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MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, MAY 8, 1918

Public Reference Library
Number 1807

THE SERVICE FLAG

It hangs below the Stars and Stripes,
A banner bright and new,
Red bordered with a field of white,
And star of deepest Blue;
However humble is the home
O'er which its colors wave,
It glorifies it in the light
That shines upon the brave,
For where that new-born emblem flies,
A man has buckled on
The sword in Freedom's sacred cause,
And from the house has gone
To face the trinity of Death
In lead and steel and gas;
So when you see the service flag,
Salute it as you pass.

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.

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Company
The Pure Foods House
Distributors
GRAND RAPIDS, MICHIGAN

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

Three Sure Winners



Are you as Distributors emphasizing the value and desirability of PURE NEW ORLEANS MOLASSES as a substitute for SUGAR?

We are the only packers who continue to pack these standard size tins. Our cases contain from a half gallon to three-quarters gallon more Molasses than those of Competitors.

Push our Brands in preference, because we give the Consumer more Molasses and better Molasses for his money.

Oelerich & Berry Co.
Packers of "Red Hen,"
NEW ORLEANS CHICAGO

United States Food Administration License No. F.0248

MICHIGAN TRADESMAN

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SPECIAL FEATURES.

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CANNED GOODS SITUATION.

The canned goods situation is developing very slowly. Everyone is feeling his way who has anything to do with it, with the exception, perhaps, of the grower, who seems to be making everybody else cautious. While there is a well founded belief that the grower has rather exaggerated ideas as to profits, it must be admitted that he has his own trouble in the matter of labor. His costs have increased in regard to everything he uses, and the scarcity of labor is one of the biggest factors. Consequently some advance over previous prices that he has received for his product is undoubtedly legitimate and unavoidable, but when comparisons are made, one locality with another, it is possible to obtain some idea as to relative values. For instance, tomato growers in the Middle West and California are contracting for \$15 and \$18 per ton, and if there is anywhere in the country where growers are not overmodest in their ideas it is in California. Yet their views on tomatoes amount to actual self-sacrifice when compared with what the Maryland and Eastern growers are asking, generally a minimum of \$30, and many of them preferring to remain foot loose in the hope that there will be another cold spell or something of that kind happen about glut week, as there did last year, to make fortunes for them. So far as that is concerned it is practically a weather gamble as to what is going to happen in September. If that month should follow its general custom and have a hot spell instead of the unusual cold spell of last year some of these growers may wish that they had signed contracts to fall back on.

NO CHANGE IN KNIT GOODS.

Government needs are continuing to form the chief activity in the knit goods market. Last week it was reported that Government agents were picking up lightweight balbriggans for the Government for war purposes and mills are being asked to supply more from time to time. At this writing the outlook is that civilian supplies are going to be most limited

for this year and for spring 1919 no one will venture a guess.

The hosiery situation is showing practically no change. Prices continue to advance for supplies that are unsold and buyers are taking on what they need in limited quantities. The Government is continuing to buy and there is no indication as to when this demand is liable to drop. Mill agents are firm in their belief that prices will greatly advance and that despite the high prices that will most likely rule supplies will be few and far between, especially in some lines.

EXTINGUISH GERMAN NAMES.

Representative Smith, of Michigan, has introduced a bill in the National House of Representatives, prohibiting the use of German names in cities, town and streets in this country. The legislator would have done well to go one step further and include in his measure the prohibition of German surnames as well. Everything German must be absolutely banished from the land of freedom. The use of anything German in this time of struggle and crisis is an affront to freedom and a menace to the civilization of the ages.

With Prussia electoral reform hanging in the balance, a review of recent democratic progress in other parts of Europe shows how strikingly Germany will contrast with her neighbors if the clock is set back, not forward. We may put Russia to one side. Sweden has just seen the downfall of the conservative ministry because it would not consent to a revision of the constitution; the new ministry is a reform Ministry, and the King's speech at the opening of the Riksdag, which included mention of women suffrage and equality in the communal franchise, declared the necessity of "strengthening our people through extended political rights and far-sighted social reforms." During the war Denmark has completed the democratization of her constitution. In Holland universal suffrage has been adopted under a plan which at last separates the voters' roll from the tax-roll. In Rumania, Premier Bratiano announced last May the government's decision in favor of universal suffrage and other reforms, and when peace is fully restored there is little doubt that just changes urged since the Congress of Berlin will be made. The struggle for universal suffrage in Hungary is steadily pushing the opposition back. Junkers like Count Spee may talk defiantly, but if they will only look outside their chamber they will realize—even thrusting the issue of the war out of consideration—what a Mrs. Partington role they play.

FINANCIAL PHENOMENON.

Wherein lies the great success of the Third Liberty Loan is obvious to all. It is not in the over-subscription, the exact amount of which we shall not know for some days. The outstanding fact is the enormous number of individual subscribers—nearly 20,000,000, according to the latest tabulation. This far overtops the second war loan, and undoubtedly exceeds any record in any country. When we recall the fact that, before the first Liberty Loan was offered, banking computations showed that less than 500,000 persons in the United States were in the habit of buying bonds, we see what a revolution in the National custom has been effected. The striking result has been achieved only under every kind of solicitation and pressure, and by means of elaborate organization, but the new habit will undoubtedly persist. It is in itself a financial phenomenon.

The disappearance of the War Department's weekly war summary will fill a long-felt want. The cost of the white paper and time thus saved, if invested in thrift stamps, will clearly do much more to advance the war. To the extent that the weekly review dealt in reminiscence it was a condensation of old news dispatches and a repetition of old headlines. When it dealt with prophecy it followed the safe course of forecasting the alternative of a resumption of the offensive by one side or the other or the persistence of routine operations. If the enemy resumed his attack, we were told, it would be directed either against the Flanders front or in Picardy or somewhere between the Champagne and Belfort or in Italy or on the Salonica front, unless the enemy chose to attack in Palestine or Mesopotamia. The spectacle of the War Department guessing as generously as the ordinary military expert was not particularly stimulating to confidence. Unquestionably the War Department knew more than it chose to say; in which case we come back to the original problem of the cost of white paper.

Return to the practice of publishing the names of casualties with the home address attached has been rendered easier by the changed situation on the battle-front. If the American army held definite sectors of its own, it might be argued that Germany would derive information as to the effectiveness of an offensive against a certain American sector from our casualty lists appearing soon thereafter. But with American troops distributed in half a dozen different sectors, and more than that, with American soldiers forming part of French or Brit-

ish brigades and divisions, it becomes much more difficult for Berlin to use our casualty lists as an index to the measure of damage the Germans have inflicted on any one spot. The practice of distributing the losses of a single operation through the announcement lists of a number of days further complicates the problem for the enemy; if, indeed, the amount of information supplied to the Germans at any time could be held to outweigh the anxieties caused at home by the practice of printing names without other identification.

The Central Powers are trading territory like marbles, while the gigantic struggle on the Western front proceeds. Bulgaria, having been satiated at the prostrate body of Rumania, and hoping to devour important sections of Servia, returns to Turkey the bribe she, Bulgaria, received for entering the war—the station at Adrianople and the left bank of the Maritza River. Germany also does her share in appeasing the grewsome playmate. Turkey, by handing over Russian Armenia to her. At the same time, Austria appropriates a slice of Rumania, while the latter is given Bessarabia as a support and healing consolation. Further north, Germany finds compensation in annexing various odd pieces of property not belonging to her. So, like children playing with and quarrelling over bright-colored bits of pottery, the Central Powers go on, until, as Omar might say, the Great Potter at last comes along and puts an end to the game.

The new Espionage Act, so-called, gives the Postmaster-General the power of life and death over the press of the United States. There is to be no appeal from his division. The result will probably be the virtual establishment of a censorship so rigid that the newspapers will be compelled to ask for a daily revision of their articles by the Post Office—the last Department in our Government which should be trusted with these powers. The proposal is a much worse one than that which the press of the country defeated last year. It is going through now simply because the editors of America have through their own fault not been aware of what was intended.

Cleverness in your window stunts may attract the curious, but an arrangement of the goods demonstrating their usefulness will oftener catch the buyer.

Sometimes we think there is more punishment in lawyers' fees than in jails.

HELP WIN THE WAR.

What the Retail Grocer Can and Cannot Do.

1. Every grocer should study his business carefully with a view to eliminating all waste and extravagant methods, so that time, energy, fuel, equipment and men be conserved, and that wholesome food be placed in the hands of consumers at lowest possible prices.
2. Certain food commodities and feeding stuffs must be sold at not more than a reasonable advance over invoice cost, without regard to the market value of the goods at the time of sale.
3. Do not order or keep on hand more than thirty days' supply of flour.
4. Do not order or keep on hand more than sixty days' supply of sugar and certain other food commodities.
5. Do not sell more than one-eighth barrel of flour to a person residing in a town or city, or more than one-quarter barrel to a person living in a farming community.
6. Do not sell sugar in more than five pound quantities in a city or town and ten pound quantities in a farming community.
7. Do not sell more than a sixty days' supply of commodities other than flour or sugar to any customer.
8. Wheat flour must not be sold unless the customer buys wheat substitutes at the same time. He must buy one pound of wheat substitutes for each pound of wheat flour.
9. Combination sales are prohibited except that sugar may be sold in combination with cornmeal, and wheat flour must be sold with wheat substitutes.
10. Consult the following for detailed information, and conform to the directions of the Federal Food Administrator in your State.

In order that the retail merchant may be able to apply to his business with a clear understanding the principles of the rules promulgated by the President, effective November 1st, 1917, governing business, and the several supplemental regulations and announcements, the following directions are submitted for careful study.

All retailers whose gross sales of licensed and unlicensed food commodities are \$100,000 or more a year are required to obtain licenses from the Food Administration and to observe the rules and regulations.

Retail merchants who are not subject to license are nevertheless amenable to the provisions of the Food Control Act, and are expected to conform to the directions, which are based on provisions of the Food Control Act.

Must Only Have Sixty Days' Supply.

The merchant shall not, without the United States Food Administrator, or his duly authorized representative, keep on hand, or have in possession or under control, by contract or other arrangement, at any time, any food commodities in a quantity in excess of the reasonable requirements of his business for use or sale by him during a period of sixty days; provided, however, that this rule shall not prevent the merchant from storing, in suf-

cient quantities to fill his reasonable requirements throughout the period of scant or no production, any of the following commodities:

Cheese
Butter
Fresh fish
Frozen fish
Fresh fruits
Fresh vegetables
Poultry
Eggs
Canned peas
Canned tomatoes
Canned corn
Canned salmon
Canned sardines
Dried prunes
Dried apples
Dried peaches
Dried raisins
Molasses in bulk
Pure maple sugar
Pure maple syrup

Provided further that this rule shall not prevent any merchant from having a carload of any commodity in transit in addition to a supply thereof sufficient to last until arrival of said carload.

Note—See rules following regarding amount of flour and sugar allowed the retailer, which is less than that of other commodities.

Must Not Sell More Than Sixty Days' Supply.

The merchant shall not sell or deliver to any person any food commodities without the consent of the United States Food Administration if the merchant knows, or has reason to believe, that such a sale or delivery will give to such person a supply of any such commodities in excess of his reasonable requirements for use or sale by him during the period of sixty days next succeeding such sale or delivery; provided, however, that this rule shall not prevent sales or deliveries to any person of any of the commodities specified in the preceding rule in such quantities as will give such person a sufficient supply of such commodities to fill his reasonable requirements throughout the period of scant or no production.

Note—See rules following regarding sales of sugar and flour, which must be sold in smaller quantities.

Combination Sales.

No merchant shall make any combination sales of food commodities excepting that he may sell sugar in combination with cornmeal, at the rate of one pound of sugar to two of cornmeal, and may sell wheat flour in combination with one or more of the following wheat substitutes, namely: hominy, corn grits, cornmeal, corn flour, edible corn starch, barley flour, rolled oats, oatmeal, rice, rice flour, buckwheat flour, potato flour, sweet potato flour, soya bean flour, and feterita flour and meals. Provided that no one of such commodities is sold at a profit greater than would be permitted in case it were sold separately. A combination sale shall be any sale of two or more food commodities, or of two or more kinds or sizes of the same commodity at a price effective only if they are bought at the same time, or any sales of one or more food commodities up-

on condition that the purchaser shall buy one or more other food commodities or other kinds or sizes of the same commodity from the seller.

Reasonable Profits.

Commodities covered by the following rule:

Wheat flour, rye flour, barley flour, oatmeal, rolled oats, corn grits, cornmeal, hominy, corn flour, corn starch, corn oil, corn syrup, cleaned rice, rice flour, oleomargarine, lard, lard substitutes, oleo oil, cooking fats, condensed milk, evaporated milk, powdered milk, fresh, canned or cured beef, pork or mutton, canned peas, canned dried beans, canned tomatoes, canned corn, canned salmon, canned sardines, dried prunes, dried apples, dried peaches, dried raisins, sugar, syrups, molasses, clarified sugar, plantation washed sugar, open kettle sugar, dried beans, dried peas, cotton seed, cotton seed oil, cotton seed cake, cotton seed meal, peanut oil, soya bean oil, palm oil, copra oil, peanut meal, soya bean meal, and feeds of all kinds.

Cost Basis Rule.

The merchant shall sell the above food commodities at not more than a reasonable advance over the actual purchase price of the particular goods sold without regard to the market or replacement value at the time of such sale.

Explanations.

Through the application of this rule speculation in the above commodities is prohibited. An article purchased by the retailer at a cost of \$1 must be sold by him at a reasonable profit over that cost even though the market has advanced on that article to \$1.50. "Actual purchase price" does not mean the last inventory price. It means what it says—that is, what the goods actually cost.

The Food Administration has announced and will insist under the above reasonable profit rule, that "the distributor, whether wholesaler or retailer or both, shall not sell any commodity covered by the reasonable profit rule at a margin of advance above the delivered cost to him of the particular goods sold that will yield him any greater profit than he customarily enjoyed on the same commodity in the pre-war period on an even market under freely competitive conditions."

The Rule reads "particular goods sold" and therefore no transaction showing an unreasonable advance over delivered cost is or can be excused by other transactions showing much lower margins.

The Food Administration has not ordinarily announced in terms of figures any uniform margin of advance over delivered cost or purchase price that the distributor shall be entitled to obtain on any of these commodities. The reason is that costs of doing business differ widely, not only within the same State, but within the same city, according to local conditions, and the nature of the service and character of business of the particular merchant. It must therefore be clearly understood that if the Food Administration does at any time announce in terms of figures the mar-

gin that will be allowed distributors, such figures are to be regarded as tentative guides for the information of the trade, and more particularly for the convenience of the Federal Food Administrators in examining complaints and evidence obtained through other sources at the command of the Government.

Cartage, Interest and Other Charges. Neither the Food Administration nor any other branch of the Government has prescribed uniform cost accounting systems for either wholesale or retail food distributors. The Government has not, therefore, indicated how the merchant, in dealing with a commodity covered by the reasonable profit rule, shall dispose of cartage, interest, or other special charges, but it does expressly forbid the employment of such charges with the purpose, or with the effect, of increasing the merchant's profit above his own pre-war level.

Sugar Profits.

