San Francisco, Los Angeles, Oakland, Columbus, Dayton, Spokane, Seattle, Toledo, Washington, Portland, Louisville, Oklahoma City, Indianapolis, Des Moines, Canton and many others.

Reports of savings made have just been received from twenty-six representative department stores. These stores had been making two, three or four regular deliveries a day and went to one. In addition, most of them eliminated special deliveries and restricted the return privilege to three business days from the time of purchase, which the Board has also recommended. As a result of these changes, the number of men employed on deliveries in the stores had been reduced an average of 39 per cent.

Savings in similar proportions have been made in grocery and specialty stores, and in small towns as well as large.

The pamphlet cites a typical case from a village in Maryland. A grocery store went from two deliveries a day to one. At the same time it discontinued special deliveries which it had allowed before without restriction. In a leaflet circulated among its customers it explained the purpose of the readjustment, namely the conservation of labor for war use. It promised that the money saved would be shared with customers. The store had two delivery wagons, and before the readjustment both had been on the streets all day. Two months after the readjustment, an increase of business notwithstanding, the wagons were regularly making all the deliveries between 1 and 6 o'clock in the afternoon and the drivers were able to spend the morning inside the store putting up telephone orders. At that time the owner estimated that if he had remained on the old delivery basis he would have had to employ at least two more men to take care of the increase in his business.

A case from a Middle Western city of 200,000 shows how the savings are made in department stores. Before the readjustment the store regularly used three trucks. One covered the North section of the city three times

a day. Another covered the East section three times a day. The third covered the South and West sections, which are less populous, twice a day. After the change to one delivery a day, one truck covered the Northern section in the forenoon and in the afternoon the South and West sections. The East portion, in which the deliveries are heaviest, was divided into two parts, and a second truck covered one part in the forenoon and the other in the afternoon. Thus two trucks instead of three did the work.

The booklet gives in detail the experience of a number of stores of various kinds and sizes. In no case known to the Board has any store, after making a thorough trial of the single delivery plan, returned to more than one delivery.

The saving from restricting the return privilege is illustrated from a New York department store. During the first month, the goods returned by its customers amounted to \$162,000 less than in the corresponding month the year before, although its volume of business was larger.

A group of department stores in a Middle Western city—and their customers—are being saved the cost of 700 special deliveries a day, through the elimination of that privilege.

Co-operative delivery systems, which the Board recommended for small and medium-sized cities and towns and for the larger cities where practical, have brought about even larger savings, proportionally, than the one delivery a day plan. In a small Texas town, for instance, there were six grocery stores and each maintained a truck. After they organized a co-operative system, one truck did the deliveries for all. In one of the largest Middle Western cities, all the department stores have united in a co-operative system for their suburban deliveries. Half the trucks are now required to render the same service.

The pamphlet describes the organization and methods of a number of co-operative delivery systems now in successful operation.

The special object of the delivery recommendations was to make it unnecessary for stores which lost deliverymen through the draft or other causes to bid against farms, munition works, shipyards and other vital industries for substitutes. Besides doing this, the readjustments have in a number of cases shortened a long working day for deliverymen. And they have enabled merchants to meet the increasing demand from their customers for closer prices on goods.

The changes are part of a broad plan for voluntary conservation of commercial resources. The Board is co-operating similarly with the woolen cloth and clothing, the shoe and leather, the paint and other industries in eliminating needless uses of labor, materials, equipment and capital in those industries.

The delivery pamphlet is called "Economy in Retail Service" and may be had upon application to the Board at Washington.

Goods that do not sell do not belong in your store, no matter how well they look in the showcases or on the shelves.

QUALITY

SERVICE

Lend Him a Hand — Buy



3RD Liberty Loan

To-day your boy is reaching out for your hand. He is in a trench in a foreign land 3,000 miles from home. He said good-bye to all he holds dear and is staking his life for your happiness because he trusts you to stand back of him. He has no money, no food, no guns except as you supply him.

Your government is offering Bonds of the Third Liberty Loan that your boy may have the sinews of war to make the best fight when he goes out "Over the Top" into No Man's Land and matches his strength against cold steel.

You are not asked to give this money. You are asked to loan it to the United States of America.

In fact, you are asked to buy a mortgage on the United States, the richest government in the world. These Bonds are Uncle Sam's promises to pay just as the dollar in your pocket is Uncle Sam's promise to pay. The difference between a \$100 bill and a \$100 bond is that while the bill is never worth more than \$100, the bond—because it draws interest—earns an income for its owner.

Save for the Third Liberty Loan. Invest in the Third Liberty Loan. That is the way to lend a hand. That is the way to make a nation invincible for freedom and justice.

Every bond bought now is a direct fighting aid to this boy in the trenches in France.

Even if your district has subscribed its quota, continue on.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

SERVICE

Grand Rapids, Mich.

QUALITY

Rates For Short Hauls Materially Increased.

Levering, April 14—We wish to inform you of what we consider as an exorbitant freight rate charged by the Grand Rapids & Indiana Railway Co. from Petoskey North to stations between there and Mackinac City, and between which points they have no competition.

We are listing a few of the rates from Grand Rapids to Levering and also from Petoskey to Levering for comparison, and ask if you think we are getting a just rate North of Petoskey?

Petoskey is twenty-three miles distant from Levering while Grand Rapids is 219 miles.

We have expense bills from both points to show we are correct.

If you consider it worthy of attention to our neighbor merchants you may print reply in Tradesman.

Reed & Co.

Grand Rapids, April 15—I am in receipt of a letter from Reed & Co., of Levering, complaining over the freight rate on groceries from Petoskey to Levering (twenty-three miles), as compared with the rate from Grand Rapids to Petoskey (219) miles, as follows:

	Grand Rapids to Petoskey	Grand Rapids to Levering
Flour and Feed..10	19	
Sugar	15	28.5
Raisins	19	35.5

On taking this complaint up with the General Freight Agent of the G. R. & I., I was informed that his department was powerless to act, because the Commission ordered the above rates into effect Jan. 3, 1918, document 1193. As there is a manifest discrimination in these rates—at least to a layman who has the misfortune to be a shipper—I write to enquire the occasion of promulgating such rates.

E. A. Stowe.

Lansing, April 18—We have yours of April 15, showing freight rates on certain commodities from Grand Rapids to Petoskey and from Grand Rapids to Levering. If we get your meaning correctly, as to the above, you desire to compare the rate from Grand Rapids to Levering with Petoskey to Levering, assuming that the Grand Rapids houses and Petoskey houses compete for Levering trade.

If so, we find the rate on flour and feed, Petoskey to Levering is 5th class, or 10c per cwt., for a distance as stated by yourself of 23 miles; while the rate from Grand Rapids to Levering, a distance of 214 miles, is 19c per cwt. The rate on sugar, under Rule 26, from Petoskey to Levering is 15c per cwt., and Grand Rapids to Levering 28.5c per cwt. The rate on raisins, which are 3rd class, from Petoskey to Levering is 19c per cwt., and from Grand Rapids to Levering is 35.5c per cwt.

You state that the General Freight Agent of the G. R. & I. informs you his department is powerless to act, because this Commission ordered the different rates in effect January 3, 1918—D-1193. You state it is manifest there is discrimination in these rates and you ask the reason.

In reply, we are very glad to explain fully that when application was made to the Interstate Commerce Commission for an advance in class rates, the Commission stated to the carriers that their rates for short hauls were entirely too low and increased them very materially. When the Examiner's recommendations were made to the Interstate Commerce Commission, they further increased the rates recommended by the Examiner, emphasizing the fact that the short haul rates in the past have been considerably too low, from the fact that terminal expenses, fixed charges, overhead expense, etc., were practically the same on a ten mile haul as a long

haul, and that, therefore, in proportion, the short mileage rate should be very much higher than the long mileage rate.

After this theory had been adopted by the Interstate Commerce Commission, and this Commission recognized that to a large extent the principle involved had been properly expressed, the carriers made application to this Commission for authority to make effective the rates which they proposed. While we recognized the justice of naming a higher rate for short hauls than long hauls, we were unwilling to adopt the Interstate Commerce Commission rates on the zone basis proposed and reduced them considerably, especially in the Northern portion of the State. If shippers will investigate, they will find, on the basis of the Interstate Commerce Commission tariffs and rates in effect that the rates in Michigan are considerably less. Keeping in mind the decision of the Interstate Commerce Commission as to the recent advance over the short haul, we do not think, for the difference between twenty-three miles and 214 miles, that there is an unreasonable difference expressed in the tariffs in effect.

We have gone thus far into this question because we appreciate your sincerity in making the enquiry and desire that you may fully understand the basis on which these rates were made.

C. L. Glasgow,

Chairman Michigan Railway Commission.

Reckless Extravagance.

Frank Hamilton, the Traverse City clothing merchant, was raised in Maine, and he loves the Pine Tree State yet, although he admits that many of the people are just a "little nigh."

"When I was a boy," says Mr. Hamilton, "there was an old fellow in my town who was reputed to have all kinds of money, but he was never known to let go of a cent if he could help it. It was currently reported that the only time he ever bought a newspaper was the day Lincoln was assassinated.

"He used to make his wife keep a strict account of every cent she spent, and would go over it carefully, and take her to task for any extravagance. One day he was casting up her cash book, and turning to her he said, severely:

"Look here, Mirandy. Here's 25 cents for a mustard plaster and a dollar'n five cents fer havin' three teeth pulled. There's a dollar'n thirty cents spent in one day fer your own pleasure. D'y'e think I'm made of money?"

Nicholas Silvius, who engaged in the dry good business on Ottawa avenue Nov. 5, 1878, and has continued ever since, has sold his stock to a Chicago company, which has shipped it to that city. Twenty years ago Mr. Silvius erected the brick store building at 1001 Ottawa, which he has since occupied. He is the oldest merchant on the street in point of years of service. If Mr. Silvius had remained in business seven months longer he would have rounded out a career of forty years of faithful service to the public. He has always stood well with his customers and creditors, all of whom join in hoping he may live long to enjoy the competence he has gained by patient endeavor.

Furs For Fall Wear.

All kinds of foxes will be greatly in demand in manufactured furs this fall and winter, according to Alex W. Louis, merchandise manager for a local manufacturing furrier.

"For fall it looks as if the demand for foxes will be very large," said Mr. Louis yesterday. "Foxes of all kinds will be called for—natural, blues, whites, silvers, and dyed skins. I would not be surprised to see quite a call for black furs, as the American losses doubtless will be large in Europe and black will be worn, naturally, by those who have given their boys to freedom's cause.

"Hudson seal, mole, squirrel, broad-tail and caracul will be much used for coats and coatees. For capes and stoles mole, Hudson Bay sable, mink and squirrel will be the leaders, as these furs are well adapted to the manufacture of the merchandise mentioned.

"Milady will have many pretty styles to choose from. As all women want furs, the best-selling ones will depend almost entirely on the purchasing power of individual consumers. An ambition of most women is to possess sables, and the demand for Hudson Bay sables will be very large during the coming season. The catch of these animals was small this year, which presages a scarcity, but prices are still at 'reasonable' levels.

"With so many motor cars in use, summer furs have become a necessity with a great many women. The present demand for them is proving this. Mole, squirrel, and chiffon and fur trimmed capes are much in demand. They are not only pretty to look at, but are really useful."

Bead Trade Prospers.

It is said that colored beads of all sorts and sizes are in unusually good demand. Local sellers report that they are more concerned with supplying the increasing demand than they are with the problem of developing new business. The growing popularity of the beaded hand bag is said to be a very big contributing factor in the present large demand for beads. Formal and semiformal evening gowns are also being decorated profusely with beads and spangles, it was pointed out by an authority in the

bead trade yesterday, and business from this source also has been heavy.

Complainants in Sears-Roebuck Case.

It appears, according to the testimony of Leon H. Hattenbach, of Denver, in his official organ of the State Retail Grocers' Association, that the recent action taken by the Federal Trade Commission against the Sears-Roebuck Company for unfair trading was the result of charges made against Sears-Roebuck Company by Sol Westerfield and John A. Cunningham, of the National Association of Retail Grocers, in connection with the sale of sugar as an inducement to secure trade for the purchase of other commodities at higher prices.

Put "pep" in your prices by Using cMc

3 FOR 5c

PRICE CARDS

40 cts. per 100 and up

Write for Samples

CARNELL MFG. CO.

Dept. K, 338 E'way, New York

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

CORL, KNOTT & CO., Ltd.

Corner Commerce Ave. and Island St.

Grand Rapids, Mich.