For the purpose of determining whether an unreasonable profit on sugar has been obtained in any case by retail grocers, the Food Administration will carefully investigate sugar sales by retailers at an advance of more than 1 cent a pound over the delivered cost of such sugar. If a smaller margin has been obtained in pre-war times, that margin should not be exceeded now. This figure has been adopted by the Food Administration as a tentative guide in determining whether in any particular case an unreasonable profit has been exacted within the meaning of the Food Control Act. Each case will be judged on its merits.

Wholesale dealers have been directed not to sell sugar in quantities to retailers in excess of 300 to 1,000 pounds at a time.

Retail Quantities.

Sugar should be sold to town and city consumers in not more than five pound quantities; to farm and rural customers in not more than ten pound quantities.

The Federal Food Administrator in each State may grant exceptions to the above rule concerning the quantities which retail grocers may sell to any customer at one time. The Federal Administrator in each State may make such exceptions in accordance with the facts presented to him by the dealer, desiring such privilege to sell sugar in quantities larger than above stated, and the Administrator should at once report such exceptions to the Distribution Division of the Food Administration at Washington. In no case, however, may sugar be sold in such quantities as would constitute hoarding, and no general exemptions or exceptions should be made.

The Food Administration does not approve of advertisements of sugar naming special prices, deliveries, schemes or other inducements that would tend to lead the consumer to purchase sugar in quantities larger than his ordinary requirements, and we ask that such advertisements be discontinued. The Food Administration does not object to advertisements directing attention to a particular brand, style or quality of sugar,

Wheat Flour.

Millers are required to distribute their output of wheat flour so that each customer receives his fair share.

Millers and wholesalers are not permitted to sell wheat flour to retailers unless the buyer purchases at the same time, or unless he gives satisfactory evidence that he has purchased one pound of any of the following substitutes for every pound of wheat flour purchased: Hominy, corn grits, cornmeal, corn flour, edible corn starch, barley flour, rolled oats, oatmeal, rice, rice flour, buckwheat flour, potato flour, sweet potato flour, soya bean flour, and feterita flour and meals.

In the case of whole wheat or graham flour, six-tenths of a pound of wheat flour substitutes must be purchased for every pound of such whole wheat or graham flour. The same restrictions apply to wholesalers and jobbers.

1. No merchant dealing in wheat flour or rye flour shall keep on hand or have in his possession at any time any such flour in a quantity in excess of the reasonable requirements of his business for use or sale by him during the period of thirty days, provided that this rule shall not prevent any merchant from having on hand not to exceed a carload of such flour.

2. No merchant dealing in wheat flour at retail shall, without the written permission of the United States Food Administrator, sell wheat flour to any person unless such person purchases from him, at the same time, one pound of wheat flour substitutes for every pound of wheat flour purchased, or in case of whole wheat or graham flour, containing at least 95 per cent. of the entire wheat, six-tenths of a pound of wheat flour substitutes for every pound of such whole wheat or graham flour purchased.

3. The merchant dealing in wheat flour at retail should distribute the flour which he receives as equitably as possible among his customers in such manner that no one of such customers shall receive more than his fair share thereof. He shall not, without the written permission of the United States Food Administrator, sell to individual consumers residing in town or cities, in quantities in excess of one-eighth of a barrel; and in rural or farm communities, in excess of one-quarter of a barrel.

4. No merchant shall use, sell or deliver any flour for any purpose other than human consumption.

Mixed Flours.

1. The merchant dealing in mixed flour at retail shall not, without the written permission of the United States Food Administrator, 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 such substitutes, including substitutes in the mixed flour, equal to the total amount of wheat flour in such mixed flour.

Wheat Flour Gross Profits.

It is the opinion of the United States Food Administration that the gross maximum profit to retail deal-

ers in original mill packages should not exceed from 80 cents to \$1.20 per barrel, depending upon the character of service performed. Where retailers sell in amounts less than the original mill packages, the gross profit should not exceed 1 cent a pound. Any profits in excess of these or in excess of those obtained in pre-war times will be considered cause for investigation. Substitutes for wheat flour should not be sold at more than a reasonable advance over actual purchase price of the particular goods sold without regard to market or replacement value at the time of such sale.

Advertising.

The Food Administration does not approve of advertisements of flour naming prices, deals, schemes or other inducements that would tend to lead the consumer to purchase wheat flour in quantities larger than stated herein, and asks that such advertisements be discontinued.

The Food Administration does not object to advertisements directing attention to a particular brand, style or quality of wheat flour.

Perishable Commodities.

1. No merchant shall sell or offer for sale fresh meat, fresh meat products, fresh or frozen fish, poultry, eggs or butter which have been held for a period of thirty days or over in a cold storage warehouse unless such commodities are plainly marked, stamped or tagged, either upon the container wherein packed or upon the article of food itself with the words "Cold Storage." The merchant shall keep such mark, stamp or tag in plain view, and shall not represent or advertise as fresh any such commodities; and shall display a placard plainly and conspicuously marked "Cold Storage Goods" on the bulk mass or articles of such food. Any invoice or bill rendered for such goods shall clearly describe the commodities, using the words "Cold Storage Goods."

2. No merchant shall remove or erase or permit to be removed or erased any mark, stamp or tag bearing the words "Cold Storage" or other words required by these rules and regulations to be placed on any food commodities or upon the containers wherein they are packed. When any food commodities are transferred from a container bearing the words "Cold Storage," or such food commodities are divided into smaller lots or units, the words "Cold Storage" shall be plainly and conspicuously marked upon the containers, cartons, packages or wrapper to which they are transferred.

Poultry.

3. The merchant shall not sell or offer for sale any live poultry which contains more than one ounce of feed for each two pounds of live poultry.

4. The merchant shall not sell or offer for sale any dressed poultry which contains more than one-fifth of an ounce of feed to each two pounds, dressed weight, of such poultry.

Potatoes

5. The merchant shall buy and sell potatoes only by the pound, except where the said potatoes are put up

and sold in standard barrels, standard boxes or standard hampers.

Beans.

6. The merchant shall buy and sell all dried beans and dried peas by the pound.

The directions above enumerated are the minimum requirements. The patriotic merchant can render an added service to his country by going even farther in many directions to ensure the basic purposes of conserving food and getting it to the consumer at the lowest possible price. No merchant is expected to do business at a loss. No merchant need do so, even in these times of stress, if he conducts his business carefully and intelligently. We are at war! The peril of our country is great. Let your patriotism lift you above selfish ambition, that you may find satisfaction in the knowledge that you have served well. By thus doing your duty, you will have contributed immeasurably that your country and democracy may endure.

Honks From Auto City Council.

Lansing, May 6—It is singular how things disappear when their usefulness is past. For instance, very few hitching posts remain in Lansing.

Fred Mott (Elliott Grocer Co.) is driving a new Nash car purchased of the Lansing Garage & Sales Co. Fred drove his car through from the factory at Kenosha, Wis., last Sunday without incident or mishap. He wears a smile as broad as a two year old mud turtle and still uses a Dodge car for commercial purposes.

We hardly ever write for the Tradesman without in some way mentioning the name of our esteemed friend and Council war horse, F. H. Hastings. The only thing we can say this time, however, is that he is somewhere in the Southwestern States guiding his tin lizzie from place to place and selling the best aluminium solder made.

From what we have seen and heard we believe there are few men who have put forth greater efforts for the advancement of the interests of the commercial traveler than our present Grand Counselor, John A. Hach, of Coldwater. John has his faults, of course, but they are few. The only one we know of is his determination to forget the pass word, "nuff sed."

W. G. Kerns, for many years proprietor of the Wentworth Hotel, has leased the interest of Mrs. Wentworth, consisting of the Michigan avenue frontage, and is changing the office and lobby to his portion of the building which fronts on Grand avenue. The lower floors of the Michigan avenue frontage, now used as office and lobby, will be remodeled and used for commercial purposes. Alterations are nearly completed on the Grand avenue frontage and present a marked improvement. Many changes have been made in the interior arrangement, which provides for a sun parlor, a large, well-appointed dining room and three private dining rooms, besides a spacious and conveniently arranged kitchen. In the office and other portions which have been remodeled, much marble and other expensive interior finish has been used. When completed this hotel will contain 300 rooms, newly furnished, and the rates will range from \$1 to \$3 per day. Mr. Kerns states that his soltely will be second to none in the State and that he will be in position to give more for the money than other hotels in Michigan.

M. H. Gunn, who was seriously injured last November, is now able to walk a short distance with the aid of a cane and crutch. His recovery has been necessarily slow, owing to the

seriousness of his injuries. Mr. Gunn is a charter member of our Council. He has seen thirty years of actual service as a commercial traveler and for the past twelve years has represented the Judson Grocer Company, of Grand Rapids. During this twelve years he has been assisted by one man for two days only and this on account of sickness. So far as vacations are concerned, he never had any until within the last three years, when an agreement was reached between all the wholesale grocers of Michigan wherein all their salesmen were given the first week in July. Should Mr. Gunn's present disability confine him for several more months he would still have a good record for continuous service.

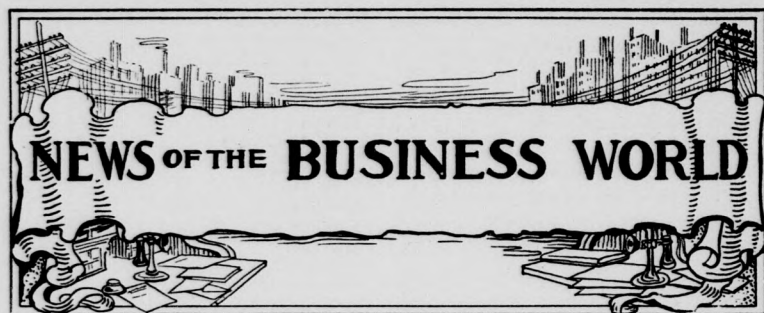
The attendance at our Council meeting last Saturday night was smaller than usual, but what we lacked in numbers was more than made up in good things enjoyed by those present. We were honored by a visit from Grand Counselor John A. Hach, of Coldwater, and A. G. MacEachron, of Detroit, chairman of the Grand Executive committee. Both gave pleasing talks at the Bohemian supper which was given by our ladies' auxiliary at 7 p. m. They also made stirring speeches to the Council in session. Three candidates traveled the rough road to full membership in the order and expressed themselves as well pleased with the treatment given them, especially the forceful and impressive manner in which the Ray of Hope lecture was given by Mr. MacEachron. H. D. Bullen.

Straight Talk to Hotel Landlords.

Address of Herbert Hoover, Food Administrator, to Hotel Men of the United States.

"We have asked you to come here, many of you on a long journey, with great sacrifice to yourselves. We have not asked you to come for any idle purpose. You meet us at probably the most serious day in our National history since the Battle of Gettysburg. The seriousness of the situation can only emphasize the problem which we wish to put before you. Our wheat situation to-day is the most serious situation in the food supply of the whole Allied world. The Food Administration has not taken the attitude of the general in command, giving orders. I, therefore, cannot give you orders. I am going to make an appeal. My message is small and concrete. The service that we ask of you—that we ask of every well-to-do, every independent person in the United States to-day—is that he or she shall abstain from the use of wheat, in any form, until the next harvest. If the Lord is good to us in weather, our problem will be over by the first of September. That is not a long period of sacrifice. Now most of us can play but a small part in the winning of this war, and you and I do not wish to look into the eyes of our children ten years hence and say that we failed in our duty. This is a sacrifice that is small in figure, but I can assure you there is no message that I can send the food controllers of Europe to-day that will carry such weight and such encouragement to their people as to be able to say that every first-class hotel and restaurant in the United States has, for their sake, abolished the use of wheat."

Those who eat wheat on wheatless days work against, not with, the Government.



Movements of Merchants.

Portland—B. W. Jackson succeeds John Miner in the garage and automobile accessory business.

Bancroft—George Symes is closing out his lumber and fuel stock preparatory to joining the colors.

Detroit—The Standard Fuel Appliance Co. has changed its name to the Standard Fuel Engineering Co.

Edmore—W. J. Fontaine has sold his bakery and restaurant to William Sattler, who has taken possession.

Luther—Fire destroyed the F. A. Smith bean and grain warehouse, May 3, involving a loss of about \$9,000.

Flint—Salah & Hamady, grocers at 609 South Saginaw street, have opened a branch store at 1108 North Saginaw street.

Muskegon—The F. G. Ruddiman Co. has removed its mat manufacturing plant to Ionia and will continue the business.

Munising—Frank Hausler is closing out his meat and grocery stock and will retire from business, owing to failing health.

Alma—The J. C. Penney Co., conducting a chain of 197 general stores in 25 different states, has opened a similar store here.

Fountain—H. E. Loken has closed his clothing and jewelry store until he can find a purchaser for the stock and store fixtures.

Montrose—Chatterton & Son, of Mt. Pleasant, lost their warehouse and contents by fire, May 1, entailing a loss of about \$10,000.

Manistee—W. F. Lott has purchased the grocery stock of N. J. Larsen and engaged in business at the corner of Fifth and Sibben streets.

Flint—O. M. Smith & Co., dealer in dry goods, at 402-404 South Saginaw street, has increased its capital stock from \$25,000 to \$150,000.

Westphalia—Anthony Snitgen, of A. Snitgen & Co., dealers in general merchandise, died May 1, at Grand Rapids, following a short illness.

Olivet—Mrs. Phillip Gage, of Garrettsville, Ohio, has purchased the dry goods and notion stock of the late F. H. Gage and will continue the business.

Mt. Morris—F. J. Lindsay & Co. succeed F. E. Holmes in the grocery business. Lines of men's furnishing goods and gloves have been added to the stock.

Cheboygan—The Cheboygan Co-Operative Association has been incorporated with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed and paid in in cash.

Muskegon—William H. Bonnes has sold his interest in the Coca Cola Bottling Co. to Adam J. Miller and the business will be continued under the same style.

Mendon—D. L. Worthington, dealer in agricultural implements, fuel and produce, died at a Chicago hospital May 3, following an illness of several months.

Detroit—The Blindbury Coal Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,000 paid in in cash.

Saginaw—W. H. Durham has sold his grocery stock at 409 West Genesee avenue to R. Christensen, who conducts a chain of stores here and in nearby towns.

Wyandotte—The Furgason Lumber Co., Inc., has been organized with an authorized capital stock of \$30,000, all of which has been subscribed and \$15,000 paid in in cash.

Saginaw—The Boston Store has sold its stock of bazaar goods to Louis Levinsohn, proprietor of the Peoples Bargain Store (who will consolidate the two stocks).

Saginaw—F. W. Maier & Co. tea and coffee dealer at 710 Genesee avenue, suffered a loss of about \$400 by fire and water May 1. The loss is covered by insurance.

Lansing—The Banner Coal Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$500 paid in in cash.

Grand Ledge—William Davis has sold his interest in the laundry of Davis Bros. to Roy Mascho and the business will be continued under the style of Davis & Mascho.

Bay City—The Niedzielski Bros. Clothing Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Muskegon—N. Michels is closing out at special sale a portion of his stock of jewelry and silverware and will remove the remainder to Houghton and continue the business.