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

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

Prepare for the Spring Housecleaning Drive

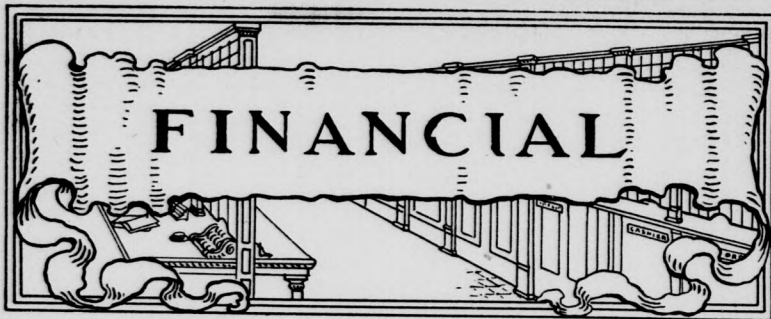
Without a doubt there will be a good demand for Draperies, Lace Curtains, Marquisettes, Scrims and Swiss by the yard.

Your spring trade will want these goods. Prepare for that business by replenishing your stock now.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS GRAND RAPIDS, MICH.



Official Reasons Why Germany Started the War.

Written for the Tradesman.

A gratifying announcement comes from the National capital to the effect that every department of the Government has been made a war-making body, the intention being to interfere as little as possible with the accustomed channels of trade. This was clearly announced by the War Industries Board when it gave out its first preferential list of industries to be favored in the matter of full supplies. It is stated the list will undergo material amplifications and extensions, as necessity requires. The fundamental policy of non-interference with business beyond the point of actual necessity is being expressed in other Government organizations. This, if carried out, will be of material benefit, showing that in spite of the exigencies of war, American business is looked upon as one of the most essential safeguards of the Nation and is to be treated accordingly.

Corporate securities maturing in May aggregate \$83,488,490, compared with \$89,893,170 in April and \$87,707,854 in May, 1917. Railroad securities lead in the amount due, \$31,687,190 with public utilities and industrials following with approximately \$25,942,000 and \$25,854,100, respectively.

As a result of months of most careful investigation the United States Department of Commerce announces that Germany went to war to gain greater control over markets for her manufactured goods and over the sources of raw materials that enter into the making of such goods, and that the gigantic failure of these commercial aims is already apparent. The investigation included German political, industrial and commercial activities, both before and after the outbreak of the Kaiser's war. The primary object of the report of the Department of Commerce is to throw light on Germany's preparedness for trade after the war. To aid in reaching an intelligent conclusion on this subject many pages are devoted to such subjects as Germany's wartime industries, trade organizations, money and banks, raw materials, labor conditions, land and water transportation, war loans, taxation and proposed monopolies. The report says that, owing to the uncertainties of war, most of the measures for entering foreign trade are still in the stage of discussion, only a few having received legislative sanction. Many of the industries have been syndicated or consolidated; an imperial ministry of economic affairs has been created; subsidies have been voted to rehabili-

tate the merchant marine; steps have been taken to promote the export of German goods under the guise of neutral products.

"In spite of the obstacles which will confront the Germans, however," says the report, "it will be well to bear in mind the fact that there is need of preparing for defense in order that German business may not continue its old methods of quiet penetration in one country after another. People everywhere are now awake to the infamous methods of Germany, but the mistake must not be made of underestimating the recuperative power of the Germans and of over-estimating the effect of the billions resting upon Germany as the result of the war. There is danger that even in defeat this economic reality of seventy million Germans in the middle of Europe are going to continue to dream the dreams of Middle Europe, followed by dreams of Middle Africa, and also the dream of a German world."

New Zealand will penalize those who can and do not subscribe to the new \$100,000,000 war loan by fining them double the amount of their income tax and taking their surplus funds for investment in bonds bearing only 3 per cent. interest.

The steadiness of the securities market indicates a calm confidence, not only in fundamental business conditions in the United States, but as to the favorable outcome of the gigantic struggle now going on across the ocean, and this in spite of the fact that the battle of Picardy has demonstrated to the American people and our Government that the German military power is not exhausted and that the English and American newspapers have been superficial in talking about starving Germany out, that the Teutonic gains from the collapse of Russia may be even greater than anticipated and that the causes of constitutional, parliamentary government and individual liberty can be saved only by redoubled effort on our part. In short few persons believed Germany to be as strong as she is. The real situation is now more generally understood and it is probable that the plan to increase an army from 1,500,000 to 2,500,000 or 3,000,000 men will be carried out. Should this be done military expenditure would be between five and six billion dollars. This would raise our total war expenditure, including loans to the Allies, to approximately \$1,600,000,000 per month. So large a military additional outlay if made will require larger loans and possibly heavier taxes. Such are likely to be financial results of the present struggle on the West-

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

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPBELL 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**

ern front. Secretary of the Treasury McAdoo, in a Liberty Loan address, is credited with forecasting heavier taxes in the statement, "I do not think we have applied taxation strongly enough." Every one realizes that, due to war and in war times, taxes must be heavy, but there is a limit—a danger line—beyond which it is not wise to go and it is a question as to whether any increase will not reach and pass the danger mark. Under the law of Oct. 3, 1917, and previous laws, levies of taxes are being made of such magnitude and of such a nature that no parallel can be found in the first year's legislation of any other country engaged in the war. It is believed when the returns are all in the present income and excess profits taxes will yield from \$500,000,000 to \$1,000,000,000 more than has been estimated, by the treasury officials that amount being \$2,427,000,000.

Through interpretation and stretching of the new laws their scope has been greatly extended. The excess profits tax law interpretations are glaring examples. When the differences of the two houses were being adjusted in conference, the conferees inserted a clause providing that in trade or business having no invested capital, or not more than a nominal capital, a tax equivalent to 8 per cent. of the net income of such business or trade should be levied in excess of a reduction of \$3,000 in the case of a corporation and in excess of a reduction of \$6,000 in the case of a partnership or citizen. This was meant to reach lawyers, dentists, physicians, etc. who are in receipt of large incomes who would otherwise be exempt from the excess profits tax. To reach that class of people the words "trade" and "business" were defined by the law itself as including "professions." It was never intended that this 8 per cent. excess profits should apply to the ordinary salaried man no matter what his salary might be, but the commissioner of Internal Revenue ruled otherwise. The law is full of inequalities and should be amended so as to simplify it so the ordinary citizen can understand its terms. The New York Commercial & Financial Chronicle very sensibly suggests that the excess profits tax be changed so as to make a real tax on excess profits, that is a tax on profits in excess of what they were before the war, instead of a tax on the excess above 7 or 9 per cent. on the invested capital. If it is intended to apply the 8 per cent. excess profits tax to salaries, the law should go a step further and make the tax applicable to income from investments. As it is now interpreted the man whose income comes from services is discriminated against in the favor of the man who has inherited his income, or derives it from past accumulations.

Paul Leake.

Live Notes From a Live Town.

Owosso, April 22—Owosso Council held their first regular meeting under the generalship of the new officers Saturday evening, with a few extras thrown in. About twenty-five members with their wives, mothers and daughters met at 6 p. m. at Connor's

cafe, owned and operated by Uncle Bill Lovert, and such a lunch! Gee Whiz! Say, if any of you fellows ever strike town on an empty stomach, go right over to Uncle Bill and call his attention to your condition. The event was intervened by the rendition of several vocal selections by Hanifan's Sextette, composed of Messrs. Fred Hanifan, Fred Vandyne and Glen Reynolds and Mesdames Harry Northway, Fred Vandyne and Miss McIntosh. J. B. McIntosh butted in when he could get a chance. After lunch the Senior Counselor took the chair and called on several members for a four minute talk. J. D. Royce, who resides three miles East in the city of Corunna, took the cake, in fact ran away with the whole bread wagon and separated himself from more oratory in four minutes than we ever heard in thirty, and any one who didn't already own a few Liberty bonds bought one before he went home. At the close of the social function the brothers repaired to the Council room, and the ladies called on Mary Pickford at the Strand movie after voting to organize a Ladies' Auxiliary at the next regular meeting.

T. O. Jones, with Armour and Company, meats and provisions, has moved from Lansing, the City of Energy, to Owosso, the City of Push, and taken up his residence at 1027 North Adams street. Evidently Mr. Jones is a man of keen perception and knows a good thing when he sees it. In the up-to-date vernacular, Welcome to our city!

L. H. Richards, of Perrinton, has purchased a store building in Sylvania, near Toledo, and has already taken possession. His brother will conduct the Perrinton store at present, having taken an interest in that portion of the business.

T. W. Tewksbury, of Morrice, landlord of the Morrice Hotel for the last twenty-five years, is laid up with a stroke of apoplexy and is in a serious condition, but with chances for a possible recovery.

The dining room of the Hotel Shaffer, at Crystal, is closed for the present. The main entrance to good chuck is at Walter Beard's restaurant, which is A 1 bully up, good feed and plenty of it, like mother cooks. Fact!

Fred Hanifan comes to the front with another automobile story that sounds good—when he tells it—but leaves a possible doubt in the minds of listeners as to its entire veracity. Fred says he was driving up some where in a sap bush district when the auto in which he was riding (a ford) gradually slowed down to a dead stop. Investigation revealed the fact that an important ingredient of locomotion was lacking. "Out of gasoline" was the verdict. Two miles to the nearest farm house. Fred says he climbed over a barbed wire fence, got a sap bucket and filled the gas tank with maple sap, cranked her up and off she went good as ever. About thirty miles further on he heard something rattling around in the radiator. The chauffeur stopped the machine. Fred got out and raised the lid and took out a cake of maple sugar that weighed about four pounds.

Honest Grocerymen.

Editorial Repartee.

An editor received this letter from a fresh youth:

"Kindly tell me why a girl always closes her eyes when a fellow kisses her."

To which the editor replied:

"If you will send us your photograph we may be able to give you the reason."

The Timid Dollar.

"I'm chagrined," complained the dollar, "When I get inside a store; For I feel so small and futile And embarrassed—since this war."

Will Your Financial Anchor

hold when the storms come? Have you established solid connections with some good bank? If not, you should do so. We invite you to share the facilities offered by

THE OLD NATIONAL BANK

MONROE AT PEARL

GRAND RAPIDS



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

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

717-739 Pearl St. near the bridge, Grand Rapids, Mich.

Automobile Insurance is an absolute necessity. If you insure with an "old line" company you pay 33⅓% 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

BUYING LIBERTY BONDS.

They Afford an Insurance on All Investments.

There are four principal reasons of prudence and policy which should be carefully considered by the holder or prospective buyer of Liberty Loan Bonds. These reasons may be briefly outlined as follows:

1. It is the policy of shrewd investors to diversify their investments at all times, never putting all or any large part of their wealth into one enterprise or one class of securities. The very rich man will hold a larger percentage of high-grade bonds than will the man in moderate circumstances; but the factor of safety should be accorded due consideration by all investors, large or small. The late James Stillman, one of our greatest financiers, stipulated in his will that his executors should not invest more than one-sixteenth part of his fortune in any one security. The man who is possessed of \$5,000, \$10,000 or \$100,000 of investment funds should be even more concerned with the time-honored admonition not to put all his eggs in one basket. The best form of diversification, the greatest assurance of safety, lies in placing a reasonable portion of one's capital in the very highest grade of securities. This brings us down to the second consideration.

2. No intimate knowledge of the science of political economy is required to bring the realization that the bonds of a government which are sold to its own people are of higher rank than any other securities. No matter how many such bonds may be issued, nor how high the rate of interest paid the interest payments or liquidation of principal cannot subtract a dollar from the national wealth. And in so far as we hold the bonds of other countries to which we have made advances those countries must pay tribute to us in the form of interest, which tends to reduce taxation and other entailments by just so much. Amasa Walker, commenting on our financial position immediately after the Civil War, covered this point very briefly and forcibly. Dr. Walker said:

"It is a great misfortune that we are deeply in debt as a nation. If that indebtedness were wholly to our own people it would be very favorable, for then, as a people, we should owe nothing at all, since what was to the debit of one citizen would be to the credit of another."

3. History shows us that following all great wars there is a more or less protracted period of depression after the first imperative work of reconstruction is completed. In such periods of depression capital is concentrated in comparatively few hands and is not fully employed, therefore the price demanded for capital falls rapidly, which is the same thing as saying that prices of all bonds and other instruments having a fixed price of return will rise. According to precedent and with due allowance for the extraordinary severity of the present war it is not improbable that shortly after the war is over capital will seek investment in ordinary bonds at as low a figure as 4 per cent. and in Government issues at 3 per cent.,

or a little below. This would mean that a 4½ per cent. Liberty Bond should command a market price of about 140. On a 3½ per cent. basis for capital the bond would command about 120. We may predict with the greatest confidence that the owner of Liberty Bonds will find an opportunity to dispose of them at figures materially above the price paid long before these securities reach maturity.