Ann Arbor—The Auto Tire Repair Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Ravenna—The Meadow Brook Farms has been incorporated with an authorized capital stock of \$50,000, of which amount \$27,000 has been subscribed and \$5,000 paid in in cash.

Alma—C. A. Ogle & Son, dealers in harness and harness accessories, have dissolved partnership and the business will be continued by Charles

C. Ogle, who has taken over the interest of his father.

Port Huron—The Port Huron Storage & Bean Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed, \$5,000 paid in in cash and \$10,000 in property.

Niles—James Hatch and Fred Eycleshymer have formed a copartnership under the style of the Niles Capsule Co. and will manufacture capsules in the Bliss building, which they purchased and are remodeling.

Bessemer—The Rientola Co-Operative Trading Co. has been organized to conduct a general mercantile business with an authorized capital stock of \$8,000, of which amount \$4,140 has been subscribed and \$1,580 paid in in cash.

Detroit—The La Mode Dress Shop, Inc., dealer in women's clothing, has been incorporated with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed, \$3,000 paid in in cash and \$3,500 in property.

Detroit—Paul W. Beals, confectioner at 771 Gratiot avenue, has merged his business into a stock company with an authorized capital stock of \$20,000, of which amount \$13,500 has been subscribed, \$550 paid in in cash and \$9,800 in property.

Sault Ste. Marie—The Soo Hardware Co. will engage in business in the Superior House block as soon as it has been remodeled and will carry lines of sporting goods and harness in connection with the hardware and implement stock. The store will be under the management of Angus Rankin.

Saginaw—The Paxson Co., conducting a hardware store at 213-215 North Hamilton street, has filed a petition for the dissolution of the company. It is understood to have a stock of about \$18,000, with several thousand dollars in account collectable. Its indebtedness is about \$19,000. Charles F. Alderton has been appointed temporary receiver.

Manufacturing Matters.

Detroit—The Voigt Brewing Co. has changed its name to the Voigt Beverage Co.

Detroit—The Stroh Casting Co. has increased its capitalization from \$100,000 to \$250,000.

Cheboygan—Fire destroyed the Lovelace bakery May 2, entailing a loss of about \$5,000.

Detroit—Traugott Schmidt & Sons, tanner, has increased its capital stock from \$600,000 to \$1,100,000.

Mt. Clemens—The Mt. Clemens Brewing Co. has changed its name to the Mt. Clemens Beverage Co.

Alamo—H. W. Walker, proprietor of the Alamo creamery, is closing out his business and will remove to Montana.

Grand Haven—Edward Seligman has sold his cigar factory and retail cigar stock to G. J. Muller, who will continue the business.

Detroit—The Acme Mill Ends Co. has increased its capitalization from \$10,000 to \$50,000 and changed its name to the Acme Mills Co.

Detroit—The Mineral Oil 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.

St. Ignace—The St. Ignace Box & Float Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$8,100 has been subscribed and \$2,750 has been paid in in cash.

Detroit—The French Pastry Baking Co. has been organized to conduct bakeries and restaurants with an authorized capital stock of \$7,000, all of which has been subscribed and paid in in cash.

Detroit—The Allpure Beverage Co., 600 Moffat building, has been incorporated with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Steering Gear & Parts Co. has been incorporated with an authorized capital stock of \$175,000 common and \$100,000 preferred, of which amount \$212,800 has been subscribed and paid in in cash.

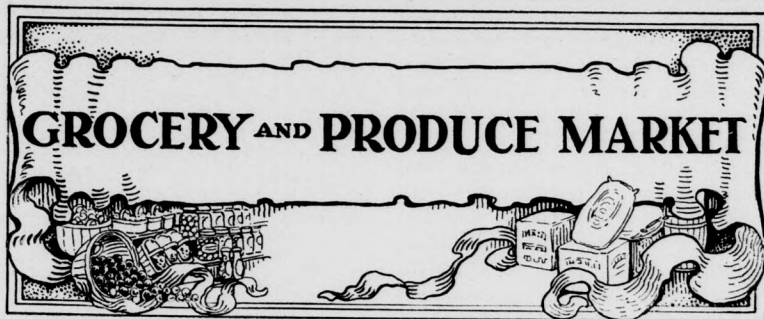
Saginaw—The Stork Motor Co., manufacturer of gas engines and metal products, has merged its business into a stock company with an authorized capital stock of \$75,000, of which amount \$50,000 has been subscribed and paid in in property.

Detroit—R. L. Smith, for twelve years connected with the National Biscuit Co., and lately in charge of the county department of the Detroit branch of the concern, has been transferred to Boston, where he will be at the head of the National Biscuit Co.'s city department. He was given a banquet Friday evening by sixty salesmen of the city and county force. He will leave for Boston Sunday evening. He will maintain a Detroit connection in his tenure of the Secretary-Treasurership of the Gabell-Smith Building Co.

The Merchants Congress which has been held in Grand Rapids during the past two years in the month of June will be postponed to October this year. This year's event will be under the same auspices as heretofore—the wholesale trade of Grand Rapids—but the speakers will be furnished by the University of Michigan under a special arrangement with the regents of that institution. The Congress this year will supersede the usual Trade Extension Excursion, which will have to be abandoned on account of the inability of the railways to furnish a special train.

The Tradesman takes pleasure in calling attention to the summarized compilation of food rules and exceptions published in compact form on the second and third pages of this week's edition. No more complete summary has ever been printed anywhere. The grocer who uses this presentation as a text book and carefully follows the Tradesman's interpretation of the situation cannot go wrong.

Let no man slight the strong impulses of his own thought.



Review of the Grand Rapids Produce Market.

Asparagus—\$1.75 per crate for Illinois; home grown, \$1 per doz.

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

Bananas—\$6.50 per 100 lbs.

Beets—New Illinois, \$1.75 per hamper.

Butter—The market is very firm, different grades advancing approximately 1¢ per pound during the last week. This is due largely to very moderate receipts and a good consumption of fresh-made creamery. The general quality is gradually improving, some lots starting to show a slight grassy flavor. There is a heavy withdrawal of storage creamery butter, due to a good demand and a short supply of fresh-made creamery. We do not look for any material change in the butter market until the receipts show a heavier increase, which will probably become evident within the next two weeks. Local dealers hold extra fancy creamery at 42½¢ for fresh. They pay 40¢ for No. 1 dairy in jars; they also pay 27¢ for packing stock.

Cabbage—\$3.50 per 100 lb. crate; \$1.85 per 40 lb. hamper.

Carrots—\$1.85 per hamper for new Ill.

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

Cucumbers—\$1.75 per doz. for Illinois hot house.

Eggs—The market is steady at quotations ranging about the same as previous quotations. Receipts are heavy and there has been a good consumptive demand. The general quality of eggs is keeping up very well, due to the very moderate weather in the producing sections. Continued heavy receipts are looked for and the market depends largely upon weather conditions at this time. Considerable eggs are going into storage at this writing. Local dealers pay 34¢ today, cases included, delivered in Grand Rapids.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$4.05 per box for all sizes Floridas.

Green Onions—18¢ per doz. for home grown.

Green Peppers—75¢ per basket for Southern grown.

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

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

Lettuce—15¢@16¢ per lb. for hot house leaf; \$2.75 per hamper for New York head; Iceberg, \$5.25 per crate.

Limes—\$1.50 per 100 for Italian.

Maple Syrup—\$2.35 per gal. for pure.

Mushrooms—75¢ per lb.

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

Onions—Home grown command \$2 per 100 lb. sack; Texas Bermudas, \$2 per crate for yellow and \$2.50 per crate for white.

Onion Sets—\$1.75 per bu. for yellow and \$2.50 for white.

Oranges—California Navals \$4@7.50.

Parsnips—75¢ per bu.

Pieplant—\$2 per 40 lb. box home grown.

Pineapple—\$6@6.50 for either size.

Plants—Tomatoes, \$1 per box; cabbage, \$1 per box.

Potatoes—Country buyers are paying 75¢@90¢ per 100 lbs. New are now in market, commanding \$2.25 per hamper for Florida.

Radishes—30¢ 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.

Sweet Potatoes—Early Ohio, 2½¢ per lb.

Spinach—\$1.65 per bu. for Ill.

Strawberries—\$7 per 24 qt. case Floridas.

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

Tomatoes—\$5 per 6 basket crate.

The Grocery Market.

Sugar—Jobbers are now getting adequate stock to meet all requirements. Retailers are still restricted to single sales of 5 pounds to a city customer and 10 pounds to a country customer. No announcement has yet been made as to when the card system of extra sales for canning purposes will be put into effect, but it is intimated that total sales will not be confined to a single purchase; that women who can and preserve will be sold all the sugar they require for this purpose. The consumptive demand, according to representative retailers, seems to have fallen off as soon as consumers found that they could get practically all the sugar they wanted without restriction. Supply of raws is fair. Sugar prices are unchanged and will remain so indefinitely.

Tea—Orders, as heretofore, are running chiefly to Javas and Formosas. While prices are no higher, the undertone of the market as a whole is strong as a result of the small visible supply of everything excepting Javas and some grades of Indias and

Ceylons, together with the probabilities of restricted imports during the coming season in consequence of the great and growing scarcity of tonnage in the Far East.

Coffee—The market is unchanged for the week. All grades of Rio and Santos are steady on last week's basis, with no indication of any important change in the near future. Demand for Rio and Santos coffee is small. Milds are held firmly and have not been affected by the weakness in Brazils. Java and Mocha unchanged and firm.

Canned Fruit—The outlook is decidedly unsettled so far as futures are concerned, while as to spots, the offerings are inconsequential.

Canned Vegetables—What members of the jobbing trade are trying to realize now is just how they are to obtain their allotments to meet the requirements of their regular business. That there can be no large ordering ahead seems plainly manifest from the present development of affairs. Business this year will have to be done on a different basis from that of previous years. Retailers will be obliged to understand also that they cannot make provision for their season's supplies as they have been doing in the past, but they, too, will have to buy from hand to mouth. This will, undoubtedly, cause a more even distribution of supplies than heretofore and may, in fact, have a permanent effect on trade customs after the war is over. Both wholesalers and retailers are finding that they must readjust themselves to these new conditions, and, while this may be difficult in many instances, it may be that there will be enough compensations to make it seem desirable. There will be no profiteering on the part of wholesalers at any rate because their percentage of profit will have a maximum limit, and any increase in costs on the part of canners will simply be passed on to the consumer. Whatever profiteering there may be will be indulged in by growers upon whom there are no restrictions, so that the agencies of distribution from the canner to the retailer will make their just profits and the consumer will pay the advance.

Canned Fish—Salmon is offering in a small way on the spot practically on the basis of quotations. The situation in regard to sardines is still in the making.

Cheese—The market on old full cream cheese is firm, due to an increased home consumption and a moderate supply of strictly fancy old-made goods. There is a moderate demand for the new-made cheese, which is finding outlet largely through the Allied Government Commission. No great change can be seen, at this writing, in the cheese market. However, quotations from the country are slightly firmer than last week.

Tapioca—Limited supplies and the threatened embargo on imports on the score that it is a non-essential food product does not impart a strong tone to the market for this commodity.

Molasses—The movement is steady,

but of moderate volume, reflecting the restricted condition of supplies. Prices remain on a firm basis.

Rice—The market is very narrow, as there is not enough stock in sight to do business of any consequence, even if demand were present, which it is not. The statistical situation in the South causes a strong feeling, and any change in prices will no doubt be in an upward direction.

Sugar Syrups—The quantities coming out are still inadequate to cover current demands, and prices have strong support.

Corn Syrup—The spot market is still lightly supplied, while demand continues good and the firm tone is maintained.

Provisions—The market on pure lard is steady, local packers willing to sell for about ¼¢@½¢ per pound under their asking prices of last week, due to a curtailed demand and a slight accumulation of pure lard. The market on compound lard is steady, with quotations ranging the same as last week; moderate supply and a good consumptive demand. Air dried tenders of beef very firm, with quotations about 1¢ per pound higher than previous quotations, due to a lighter supply and a good consumptive demand. The market on smoked meats is steady, due to a fair supply and a moderate consumptive demand. The market on barreled pork is very firm, with an extremely light supply and a fair consumptive demand, at quotations the same as last week. The market on canned meats is firm at unchanged quotations, with a light supply and a good consumptive demand.

Salt Fish—There has been no change in the mackerel situation during the week. Supply fairly adequate for the demand. Prices are steady to firm.

Bottom Facts From Booming Boyne City.

Boyne City, May 6—R. F. McCumber, whose store on Groveland avenue burned last winter, has a new building nearly completed on the same site. Mr. McCumber evidently considers Boyne City a good place to do business in.

The steamer Odd Fellow began making regular trips between this place and Charlevoix last Sunday. Boyne City merchants hope to benefit in freight delivery by utilizing this service.

Several important industrial items are in the making, but the censor says, not yet, but soon. Boyne City is, apparently, on the verge of "bustling loose" again in a business way.

It is amusing to those who have worked and done business in a purely industrial community to read the items, both news and editorial, in the down-state papers concerning the effect of the inauguration of the dry spell. We call tell the wet communities that they can cut their police force in half and use their jails for other purposes when the full effect of the closing of the saloons is felt.

Maxy.

When a marriage is announced, the bride's woman friend says: "I wonder why they waited so long. She was getting old and crabbed." And the groom's man friend says: "What did the blamed fool marry so early for? He'll lose the best years of his life."

LAGGARD AT THE FRAY.

America Not Doing Her Part in Kaiser's War.

Germany has all the summer before her. Spring has barely begun, and she has poured her armies into French territory that has not seen a German since 1914. She first rolled back the French. She has now rolled back the British. And we, a Nation of a hundred million free people, look on helplessly. It is true we have a few score thousands of soldiers at the front; but, spirited and brave as they are, they cannot count greatly when millions are engaged. We have been in this war for a year and longer, and the American forces at the front are to be ranked in numbers with the Belgians and the Portuguese. We read each day in the newspapers of what these brave and fine young soldiers of America are doing. We are proud of them. We believe in them. We know we can count on them. But they are few, pitifully few. And we have not given them even the arms that they need. They have no artillery except such as that of which hard-pressed France deprives hard-pressed Italy to give them. A while ago Mr. Baker, our Secretary of War, stood in a front trench in France and called it the "frontier of freedom." Since then that frontier has been pushed back. Behind the armies that are defending that frontier are the liberties of the world. Behind those armies is the freedom of America. Our British friends and our French friends have been very generous in what they have said of America's preparations, and we thank them for their generosity; but we owe heartiest thanks to such a friend as Lloyd George, who did us a service in expressing disappointment at our slowness.

No one except our enemies will profit if we fool ourselves. We Americans will never count in this war unless we face the facts. It will help us to face the facts to listen to such a voice as that of Theresa Virginia Beard, whose poem, "Against the Wall," we print on this page. This country is, as Mrs. Beard says, a laggard at the fray. Our people have been led to imagine that there was no need for hurry.