The fourth reason is infinitely more important than any of the others in present circumstances. It is this:

4. The buyer of Liberty bonds buys insurance on everything he owns. This statement applies to the owner of any property, but particularly to those who favor security investments. We frequently hear the contention that capital can now be invested to bring a return of 5 or 6 per cent. on a safe basis as compared with only 4½ per cent. on the Liberty Bonds. The comparison is fundamentally unsound to begin with, as the higher the character of a security the lower the income return. The Government bonds represent the very highest character of investment. In the years preceding the European war the average return on such premier investment securities as British consols, French rentes and United States bonds was approximately one-half to two-thirds the return obtainable on high-grade seasoned railroad and industrial bonds and stocks. That is to say, a 3 or 4 per cent. Government bond will normally sell at par when 5 or 6 per cent. bonds and stocks are selling at par.

But these are not normal times. If the struggle for national and individual rights should be lost, the 5 or 6 per cent. return on most investments would be endangered, not alone as to income, but as to the principal itself. No conceivable disaster could shake the integrity of the Government loans, which are a prior lien on every dollar of wealth and every stick and stone of property we possess. To put it another way, the Government has power to tax away all individual or corporate profits and even to confiscate principal itself if such drastic measures were necessary to uphold the credit of the Nation.

This is an extreme illustration, but it forcibly brings home to us the necessity of ensuring the status of all the property we may own by promptly and cheerfully providing our proper individual pro-rata of the money needed to carry

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.

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

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

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.

on the war. I do not mean to suggest that it is necessary or even advisable for the holder of securities or property which shows him a higher rate of return than can be secured by the purchase of Liberty Bonds to at once divest himself of his holdings and put the proceeds in the war issues. What is most vitally necessary is that those who have an income in excess of their living necessities should put this surplus into the bonds on the theory that such purchases constitute insurance, at a very low premium rate, on all other possessions. Many of those who have no surplus income will discover, after a brief self-examination, that they can easily create a surplus by a little self-denial, a little curtailment of luxuries and a little elimination of waste.

The foregoing comments are confined to questions of policy and self-interest, with no reference to moral obligations. What I have undertaken to show is that the purchase of Liberty Loan bonds is good business as well as good patriotism. Judging from the gratifying results in former loans, we may depend upon a prompt and conscientious response from a majority of our citizens. To the limited number who depend upon the efforts of others to protect them, it may be stated that they are endangering the whole structure, and are, incidentally, branding themselves as belonging to the most selfish and short-sighted class of slackers.

Thomas Gibson.

The big things of life are never done by a fussy man. Poise is one of the earmarks of mental strength.

Old National Bank Again Promoting Home Gardens.

Grand Rapids, April 23—As you will remember, the Old National Bank last year engaged an M. A. C. man to supervise the Home Garden plans here in Grand Rapids. As a result of this, which you also will recall with pleasure, I am sure, Grand Rapids gained for herself the reputation of being the Garden City of America and was cited from Washington to Wilson—you thought I was going to say Tacoma—as a bright and shining example of what a city could do in the Home Garden movement if she set about it. As a matter of fact we were fortunate enough to have here in Grand Rapids an agricultural agent who was heart and soul in the movement, and when the Old National Bank assumed the expenses for William Murphy, the Garden Man, furnished him with a machine and financed him in every detail, the garden plan was a success.

The Old National has engaged Charles Kellogg as supervisor of home gardens in Grand Rapids this year. He will work under the direction of H. G. Smith, Kent county farm agent, and will carry out the home garden work as inaugurated by William Murphy last year.

Mr. Kellogg will be at the Old National Bank between 12 noon and 2 p. m. on week days, and can be reached at other times through the Kent County Farm Bureau. His services will be at the disposal of any who may need advice and suggestions as to how they best may cultivate vacant land. He also will assist in placing at the disposal of gardeners vacant lots which will be loaned by their owners for gardening purposes during the 1918 season.

I am writing you this because I thought that if you were in sympathy with the Home Garden idea your opinions as to what Grand Rapids has done and your justifiable pride in

Grand Rapids' garden record would move you to carry something in the Tradesman on the subject which would be of benefit to the many cities in which you circulate.

George A. Murphy.

Boomlets From Bay City.

Bay City, April 22—The silver cup presented to Bay Council by Past Senior Counselor R. S. Richards, to be awarded to the member who secured the largest number of applications for membership during the year ending April 1, 1918, was won by William T. Ballamy. The cup is a beauty and Mr. Ballamy was greatly pleased to receive it, but with his characteristic generosity, he refused to accept it as a permanent gift. He will retain it one year and will then present it to the counselor who demonstrates that he is the champion hustler of our Council for new members. Get busy, fellows!

Former Judge L. P. Coumans died last Saturday morning. Mr. Coumans was an able lawyer and a man of sterling character. His death is a great loss to Bay City.

Our city was greatly shocked last Tuesday by the sudden death of B. Belworthy, who had been one of Bay City's leading merchant tailors for forty-seven years. He was a man who was very popular among those who knew him best.

Fred Nentwig, manager of the shoe department of H. G. Wendland & Co., of this city, will move to Saginaw, having purchased the interest of the late Alton D. Stalker in the firm of Erhard & Stalker, shoe merchants. This may be a good investment for Fred, but it is difficult to understand how anyone who has resided in Bay City for several years can enjoy life in Saginaw.

Henry Rohr, proprietor of the Republic Hotel, this city, will succeed J. T. Huntington & Son, as landlord of the Calkins House, Clare, May 15.

W. F. Broderick, Clare, is closing out his shoe stock.

Midland, one of the live towns of Michigan, is improving in appearance, as large substantial buildings are being erected on the sites of those destroyed by fire. The new bank buildings, which is nearing completion, is a beauty.

W. L. Mars, express agent, Gladwin, is erecting a two-story brick building on Main street, which, when completed, will be occupied by Postmaster Wilmot with a complete and up-to-date stock of dry goods and clothing.

Sam Goldberg & Sons, Gladwin, are erecting a cement building in which they will store their surplus stock.

George Hause, Rhodes, has sold his hardware stock to Levandoski & Varity, who have consolidated it with their stock of hardware.

Mrs. F. L. Van Tyle, wife of Past Senior Counselor Van Tyle, who was recently operated upon at Bay City hospital, has sufficiently recovered to be removed to her home on Cass avenue.

George Day, formerly proprietor of the Hotel Bennett, Mt. Pleasant, is again behind the desk of this popular hotel. George was known as one of the most genial landlords in Michigan. Here's hoping he still wears the smile that will not come off.

J. H. Belknap.

A Good Forgettery.

"Tommy," said his mother reprovingly, "what did I say I'd do to you if I ever caught you stealing jam again?"

Tommy scratched his head with his sticky fingers.

"Why, that's funny, ma, that you should forget it, too. Hanged if I can remember it."

The Third Loan

The World War is no longer three thousand miles away---it is at our doors.

Before this number of the Michigan Tradesman appears a hundred thousand of our boys in France may have been heavily engaged in the greatest battle of all time.

Whatever part they take, they will not fail America.

Let us not fail them.

They give their lives for us---we can only lend our money to them.

For what we lend to the Government is a loan to a soldier.

It is a loan to Freedom.

It is insurance against the Hun.

Have you subscribed yet to the Third Loan?

Don't fail our boys in France---buy a bond to-day.

Liberty Loan Committee of Public Utilities
Federal Reserve District No 7

BENJ. S. HANCHETT,
Chairman for Michigan exclusive of Wayne County



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

Suppose Your Salesmen Were Real Merchants.

Down in the Southern part of Georgia there is a patent-medicine drummer who has a peculiar stranglehold on his retail trade.

At first glance you would suspect him of being an animated testimonial of the "before taking" variety, for he certainly upsets the regular dope about pep, punch and personality.

Yet each New Year's Eve, as the annual sales totals are added up, he romps home an easy winner. It is a most uncanny habit he has had for 'steen years.

The secret of his success is simple—so much that it sounds bromidic. He is not merely a peddler of pink pills—he is a peddler of ideas.

Professional confidences prevent me from mentioning the name of his alcoholic exhilarator. But it is one of those that barely get by and where a few flexible State laws permit, competition is carried on as a species of guerilla warfare.

But old Steve Tompkins romps home because he knows more than merchandise. He knows merchandising.

If a druggist intends to remodel his store and puzzles about the placing of the ice cream counter, he waits until Steve comes around. If he wants a hunch for a mystery window or a new wrinkle for a Saturday special, Steve is his little manual of selling dope which is sedulously consulted.

Now here is the moral. Steve Tompkins was never a "born salesman." Which is more, he apparently could never cultivate what your psychologists call a selling personality. And the less said about his goods, the better. Realizing these handicaps—which would crush many men—he has pioneered a new trail and so studied the retailer's problems that he has become an itinerant symposium of merchandising advice. He makes good in a rather roundabout fashion, because every druggist on the territory respects his knowledge—and incidentally purchases his emasculated nose-paint out of sheer gratitude.

Now suppose old Steve sold your

line. How much better chance he would have. And suppose he had the grace and charm of manner of your dubbiest cub salesman!

Twist the idea around and you get my point. How much better would your staff of human dynamos be if—as Steve is—they were trained merchandise men who could look at things from both sides of the counter, and teach your customers to give better service to their trade. For, from a purely commercial point of view, you are interested in having your dealers efficient, because the most efficient dealer sells the most merchandise.

Take a case that cropped up in Pennsylvania last year. The local agent of a well-known paint manufacturer had handled the line for eight years. Sales were increasing each season, but it was a one-mouse power proposition—not at all commensurate with trade possibilities. There was a change in traveling men and a new chap who had clerked in a paint shop was put in charge. Right away he diagnosed the reason for slim sales. The agent was a contractor who used most of the stuff himself. What little he sold at retail would hardly paint a doll's house.

Now this had been going on right under the old salesman's nose for years. He sensed that something was wrong, yet he was so stale on the job and ignorant of merchandising principles that matters would have drooled indefinitely.

But no sooner did the new salesman hit the town than he had a regular Hague Conference with the merchant. In a few well-chosen words he told him that for years he had passed up all the profitable retail trade—because his store was hardly the place shoppers would care to visit, because he had no retail selling staff and business was gravitating across the street.

You can't always get away with it so easily, but this chap knew his business and in fifteen minutes the merchant told him to make a list of recommendations which would be followed to the letter. This list included new counters, new floor covering, re-arrangement of electric lights, window background and fixtures—in fact, complete reburnishing and redecoration.

The salesman knew how to do it, and the retailer kept his word. Not only that; he became so enthusiastic that he persuaded his wife to take charge of the decorative end of the business. So now this particular town is pointed out as one of the bright spots on the territory. Business is increasing, not because of the sales-

man's knowledge of his goods, but because of his knowledge of merchandising.

Now take such a hackneyed subject as the mail-order traffic. In the country towns it is becoming a more serious problem every day. Yet all that most salesmen do is knock it as an institution. They don't know how to make a comparison of the goods, or a study of the advantages and disadvantages of such methods of purchasing. One salesman who sells washing machines in Eastern Michigan found his trade slipping behind because of the inroads of catalogue firms. He was too good a business man to carol that pathetic old dirge, entitled "Won't you please buy at home?"—without a definite, concrete reason.

In digging around for facts, he discovered that this town was the nearest buying center for farmers living within a radius of fifteen miles. Moreover, he reasoned that nowadays the farmer is a pretty busy individual and won't come to town when he can

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



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



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

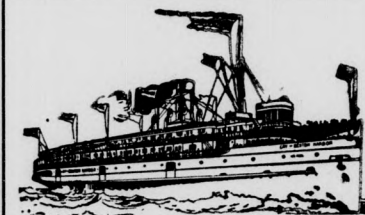
GRAND RAPIDS, MICHIGAN

European Plan, 75c Up

Attractive Rates to Permanent Guests

Popular Priced Lunch Room

COURTESY SERVICE VALUE



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.

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

just as well shop via catalogue. And this of course, included the purchase of groceries, boots and shoes, clothing, etc., as well as washing machines.

It was a chance suggestion that solved a big part of the problem. The salesman recommended the formation of a local shopping bureau to which a farmer could telephone his order and have it delivered complete. The man on the job would distribute it among a half dozen merchants and the one having charge of that particular route would see the order reached its destination promptly.

In another case, a merchant who had always paid his bills promptly, began to slide. He got hard up. Ordinarily the credit man would have unleashed his series of hungry past-due letters which conclude with that sympathetic phrase: "In the absence of check by 15th we shall send draft." But the matter was referred to the salesman for personal investigation.

Because he knew merchandising, he sensed that behind the merchant's failure to discount bills there must be some fundamental trouble. He realized—as most men don't that in these days of war prices the retailers' stock represents an investment of from a third to a half more than in 1914. So he probed below the surface and discovered that likewise the accounts receivable were proportionately greater.

Obviously there was but one thing to do, and the salesman did it. He planned a collection system for the retailer, to help him get his money so he could pay his bills. Moreover, he advised a discount-for-cash policy with interest for book accounts which would help the merchant keep his head above the financial maelstrom. All this, of course, took a Sunday morning, but the salesman realized that ultimately he would profit from this service.