Our Government has been deliberate when it ought to have been in haste. It has gone about its preparations as if there were plenty of time. Our Army has needed machine guns with which to meet the oncoming Germans, and our Government, instead of using machine guns already available, has waited to perfect a machine gun that may prove to be better than those in existence; but in the meantime the Germans have come on. Our Army has needed airplanes, and our Government, instead of using airplane motors already in existence and tested in war has waited to perfect its Liberty motor, which may prove better than any existing motor; but in the meantime our soldiers at the front are dependent upon the airplanes of the French, and our soldiers even at home have not had the planes which they need for training. It is

right to aim at improvement, and even perfection, but we ought not to let action wait upon discovery of the best when need calls for the use of every resource available.

Our Government has acted as if there had been a chance that peace might be secured by negotiation before ever we got into the fight. We have thought that words, that persuasion, that argument, would weigh with a people who celebrated the Lusitania massacre, who glory in the bombing of women and children, who have been taught that they could brandish the sword and no one would dare resist. Our Government has so exalted the use of argument and negotiation that even when the President, openly acknowledging that reliance on persuasion has led only to "disillusionment," declares that America must now use "force without stint or limit," the most consistent supporters of the Government's policies cannot believe that the President

Corps for the care of the wounded and disabled constitute only the gun behind the door? No wonder America is a laggard if there are many who believe this.

And America is a laggard. The imputation that such a statement as this originates in partisan opposition to the Administration and in a desire to supplant that Administration with another of a different party ought to be resented by all Americans as an attempt to divert public attention from facts to a futile discussion of motives. The facts are plain. They have been elicited by a Senatorial committee of which a majority were of the Administration party; and a majority member of that committee declared in the Senate: "I deem it proper to say that, without regard to the action taken by the Democrats of the committee, the action of the Republican members was particularly patriotic and loyal. They waived any possible political benefit which their party

just beginning work on two great powder plants, costing \$90,000,000, the powder from which will not be available until next August. We found that we need a million pounds of powder a day more than America is producing. We found that the need of this powder was known last spring, and that now for the first time we are beginning to build the factories in which the powder is to be made.

The present condition of our shipbuilding is nothing less than shocking. The present supply of shipping is worse than alarming. I am afraid to go too deeply into the figures, for one might be charged with giving information of value to the enemy were one to tell the truth about the present supply of shipping.

To our Government belongs the responsibility for such a state of affairs. The Government cannot plead lack of power, for it has been made powerful by Congress beyond the dreams of any Government this country has ever known. It cannot plead lack of funds. It has been endowed with billions by a Congress that has levied unprecedented taxes, and by a people who have wholeheartedly supported such taxation by their cheerful acquiescence, and have added their emphatic support by the loaning of billions more to the Government. It cannot plead lack of warning, for this country watched the progress of the war for two years and three-quarters before it entered the war itself. And now, a year after entering the war, with all funds at its disposal that it has asked for, with ample power, and after full warning, the Government finds itself unable to place any considerable army beside the armies of our Allies, and is even unable to persuade some of its own supporters that it really intends to use "force without stint or limit."

For every achievement of this country since war was declared in April, 1917, the Government deserves credit. For the adoption of conscription, for the building of the cantonments, for the creation of a really democratic army that is really disciplined, for the creation of a morale that is beyond anything any American army ever before had and is probably unmatched in the army of any other country, for the rapid expansion of the Navy and its effective use in the submarine zone, and for other like achievements, it is to the Government that credit belongs. But where credit goes also should go blame for mistakes, negligence, failure. And, after all, what counts now is not the incidental achievements, but only victory. Without victory nothing else is of any use. And the failures, the negligence, the mistakes, are to-day imperiling victory. We cannot help those that are past, but the people of America can insist that they shall not be repeated, and can also insist that the men who have made the mistakes, who have been guilty of negligence, who have been responsible for the failures, shall be replaced by competent men.

This is what the American people owe to our Allies of Britain and France who are standing with their back to the wall. This is what the American people owe to the weaker free peoples who have been struggling for their rights during these

AGAINST THE WALL

"With our backs to the wall"—Field Marshal Sir Douglas Haig, April 13, 1918

God spare thee not, America,
This penitential day!
Against the wall, in Flanders,
The nations stand at bay;
And thou, the strong, the mighty,
A laggard at the fray!

God drive thee hard, America,
So hesitant, so slow;
God smite thee in his anger,
And fling thee at the foe;
The last black dregs of sacrifice
May it be thine to know!

God save thee, O America!
The glory and the fame,
Once thy fathers', be they children's,—
Not thine the deathless shame
That freedom fell in Flanders
Calling upon thy name!

Theresa Virginia Beard.

means what he says. We quote from the "New Republic":

He [President Wilson] is appealing to force without stint or limit because unless he can command it he may not be able to win the indispensable political victory. He says nothing about using it to deal Germany a "knock-out blow." It is needed because German generals have been allowed to dictate terms of peace with Russia and Rumania, and because they will not abandon their military conquests and advantages until they have been defeated. But the unlimited force is asked expressly for the purpose of obtaining a revision of the proposed settlement in the East, and the German government can always remove the threat by agreeing to abandon the treaties.

Does this sound incredible? Is it possible that there are sane people in this country who can see what has happened across the water and yet believe that our millions of soldiers, the billions of dollars we are paying by taxes, the billions that we are raising by loans, and all the preparations we are making through the Red Cross and through our Army Medical

might have derived from denouncing those in power, and willingly joined their Democratic associates in pointing out what they felt would remedy the evils in the future." The Senator who said this was Mr. Hitchcock, of Nebraska, a Democrat, and we quote from his account of what the members of that committee found:

We found most of the machine-gun companies unable to drill two months after they were formed because they had no machine guns. Even in December we found 1,200 machine guns still kept in storage for some foolish and inexplicable reasons while each camp had only been supplied with about eighty machine guns.

We found men sent to France without opportunity for rifle or machine-gun practice.

We found that we must depend on overworked and overstrained France for machine guns for ground use until nearly the end of this year, and that not over one-tenth of the new Browning machine guns on which we are to rely can be delivered before August.

We found that we are only now, nine months after entering the war,

years against the Hun. This is what the American people owe to their soldiers who have already gone to the front, and to the men, the volunteers and the selected alike, who are to-day in training. This is what the American people owe to those thousands who have sacrificed their money, their home ties, their future, and have offered themselves for public service, and have labored and are laboring at their patriotic tasks. This is what the American people owe to themselves as a free people who love their liberty and who disdain to leave to others the task of defending it.—Outlook.

Alfred J. Brown has returned from the Canadian Northwest, where he disposed of his tract of wheat land on most advantageous terms. He says there are more than a million acres more land devoted to wheat this season than ever before and that 75 per cent. of the seed is already in the ground. The crop has been planted from two to three weeks earlier than any previous season and all indications point to a bumper crop. The wheat growers are working to the utmost to meet the requirements of their government and the demands of humanity and civilization. Mr. Brown says the Canadian Northwest is the wheat bin of the world and that land, labor and farm products are all in good demand there.

If you hold out on Uncle Sam now you will pay the Kaiser, and with interest.

Restrictions in Use of Sugar By Manufacturers.

Washington, May 6—Manufacturers using sugar except to make essential food products will be put on strict rations, the United States Food Administration announced to-day, in order to assure sufficient supplies for home canners and the commercial manufacturers of preserves, jams and other foodstuffs regarded as essential. The restrictions go into effect May 15 and limit the consumption by manufacturers of the less essentials, particularly confectionery and soft drinks. This entire group is allowed to use only 80 per cent. of last year's requirements, and under the new plan distribution will be well policed and under a certificate system that virtually assures the elimination of fictitious demands.

Manufacturers of non-edible products will be forced to go entirely without sugar.

Included in the class with confectionery and soft drinks are condiments, soda water, chocolate, candies, beverage syrups, fruit syrups, flavoring extracts, chewing gum, cocoa, sweet pickles, wines, cereals and invert sugar. Those who entered the business or increased their capacity after April 1, 1918, however, will be cut off entirely.

Manufacturers of essential foodstuffs will be permitted to buy sufficient sugar to meet their full requirements. In this class some preservers and packers of vegetables, catsup and chili sauce, fruits and milk, manufacturers of jam, jelly, and preserves, tobacco and explosives, apple butter and glycerine, ice cream (not including sherberts and water ices), druggists (for medicines) and producers of honey.

Ice cream is put in the preferred class to assure consumption of surplus milk supplies and thus encourage dairy interests to maintain production. Tobacco was placed in this class

largely because the amount of sugar by tobaccoists is almost negligible, the chief source of sweets being molasses.

Manufacturers of less essentials who entered the business or increased their capacity before November 1, 1917, shall receive the 80 per cent. allowance, but those who started or expanded after that date but before April 1, 1918, in the face of an actual sugar shortage and with full knowledge of the Food Administration's announced programme of sugar conservation, will be cut down to 50 per cent. of requirements. Those who commenced operations or increased their capacity after that date will not be allowed to purchase sugar in any amounts.

These definite classifications protect the patriotic manufacturer who has been observing the requests of the Food Administration against competitors who have taken advantage of the sugar shortage to increase their profits.

Control of distribution will be in the hands of the Federal Food Administrators of each state. They will issue certificates to all manufacturers requiring sugar, upon delivery of sworn statements showing the amounts to which each is entitled. None of the distributing agencies will be allowed to sell sugar to any class of manufacturers except upon delivery of certificates. The certificates cover the period from May 15 to July 1, when new conservation measures may be deemed advisable.

All sellers of sugar—whether refiners, jobbers, retail or wholesale grocers—must cancel the certificates and return them within one month after the sale, to the Federal Food Administrator by whom they were issued. From the returned certificates he will be able to check the record of those who are entitled to sugar and to detect any trading in or counterfeiting of certificates.

Manufacturers are being required to report the amount of sugar they held on January 1, 1917, and receipts from that date until July 1. Subtracting the amount on hand July 1 will give the total consumption for the first six months of 1917. They must also report stock on hand January 1, 1918, and receipts since that date. From those figures the Administrators will be able to determine the additional amount of sugar to which the manufacturers are entitled.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 8—Creamery butter extras, 45c; first, 43@44c; common, 38@42c; dairy, common to choice, 32@40c; dairy poor to common, all kinds, 28@30c.

Cheese—No. 1 new, fancy, 22½@23c; choice, 22c; held 25@26c.

Eggs—Choice, new laid, 36@37c; fancy henner, 37@38c.

Poultry (live)—Cockerels, 30@32c; old cox, 23@25c; ducks, 30@32c; fowls, 34@35c.

Beans—Medium, \$13.50 per hundred lbs.; Peas, \$13.50 per hundred lbs.; Red Kidney, \$14.00@14.50 per hundred lbs.; White Kidney, \$15@15.50 per hundred lbs.; Marrow, \$14.00@14.50 per hundred lbs.

Potatoes—\$1.35@1.60 per 100 lbs. Rea & Witzig.

Children's ribbed stockings are in good demand, but most quarters are sold up. Nothing in the way of noticeable quantities is available at this writing, and mills are not showing any desire to transact future business.

The man who says his childhood was the happiest period of his life must be missing a lot of fun.

Your income-tax receipt is a war-service badge.



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

Barney says—

Success is a combination of Integrity, Diligence and Quality. If you stand by these three fundamentals you are on a sound foundation.

"Success" is our trade mark. It is our slogan as well. The business of this company has attained its present proportions by strictly adhering to these constructive principles.

We seek the privilege of serving retail dealers who recognize the benefits to their business by dealing with a wholesale grocery house which offers Reliable Quality, Honest Value, Fair Treatment and Dependable Service.

May we serve you?

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

MICHIGAN TRADESMAN

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

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Entered at the Grand Rapids Postoffice
as Second Class Matter.

E. A. STOWE, Editor.

May 8, 1918

EFFECT OF TOTAL FIGURES.

The second Liberty Loan had 9,400,000 subscribers. If we assume five persons to a family, and assume further that the bonds are so distributed that there are five subscribers to every three families, then more than 28,000,000 people are directly interested as Government bondholders in the second loan; and if Secretary McAdoo's ideal of 20,000,000 subscribers to the present loan found to be realized, a majority of the families in the country will be bondholders. There could not possibly be any greater security for a Government loan than such a distribution.

The number of subscribers to a loan is an indication to the outsider of the extent to which a country is behind its war policy. If the amount raised is large, but the number of subscribers small, the charge will be made that the loan was taken by the banks and the "moneybund." There were 3,960,000 subscribers to our first loan, 9,400,000 to our second. The largest number of subscribers to any single German loan was 7,000,000, but that is slightly better in proportion to population than our second loan. The fact for the individual to remember is this: That any subscription made by him, no matter how small, counts for one subscription, and in the final figure of the number of subscribers his subscription counts for as much as that of J. P. Morgan. What makes a war loan politically significant is its distribution among families, but the individual should remember the moral effect of total figures, and if he has a wife and child, and \$500 to invest, he would do better if he took not more than \$400 for himself, and subscribed for at least two \$50 bonds for the two others of his family.

The largest loan ever raised in the history of the world, that for \$4,910,000,000 in Great Britain, was a third war loan. It compared with \$1,659,000,000 on the first war loan and \$2,960,000,000 on the second. The first and second Russian loans raised 250,000,000 each, the third \$500,000,000. Italy's third loan brought in \$720,000,000, compared with \$230,000,000 for the first and \$620,000,000 for the second. Germany's third war loan was the largest that country has raised with one exception. It brought

\$3,041,000,000, compared with \$1,120,000,000 for the first and \$2,276,500,000 for the second. The amount of the sixth German war loan was \$3,235,000,000, but that came in March, 1917, a year and a half after the third, and when the depreciation of the German currency in the meantime is taken into account, the third loan was probably the larger. The third Austrian loan secured \$840,000,000, compared with \$445,000,000 in the first and \$548,000,000 in the second.

What may help to make our third Liberty Loan exceptional is that all subscriptions seem likely to be accepted, whereas in the second loan the large subscribers knew that only one-half of the over-subscription would be taken, and therefore in many instances subscribed for nearly twice as much as they expected to get.

WATCHING THE BATTLE NEWS

The anxiety over the outcome of the battle on the Western front has given way to perhaps the most sanguine view of the situation since the German offensive began. Opinion had been almost reconciled to the Allied evacuation of Ypres, on the ground that its strategic value was not worth the sacrifices with its defence, after the loss of Mount Kemmel, would necessitate. Nevertheless, it was felt the loss of Ypres would be a moral defeat of no small magnitude, discouraging to the Allies and of immediate result on the Teuton morale, postponing still further the day of awakening of the peoples of the Central Empires.

Defeat of the German drive, therefore, has had a stimulating effect, and the more sanguine have begun again to cherish hopes of a satisfactory military decision this year, whereas heretofore it seemed to those holding this view that the best the Allies could do would be to hold through the coming summer and another weary winter. There were those who thought they could foresee greater efforts by the Germans and many more anxious hours; yet even these are admitting now that the experiences of the last few days have robbed future initial German successes of much of their power to terrify.

Little surprise is felt over new "peace rumors" emanating from neutral countries; that the Emperor of Austria should have endeavored to persuade Italy to consider a peace offer is regarded as by no means improbable. The contention is that if it had no other effect, it might be considered good propaganda in an effort to influence the enemy morale before a drive begins, as an attempt, in other words, to repeat the tactics that worked so disastrously in Italy last October.

War needs come first in the men's wear and dress goods markets and manufacturers are coming to recognize the fact that work for the Government is the normal state in war times, with operations on civilian account the unusual thing.

One way of knocking a man is to say that he means well.

NO DECLINE IN SIGHT.

The subject of greatest moment in the dry goods trade is the one of Government price fixing. A few broad gauge merchants feel that it is time to recognize that the Government may be forced into price fixing, whatever may be thought of the economic justice of the policy. Many others are pussy-footing on the whole subject and are constantly growing more irritable with Government officials and with their neighbors. Still others continue to mix their business and their politics in war time and are unconsciously, perhaps, bringing down upon the trade a world of troubles.

The speculators in the markets, who have really been a great source of mischief for all concerned, have been uncertain in their movements in the past week or two. Some are ready to buy any spot goods offered under the basis of current prices and slightly above what the Government is paying for what it requires. Some were sellers in the markets at the beginning of the week, buyers at the middle of the week, and sellers again at the end of the week. Wall street and Worth street are the same to them.

Many jobbers have been in the Eastern markets during the past week. Most of them were drawn there to see what can be done to forestall any future action that will affect them in their power to get goods. The shrewdest among them admit that they are puzzled and cannot size up the situation satisfactorily to themselves. What impresses them most is the sadness of mill agents who are forced to say that they cannot deliver many high priced orders because the Government wants the goods and is taking them. They foresee a disorganization of distributing trade and they are unsettled as to how they should meet it. Some propose to charge top prices for the remnant of goods that may be allotted under a limited output. Others are inclined to go on delivering in dribbles until production for civilian purposes is actually shut off. All foresee still greater restrictions on the variety of the product.

There are some bright spots that promise better things in the trade. Various units are coming together for the purpose of representing their conditions to the Government properly. The duck manufacturers have met and organized. This week the denim manufacturers will meet and perhaps they can get together after a conference with Government authorities. Merchants handling domestics begin to talk of getting away from the fierce political games that are being played with merchants and manufacturers as pawns in the game. There is a distinct rumbling heard of dissatisfaction because the cotton goods trade has not done something in this city to prepare for foreign business under the Webb bill. These are matters affecting New York as a mercantile center primarily, and the younger set of men in the trade are alive to the opportunities.

With the Liberty Loan out of the way, the next financial problem in the

trade is the payment of revenue taxes. Collections are reported good and if there is to be any liquidation it will show itself in the next few weeks, the date of payment being June 15.

SUPPRESS GERMAN TONGUE.

James W. Gerard, formerly U. S. Ambassador to Germany, declares there never should have been an instant's hesitation about suppressing German newspapers in this country. Mr. Gerard says that after the Kaiser's war was started no one—not even an American—was permitted to speak a word of English in Germany. One day while he was walking on a street in Berlin, a German officer overheard an American woman—a Jewess from New York—talking English to her husband and stabbed her in the head with his bayonet. Complaint was made by the Ambassador to the German authorities, who commended the officer for his act.

It is not a crime to speak the German language in this country, but it is a sure indication of disloyalty to the cause of freedom and humanity to read a German book or newspaper, retain either in one's possession, advertise in a German newspaper or a publication which preaches sedition and treason, such as the so-called farm journals which urge the farmers not to increase their acreage unless the Government establishes a minimum price on everything raised on the farm and used by the Allies in the prosecution of the war.

The sooner we come to a realization of the fact that everything Germanic must be destroyed, root and branch, because the word German has been a synonym for brutality and bestiality for more than 2,000 years, the sooner will the war end and human liberty and common decency triumph over slavery and autocracy.

Just how much is meant by the orders placed by the Railroad Administration within the fortnight for 1,025 freight and passenger locomotives, and 100,000 freight cars? Last year the railways of the country ordered an aggregate of 2,704 locomotives and 79,367 freight cars; the year before, 2,891 locomotives were ordered, and 165,000 freight cars. During the past three years the average number of locomotives ordered has been 2,402, and during the past five years the average number of cars has been 117,242. But these have been years of railway depression, and the number of cars and locomotives has fallen so far below requirements that the deficit has long been recognized as urgent. Relatively, the order for cars is larger than that just made for locomotives. Yet the Railway Age, figuring upon the basis of 2,600,000 freight cars in service, estimates that there will annually "be required about 173,000 cars for replacements alone." It exhorts the railways to take action, stating that during January no cars whatever were ordered by the railways, although builders were never in a better position. One bright feature of the situation is that new locomotives are now being received in numbers sufficient to improve the situation greatly by summer.

Always Wilsnaps—Always advertised

The June Advertisement
Appearing in Vogue and Harper's Bazar

Most women who try Wilsnaps

become regular users—they like Wilsnap quality. This is the reason Wilsnaps are such quick sellers and steady repeaters.



Snap!

Snap goes the dependable Wilsnap, and the Wilsnap spring holds. No sagging "pinned-up look" with Wilsnaps on guard! Later, when your finger tips say, "Open," then and then only will the Wilsnap spring release.

Being correctly made, Wilsnaps ask no favors of your finger nails. Being rust-proof, Wilsnaps laugh at wash-day worries.

Wilsnaps—the first choice of particular women for heavy materials, for daintiest fabrics. Wilsnaps—always Wilsnaps—wherever snap fasteners are used.

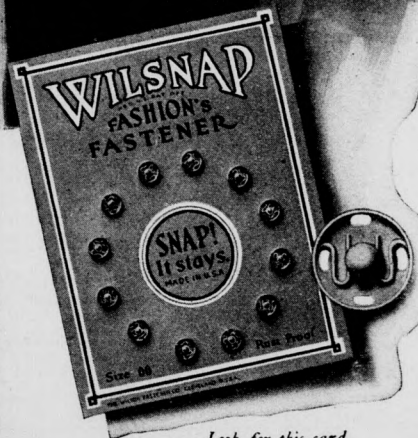
THE WILSON FASTENER CO., Makers

117 East St. Clair Avenue, Cleveland, Ohio

Always will snap

WILSNAP

REG. U. S. PAT. OFF.
Fashion's Fastener



Look for this card
—orange colored—
10c everywhere



Quiet Is Noticeable in all the Markets.

The magnitude of Government operations in textile lines is becoming a matter of more serious concern in mercantile circles every day. It was pointed out in one quarter that sufficient attention has not been given to the preparation necessary in this country for hospitals to take care of the returning wounded. This work has been muffed in some degree, but it is of such vast importance in its effect upon the merchandise that is ordinarily used in homes that some merchants think more thought should be given to it. Tickings, sheetings, pillow tubings and all the miscellaneous hospital paraphernalia must be supplied and the supplies will come in large part from accumulated stock and from the product of looms now running on civilian work.

Many large selling agencies have been forced to recast their whole sales sheets, many orders being displaced by Government demands, and many buyers having yet to learn that they cannot hope to get an early delivery of goods postponed by order of the Government.

Buyers who are prudent are meeting sellers half way in the matter of cancelling contracts that cannot be completed within a few months. If buyers insist up their contract rights to force deliveries at some time in the future, that very insistence may be used against them if later on they find that it is to their advantage to get away from the obligations they now insist upon. By agreeing to wipe orders off mill books that cannot be filled for months to come, they are not only doing a patriotic service, but they are placing themselves in a stronger position as trade continues to work down to a cash basis.

No honorable merchant will cancel a contract arbitrarily, but two merchants, one representing a distributor the other a mill, may come together and agree to cancel, thus leaving the producer free to turn his whole attention to Government needs. Where this sort of thing is accomplished by mutual agreement, there is every reason to believe that the buyer will not be the sufferer in the long run of trade during or after the war.

Threats and bluster are heard frequently in the men's wear markets, where mills have been ordered to get busy at once on Government work. Buyers demand the impossible from mills that are obligated to deliver for civilian needs. It is well to remember in this instance that the whole position is in the Government's control because of the commandeering

of wool. If a manufacturer desires to wilfully postpone contracts, he is in the strongest sort of a position to do so arbitrarily, as the Government can apportion wool as it pleases, and this control is not likely to cease suddenly upon the termination of the war.

The raw silk outlook is serious for manufacturers. Sharp advances in raw silk are taking place at Yokohama, where the market appears to be in control of a speculative element. Stocks in this country are illy assorted and the scramble for a remnant may lift prices to levels that will choke off demand for finished silks and bring on a contraction in sales. If silks are to be made largely in this country during the war it will be a result of relative cheapness and not of necessity for using silks to replace cotton and wool. Necessity in wearing apparel will never prompt a wide use of silk goods in this country, but relative cheapness certainly will do much to sustain the whole industry at a time when elimination of luxuries is being so generally urged.

Silk Fabrics Strong.

The market for broad silks and ribbons has had fundamental strength added to it lately by the sharp advance in raw materials reported from Yokohama. Many foresighted manufacturers covered ahead several weeks ago, and they now find that buyers are more confident in making their forward purchases than hitherto.

If prices on manufactured silks have not already advanced, it is likely that they will as soon as orders on hand account for all the lower priced materials bought. Thrown silk moved up 40@55c per pound at mid-week as the result of the accumulation of a series of small advances in Yokohama. Buyers are not speculating, but those who need silks see in this an object lesson of what may happen in the market for woven goods.

Satins of various sorts are leading fabrics for fall and they are already well sold. Efforts are being made to popularize the heavier silks as a substitute for worsted dress goods, and as the latter become more and more scarce and high priced, owing to Government engagement of worsted mill machinery, this may become a natural market development.

Ribbons are in a strong position with demand from many trades for nearby deliveries which cannot be supplied. Already on old contracts some producers are reported to be three weeks to a month behind hand. White ribbons in particular are meet-

ing good call and are proportionately scarce. The spot supply of whites seems particularly scant.

Wide ribbons are prominent in the market's attention, those from 4 to 7 inches being the best sellers. Warp prints are holding their own despite the prominence given to solid colors.

Stand By the Local Board.

Ann Arbor, May 7—The faithful service of the local war board is worthy of all commendation. Patient, kind, helpful, sympathetic, untiring, explaining, answering questions over and over again, they have tried to be impartial and exempt those whose claims were most deserving. But the quota must be filled. They were not allowed to decide industrial or agricultural claims, no matter if they understood the situation far better than the district board. When the questionnaires came to the front much of the labor of long months was swept aside and they had to do similar work all over again. The boys who were not exempted from military service were their friends, relatives, acquaintances, fellow townsmen and the boys will never forget the members of the local board or the attorneys who treated them squarely. We trust this testimonial from a parent whose son was not exempted may apply to a large majority of local war boards the country over. Minion.

President Wilson sets a fruitful example when he displaces the lawnmower by a flock of blooded sheep. No animal can better than the sheep make use of pasturage otherwise unutilized; none is cleaner, more docile, and more attractive. The typical Irish family used to pride itself on "the gentleman that pays the rent" grunting in its backyard; but the pig, requiring all manner of grain, scraps, and slops, is hardly for the small landholder outside the corn belt. The United States has too much fallen into the habit of leaving the sheep-raising to be done by Western ranchers. Every little Eastern farm should have its quota of them. It was pleasant to learn recently that there are more brood-sows in the United States this year than ever before; the sows are a part of our preparation for winning the war; and so no less should be the sheep that are not, but might be on a thousand hills in America.

Insistence upon the beauty of death, native to the Far East, can reach no wholesome growth transplanted to American soil. Yet many are showing

a tendency to exalt death over life, at this moment when an intense, unquenchable, almost fierce vitality is of the utmost need. The churchyard school has no place in our permanent thought. Angelic little Elsie's day is past, along with the sampler which bade visitors to "Dwell on Death." Efforts to resurrect a literature that disparages life would mean decadence. Many of the current dirge-like essays are, no doubt, inspired by the wish to pay a tribute to those who are daily laying down their lives, though the hero makes his sacrifice not from any scorn of life, but only that others may have it more abundantly. When the will to live weakens, courage goes. To the good warrior life is precious until the last second.

The Goods! Net Prices!

When you receive "OUR DRUMMER" catalogue regularly you always have dependable answers to these two important questions:

What is the lowest net price at which I can buy goods?

Where can I get the goods?

Items listed in this catalogue have the goods behind them.

The prices are net and are guaranteed for the time the catalogue is in force.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

Memorial Day Decorations

This year a marked degree of Patriotism and LOYALTY to our country will be shown by the display of Flags and other decorative features.

How is your stock of decorations?

We carry a complete line and can supply you promptly. Wool Bunting Flags, the popular Bull Dog Bunting Flags, Stick Flags, Tricolor Bunting, Emblems and Patriotic Ribbons. Write for prices.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

THEN AND NOW.

Marked Difference Between 1918 and 1862-1864.

Grandville, May 7—It is sometimes interesting to hark back to another time when the United States was at war and note the condition of things in that day as compared with those of the present.

The greatest war in which our country ever engaged, up to the present world conflict, was that known at the time as the Great Rebellion, sometimes designated as the Civil War, or the War Between the States.

In those days the American people North experienced a degree of expanding prices which outclasses those of the present. The writer was clerking in a backwood's village store at the time, and can recall from memory many of the prices for which various articles of human consumption sold. Mentioning dry goods, the common prints, such as calico gowns were made of, fetched 50 cents per yard; bleached muslins, 75 cents; denims, 80 cents. These prices were high because of the almost impossibility of obtaining cotton, which was then an exclusive article of Southern production.

Flour, \$20 per barrel; pork, \$40; butter, 50 cents per pound; kerosene oil, 80 cents per gallon; sugar, 25 cents; tea, \$2.25 per pound; coffee, the common Rio in green state, 40 cents per pound; boots (men did not then wear shoes) \$8 per pair; hay at the farms, \$30; delivered, \$40 per ton. Potatoes were sometimes unobtainable. Our people, who were boarding a crew of men, passed one whole winter without a potato. In the spring, with the opening of lake navigation, potatoes were shipped in and sold for \$1.50 per bushel. As a boy I regarded that first peep at a bag of spuds as the most delightful sight I had seen in years. They tasted rich after five months' abstinence.

Beans at one time recorded the unheard of price of \$5 per bushel. Cattle and hogs were high, perhaps not quite up to the present mark. Wages, considering the price we had to pay for everything, were very low—\$40 per month was the wage for a married man of family. In the woods common labor was \$30, the men being boarded by the employer.

Women's shoes, cloth and heelless, \$5 per pair. The country enjoyed about all the freedom from Governmental restraint possible. What would be deemed high treason now was then a mere play of words. The anti-Administration men were privileged to malign the President without stint. Wouldn't it sound harsh these days to refer to President Wilson as a "smutty old tyrant," or a "tyrant more despicable than the Russian Czar?" Just such remarks, and others quite unprintable, were hurled at "Old Abe," without the ruffle of a feather, so far as the Government at Washington was concerned.

We had unlimited freedom then. The address of the National Democratic Committee on the eve of the election in 1864 was a tirade of abuse which to-day would be frowned upon by every respectable citizen of whatever party. The Wilson administration, made up in large part of incompetents and worse, has been free from the bitterness and vileness with which the Democrats of Civil War time assailed President Lincoln at every turn.

Men have been torn from their homes, tarred and feathered, for simply speaking unkindly of the President. Had such things been done in the days of the Civil War to the men who hissed venom at President Lincoln, there would have been campfires lighted on every hilltop, from Maine to California, showing the lynching parties of the North.