These few examples are nothing rare. Rather they are typical. Similar instances are bobbing up every day—only the average salesman fails to notice them. And of course he cannot suggest a cure when he cannot even diagnose the trouble.

Poor old Steve Tompkins never attended a sales convention, but he read books on retail costs and selling plans and studies business articles, and that is something every man on your traveling force can do.—F. C. Kuhn in Printers' Ink.

J. De Hoog, inspector for the Grand Rapids Merchants Mutual Fire Insurance Co., will call on the merchants of Rockford, Howard City, Belding and Greenville next week in behalf of his corporation.

The remarkable analysis of the existing wheat problem reprinted from the Northwestern Miller and published on page 9 of this week's edition, is worthy of a careful perusal by every Tradesman reader.

Geo. Bruton (Worden Grocer Company), who has been ill for two months with stomach trouble, starts out on his route again to-morrow.

Rules Governing Flour and Sugar Sales.

Lansing, April 23—No retailer of wheat flour is permitted to sell or deliver any wheat flour unless he, at the same time, sells and delivers an equal weight pound for pound of one or more of the following wheat flour substitutes.

Hominy.
Corn Flour.
Rolled Oats.
Rice Flour.
Sweet Potato Flour.
Corn Grits.
Edible Corn Starch.
Oatmeal.
Buckwheat Flour.
Soya Bean Flour.
Cornmeal.
Barley Flour.
Rice.

Potato Flour.
Feterita Flour and Meals.

Whole wheat and graham flours are subject to the same rules as other wheat flour, except that in selling whole wheat or graham flour, containing at least 95 per cent. of the entire wheat, six-tenths of a pound of substitutes must be sold with every pound of whole wheat or graham flour. In event the dealer has no substitutes, he must not sell the flour.

Rye flour and potatoes must not be sold as wheat flour substitutes.

Certification.

Retailers are not permitted to accept from consumers certifications showing substitutes on hand. Substitutes must accompany all flour sold or delivered.

Limitations.

Retailers of flour shall not sell more than one-eighth barrel of flour to local consumers nor more than one-quarter barrel to rural consumers.

Mixed Flours.

Retailers shall not sell mixed flour containing more than 50 per cent. of wheat flour to any person unless such person purchases from him at the same time an amount of wheat flour substitutes sufficient to make the total amount of substitutes, including substitutes in the mixed flour, equal to the total amount of wheat flour in such mixed flour.

For Other Than Human Consumption

There should be no exception made to the ruling that wheat flour should not be sold for purposes other than human consumption, except in instances where manufacturing concerns are producing Government material necessary for the conduct of the war. In the main, corn starch, barley flour, tapioca flour and glue should meet all requirements for paste.

Sweepings, or in some cases, flour badly damaged by smoke or foreign odors, (like kerosene or fertilizer) may be sold for purposes other than human consumption on receiving a permit from the United States Food Administration.

Prices.

Retailers in flour shall not take a profit in excess of 10c on each 12½ pound sack or 15c on each 24½ pound sack and 1c per pound when sold in less than the above quantities.

Concerns Operating Under Bakers' License.

Licensed bakers, which includes hotels, restaurants and institutions holding bakers' licenses, may purchase for baking purposes only in the ratio of three pounds of wheat flour with one pound of substitutes.

Prices.

Granulated sugar (bulk) should retail for not to exceed 9c per pound—this will allow the seller about ¾c per pound profit over delivered cost.

Brown sugar (bulk) should sell for a price which does not exceed the retail price of (bulk) granulated sugar.

Special sugars, like crystal domino, cubes, pulverized, etc., should be sold at a price which will give the retailer only a normal pre-war profit.

Quantities.

On account of the supply of sugar available, it will be necessary for the retailers to sell only a limited amount to his customers.

1. Not to exceed two to five pounds to a family residing in town and from five to ten pounds to a family residing in the country is the limit.

2. The customers' distance from the market as well as the size of the family should be taken into consideration.

3. The larger consumers of sugar, like hotels, restaurants, and boarding houses, should be supplied in proportion to the limit placed on families.

Absolute Necessity.

The above rules are promulgated and will be enforced because of the absolute necessity of further conservation of wheat and wheat products throughout the country. This is a war order and must be obeyed. Dealers failing to obey these rules to the letter will be refused the right to purchase any licensed food commodities from licensed wholesalers, jobbers or manufacturers and will subject themselves to other penalties provided by law.

Let us remember that every flag that flies opposite the German one is by proxy the American flag, and that the armies fighting in our defense under these flags cannot be maintained unless there is food enough for them and for their women and children at home. There can only be enough food if America provides it. And America can only provide it by the personal service and patriotic co-operation of all of us.

Let us remember that our associates in the great world war depend upon America for food as they have never depended before and they ask us for it with a right which they have never had before. To-day they are our associates in a great war for democracy and liberty. They are doing the fighting, the suffering, and dying in our war, and will be carrying this burden for months to come.

George A. Prescott.

Federal Food Administrator for Michigan.

Campaign to Increase Potato Consumption.

Chicago, April 23—The United States Food Administration and the United States Department of Agriculture are starting a campaign throughout many sections of the country to stimulate the people to eat more potatoes during the next two months. This is being done in order to aid in getting to the market and into use the very large quantities of potatoes which are still being held in shipping sections and which, if unusual efforts are not made, are in danger of being left on the farmer's hands. Considering the present lack of wheat, it is essential that such a valuable substitute as potatoes be used and that none be allowed to go to waste.

If a campaign urging a greater use of potatoes is to be successful, it is necessary that the price to the consumer be sufficiently low to enable him to purchase liberally. It is generally agreed that consumers will not buy freely if the retail price exceeds \$1@1.20 per bushel, or from 25@30c per peck on No. 1 stock. Liberal supplies must be kept coming to the market at prices which will allow the retailer to sell at not to exceed these figures if the "drive" is to accomplish its purpose.

In order to have plentiful supplies on hand to meet the stimulated demand, which a publicity campaign will cause, dealers doubtless will place larger orders than usual and the effect probably will be evident at shipping points. Under usual conditions this would tend to cause a rise in price, but it is desired to sound a warning to both growers and distributors that the present conditions are not "usual" and that if the price at

shipping points is raised unduly, such action on the part of growers and distributors will make it necessary for wholesale and retail prices in the markets to be advanced. This will immediately threaten the success of the campaign, for if consumers, after having been told that they can get potatoes cheaply, see prices going up, they will feel they have been imposed upon, will stop buying potatoes freely and will leave the situation as it is now.

Wholesale and retail dealers in nearly all of the principal cities are pledging themselves to handle potatoes on narrow margins of profit and push to their sale. Newspapers are giving thousands of dollars worth of free publicity. Food Administration and Department workers are demonstrating methods of using potatoes throughout the whole country. Through the co-operation of all parties involved, the campaign which is now under way, may aid very materially in solving the present deplorable situation by moving into the markets very substantial quantities of potatoes now held in shipping sections. However, since the movement depends to a large extent upon what the consumer pays, every effort must be made by growers and distributors to keep potatoes moving into the markets freely and at reasonable prices.

Sparks From the Electric City.

Muskegon, April 22—We were glad to note that in our absence, Cousin Bill took up his pen in behalf of Muskegon.

Harold Foote has a new ford and Herman Andersen undertook to teach him to drive it last week. Herman says that at times Harold seemed to act nearly human when getting instructions. Once he got his foot fast between the pedals and nearly ran down the Standard Oil Co. truck. Herman advises all parties invited for a ride with Foote to double their insurance and then not to go.

Muskegon merchants are planning on a dollar day Thursday, April 25, and it is reported that many fine bargains will be offered.

We did not suppose that when we told the plain facts as related to us by Landlord Smith at Front Lake concerning the bear episode there we were going to be called a plain liar every time some fellow in Michigan saw even a track. However, the Keen Kutter salesman tells us that there is a river in Texas where the fish are so plentiful that they wear the scales off each other in passing and E. Z. Sheldon, of Greenville, says that there is a creek out West where they have to drive the fish out of the way before they can ford the stream and Vinnie Porter says he has sold so many trucks this year that they had to keep the factory running nights to fill his orders, so you see there are many more who may be doubted.

We are advised by those who know the facts that Muskegon has secured the much-talked-of ship yard. If such is the case, it will surely add greatly to our growth and prosperity.

Workmen are changing the old picture show, corner Western and Jefferson, into an up-to-date store, which will be occupied by Jeannot & Nelson as a shoe store. This firm has been in business here for a year and is fortunate in securing this valuable corner.

Guy C. Anderson, brother of Mrs. V. C. Lulofs, died Sunday after a year's illness.

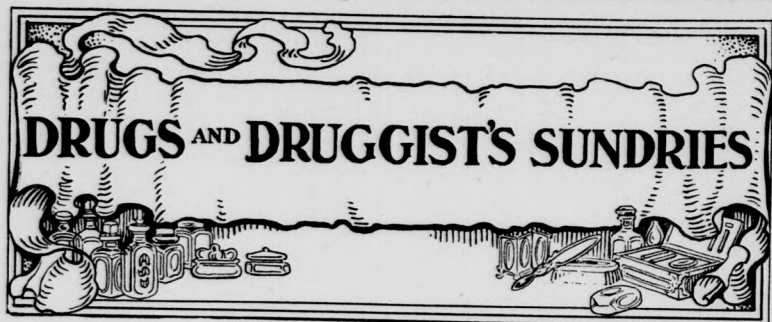
Very many Muskegon people are ill with influenza and pneumonia is very plentiful, many deaths being reported in the last few days.

Muskegon elks are planning to have one more celebration before May 1. We venture to predict there will be many an aching head next day.

Talk is cheap, but not over a long distance telephone we discovered.

E. P. Monroe.

Make to-day the scholar of yesterday.



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.

War Emergency Formula For Soda Fountain Syrup.

Although, by taking care, a very large amount of sugar now used in medicines can be saved, a moment's consideration will show that a still great amount of sugar can be saved at the soda fountain. Without having accurate figures to go by, I should estimate that there are in this country three times as many soda fountains as there are drug stores. On this estimate there are over one hundred thousand soda fountains in the country, and if each one used three pounds of sugar a day, the annual consumption of sugar at the soda fountains would be over one hundred million pounds.

The question is, to what extent can we replace part of this sugar by glucose? I have prepared the following formula for my soda fountain and up to the present have found that it makes a very palatable drink with the various fruit flavors, chocolate, maple, etc.:

Granulated sugar4¼ lbs.
Liquid glucose2¾ lbs. (or 1 qt.)
Distilled water, sufficient to make 1 gal.

Mix in a pan, raise to the boiling point, stirring until properly mixed, then strain into a bottle; when cold, cork and keep in a cool place.

The specific gravity of this syrup is 1.291. It is, therefore, lighter than U. S. P. syrup and is less sweet. But soda fountain syrups have always been made extremely sweet, if not too sweet, and it is possible, after a time, that a less sweet syrup will be more in favor through the gradual weaning of the people from their previous use of an excess of sugar.

It is impossible to say at this time what will be the keeping properties of this syrup; as far as I can judge, it will not keep so well as the official syrup. On this account it would be well, in trying it out, to make only sufficient for a few days, at the most for one week at a time, until its keep-

ing properties have been well tried out.

This formula, as it stands, will save 44 per cent. of the sugar used at soda fountains, substituting for it a sweetening substance which has already been very largely used in candies and which in recent months has been used to a greater extent than formerly in the manufacture of ice cream.

It would not seem objectionable from any point of view to use glucose, because ordinary cane sugar when ingested passes through the glucose stage in the stomach before it is assimilated.

It is desirable that this formula be tried thoroughly in a small way in a large number of soda fountains so that the experience of many may help to improve it. At a time like this when sugar is admittedly scarce and when the homes are being denied their usual allowance of sugar, the soda fountain properties of this country are in a position to be of direct assistance to the whole population as well as to our Allies.

Now is the time to act. Try out this formula, improve it if you can, and do your best to use as little cane or beet sugar as possible at the soda fountain during the remainder of the war.

Do not put off a trial of this formula. Act now. If you do not, you are not a true patriot.

F. A. Upsher Smith.

To Remove Oil-Paint Spots From Glass.

If the window panes have been bespattered with oil paint in painting walls, the spots are, of course, easily removed while wet. When they have become dry the operation is more difficult and alcohol and turpentine in equal parts, or spirit of sal ammonia should be used to soften the paint. After that go over it with chalk. Polishing with salt will also remove paint spots. The salt grates somewhat, but it is not hard enough to cause scratches in the glass; a subsequent polishing with chalk is also advisable, as the drying of the salt might injure the glass. For scratching off soft paint spots sheet zinc must be used, as it cannot damage the glass on account of its softness. In the case of silicate paints (the so-called weatherproof coatings) the panes must be especially protected, because these paints destroy the polish of the glass. Rubbing the spots with brown soap is also a good way of removing the spots, but care must be taken in rinsing off that the window frames are not acted upon.