Men defied the draft in those days. Riots and incendiary language were

quite common in some parts of the country. To-day we are a peaceful, law-abiding people, never questioning the acts of our Congress giving dictatorial power into the hands of the Nation's chief. Men there were in the National Congress in Civil War days who refused to vote a man or a dollar to carry on a war for the purpose of "coercing our Southern brethren." We had more LaFollettes then than we have now and they were very seldom molested when they talked treason in the halls of Congress or on the hustings of the North.

What would happen to a man to-day, who, watching a military funeral of some dead American soldier, would say "served him right, he had no business over there!" If the Government refused to take note, the people would, and the limb of a convenient shade tree would bear human fruit.

We do things better now perhaps. Times have changed. The Western world is seeing new light, bearing burdens unflinchingly for the good of America. J. M. Merrill.

Some Bad Loopholes in Food Regulations.

Written for the Tradesman.

"Thou shalt not muzzle the ox when he treadeth out the corn;" that is, threshing barley by trampling round and round the edge of the pile of sheaves. Barley was called corn in olden times.

The Food Administration can not prevent the farmer who grows wheat from eating it, even if it were right to do so. If he can not get flour from the mill he can grind wheat at home. And so the miller is allowed to give the farmer in exchange for his wheat six pounds of flour per month for every member of his household, provided he signs a statement that he has on hand an equal amount of flour substitutes not counted against any other flour.

The honest and intelligent farmer who signs this paper has the substitutes. Opinions may differ as to what proportion of farmers belong to this class. At any rate few except the honest ones are kept from getting the allotted quantity, and no doubt many dishonest ones get more.

They may say they have substitutes when they have none; they may count substitutes on hand more than once against an equal amount of flour if they choose to lie about it; they can get a full month's allowance of flour at one mill and then take wheat to another mill the same month; they can claim more persons in the household than there are if not well known to the miller; they can buy flour with substitutes at the stores and do what they please with the substitutes. Besides all this they can buy 75 per cent. flour bread in town.

Some farmers do not fully understand the requirements of the paper they sign at the mill, and if they do understand and are asked to account for violating their promise will claim they did not understand. Some people think signing a paper is only a form—red tape and unnecessary formality—or that simply signing is fulfilling requirements. One man said he didn't have his glasses and knew not what he obligated himself to do, but was afterward told.

The miller complies with the law, but attainment of the result desired

by the Food Administration depends upon the honor of the farmer.

Men can be prevented from voting twice the same day in their own ward and from voting in two or more wards at the same election, and this fifty-fifty flour regulation could by registration be as easily enforced and many kept from exceeding their allotted quantity.

It would not be right to compel the farmer to sell all his wheat and buy at stores, giving the grocers a profit, but he could deliver his wheat at the mill—enough for a year's supply of flour—and draw month by month his allotment from a designated store or warehouse, on presentation of card or coupon. Minion.

It is proposed to place a 10 per cent. tax on wealth in Germany to begin one year after the war closes. Nobody in that country will kick when the time comes, because nobody will be directly interested except the Kaiser and Bertha Krupp, who own the great Krupp gun works and who have been made the richest people in the world by the Kaiser's war.

We must ship fats to Europe. The herds of the Allies are depleted. Their soldiers—and—ours—must have fats. Fats in extra ration are vitally essential to the fighting stamina of fighting men.

Every family in the United States with a yard can help solve the world problem of food. Vacant lots, too, can be used. Even the smallest kind of a garden will grow something.

BANKRUPTCY SALE.

In the District Court of the United States for the Western District of Michigan, Southern Division, in the matter of James La Verne Ludwig, No. 1711.

Notice is hereby given that in accordance with order of the court at 1:30 o'clock p. m. on the 11th day of May A. D., 1918 at the grocery store formerly occupied by said bankrupt at 267 N. Farmer st., in the city of Otsego, I will sell at public sale the assets of said bankrupt estate, which said assets consist of a stock of groceries and fixtures inventoried and appraised at the sum of \$2,521.20 and automobile, Studebaker Light 6, inventoried and appraised at \$750.00. Said sale will be for cash, subject to confirmation by the referee, within five days after the filing the trustee's report of such sale.

Inventory and report of appraisers may be seen at the office of Willard J. Banyon, Referee, St. Joseph, Michigan or at my office in the city of Otsego.

Dated this 6th day of May, A. D., 1918. Walter H. Brooks,

Trustee in Bankruptcy of J. La Verne Ludwig.

A Slogan That Sells.

"Ties that tease" is the effective selling slogan used by a haberdasher.

The thrift Stamp makes you a member of the great American Army fighting for the peace and freedom of the world.

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.

QUALITY

SERVICE

Home of Lincoln Mills Underwear and Hosiery

Complete lines Men's, Women's and Children's Athletic Underwear, for immediate shipment.

Be prepared for warm weather rush.



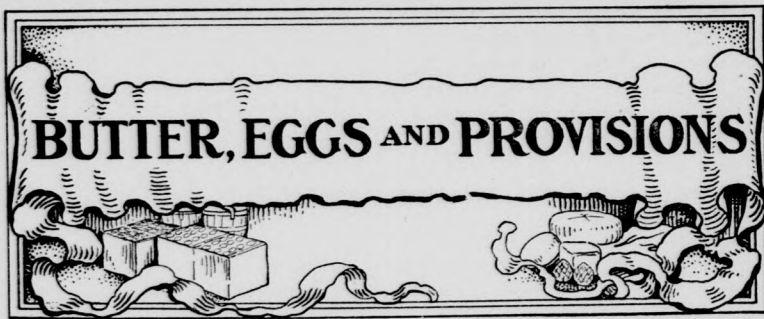
Grand Rapids Dry Goods Co.

Exclusively Wholesale

SERVICE

Grand Rapids, Mich.

QUALITY



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.

Cottage Cheese Campaign in Minnesota.

The United States Dairy Division in co-operation with the United States Bureau of Markets and States Relation Service is putting on a cottage cheese campaign throughout the United States. Lady demonstrators for practically every state have recently been trained in Washington for rural work. It will be their duty to go among farmers' clubs and other similar rural groups to teach the making and use of cottage cheese. Other lady demonstrators have been trained for city work, whose duty it will be to stimulate the use of cottage cheese and teach the methods of such use.

Two city lady demonstrators, one organizer, and two creamery cottage cheese experts have recently been sent into this state and are now at work in co-operation with the Extension Division, the Food Administration and the Dairy Division. A campaign will start in Duluth next week to boost the use of cottage cheese in that city. This will be repeated in Minneapolis the week of May 13 and in St. Paul the week of June 3. It is believed that by means of these three campaigns as much interest can be aroused as was recently demonstrated in Cleveland, Ohio, by similar means.

A survey of the Twin City markets show that there is some very good, some very poor and much in different cottage cheese being offered for sale, but that people in general are ready to consume larger quantities whenever a palatable and uniform article can be offered to them at prices which are fair which should not exceed 15c per pound and in some cases cheese is now being retailed at 10c or less.

When this movement gets under way several whole milk creameries in the state will have excellent opportunities to make a handsome sum on the side for their patrons to stimulate the whole milk creamery with all that it means in improved butter quality and permanency of the local creamery.

Cottage cheese making is beneficial to

1. The farmer in furnishing him a good market for his surplus skim-milk, in flush of season or when pigs are sold off.

2. The creamery in being more fully useful to the farmers.

3. The buttermaker in giving him profitable employment in the afternoons when the routine butter work is done.

4. The meat markets in giving them a chance to handle cottage cheese, the natural competitor of meat.

5. The consumer in making available a uniform quality of nutritious food at low cost.

6. The Government in increasing the available supply of human food on the present basis of production.

R. M. Washburn.

Eggs Must Be Canceled.

Under a ruling of the Department of Agriculture made February, 1916, stock can be confiscated and owner fined or imprisoned if eggs show more than 5 per cent. loss, or more than 1½ dozen to the case. The penalty is a fine of \$200 for subsequent offenses or imprisonment not exceeding one year. The eggs can also be seized and a civil action placed against the owner by the Government. The Bureau of Chemistry of the Department of Agriculture some time ago issued the following bulletin:

"In the opinion of the Department, eggs which contain yolks stuck to the shell, moldy eggs, black spots, mixed rots, addled eggs, black rots, and any other eggs which consists, wholly or in part, of a filthy, decomposed or putrid substance, are adulterated. Eggs which are adulterated may be shipped in interstate or foreign commerce for use in tanning or other technical ways without violating the provisions of the Food and Drugs Act only, if they are first denatured so as to render them incapable of being used for food. Since it is impracticable to denature eggs in the shell, adulterated shell eggs must be broken out and denatured prior to shipment."

No man can serve Honest Business and Questionable Practices at the same time—and be even moderately happy.

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.



Let us figure on your next order
Use Sales Books Made in Chicago
Sales Books, Order Books, Duplicates,
Triplicate Carbon Sheet
or Carbonized
If you don't get our price
we both lose. Try us
WIRTH SALES BOOK CO., 4440-52 N. Knox Ave., Chicago

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



Store and Window Awnings

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

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

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.

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

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Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

Your Success Depends Upon

PIOWATY

QUALITY—SERVICE—PRICE

Largest Produce and Fruit Dealers in Michigan

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

PROFIT MARGINS MODIFIED.**Percentages May Be Computed on Selling Prices.**

New York, May 7.—Secretary Alfred H. Beckmann, of the National Wholesale Grocers' Association, in a circular of semi-official authority promulgated at the request of the Food Administration, states that the recent circular announcing the limit of profit margins, is somewhat less severe than had been expected, for, without modifying the ruling itself the administration will allow percentages to be computed on selling prices instead of on costs, as follows:

The United States Food Administration announces that margins suggested in circular mailed you April 15 may be figured by wholesale grocers at their selling prices.

Please refer to the first sentence of circular which reads, "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."

Mr. Beckmann also makes the following important announcement regarding sugar stocks and the limitation of accumulations:

Under the rules and regulations of the United States Food Administration as now amended, wholesale grocers and other distributors are permitted to have on hand a supply of sugar, including both cane and beet sugar, not exceeding their reasonable requirements for sixty days, but they are still forbidden to make or to have outstanding at any time any contract for the sale of sugar, except such contracts as require shipment within thirty days, the specification thereof to be given within ten days from the date of the making of such contracts.

The Food Administration also announces that after the home canning season opens, wholesale grocers may, upon the announcement of the Federal Food Administrator in their respective States, deliver sugar to retail grocers in amounts in excess of 1,000 pounds, which is the present limit, but not in amounts exceeding the retailer's reasonable requirements for thirty days.

It is expected that the Government will shortly announce some plan, effective until at least the end of the canning season, curtailing supplies of sugar to confectioners and others manufacturing less essential commodities.

Sugar should not be delivered to any manufacturer of less essential food products of which sugar is an ingredient, if such manufacturer began business after January 1, 1918."

The following other special regulations are also promulgated at the request of the Food Administration:

"Manufacturing Lard Substitutes—Rule 6 is hereby amended to read as follows: Rule 6. No manufacturer engaged in the manufacture of lard substitutes shall, without the written permission of the United States Food Administrator, sell or offer to sell lard substitutes at higher prices in one market than he is selling or offering to sell the same quality or brand in any other market on the same day. The price for sales in lots of 5,000 pounds or more, tierce basis, for delivery at one time, net after deducting all discounts and allowances, shall be taken as the basis in making comparisons for the purpose of this rule. In comparing with this the selling price of lots of less than 5,000 pounds, tierce basis for delivery at one time, 1 1/4 c per pound will be deducted from the price actually charged. In comparing the price of package and case goods, stated differentials will be determined by the United States Food Administrator from time to time for all manufacturers of lard substitutes.

"General Rule 23—Combination Sales—Licensees Prohibited From Giving Food Commodities to Pur-

chaser as Alleged Bonus or Premium—Under General Rule 23, which prohibits the making of combination sales of food commodities, the licensee must not give a buyer any food commodity in connection with the purchase of any other commodity. For instance, the licensee cannot give to the purchaser of rice a quantity of sugar. The purported gift of sugar would be considered a sale of the sugar and the transaction, therefore, would be violative of the rule.

"General Rule 6—Opinion A-56—Fresh Eggs—Fresh Poultry—Butter and Cheese—"Resales"—Does not include Transactions Involving no Profit—Under general rule 6, which prohibits resales with the same trade, no objection will be made to resales of fresh eggs, fresh poultry, or butter or cheese, that are made at a price that is less than or equal to the initial cost to the seller of the particular commodities sold. Nor are such resales to be considered "resales" within the meaning of the word as used in opinion A-56, which permits one resale of fresh eggs without the written consent of the Federal Food Administrator.

"General Rule 13—Licensee May Contract for Supply of Seasonal Commodities to Fill Requirements During Period of Scant or no Production—Under general rule 13 the licensee may store, or he may arrange for or contract for, sufficient quantities of seasonal commodities listed in the rule to fill his reasonable requirements throughout the period of scant or no production.

"Licensed Commodities—Rock candy syrup is not a licensed commodity."

Do You Know

That there are 32,000,000 males employed in gainful occupation?

That there are 7,500,000 females employed similarly?

That this is a ratio of slightly over four men to every woman employed?

That 44 per cent. of all workers are employed in agriculture?

That 26 per cent. are employed in manufacturers?

That 7 per cent. are employed in transportation?

That 5 per cent. are employed in building and construction?

That of the 39,500,000 persons employed gainfully, less than 7 per cent. are unionized? Because union men are all slackers and slovens and restrict their output to meet union requirements, they actually accomplish only 4 per cent. of the work done in this country.

That 3.5 per cent. are employed in coal and metal mining?

That 1.5 per cent. are employed in public utility operations?

That 13 per cent. are employed in miscellaneous industries, such as lumber, fisheries, navigation, government, army and navy, etc?

COLEMAN (Brand)**Terpeneless****LEMON****and Pure High Grade****VANILLA EXTRACTS****Made only by****FOOTE & JENKS**
Jackson, Mich.**AGRICULTURAL LIME
BUILDING LIME**

Write for Prices

A. B. Knowlson Co.

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

Knox Sparkling Gelatine

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

G. B. READER

Jobber of

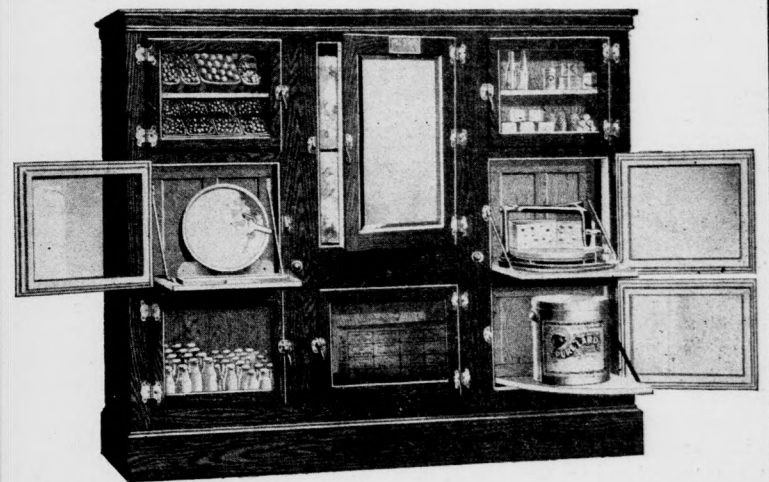
**Lake, Ocean, Salt and Smoked Fish, and Oysters
in Shell and Bulk****1052 N. Ottawa Ave.****Grand Rapids, Michigan****E We Buy E We Store E We Sell
EGGS EGGS EGGS**

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

Kent Storage Company,**Grand Rapids, Michigan****Perkins Perfect Salted Peanuts**

are sold to those who demand high grade goods.