The Druggist as a Government Aid.

"If this war is to be won," says Carl Vrooman, Assistant Secretary of Agriculture, "we shall have to put several armies in the field; the army of soldiers in the trenches, the army of food producers, the women's army of food conservers, and the patriot army of civilians in the business and political world."

That portion of the retail drug trade of America that is left at home to conduct business, constitutes an army of over 45,000 stores in which there are fully 100,000 or more persons engaged. If it were possible to secure the co-operation of this large number of individuals to the extent of setting the example and by word of mouth urging customers to greater conservation, a great good could be accomplished; and the united effort would be a big step forward in the direction of the end of the war.

There is probably little willful waste in drug stores. There undoubtedly is, however, a big waste due to carelessness, and a neglect of opportunities to effect savings and offset economic loss through the abuse of service accommodations.

There are literally hundreds of ways in which you can do effective work in helping the Government, and the enumeration of a few of them will undoubtedly assist you in recalling others:

1. There is much German propaganda being circulated and believed by the unthinking. Correct false statements.
2. Urge conformity to the rules of the Food Administration and practice it.
3. Remove the impression that the war will be of short duration.
4. Impress upon your customers the principle at stake in this war and the results of an enemy victory.
5. Plan in advance, as far as possible, the replacement of men who are of military age.
6. Make an effort to save glassware, fuel, sugar, syrups, light, paper, wooden containers, and waste in all lines.
7. Try to co-operate with your sources of supply to facilitate deliveries.
8. Prevent waste that occurs in the purchase and sale of bulk products.

9. Suggest to your customers that they can assist in shortening the war by coming for and carrying home their purchases.

10. Systematize delivery systems so that a minimum number of trips can be made in one day.

11. Show your patriotism by co-operating in every effort to stimulate public interest in the Red Cross, Thrift Stamps, Food Administration, Liberty Bonds and other good work.

12. Anticipate your needs and order in quantities that will enable you to reduce return and dead stock to a minimum.

13. Never forget that, however small what you may be able to do may seem to you, multiplied by thousands it swells the total amount of good work.

If you are supposed to open the store at 7:30, be there and turn the key no later than that time every morning and the habit will be worth money to you.

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

Fieglers Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

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

NOW is the Time to Buy Seasonable Goods

ARSENATE OF LEAD

PARIS GREEN

TUBER TONIC

ARSENIC COMPOUNDS

BLUE VITRIOL

SULPHUR

COLORED 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

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



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

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

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cubebs	9 00@9 25	Capsicum	@2 15	
Boric (Powd.) ..	18@ 25	Eigerson	2 75@3 00	Cardamon	@2 10	
Boric (Xtal) ..	18@ 25	Eucalyptus	1 25@1 35	Cardamon, Comp.	@1 60	
Carbolic	78@ 81	Hemlock, pure ..	1 75@2 00	Catechu	@1 60	
Citric	1 10@1 15	Juniper Berries ..	20 00@20 20	Cinchona	@2 35	
Muriatic	3 1/2@ 5	Juniper Wood ..	2 75@3 00	Colchicum	@2 40	
Nitric	10 1/2@15	Lard, extra	2 10@2 20	Cubebs	@2 35	
Oxalic	60@ 70	Lard, No. 1	1 85@1 95	Digitalis	@1 90	
Sulphuric	3 1/2@ 5	Lavender Flow. ..	7 00@7 25	Gentian	@1 50	
Tartaric	1 05@1 10	Lavender, Gar'n ..	1 25@1 40	Ginger	@2 50	
Ammonia		Lemon	2 00@2 25	Gualac	@1 90	
Water, 26 deg. ..	12@ 20	Linseed, boiled bbl.	@1 62	Gualac, Ammon.	@1 80	
Water, 18 deg. ..	10 1/2@ 18	Linseed, bld. less	1 72@1 77	Iodine	@1 80	
Water, 14 deg. ..	9 1/2@ 17	Linseed, raw, bbl.	@1 61	Iodine, Colorless	@1 75	
Carbonate	16 @ 20	Linseed, rw. less	1 71@1 76	Iron, clo.	@1 60	
Chloride	55 @ 60	Mustard, true, oz.	@2 25	Kino	@1 65	
Balsams		Mustard, artifl. oz.	@2 00	Myrrh	@2 50	
Copaiba	1 40@1 65	Neatsfoot	1 80@1 95	Nux Vomica	@1 75	
Fir (Canada) ..	1 25@1 50	Olive, pure	5 00@6 00	Opium	@9 50	
Fir (Oregon) ..	40@ 50	Olive, Malaga, ..	3 75@4 00	Opium, Camph.	@1 80	
Peru	5 25@5 50	Olive, Malaga, ..	3 75@4 00	Opium, Deodora'd	@9 50	
Tolu	1 75@2 00	green	3 75@4 00	Rhubarb	@1 65	
Barks		Orange, Sweet ..	4 25@4 50	Paints		
Cassia (ordinary)	25@ 30	Origanum, pure ..	@2 50	Lead, red dry ..	1 1/2@12 1/2	
Cassia (Saigon)	90@1 00	Origanum, com'l ..	@2 75	Lead, white dry	1 1/2@12	
Elm (powd. 35c)	30@ 35	Pennyroyal	2 25@2 50	Lead, white oil	1 1/2@12	
Sassafras (pow. 35c)	@ 30	Peppermint	4 25@4 50	Ochre, yellow bbl.	@ 1 1/2	
Soap Cut (powd.)	23@ 25	Rose, pure	30 00@32 00	Ochre, yellow less	2 @ 5	
35c		Rosemary Flows ..	1 50@1 75	Putty	@ 3 1/2	
Berries		Sandalwood, E. ..	17 50@17 75	Red Venet'n bbl.	1 1/2@ 5	
Cubeb	1 60@1 70	Sassafras, true ..	2 50@2 75	Red Venet'n less	2 @ 5	
Fish	30@ 35	Sassafras, artifl ..	65@ 85	Vermillion, Amer.	25@ 30	
Juniper	9@ 15	Spearmint	4 75@5 00	Whiting, bbl.	@ 3	
Prickley Ash	@ 30	Sperm	2 70@2 80	Whiting	3 1/2 @ 8	
Extracts		Tansy	4 25@4 50	L. H. P. Prepd. 2	40@2 75	
Licorice	60@ 65	Tar, USP	45@ 60	Miscellaneous		
Licorice powdered	95@1 00	Turpentine, bbls. ..	@ 48	Acetanalid	1 10@1 20	
Flowers		Turpentine, less ..	53@ 58	Alum	12@ 15	
Arnica	1 50@1 75	Wintergreen, tr. 5	50@5 75	Alum, powdered and		
Chamomile (Ger.)	75@1 00	Wintergreen, sweet	4 00@4 25	ground	14@ 17	
Chamomile Rom. 1	75@2 00	birch	4 00@4 25	Bismuth, Subni-		
Gums		Wintergreen art 1	25@1 50	trate	4 00@4 10	
Acacia, 1st	75@ 80	Wormseed	12 00@12 25	Borax xtal or		
Acacia, 2nd	65@ 75	Wormwood	6 00@6 25	powdered	10@ 15	
Acacia, Sorts	40@ 50	Potassium		Cantharades po	2 00@6 50	
Acacia, powdered	60@ 70	Bicarbonate	1 90@2 00	Calomel	2 56@2 60	
Aloes (Barb. Pow)	30@ 40	Bichromate	60@ 70	Capsicum	35@ 40	
Aloes (Cape Pow)	25@ 30	Bromide	1 80@2 10	Carmine	6 50@7 00	
Aloes (Soc. Pow. 80)	@ 75	Carbonate	1 85@2 00	Cassia Buds	@ 40	
Asafoetida,	@2 25	Chlorate, gran'r ..	95@1 00	Cloves	77@ 85	
Asafoetida, Powd.	@2 50	Chlorate, xtal or	70@ 75	Chalk Prepared ..	12@ 15	
Pure	@2 50	powd.	70@ 75	Chalk Precipitated	10@ 15	
Camphor	1 35@1 40	Cyanide	70@ 90	Chloroform	90@ 97	
Guaiaac	@ 75	Iodide	4 59@4 66	Chloral Hydrate 1	92@2 12	
Guaiaac, powdered	@ 80	Permanaganate ..	5 50@5 60	Cocaine	11 75@12 30	
Kino	70@ 75	Prussiate, yellow ..	@1 75	Cocoa Butter	50@ 60	
Kino, powdered ..	75@ 80	Prussiate, red ..	3 75@4 00	Corks, list, less	55@ 60	
Myrrh	@ 65	Sulphate	@ 90	Copperas, bbls.	@ 3	
Myrrh, powdered ..	@ 70	Roots		Copperas, less ..	3 1/2@ 8	
Opium, powd. 36	00@33 50	Alkanet	3 25@3 50	Copperas, powd.	@ 4	
Opium, gran. 36	00@36 50	Blood, powdered ..	30@ 35	Corrosive Sublim.	2 30@2 40	
Shellac	75@ 85	Calamus	50@ 55	Cream Tartar	72@ 76	
Shellac, Bleached	85@ 90	Elecampane, powd.	15@ 20	Cuttlebone	75@ 80	
Tragacanth	2 50@3 00	Gentian, powd.	25@ 30	Dextrine	10@ 15	
Tragacanth powder	2 50	Ginger, African, ..	25@ 30	Dover's Powder 5	75@6 00	
Turpentine	15@ 20	powdered	22@ 30	Emery, All Nos. 10	@ 15	
Insecticides		Ginger, Jamaica, ..	30@ 35	Emery, Powdered ..	8@ 10	
Arsenic	20@ 30	Ginger, Jamaica, ..	30@ 35	Epsom Salts, bbls.	@ 4 1/2	
Blue Vitriol, bbl.	@11 1/2	powdered	22@ 30	Epsom Salts, less	5@ 8	
Blue Vitriol, less	12 1/2@ 20	Goldenseal pow. 8	00@8 20	Ergot	1 25@1 50	
Bordeaux Mix Dry	20@ 25	Ipecac, powd.	4 00@4 25	Ergot, powdered 2	75@3 00	
Hellebore, White	38@ 45	Licorice	35@ 40	Flake White	15@ 20	
powdered	38@ 45	Licorice, powd.	30@ 40	Formaldehyde, lb.	23@ 25	
Insect Powder	40@ 60	Orris, powdered ..	35@ 40	Gelatine	1 75@1 90	
Lead, Arsenate Po	34@ 44	Poke, powdered ..	20@ 25	Glassware, full ca.	55@	
Lime and Sulphur	20@ 35	Rhubarb	75@1 25	Glassware, less 50%		
Solution, gal.	20@ 35	Rhubarb, powd.	75@1 25	Glauber Salts, bbl.	@ 2 1/2	
Paris Green	48 1/2@54 1/2	Rosinweed, powd. 2	50@ 30	Glauber Salts, less	3 1/2@ 7	
Ice Cream		Sarsaparilla, Hond.	75@ 80	Glue, Brown	25@ 35	
Piper Ice Cream Co.,		ground	1 00@1 10	Glue, Brown Grd.	25@ 35	
Kalamazoo	95	Sarsaparilla Mexican,	ground	Glue, White	30@ 35	
Bulk Vanilla	1 00	Squills	35@ 40	Glue, White Grd.	30@ 35	
Bulk Special Flavored	1 00	Squills, powdered	45@ 65	Glycerine	78@ 95	
Brick, Plain	1 20	Tumeric, powd.	20@ 25	Hops	60@ 75	
Brick, Fancy	1 60	Valerian, powd.	@1 00	Iodine	5 60@5 90	
Leaves		Seeds		Iodoform	6 59@6 74	
Buchu	1 85@2 00	Anise	42@ 45	Lead, Acetate	21@ 25	
Buchu, powd'r'd ..	2 00@2 10	Anise, powdered ..	47@ 50	Lycodium	2 25@2 50	
Sage, bulk	67@ 70	Bird, ls	13@ 19	Mace	35@ 40	
Sage, 1/2 loose ..	72@ 78	Canary	15@ 20	Mace, powdered ..	95@1 00	
Sage, powdered ..	55@ 60	Caraway	35@ 40	Menthol	4 25@4 50	
Senna, Alex.	1 40@1 50	Cardamon	1 80@2 00	Morphine	16 60@17 00	
Senna, Tinn.	40@ 45	Celery (Powd. 60)	48@ 55	Nux Vomica	22 1/2@ 30	
Senna, Tinn. pow.	50@ 55	Coriander	36@ 45	Nux Vomica, pow.	@ 20	
Uva Ursi	18@ 20	Dill	30@ 35	Pepper, black pow.	35@ 40	
Oils		Fennel	90@1 00	Pepper, white	@ 45	
Almonds, Bitter, ..	15 00@16 00	Flax	10@ 14	Pitch, Burgundy ..	@ 15	
Almonds, Bitter, ..	7 00@7 20	Flax, ground	10@ 14	Quassia	12@ 15	
Almonds, Sweet, ..	1 35@1 60	Foenugreek pow. ..	19@ 25	Quinine	1 00@1 05	
Almonds, Sweet, ..	65@ 75	Hemp	8 1/2@ 12	Rochelle Salts ..	50@ 55	
Amber, crude	2 00@2 25	Lobelia	40@ 50	Saccharine, oz.	@1 75	
Amber, rectified	2 50@2 75	Mustard, yellow ..	25@ 30	Salt Peter	36@ 45	
Anise	2 00@2 25	Mustard, black ..	25@ 30	Seidlitz Mixture ..	43@ 50	
Bergamont	8 00@8 25	Mustard, powd.	28@ 35	Soap, green	20@ 30	
Cajeput	1 25@1 60	Poppy	@1 00	Soap mott castile	22 1/2@ 25	
Cassia	3 50@3 75	Quince	1 40@1 50	Soap, white castile	case	@27 00
Castor	3 40@3 56	Rape	15@ 20	Soap, white castile	less, per bar	@2 75
Cedar Leaf	1 75@2 00	Sabadilla	35@ 45	Soda Ash	4 1/2@ 7	
Citronella	1 00@1 25	Sabadilla, powd.	35@ 45	Soda Bicarbonate 3	1/2@ 5	
Cloves	4 50@4 75	Sunflower	8 1/2@ 12	Soda, Sal	30@ 7	
Cocoonut	4 00@4 50	Worm American ..	@ 25	Spirits Camphor ..	@1 25	
Cod Liver	5 35@5 50	Worm Levant ..	1 00@1 10	Sulphur, roll	4 1/2@ 10	
Cotton Seed	2 00@2 10	Tinctures		Sulphur, Subl.	50@ 10	
Croton	2 00@2 25	Aconite	@1 65	Tamarinds	15@ 30	
		Aloes	@1 35	Tartar Emetic	@ 90	
		Arnica	@3 15	Turpentine, Ven. 50	@4 75	
		Asafoetida	@4 40	Vanilla Ex. pure 1	50@2 00	
		Belladonna	@2 55	Witch Hazel	1 35@1 75	
		Benzoin	@2 50	Zinc Sulphate	10@ 15	
		Benzoin Compo'd	@3 40			
		Buchu	@3 90			
		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	
Bluing Catsup Limbberger Cheese Salad Dressing Ground Ginger Ground Pepper Soap Powders		Condensed Milk	
AMMONIA Arctic Brand 12 oz. 16c, 2 doz. box 2 70 16 oz. 25c, 1 doz. box 1 75 32 oz., 40c, 1 doz. box 2 85		CHEWING GUM Adams Black Jack 65 Adams Sappota 70 Beeman's Pepsin 65 Beechnut 70 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 Diamond, 1 lb., 4 dz., dz. 55 Mica, 1 lb., 4 dz., dz. 95 Mica, 3 lb., 2 dz., dz. 2 50 Mica, 25 lb. pail 1 40		CLOTHES LINE No. 40 Twisted Cotton 1 80 No. 50 Twisted Cotton 2 10 No. 60 Twisted Cotton 2 75 No. 80 Twisted Cotton 2 90 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	
BAKED BEANS No. 1, per doz. 1 35 No. 2, per doz. 2 25 No. 3, per doz. 3 60		COCONUT Dunham's per lb. 1/2s, 5 lb. case 32 1/2s, 15 lb. case 31 1/2s, 15 lb. case 30 1/2s, 15 lb. case 29 1/2s and 10c pails 25 Bulk, pails 24 1/2 Bulk, barrels 25 Baker's Brazil Shredded 70 7c pkgs., per case 4 20 36 14c pkgs., per case 4 20 16 14c and 33 7c pkgs., per case 4 00 Bakers Canned, doz. 1 10	
BATH BRICK English 95		COFFEES ROASTED Rio Common 19 Fair 19 1/2 Choice 20 Fancy 21 Peaberry 23 Santos Common 20 Fair 20 1/2 Choice 21 Fancy 23 Peaberry 23 Maracalibo Fair 24 Choice 25 Mexican Choice 25 Fancy 26 Guatemala Fair 26 Fancy 28	
BLUING Jennings' Condensed Pearl Bluing Small, 3 doz. box 2 25 Large, 2 doz. box 2 60		CANDLES Paraffine, 6s 12 1/2 Paraffine, 12s 13 1/2 Wicking 65	
BREAKFAST FOODS Bear Food, Pettijohns 2 85 Cracked Wheat, 24-2 4 60 Cream of Wheat 7 50 Quaker Puffed Rice 4 30 Quaker Puffed Wheat 4 30 Quaker Bkfst Biscuit 1 90 Quaker Corn Flakes 2 90 Washington Crisps 3 40 Wheatena 5 40 Grape Nuts 2 85 Sugar Corn Flakes 3 25 Holland Rusk 4 80 Krinkle Corn Flakes 2 80 Maple-Flake, Whole Wheat 4 05 Minn. Wheat Food 6 50 Ralston Wheat Food Large, 18s 2 90 Ralston Wht Food 18s 1 95 Ross's Whole Wheat Biscuit 4 50 Saxon Wheat Food 4 25 Shred Wheat Biscuit 2 25 Triscuit, 18 2 50 Pillsbury's Best Cerl 4 10 Post Toasties, T-2 4 10 Post Toasties, T-3 4 10 Post Tavern Porridge 2 80		CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80	
BROOMS Fancy Parlor, 25 lb. 9 50 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 50 Common, 23 lb. 8 00 Special, 23 lb. 7 75 Warehouse, 23 lb. 10 50		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
BRUSHES Scrub Solid Back, 8 in. 1 00 Solid Back, 11 in. 1 25 Pointed Ends 1 00 Stove No. 3 1 00 No. 2 1 50 No. 1 2 00 Shoe No. 1 1 00 No. 2 1 30 No. 3 1 70 No. 4 1 90		CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80	
BUTTER COLOR Dandelion, 25c size 2 00		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam 28 Sap Sago 28 Swiss, Domestic 28	
CANNED GOODS Apples 3 lb. Standards 1 60 No. 10 4 75 Blackberries 2 lb. 2 25 Standard No. 10 9 50 Beans Baked 1 25 2 25 Red Kidney 1 25 1 35 String 1 50 2 00 Wax 1 50 2 00 Blueberries Standard 1 75 No. 10 8 80		CANNED GOODS Acme 29 Carson City 23 Brick 25 Laiden 28 Limbberger 28 Pineapple 28 Edam	

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

HONEY
A. G. Woodman's Brand.
7 oz., per doz. 4 50
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, Lem-
on, 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 66
Choice 58
Good 50
Stock 40
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 00
Uncle Ben, No. 2 2 50
Uncle Ben, No. 2 1/2 3 00
Uncle Ben, No. 5 3 25
Uncle Ben, No. 10 3 00
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, 10 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, 18
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 12 2
Red Crown Gasoline ... 23 2
Gas Machine Gasoline ... 39 7
V. M. & P. Naphtha ... 22 7
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 80
Cob, 3 doz. in box ... 1 25

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

POTASH
Babbitt's, 2 doz. 2 65

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

Dry Salt Meats
S P Bellies 31 00 @ 32 00

Lard
Pure in tiers 28 @ 29
Compound Lard 24 @ 24 1/2
80 lb. tubs advance 1/4
60 lb. tubs advance 1/4
50 lb. tubs advance 1/4
20 lb. pails advance 1/4
10 lb. pails advance 1/4
5 lb. pails advance 1
3 lb. pails advance 1

Smoked Meats
Hams, 14-16 lb. 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
1/4 bbls. 1 75
1/2 bbls., 40 lbs. 3 40
3/4 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. 85
Beef, round set 19 @ 20
Beef, middles, set 45 @ 55
Sheep 1 15 @ 1 35

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

Canned Meats
Corned Beef, 2 lb. 6 50
Corned Beef, 1 lb. 3 75
Roast Beef, 2 lb. 6 50
Roast Beef, 1 lb. 3 75
Potted Meat, Ham
Flavor, 1/4s 55
Potted Meat, Ham
Flavor, 1/4s 95
Deviled Meat, Ham
Flavor, 1/4s 52
Deviled Meat, Ham
Flavor, 1/4s 1 00
Potted Tongue, 1/4s 55
Potted Tongue, 1/4s 1 00

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

ROLLED OATS
Monarch, bbls. 11 50
Rolled Avena, bbls. 12 00
Steel Cut, 100 lb. sks.
Monarch, 90 lb. sks. 6 00
Quaker, 18 Regular ... 1 75
Quaker, 20 Family ... 6 60

SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia, 1 pint 4 00
Durkee's large, 1 doz. 5 25
Durkee's med. 2 doz. 5 75
Durkee's Picnic, 2 doz. 2 75
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 1/4s ... 3 00

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

SALT
Solar Rock
56 lb. sacks 50

Common
Granulated, Fine 2 00
Medium, Fine 2 10

SALT FISH
Cod
Large, whole @ 13 1/2
Small, whole @ 12 1/2
Strips or bricks ... 16 @ 19
Pollock @ 12

Holland Herring
Standards, bbls.
Y. M. bbls.
Standard, kegs
Y. M. kegs

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
Cardamon, 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 dz. 3 50
Handy Box, small ... 1 25
Bixby's Royal Polish 1 20
Miller's Crown Polish 90

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

SODA
Bi Carb. Kegs 3 1/4

SPICES
Whole Spices

Allspice, Jamaica ... @ 10
Allspice, lg. Garden @ 11
Cloves, Zanzibar ... @ 55
Cassia, Canton @ 20
Cassia, 5c pkg. doz. @ 35
Ginger, African @ 15
Ginger, Cochlin @ 20
Mace, Penang @ 90
Mixed, No. 1 @ 17
Mixed, No. 2 @ 16
Mixed, 5c pkgs. dz. @ 45
Nutmegs, 70-80 @ 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 @ 25
Mace, Penang @ 1 00
Nutmegs @ 36
Pepper, Black @ 35
Pepper, White @ 42
Pepper, Cayenne ... @ 30
Paprika, Hungarian @ 45

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

SYRUPS
Corn
Barrels 72
Half barrels 75
Blue Karo, No. 1 1/4,
2 doz. 2 65
Blue Karo, No. 2, 2 dz. 3 30
Blue Karo, No. 2 1/2,
doz. 4 10
Blue Karo, No. 5, 1 dz. 3 95
Blue Karo, No. 10, 1/2
doz. 3 70
Red Karo, No. 1 1/4, 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 1/4
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 @ 32
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 @ 54

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
Blender 37 00
Dornbos, Perfectos ... 37 00
Dornbos, Bismarck ... 73 00

Johnson Cigar Co. Brands

Dutch Masters Club 75 00
Dutch Masters Ban 75 00
Dutch Masters Inv. 75 00
Dutch Masters Pan. 72 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
G. J., less than 300 ... 42 50
G. J., 300 lots 41 50
G. J., 2,500 lots 40 00
5c Dutch Master & S. C. W.
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
Hemmett's Cham-
plon 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 65
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, wide band ... 1 50
Market, drop handle ... 70
Market, single handle ... 75
Solint, large 5 75
Solint, medium 5 25
Solint, 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 50
2 lb., 250 in crate 55
3 lb., 250 in crate 70
5 lb., 250 in crate 90

Wire End
1 lb., 250 in crate 45
2 lb., 250 in crate 50
3 lb., 250 in crate 60
5 lb., 20 in crate 70

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

Clothes Pins
Round Head
1 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 60

Washboards
Banner, Globe 4 25
Brass, Single 7 00
Glass, Single 4 00
Double Peerless 6 50
Single Peerless 5 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 16
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 ... 5 75
Johnson's XXX 100 ... 5 75
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
1.50 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.

AXLE GREASE



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

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, April 16—John K. Burkett, of Kalamo, Eaton county, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. No meeting of creditors has been called. The schedules of the bankrupt show liabilities amounting to \$1,049.26 and assets amounting to \$803.35, consisting of stock in trade as grocer at Kalamo, \$250; household goods, \$200; fixtures, etc., at store, \$300; and accounts due petitioner, \$53.35. The household goods and stock in trade, amounting to \$450, are all claimed as exempt to the bankrupt. Following is a list of creditors of said bankrupt:

Secured Creditors.	
National Grocer Co., Jackson	\$310.00
Unsecured Creditors.	
Arbuckle Bros., Chicago	\$ 18.64
Enterprise Aluminum Co., Massillon, Ohio	10.58
Sarah E. Johnson, Bellevue	28.37
National Biscuit Co., Grand Rapids	26.45
Northrup, Robertson & Carrier, Lansing	253.22
National Grocer Co., Jackson	18.00
Barber State Bank, Vermontville	100.00
Mrs. Lulu Jeffers, Wayland	36.00
Lamb & Spencer, Charlotte	175.00
Dr. L. McEachran, Vermontville	10.00
Farmers Merchants' Bank, Nashville	63.00
Total	\$1,049.26

April 22—In the matter of Joseph Fox, bankrupt, Grand Rapids, the first meeting of creditors was held this morning. It appearing that there are no assets in the estate, no trustee was appointed, and the estate will be closed out at the expiration of twenty days.