Order from your jobber today.

Perkins Brothers, Inc.**Bay City, Michigan****Conserves Food---Increases Your Profits**

A McCRAY Refrigerator will help you to "do your bit" toward conserving the nation's food supply—and enable you to protect your business from the heavy leakage of profits due to waste and loss of perishable foods.

**MCCRAY SANITARY
Refrigerators**

Keep all foods clean, fresh and healthful. Their handsome appearance will add to the attractiveness of your store—their sanitary, tempting display of food products attracts new customers and increases your sales—their economy makes them an investment that pays big dividends in increased profits. Every McCRAY is fully guaranteed.

Write TO-DAY for Catalog and Easy Payment Plan

Our catalog fully describes a great variety of designs—to suit every requirement. Select the catalog you desire and ask us to mail it—at once.

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.



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

The Hardware Dealer Has Really Swatted the Fly.

Written for the Tradesman.

The other day a druggist made a statement which somewhat surprised me. He said:

"There's nothing like the sale there used to be for sticky fly paper and fly poison." I was inclined to incredulity. "Well, that's the way I found it," he declared. "You see, people are going in for preventive measures—and when they want to kill flies in the house, they use the swatter."

I do not know that this condition is general; but this druggist declared that in his experience the tendency was quite noticeable. There were fewer flies in the houses, now-a-days. People kept them out instead of merely killing them when they got in. Preventive measures, rather than palliatives, were being more and more generally adopted in fighting the fly. War conditions may have altered the situation by distracting attention from the menace of the fly; but they emphasize rather than minimize the need for swatting our old friend, *Musca Domestica*.

Food is not as plentiful as it was and costs more—hence we cannot afford to let flies spoil it. That phase of the problem is worth noting. Then, the call of the hour is for the highest degree of individual efficiency. Hence, health must be conserved, and the spread of disease prevented.

So that war conditions call for a more vigorous fight than ever against the food destroyer and disease distributor, the common house fly.

My druggist friend paid unconscious tribute to the effectiveness of the modern swat the fly campaign. The appliances for use in that campaign are practically all items in the hardware stock. Even the sticky papers and poison pads for which he saw a lessened demand are handled in pretty nearly all hardware stores and, I think, in spite of his experience, still enjoy a good deal of popularity.

But it is along the line of preventive measures that the hardware dealer scores the most points. He is the backbone of the paint up and clean up campaign, which every spring clears away winter debris and covers over the cracks and crannies where, in decaying woodwork, the flies are apt to infest. Paint, indoors and outdoors, and all its accessories, are more efficient weapons in fly fighting than most folks suspect.

Then there are screen doors, screen windows and screen wire to be used in keeping the fly out of the house. These lines are a big feature in the hardware dealer's Swat the Fly display. In this connection it is important to emphasize, that old screens should be looked over and kept in repair. A very small hole will admit a lot of flies, present and potential. A very small spot of rust will, if neglected, soon develop into a hole. Yet paint or even oil, used every fall when the screens are stored and every spring when they are again put in commission, will check the rust and protect the wire against moisture; and a little bit of wire will often add a year or two of life to an otherwise good screen.

The ready-made screen doors and window-screens are very popular; but a handy man, a carpenter or mechanic, with a little odd lumber can readily put together a set of full sized window screens. The hardware dealer has the nails and the wire to sell. He should cater to both classes of trade—the trade of the man who buys his screens ready-made, and the trade of the man who prefers to buy his materials and put them together.

The covered garbage can is another important item in guarding against the fly. The modern community, even the comparatively small community, has a weekly garbage collection. The use of covered tins is generally required; and is always a wise precaution. Feature them in your window when the fly season starts. Incidentally, feature disinfectants which can be used in spraying or sprinkling garbage, manure piles, dark corners, etc. Common kerosene is often used with good results. These disinfectants destroy the eggs and prevent the young flies from hatching; and their general use will prevent a lot of disease.

These items are all important factors in the way of preventive agencies. As palliatives, there are the ever popular swatters, the fly papers and pads, and for more expensive tastes, the fly traps.

To get the best results, a good "Swat the Fly" window display should be put on early in the season; and another later, when the flies are making themselves felt. There are many fore-handed people who will take precautions; and there are the other kind who never do anything at all until the need is brought home to them by the actual results of their neglect. The hardware dealer has to sell to both kinds.

Put good show cards in your win-

dows. Simultaneously, use your newspaper space along the same line.

There are certain striking facts and figures in relation to the fly which have been used often, and never grow stale. But the emphasis this year should be placed on the conservation phase of the fly problem—the conservation of food, the conservation of health, the prevention of disease, the promotion of individual efficiency.

Here are facts which you can use effectively in your show cards and your advertising. A female fly lays 150 eggs in ten days. That means, say, seventy-five more female flies, each with the power of laying 150 eggs in ten days more. Figuring it out, the number will in forty days increase from one fly to 64,136,401.

Here's a bit of doggerel that fits in, too:

"If you'd rather live than die,
 Roll up your sleeves and Swat the Fly."

A big swat the fly cartoon, roughly drawn on cardboard—perhaps a man killing a fly with the remark: "That's easier than killing 64,136,401 of them seven weeks from now"—will add to the effectiveness of the window display.

The public has been educated to the fly peril; and, when linked up with the present situation, with the pressing need of conserving both food and health, the hardware dealer's 1918 anti-fly campaign should be even more effective than those of previous years.

Now is the time to play your window. Indeed, with the house-clean-

ing season under way, it is not too early to stage the first display. In this display, remember to link together the various items—screen appliances, garbage cans, swatters, etc.—for the more lines you show, the greater is the pulling power of your display.

Victor Lauriston.

HARNESS OUR OWN MAKE
 Hand or Machine Made
 Out of No. 1 Oak leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.
SHERWOOD HALL CO., LTD.
 Ionia Ave. and Louis St. Grand Rapids, Michigan



Sunbeam Auto Shawls and Robes

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

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

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

Descriptive catalog on request.

BROWN & SEHLER CO.

Home of Sunbeam Goods

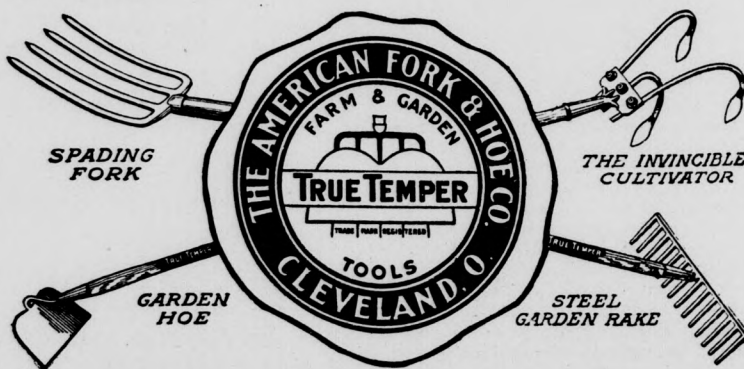
GRAND RAPIDS, MICHIGAN

The Last Drive

President Wilson has asked for Home Gardens—just as many as we can cultivate—and people must have the tools to do the work right.

We have secured a limited quantity of Liberty Garden Sets, made by the American Fork & Hoe Company, which will give the average home gardener every tool he needs.

The War Garden Bureau asks the co-operation of all of us in distributing Garden Tools. We now call upon you to assist us in this patriotic move. How many Liberty Sets will you take for distribution in your territory? They go to the consumer at \$3 per set, net. We will furnish window advertising.



Michigan Hardware Company
 Exclusively Wholesale Grand Rapids, Michigan

Victimizing Merchants in the Upper Peninsula.

The Tradesman has received the following letter from a reputable Upper Peninsula retailer:

May 3—Some time ago I was solicited by one Farrel, of Detroit to take up an advertising scheme launched by the Brenard Manufacturing Co., of Iowa City, Iowa. He guaranteed me an increase of 15 per cent. in my sales or the campaign would not cost me a cent. It looked pretty good to me. At any rate I bit, and then he asked me to sign some notes amounting to something over \$400. At first I objected, but he assured me the company was strictly reliable and on the square and showed me its advertisements in some alleged reputable trade papers which he carried with him. The result was I signed the notes. After trying the scheme, I found it was not only doing my business no good, but positive injury, so I discontinued it. I have noticed from time to time in the Tradesman articles condemning this concern, but, unhappily, my experience with it came to me previous to the time when I read the articles or I would have been on my guard. I have paid some of the notes and have refused to pay any more, for I have felt that the Brenard Co. has been well paid for all the efforts it put forth to help my trade. I have most of the premiums on hand now. They are practically worthless. I would not care to put them on sale, because they are no good, and I would be taking advantage of any customer I sold them to. A day or two ago I was served with a summons to appear at the next term of court to defend a suit brought by this company to collect the balance alleged to be due it. I thought I would ask you if you would write me a letter that I could use in making a defense, as I do not like to be bunched by this party, and it is my purpose now to make a fight.

Grand Rapids, May 6—Replying to your enquiry of May 3, I beg leave to state that the Brenard Manufacturing Co. has been repeatedly exposed as fraudulent by the Michigan Tradesman.

Actual experience with the company by stores in which I am personally interested convinces me that the company seldom if ever lives up to its agreements. Its sole object seems to be to secure the notes of its victims and then pretend to turn them over to a so-called "innocent third party" who is usually an officer of the company. Such was the case with Henry Riechel, the Grand Rapids druggist. Riechel found that the "innocent third party" in his case was the President of the company, whereupon the attorney of the company discontinued the suit, returned the unpaid notes to Riechel and assumed all the costs of the suit.

Any company which asks a merchant to sign such a contract as the Brenard Co. uses is, in my opinion, a shyster concern. It would require a shyster to interpret it. No reputable house does business that way.

The man Farrel who secured your signature to the notes is thoroughly unreliable and untrustworthy. He failed in business here some years ago under circumstances which were anything but creditable to him. He secured the signature of a retail merchant in a near-by town to notes (in my presence) under false pretences. He promised that he would see to it personally that the merchant got good service. The promise was not kept and the service was never forthcoming.

I cannot understand how you ever signed such a one-sided agreement.

I cannot understand how the company can induce any decent attorney to defend such swindling tactics. I do not believe any honest man will

undertake to act as attorney for such a shyster concern after reading the contract used by the company and noting the questionable methods employed to obtain signatures to a one-sided agreement. E. A. Stowe.

Activities in Michigan Cities.

Written for the Tradesman.

The Hillsdale Gas Co. avers a loss of nearly \$8,000 last year, due to high cost of production, and is asking the city's permission to increase its rates.

The knitting mill at Middleville is adding new machinery and now employs close to 100 people.

The Citizens Co. will remove fifteen telephone poles along Main street, Nashville, and place the wires under ground as soon as the cable and other necessary material can be secured.

A carnival company has been rapping for admission at Sault Ste. Marie and the Civic and Commercial Association has voted unanimously against any carnival or street fair being held during the war.

Vernon C. Robinson has been elected Secretary of the Community Boosters Club at Howard City.

The Richter Brewing Co. becomes the Richter Beverage Co. at Escanaba May 1 and will make "Ricto" and "Neerit." Ingredients are said to be practically the same as in real beer, the difference lying in the degree of fermentation. Malt, hops and corn syrup are compounded and cooked in making this near-beer.

Flint has engaged an outside engineer to make a ten day survey of the local gas situation. The local lighting company is asking an increase in rates of 15 cents per thousand cubic feet.

The Lansing Chamber of Commerce will again co-operate with Ingham county rural districts in supplying farm labor.

The Soo Brewing Co., at Sault Ste. Marie, is now the Soo Beverage Co. and expects to do even more business than ever before with its "Reinbrau," a near-beer. It sells cheaper than beer and is being shipped into the lumber camps in quantities.

The American Club of Menominee succeeds the Menominee Commercial Club of that city. It is one of the first organizations of the kind, if not indeed first, to devote heart and soul to winning the war and helping to keep Menominee in the very front of the second line of defense. It includes business, professional and factory men and the big feature will be the Monday patriotic luncheons. John J. O'Hara is President.

W. C. Dann has opened a thirty-five-barrel flour mill at Otsego, operated by electric power.

The Business Men's Association of Coopersville has raised over \$200 towards maintaining a free ferry at Cooley's crossing on the river to accommodate the farmers of Allendale township.

Belding's new \$40,000 library will be dedicated May 14. The building is the gift of Alvah N. Belding, of Rockville, Conn., one of the city's pioneers.

Royal Oak village has adopted the new commission plan of government. The new manager is Thomas Older of Three Rivers.

About fifty members of the Grayling Board of Trade were guests of Bay City April 26.

The Michigan Central will enlarge its railroad yards at Buchanan.

Chief Davis, of the Bay City police force, refuses to permit street carnivals to put on their exhibition there. Almond Griffen.

Bell Phone 596 Citiz. Phone 61366
Joseph P. Lynch Sales Co.
Special Sale Experts
 Expert Advertising—Expert Merchandising
 44 So. Ionia Ave. Grand Rapids, Mich.

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

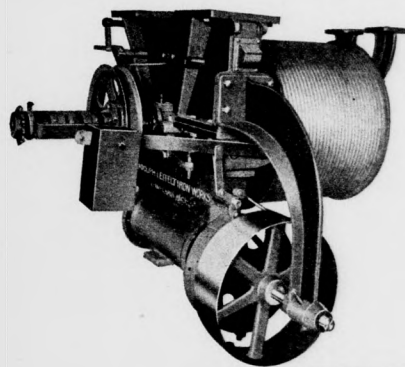
DISTILLED WATER

We cater especially to the drug and garage trade. Correspondence solicited.

Ponce de Leon Water Co.

507 South Division Ave.

Grand Rapids, Michigan



Leitelt Elevators

For Store, Factory
Warehouse or Garage

Built for Service

Send for proposal on your requirements

Adolph Leitelt Iron Works
 213 Erie Street Grand Rapids, Michigan

Foster, Stevens & Co. Wholesale Hardware

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

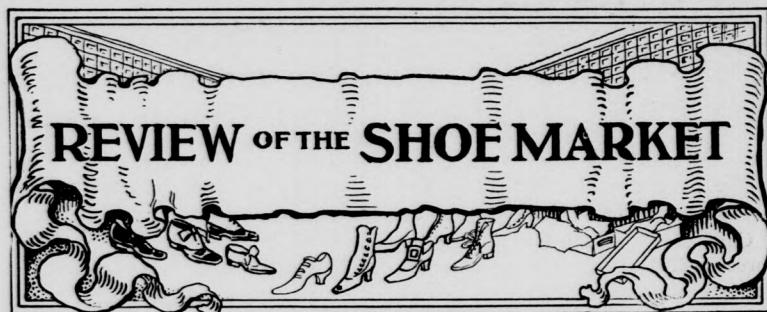
TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure.