The examination in the Plank Flexible Shaft Machine Co. has been adjourned to May 6. An offer of \$2,500 has been received from William Maxwell, of Kalamazoo, for all of the assets of this estate, which assets are appraised as follows:

Stock in trade	\$4,445.66
Advertising and office supplies and fixtures	702.75
Patterns and drawings	600.00
Merchandise, mechanical and electrical	4,657.98
Total	\$10,406.39

The assets will be sold to the highest bidder on May 2, at 2 o'clock p. m.

In the matter of M. Katz & Son, bankrupt, Grand Rapids, a special meeting of creditors has been held. The second report and account of the trustee, showing balance on hand as per last report \$6,832.64, additional receipts of \$55.90, total, \$6,889.54, disbursements for administration expenses, preferred claims, and a first dividend of 10 per cent., \$2,653.34, leaving a balance on hand to date of \$4,236.20 was approved and allowed. Certain administration expenses were ordered paid, also a second dividend declared, the amount of which has not yet been determined.

St. Joseph, April 15—Charles A. Snider, engaged in a retail variety store business at Sturgis, filed a voluntary petition and the same, in the absence of the District Judge, was referred to Referee Banyon, who entered an order adjudging the petitioner bankrupt. The schedules disclose the following liabilities and assets:

Preferred Claims.	
Mrs. J. D. Salsig, Schoolcraft	\$575.00
Sturgis National Bank, Sturgis	500.00
Kalamazoo State Bank, Schoolcraft	500.00
Unsecured Claims.	
Butler Bros., Chicago	\$129.00
J. F. Walton, Sturgis	175.00
H. Leonard & Co., Grand Rapids	18.30
Brach & Sons, Chicago	51.80
S. Daneman & Sons Co., Chicago	15.70
H. J. Ransburg Co., Chicago	10.00
Pitkins Brook Co., Chicago	14.68
Auburn Post Co., Auburn	23.50
Miller & Hadley Co., Toledo	67.54
Washington Mills Co., New York	40.49
Saalfeld Pub. Co., Akron	20.00
L. Wolf Bros., Dayton	32.38
Nat. Stamping & Engraving Co., Milwaukee	26.47
W. S. Schwab, New York	15.70
Billstein-Kopper Co., Cleveland	14.19
Runkle Co., Kenton, Ohio	23.57
Federal Enameling Co., Pittsburg	17.20
Silicon Glass Co., Pittsburg	13.00
Western News Co., Chicago	10.57
Kunstader Bros., Chicago	26.23
Becker Paper Co., Ft. Wayne	49.74
Royal Candy Co., Milwaukee	26.32
H. S. Taylor Co., Rochester	35.28
Star Paper Co., Kalamazoo	22.57
Neff Novelty Co., Cumberland	5.90
Talcito Ogawa Co., Chicago	42.00
I. Kann Co., Chicago	12.55
The N. Y. Book Co., New York	8.00
Stone Bros., Chicago	54.50
Plaza Music Co., N. Y.	25.70
Redner-Cortright Co., Battle Creek	14.68
Dudley Paper Co., Lansing	20.05
Jos. Schlageck, Toledo	17.55
Foster Music Co., Chicago	7.36
Bethesda Glove Co., Bethesda, O.	13.24
Corticella Silk Co., Chicago	16.20
Standard Oil Co., South Bend	3.73

F. D. Burt, Dalton, N. Y.	4.36
Johnson Paper Co., Kalamazoo	10.84
Bowman-Hosterman Co., Cleveland	52.01
Roberts & Lydick, Chicago	10.80
J. A. Foster Music Co., Chicago	22.50
Buckeye Paper Co., Toledo	11.06
New Idea Pattern Co., N. Y.	16.71
Inter States Ry. Co., New York	7.42
Silverburg Imp. Co., New York	2.84
Journal Publishing Co., Sturgis	20.08
C. R. Childs, Chicago	3.92
George R. Turner, Sturgis	7.00
G. W. Luce, Sturgis	3.50
H. W. Hagerman, Sturgis	12.90
F. G. Heald, Sturgis	14.00

Assets.	\$1,357.39
Stock of goods	\$1,100.00
Household goods	200.00
Total	\$1,300.00

April 16—In the matter of Sam Walper, bankrupt, of Benton Harbor, the final meeting of creditors was held at the referee's office. The trustee's final report and account, showing no assets found, 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. An order was entered closing the estate and discharging the trustee. The record book and files were returned to the clerk's office.

April 17—In the matter of Lee Dornan, Jerome J. Hamlin and Dornan & Hamlin, a copartnership, bankrupt, of Glenn, an order was entered by the referee confirming the trustee's report of sale of the partnership assets to George Tourtellotte, of South Haven, for \$1,066 and the individual assets of Lee Dornan to Will Foster for \$180. The trustee was directed to file his second report and account for the purpose of calling a meeting of creditors to declare a first dividend of 5 per cent.

April 18—In the matter of Louis F. Brown, bankrupt, of Niles, an order was entered by the referee confirming the trustee's report of sale of the stock of clothing to Charles H. Zwergel and Gustav J. Pammel, of Niles, for \$3,985. The trustee filed his report of exempted property, recommending that the bankrupt be allowed \$179.25 in lieu of his specific property exemptions.

April 19—In the matter of Ralph Reed, bankrupt, of Three Rivers, the trustee filed his final report and account, showing total assets of \$193 in cash and requested that the final meeting of creditors be called for the purpose of declaring a first and final dividend and closing the estate.

In the matter of Charles A. Snider, bankrupt, an order was entered calling the first meeting of creditors at Kalamazoo on May 4 for the purpose of proving claims, the election of a trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

April 22—In the matter of Louis F. Brown, bankrupt, the trustee filed his first report and account, showing total receipts of \$3,102.75 and no disbursements, with request for a first dividend. The same was considered and approved and allowed. A first dividend of 10 per cent. was declared and ordered paid to all unsecured creditors. The first order of distribution was entered and the meeting adjourned for ninety days.

Submergence Does Little Damage to Flour.

An interesting test of the power of wheat flour to resist water soaking is reported by the Northwestern Miller, which may prove of interest if any effort is ever made to raise any of the four ships sunk in British waters. It is a well known fact among sailors that flour will not only float after immersion in sea water, but suffers very little damage.

To ascertain the actual damage a baker in New South Wales submerged a bag of flour in the ocean and left it in the water sixty-seven hours. A ninety-eight pound weight was necessary to sink a 150-pound bag, which would have supported seventy-five pounds on top of the water, it is estimated, or half of its own weight. When lifted and weighed, the bag scaled 155 pounds. It was dried for four days and yielded 120 pounds of perfectly dry flour, the bag and waste weighing twenty-eight pounds. Baked into bread, it gave perfect results.

Entire Town Goes on Cash Basis May 1.

Sutton, Neb., April 17—Owing to conditions over which we have no control, we have, after going over the matter thoroughly, decided that we will put our respective businesses on a cash basis on and after May 1, 1918. Under old conditions the retailer bought from the wholesaler on terms of thirty and sixty days, but at the present time our goods are sold to us on ten days' time, which to all practical purposes is cash, for it is now taking ten days to obtain the goods. We do not wish to impose hardships upon any one and do not think going on a cash basis at this time, when prices are high and nearly everyone has ready money, will cause any of our customers a very serious inconvenience. The prices of all our goods are increasingly higher on account of the war and if we are able to obtain cash for them when we sell them, we can sell correspondingly cheaper. After May 1 we will keep no book accounts whatever and we sincerely ask that you do not request credit, as we will have no place to make the charge, and neither of us would be satisfied if we were to try to keep this memorandum from memory. In other words, we expect to keep no books whatever after May 1, 1918. New conditions are arising every day which have grown out of the war and this is one of them. We sincerely trust that our customers will adapt themselves to this new condition as readily as they have to all other conditions that have been caused by this great war.

In order to make this cash basis effective and so that our customers may get the full benefit of reduced prices by paying cash, we have de-

cided to make all unpaid accounts due and payable on or before May 1, 1918, so that we may clean up our books and have the money with which to conduct our business in a way that will reduce prices to our customers. On our unpaid accounts we will charge interest at the rate of 10 per cent, commencing May 1, 1918. Trusting that all our friends and patrons will see the wisdom of this new move, both from their standpoint and ours, and that it will prove mutually satisfactory.

We the undersigned business men of Sutton, Neb., hereby agree to conduct our business after May 1, 1918, on a strictly cash basis.

Gemar & Griess, general store.
Figi & Rauscher, general store.
C. E. Pope, confectionery.
Sutton Clothing Company, clothing.
Lilliedoll Bros., drug store.
J. R. Easley, jeweler.
Kelly's Cafe, cafe.
Wm. Reuter, harness shop.
Henry Schiedemann, meat market.
H. E. Anderson, photographer.
F. L. Hays.
Alex. Bauer, painter.
J. C. Olinger, commission firm.
Peter Kniss, feed store.
H. C. Ochsner, restaurant.
Wieland Bros., general merchandise.
H. Wiedenbeck, general merchandise.
Wm. B. Baehr, jeweler.
Griess & Fleming, clothing.
Carl Held, drugs.
J. J. Bauer.
George H. Sinner, pool hall.
Peter Becker, meat market.
Brehm & Son, meat market.
Jacob Bender & Son, implements.
Sutton Lumber Co., lumber and coal.
Griess Coal Co., coal.

MAXIMUM MARGINS ON SALES BY WHOLESALERS TO RETAILERS.

Commodities	Maximum Margins Over Delivered Cost.
Sugar	15c-25c per 100 lb.
Wheat and rye flour	50c-75c per bbl.
Lard, lard substitutes, bulk (pkgs. of 50 lbs. or over)	1/4c-2c per lb.
Standard hams, bacon	1c-2c per lb.
All flours (except wheat and rye)	8-10%
Lard and lard substitutes, in pkgs. (less than 50 lbs.)	
Condensed, evaporated milk	
Rice, hominy, grits, oatmeal, rolled oats, cornmeal, beans, in bulk (pkgs. of 25 lbs. or over)	10-12 1/2%
Rice, cornmeal, hominy, grits, oatmeal, self-rising flour and rolled oats, all in pkgs.	
Corn oil, corn syrup and cottonseed oil	12-15%
Standard and extra standard licensed canned vegetables and pink, chum and red salmon and standard sardines	
Standard, choice and extra choice licensed dried fruits	

Any gross margins upon sales to retailers in excess of the foregoing margins will be regarded as prima facie evidence of a violation of the statute and the rules.

These margins are guides only. They do not change the rules. The margin is still limited to a "reasonable advance over the actual purchase price of the particular goods sold without regard to market or replacement value."

No commodity covered by this rule should be sold at a margin above delivered cost (actual purchase price, plus freight to railway terminal in jobber's city or town) of the particular goods sold which will yield any greater profit than the dealer customarily enjoyed on the same commodity in the pre-war period on an even market under freely competitive conditions. High margins, even if customary during pre-war period are not justifiable now. Unreasonable margins are not excused by lower margins on other transactions in the same commodity or in other commodities.

Costs of business and customary margins differ widely even within small areas and for this reason the foregoing maximums are variable; for instance, in the case of canned salmon, from 12 to 15 per cent. But even the lower margin, 12 per cent. may be an unreasonable margin for certain dealers. The reasonable margin for any particular dealer depends upon his cost of operation.

The margins named are ample to include all ordinary carrying charges. If general conditions should later necessitate the carrying of goods for a longer period than usual, further consideration will be given to this feature.

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 Or Exchange—Grocery store, Pontiac, Michigan. Inventory \$4,000. Will reduce. Easy terms. 659 Michigan Tradesman.

Barber Shop—The best three-chair shop in Southern Michigan, with or without building, at a bargain. DeCoudres, Bloomington, Michigan. 658

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. Depot, 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

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

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

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—Nearly new Detroit automatic scales, also one McCray grocer's refrigerator at bargain prices. Ellsworth Brothers, Wheeler, Mich. 646

For Sale—A clean, up-to-date hardware stock in a Western Washington town. Population about 1,200. Stock in-voices \$6,000. River and rail transportation. Fine climate. No wind. No cold. No blizzards. Have two stores, must sell one, will ship out any undesirable stock. A rare chance for a good little business. Address Box 147, Dayton, Wash. 660

For Sale—Electric light plant, 75 K. W. generator transformers, three miles of poles, 30 year township franchise, good residence and tenement house on one acre of ground in village. Forty acres of land one mile from house, 18 acres of bearing fruit, \$9,000. Part cash, balance on contract. A snap for a man who can do his own electrical work. Located in Northern Michigan. Resort town. Hallock, 135½ East Fulton St., Grand Rapids, Michigan. 661

For Sale—General merchandise stock, good location and business. Owner wishes to retire. Guy V. Cole, Three Rivers, Michigan. 662

Salesmen Wanted—Liberal commissions paid for selling Columbus Healing Powder to dealers. Address, Sturtevant Co., Box 14, Hartford, Conn. 663

Wanted—To hear from owner of good business for sale. C. C. Shepard, Minneapolis, Minnesota. 664

Ten Parsons' Bakery Wagons For Sale—Side entrance. Complete set of cake and pie drawers, bread cabinets and feed boxes. Busy Bee Candy Kitchen Co., Columbus, Ohio. 665

One Jewell Hand Carbonator for soda fountain. Used only two seasons. Guaranteed to be as good as new. Cost new \$145; will sell for \$55. Write City Bakery, Litchfield, Illinois. 666

For Sale—In finest town in the State. Cash Corner. Ideal location for transient and excellent neighborhood trade. No trouble keeping overhead away below 10% here. A-1 reasons for selling. Answer No. 667, care Michigan Tradesman. 667

For Sale—Summer hotel, furnished. Finest location in Michigan. Sickness reason for selling. Bargain if taken at once. B. F. Smith, Alma, Mich. 669

For Sale—Two lots at good resort near railroad. F. H. Glascott, Hopkins, Mich. 668

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

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

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

Bargains—Bargains—Businesses, any kind anywhere. Send for free magazine. Western Sales Agency, Minneapolis, Minnesota. 548

For Sale—General merchandise stock. Excellent location and business. Owner wishes to retire. J. A. Cartright, Mason, Michigan. 634

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

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 608

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

For Sale or Exchange—A modern ten room house located in best part of Battle Creek, Mich. Apply to I. Netzorg, Elsie, Mich. 628

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.



Loose Sugar Loss Is Sheer Waste

Many paper bags of sugar break while being wrapped or delivered. Many pounds of loose sugar are thus wasted.

Franklin Package Sugars

save this loss No broken paper bags. No spilled sugar. No scooping and wrapping. The sturdy cartons and cotton bags are weighed, wrapped and sealed by machine in the refinery. They are ready to put in your customers' hands.

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered, Confectioners, Brown



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.

High Bush Barberry Must Be Destroyed.

Appeal is now being made to Governor Sleeper, food administrators, mayors and city councils and park officials throughout the State to take action which will result in gangs of men with grubhooks and shovels going through public and private grounds on an errand of destruction. For the threat of the black-stem rust is abroad in the land.

To assuage the grief of amateur landscape gardeners let it be known at once that not all barberry is threatened. It is the high bush variety, botanically vulgaris, which harbors the fungoid which, wafted by the winds from bush to bush and on to the grain fields of the country, takes hold in wheat and some other grains of similar growth and produces the blight called black-stem rust.

The high bush barberry is not the low growing, viviously prickly, red-stemmed bush which is oftenest seen in cities fronting an embankment of which the taller growing and darker green spires are the general background. The condemned bush is the one which commonly is permitted to grow from knee to waist high, has dark green to blackish stems and is not so profusely armed with spines as its smaller and innocent brother. One other, less common, variety comes under the ban with the high-bush kind. This is the one with purple leaves, so distinctive in appearance as not to be mistaken.

"Michigan used to be a great spring wheat State, and efforts are now being made by farmers and food production promoters here and in Washington to bring it back to that status," said Prof. G. H. Coons, plant pathologist of the agricultural college. "The two enemies of spring wheat in the past have been the dry, hot period at the blossoming time of the grain, and the black-stem rust. The climatic condition we cannot change. But the disease condition, really the greater cause of disaster than climate, can be changed. Rust can be vastly reduced, if not wholly eradicated. To do it the cause of the disease must be eradicated, and that is the high bush barberry and its cultural varieties, including the bush with the purple leaves.

"In the great wheat states of Minnesota and the Dakotas, loss from rust in 1914 was \$25,000,000. The loss to Michigan wheat from black rust has never been calculated, but it runs into the millions. Losses were so great that farmers all but ceased to grow spring wheat, which, because of its late period of maturity, is especially subject to the pest.

"The increase of rust in spring wheat in this State was precisely coincident with the increase of plantings of common barberry around dwellings on farms, and in cities and villages. The wide use of this plant in ornamentation for cemeteries is a prolific cause of disaster.

"The fungus which causes rust of wheat begins its life in the barberry bush, spreads to the common grasses and soon to the grain fields. The

Japanese barberry is immune to attack, and is not threatened by this campaign against the common variety."

A congress of nurserymen, city foresters and managers of cemetery associations held during the winter took up this subject and won the backing of the United States Department of Agriculture. It is claimed that Congress is to come through with a good-sized appropriation with which to wage the war.

Development of Rural Motor Express

Washington, April 23—After thorough investigation the Highways Transport Committee of the Council of National Defense has urged upon the State Councils of Defense the promotion of Rural Motor Express lines to connect the farms with the cities, thus expediting the production of food-stuffs. The plan is to use the return-loads system, by which farmers can ship into the city all varieties of farm products such as milk, dairy products, calves, hay, grains, and particularly perishable products, and receive in return from the city farm implement parts, seed, fertilizers, groceries and other supplies.

The supplies which the farmer needs from the city can be ordered by the farmer in the morning over the phone and delivered at his gate the same afternoon. These rural expresses have already been started in many localities and have proved their value by promoting an increase in food production. In many farm communities where the express is in operation the farmers state that any interruption of the service would immediately result in reduced production.

The development of the Rural Motor Express, the Highways Transport Committee hopes, marks the beginning of a system of universal farm transportation over all the main highways, making the farmers gate a shipping platform alike for his outgoing products and his incoming supplies.

One of the main advantages of the rural express system is that it reduces labor. In some places the hauling formerly done by five men with wagons is now being done, at many times the speed, by one man with a truck. The other men relieved from their task at hauling are at work in the fields cultivating additional acres. Most of the express lines already established are private enterprises. They can be started to advantage by individuals in the country who know intimately the problems of the farmers in their particular sections.

Fourth Letter to Michigan Wholesale Grocery Salesmen.

Detroit, April 23—Enclosed herewith we are sending you bulletin to dealers containing rules governing flour sales. Also our Ammunition Sheet to wholesale grocery salesmen No. 4, and the sheet of cuts which accompanied our bulletins last week.

We appreciate very much, indeed, the way you handled material which we sent you last week, and we have taken pleasure in sending on to Washington the copy of the Michigan Tradesman, which you mailed to us.

We would ask if you received any newspaper releases issued by the Food Administration similar to the enclosed. If you have not, we will endeavor to have you placed on the mailing list for these food administration releases. They contain a great deal of material which should be valuable to the publication for retail merchants.

Oscar Webber,
State Merchant Representative for Michigan.

Ammunition Sheet No. 4.

The message we are giving you for your customers this week is tremendously big and interesting. It is building for next winter. We must plan our

food reserves for next winter now. The degree of seriousness of next winter's food situation will depend upon what we do these coming summer months. This summer ours must be a land of vegetable gardens.

1. Tell your customers that while they are eating the produce from their gardens, they are saving wheat, meat and fats—which we must send to Europe.

2. The average garden last year was one-tenth of an acre and produced 636 pounds of food.

3. If every family in America, not farmers, would raise an average garden, they would relieve the railroads of carrying 160,000 carloads of vegetables.

In these times of railroad congestion, anything which frees more cars for transporting soldiers and munitions is patriotic service.

4. Note these figures received from Washington this week. Since January 1 the decrease of home-grown meat in England has been: cattle 65 per cent., sheep 40 per cent., hogs 68 per cent.—over the same period 1916. France has just reduced her bread ration by one-third. Meat is so high as practically to prohibit it to a great part of the population. Bread constitutes over one-half the diet of the French nation. Under this new regulation

Children less than 3 years old will receive 3½ ounces per day.

Children from 3 to 13 years old will receive 7 ounces per day.

Persons from 13 to 60 years old will receive 10½ ounces per day. (Workers of this class 3½ ounces more). Persons over 60 years old will receive 7 ounces per day.

The situation is indeed critical, and whether it is to be materially relieved next fall and winter depends upon what we do these coming months.

We ask you to give this message to your customers this week:

That they make their stores a center for the garden movement in the community and urge it by window displays in their advertising and have their clerks talk it to their customers.

State Must Conserve Sugar For Canning.

Lansing, April 22—Supplies of sugar for soft drink manufacturers must be curtailed, even though these manufacturers have contracts to supply army camps in order that there may be conserved enough sugar to meet requirements of the fruit and vegetable canning season, according to advices received from Washington by George A. Prescott, Federal Food Administrator for Michigan.

Mr. Prescott's information adds that while there is a plentiful supply of sugar in Cuba, transportation facilities are so limited that in order that the canning season be not without enough sugar to meet the demand, especially from housewives and those factories having contracts for the army or navy or foreign governments, every possible saving must be effected and the ration restricted to three pounds per person per month.

Ice cream manufacturers must restrict their output to 80 per cent of their 1918 manufacture and so certify if they are to be permitted to buy sugar in quantities.

Mr. Prescott states that a schedule of non-essentials requiring sugar for their manufacture is now in course of preparation and should be ready for official publication soon.

Can the Kaiser.

Each paper, book and magazine

Spouts upward like a geyser

Recipes for saving things.

We're growing thin and wiser.

We salt down beans, dehydrate greens,

Store foods like a miser;

We're going to preserve the world,

And also can the Kaiser.

Fuel Administrator Garfield has issued an order dealing with the production of enameled ware. The reduction in this case is 50 per cent.

Farm Specialists.

In our little town, oh! sad to tell,
There is a merchant who doesn't know
how to sell,
A sawyer who doesn't know how to saw,
A teacher who doesn't know how to
teach,
A preacher who doesn't know how to
preach,
A painter who can't paint very well,
A printer who doesn't know how to spell,
An odd-jobs man with never a job,
A cobbler who doesn't know how to cob,
A miller who doesn't know how to mill,
A butcher who doesn't know how to kill,
A racer who doesn't know how to race,
A mason who doesn't know how to mace,
A clocksmith who can not mend a clock,
And a doctor who doesn't know how to
do;
And, since none of these are busy men,
You will find them again and yet again,
Ever anon and a few times more,
'Round the stove in Mendolsen's store,
Each talking freely and through his hat,
Doing the one thing they are expert at,
Giving advice to farmers.

Mr. Hoover feels moved to note, in one of his bulletins, that a throng of faddists are seizing the opportunity to impress their diverse "gospels" upon a harassed public. Worshippers of dandelion greens, of corn dodgers, and of dried apples rush forward with a shout when they hear that the Administration approved the use of their particular fetish—as a war measure. In this connection Bernard Shaw should be given his due; although he has lived for thirty-three years on vegetarian menus, he will not allow people to cherish the hope that they may come to be like him if they follow his practice, for macaroni cannot make a Shaw. Fanatics have to-day such freedom to pursue converts as they never dreamed of. Mrs. Brown at last can speak her mind, for Mr. Hoover's sake, about Mrs. Jones' extravagance. Uncle can compel the children, in the name of patriotism, to eat no end of oatmeal. Every one who has had a suppressed longing to impose his notions on others may now indulge in his pet form of tyranny, and who shall dare object when he does it for his country alone?

Representatives of the Automatic Machine Bottle Manufacturers' Association have voluntarily agreed with the United States Fuel Administration to curtail their production of less essential articles, both in the interest of fuel conservation and to give the utmost possible opportunity for the manufacture of glass jars and other food containers. Specifically, those bottle manufacturers who are not occupied entirely with the manufacture of food containers will curtail their total output 15 per cent, the curtailment to be effective in the less essential portion of their production. A very large quantity of fuel is consumed in the manufacture of glass articles, and the effect of this arrangement will be to concentrate the manufacture of bottles upon those which are necessary for food and medicinal purposes.

BUSINESS CHANCES.

For Sale—A live new general stock of staple dry goods, ladies' and men's furnishings, in the liveliest town in the State of Michigan, Flint. Store will do about \$30,000 business this year. Stock will invoice about \$10,000, owned at the old prices, and will sell at invoice price. If you want a money making business and have got the money, address No. 671, care Michigan Tradesman.

For Sale Or Trade For Stock Merchandise—120-acre farm near Milan. Sand loam soil. Good house, large barn and other out buildings. Well drained. Wm. N. Bengel, Milan, Michigan. 670