Catches 50,000,000,000 flies each year

Use Tradesman Coupons



Wartime Methods of Shoe Retailing.

Written for the Tradesman.

It is pretty well agreed among men familiar with the ins and outs of shoe retailing that the way of retail shoe dealers has been fraught with increasing difficulties during the last few years—more especially since 1914. Pretty much all the general difficulties and set-backs incident to merchandising generally may be said to inhere in shoe retailing. And in addition thereto there are not a few special problems peculiar to shoe distribution.

It would be a gratuitous task to enumerate in this connection the various problems and difficulties that have accrued from time to time, greatly to the discomfort—and often to the financial hurt—of the retail shoe dealer. Shoe dealers both large and small, and also merchants who handle shoes along with other lines of goods, will realize what they are without being told. But in addition to all these, there are some entirely new difficulties growing out of the war.

For instance, the increasing cost of shoes, and the task of bringing the shoe-consuming public up to the point of standing the tariff gracefully; second, the unequal value of shoes, due to the effort of manufacturers to keep down cost by using inferior materials and substitutes; transportation problems, i. e. the impossibility often of getting shoes when needed worst; and finally—not to extend the list to tedious lengths—the country-wide preachments along conservation lines, which had the effect of suppressing the demand for shoes generally so that most people were (and are) inclined to hold off buying until driven to it by imperative footwear needs.

When all these things are considered, it must be conceded that the problem of selling shoes on a profitable basis at the present time—and selling them in sufficient quantities to guarantee a going business—is not as easy as losing one's equilibrium on a slippery log. In order to make business hum these days, the retail shoe dealer must call into active play a lot of highly specialized gray matter. If there ever was a time when he could be a bit lazy and get away with it, that time has passed. If there ever was a day when he could make a fairly good living even though deficient in ambition, that time also has gone glimmering. To-day he must be on the qui vive. He must study the methods and principles of scientific merchandising, and apply them locally. And, above all, he must use his imagination.

Perhaps all this is only another way of saying that he should use constructive methods to meet a wartime situation.

The Trick Can Be Turned.

If anyone should infer from what has been said above that the writer is pessimistic about the retail shoe game of 1918, he assuredly has another guess coming. Emphatically the writer is not. There are plenty of shoe merchants both large and small who are turning the trick.

But get this point straight: they are live wires. They are not of those who think they are doing well enough if they are holding their own, or making a comfortable living: they are the fellows who feel the prod and the spur; men who are tremendously in earnest, and terribly anxious to get on.

War and rumors of war haven't stopped business. They never do. They may slow it down. They may make business increasingly difficult to get. They may revolutionize—and even complicate—the methods of its scientific promotion; but as long as there are folks left in the world, there'll be business.

Shoes will continue to be worn.

Some men are seemingly born with a merchandising genius, others acquire it by hard study and close application, others get it rubbed in by gruelling and expensive experiences; and still others never seem to acquire it no matter what happens. But there is a right and wrong way of conducting a store. Business science is a real fact, not a figment of somebody's imagination. There are certain methods and principles that make for success. They can be acquired by any one, it would seem, who is willing to look into them, and master them.

The trouble with most of us is that we fall into fixed habits of doing things. We get into a rut without realizing it. What we need is to be inoculated with the virus of new ideas. New stunts, plans, methods, schemes, selling arguments, and what not. New ideas of window and interior trims; new sources of business right around us in the old town, but hitherto overlooked by others as well as ourselves, and hence undeveloped.

The average shoe dealer spends too much time doing chores, and not enough time thinking out new lines of aggressive merchandising activities. He is content to potter around doing obvious things in a mechanical way, and all the while deluding himself with the notion that he is busy. He's too often wasting valuable time. What he is doing could be as well or

Two Snappy Oxfords

In Stock Ready to Ship Today



No. 8724—Men's Mahogany Calf Welt Oxfords. Last 105, Sizes 6 to 11, Widths A to D. Price.. **\$4.10**

No. 8725—Men's Gun Metal Calf Welt Oxfords, Last 105, Sizes 6 to 11, Widths B to D. Price.. **\$3.60**

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

Rouge Rex Shoes

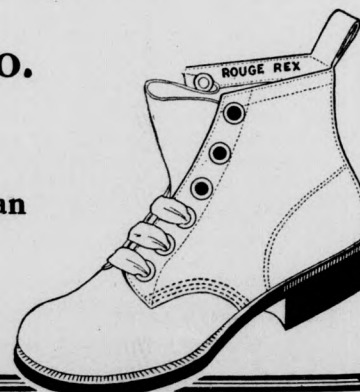
are made to sell and to wear. That is why they are the largest selling work shoes in Michigan today. These two points are kept in mind in building Rouge Rex Shoes, and there is a particular shoe built for every workman for his particular need.

Tie up to the Rouge Rex line and build business.

Hirth-Krause Co.

Tanners and
Shoe Manufacturers

Grand Rapids, Michigan



better done by some subordinate. A brilliant and original idea worked out and injected into the business is worth more than all the chores on Main street. When a shoe dealer gets too busy to think, he's making identically the same progress that a dog does who's chasing his own caudal extremity. In other words he's demonstrating motion without progress.

Intensive Methods.

To sum up in a single phrase the one thing needful to meet a wartime emergency in shoe retailing, I cannot think of a phrase more adequate than this, namely, intensive methods.

Hit quick, and hit hard. Select a leader or special that you think will just about hit the public fancy; get it at a price that will give you a fair

profit; advertise it, feature it, play it up strong—and then let it go.

Having cleaned up on that, try something else.

Under the head of Don'ts, here is one from Ben Jacobson, of New York, that seems to me to fit the discussion at this point. He says: "Don't cut prices on staple, good-selling shoes just because your neighbor happens to have similar styles."

Many a poor dub has made trouble for himself just because he tried to queer the game for some other fellow. There never was any excuse for that cut-price policy in the shoe game; least of all is there any excuse for it now.

Cid McKay.

There should be teachers, but no masters.

Made in Germany.

Written for the Tradesman.

For at least forty-nine years, we have been endorsing, encouraging, fostering or tolerating German customs in this country to our own detriment—yes, even threatening our National existence. Not only have we permitted the Germans to import their brand of civilization for themselves, but many of our people have followed their example.

Wherever the licensed saloon is seen there is evidence that Germany is ruling in our midst. The majority bow to a foreign minority. The saloon rules the labor unions, the labor unions rule the politicians, and the politicians rule the country. Fire the Kaiser's clan.

The saloon, the beer garden and the

Sunday carousal are all from Germany and we permit them still.

Every beer bottle by the roadside smells like Germany. The sidewalk grating from the saloon basement smells like Germany. Limburger smells like Germany. Minion.

What He Proposed.

"What I propose," says the man who gets very much in earnest, "is a political organization that will be free from all selfish interest, laboring only for the highest ideals—"

"I know," interrupted the rude person. "You're going to start one of those seaserpent parties."

"Why do you refer to it as a seaserpent party?"

"Because there ain't no such animal."

Hood's Great Tennis Lines Win

We Are Ready. Are You?

Get in Touch. Don't Delay.



WORKSHU

Heavy Brown Canvas Blucher. Pneumatic Heel. Soles of Bulls-eye quality.

Men's Blucher\$1.95
Boys' Bal. (Day Shu) 1.80
Youths' Bal. (Day Shu) 1.60

The same quality as the Work Shu and Day Shu in regular outing Bal. style is called

THE HYKESHU

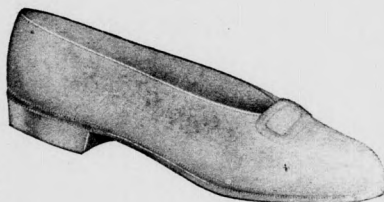
Men's\$1.90
Boys' 1.80
Youths' 1.65



THE "LENOX"

White Army Duck. Loose lining. Pneumatic heel. A wonderfully successful line.

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



Cut represents two grades. The "Crescent" and "Lenox."

Women's Crescent, Plain	\$1.45
Women's Crescent, Instep Strap	1.50
Women's Lenox, Plain	1.15
Women's Lenox, Instep Strap	1.20

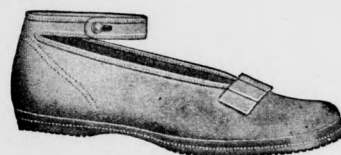


THE "BAYSIDE"

A World Beater

White Duck and White Sole.

	Bals.	Oxfs.
Men's	\$0.83	\$0.73
Boys'	.78	.68
Youths'	.73	.63
Women's	.78	.68
Misses'	.68	.58
Child's	.62	.53



THE "BAYSIDE" MARY JANE ANKLE STRAP PUMP

They go fast.

Women's	\$0.72
Misses'	.67
Child's	.62



THE "CASCO"

White Duck. Pneumatic Heel. Absolutely right.

	Bals.	Oxfs.
Men's	\$1.15	\$1.05
Boys'		.95
Women's	1.05	.95



THE "RIVERSIDE"

Black Duck. Black Sole. Handled for years and has made good.

	Bals.	Oxfs.
Men's	\$0.77	\$0.67
Boys'	.72	.62
Youths'	.67	.57
Women's	.72	.62
Misses'	.63	.53
Child's	.58	.48

The Michigan People

Grand Rapids Shoe & Rubber Co.

GRAND RAPIDS

Great Field Open For Many Shoe Dealers.

I began shoe retailing as a boy in a small family shoe store, and gradually worked through the various branches, until I had to deal with figures which ran close to the millions. I am deeper in the retail game now than ever, because my sole business is to help elevate the retail shoe business so that it may be standardized for the benefit of every one connected with it.

Statistics show that about ninety out of every hundred merchants fail, but this does not mean that they all go into bankruptcy. The man who pays all his debts and yet leaves the business without profit is a failure. The man who is in business a long time and allows his business to die or dry rot is a failure. The man who is in business a long time and only accumulates old stock instead of cash is also a failure. If these figures could be reversed so that the 90 per cent. would be successes instead of failures, every branch of the business would be benefited.

There are several causes for failure, but none stands out so prominently as laziness or lack of ambition to study scientific merchandising. The dealer who has no other aim than to make an easy living is not any better than a clerk who has no further ambition than to be a clerk—both are no good to themselves or to the business.

Business science can be acquired by almost any one who wants to do so. The small dealer can do the same things as the big dealer if he tries, and not pass up a good idea, as many do, by simply saying "Oh, that's all right for them, but it wouldn't work in my store." The big men are not ashamed to copy good ideas introduced by small dealers. In fact, they employ men and women "scouts" to continually look for improvements.

Many retailers think they are too busy to pay any attention to modern business methods. The man who continually harps on the fact that he has to look after the buying, selling, advertising, window-trimming and the help usually does little but harp. His neighbor who does not complain, but puts in his time doing the necessary things as they come along, is seldom too busy to be a good fellow among business friends and towns folk, through whom he gets valuable, personal advertising and increased business.

My business with retailers is confidential, though occasionally dealers who know each other meet in my office. It happened last month while filling out an income tax blank for a dealer who has a small store in which he turned his stock close to five times and made a net profit of over \$7,000, that a friend of his, who is also a subscriber to my service, was in the office and overheard the figures. He promptly "buted in" and said, "That must be a mistake, Joe—my store is twice the size of yours and I have no such figures." To which Joe replied, "That is because you are jealous of your neighbors' business, and I am not."

There is a lot of truth in that answer. Some dealers copy only the low prices of the other fellow, while the successful dealer copies the man who makes the most money. One dealer sells more shoes at profits ranging above 30 per cent. than the neighbor does on profits below 25 per cent. The reason for that is store service and good merchandising.

I know a dealer who opened a store a few years ago, and conducted it on good business principles, clean store-keeping, courteous treatment, and good stock-keeping; in other words—getting all the profit the shoes were worth, and cleaning out broken lots and poor-selling styles as soon as they begin to lag. One of his neighbors, who conducts an old-fashioned shoe store, noticed that the new dealer began to do business. Instead of investigating the cause in an impartial way, and perhaps learning how to improve his own business, he ran off with the idea that the new dealer must be selling shoes too cheap and perhaps getting ready to cheat his creditors. With this idea in his mind, he notified some wholesalers that they had better look out for "so and so," which they did, but Mr. "so and so" kept books and showed that he was making wonderful strides—selling shoes at a good average profit. In a short time the new dealer was doing nearly double the business of the old-timer, because he knew how to conduct a shoe store.

Don't knock your neighbor or his goods.

Don't cut prices on staple, good-selling shoes just because your neighbor happens to have similar styles.

Don't hang out a special sale sign unless you are really prepared for a "special sale."

Don't advertise the best values in town unless you can back it up. You know what Lincoln said about not being able to fool all the people all the time. P. T. Barnum expressed the same sentiment in his circus language, when he said, "There are suckers born every day, but they don't all bite." It is good business to conduct "special sales" providing the goods offered are really specials.

Whatever you do in business it must be done with a will, and the confidence that it is the proper thing, otherwise do not do it at all.

No matter what shoes you sell, be they cheap, medium or top grades, you must give all your customers courteous treatment. It is no disgrace to sell cheap shoes, providing you tell the truth about them, and not be ashamed of the shoes or the customers who buy them. Customers who buy cheap shoes are human and appreciate courtesy. If you sell good shoes, you certainly need to keep yourself, your clerks, and your store in a polished condition.

By all means keep accurate records of your business so you will know at all times the value of the stock on hand, and the gross and net profits. With such figures at your command and a knowledge of good storekeeping you can not help being successful, regardless of competition.—Ben Jacobson in Shoe Retailer.

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

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

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

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.

Keds

There is big business ahead on this widely advertised line of rubber soled footwear.

Reapers
Holdfast
Rotary
Carmen
Parade

Sister Sue
Week End
Universal
Campfire
Champion

Get your share of the big call for Keds that must come as a result of the big advertising drive now beginning.

If you aren't sure you've got enough get in another order now. We have a good stock on hand—order while they last. Catalogue gladly sent.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

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

Boomlets From Bay City.

Bay City, May 6—S. O. Burgdorf, West Branch, a former resident of Bay City, has sold his stock farm in Ogemaw county and returned to Bay City.

Frederick L. Snapp, manager of a store at Flint, has come to Bay City to take charge of the Vogue store.

A blaze was discovered in the mill of the Chatfield Milling Co. in time to save it from destruction. The damage was slight.

The coal mines in the vicinity of our city will resume operations next Monday morning. This is good news, as coal in large quantities will be in demand next winter.

Many Polish boys have gone from Bay City to fight for the enthronement of true democracy.

The passengers on the Pere Marquette train which leaves Port Huron at 4:20 p. m. for Saginaw were delayed an hour near Vassar by a derailed freight train engine last Friday. The passengers accepted the situation gracefully and picked up their valises for a hike the length of the freight train, which many claimed was two miles in length, to the relief train which was sent out from Saginaw. None of the freight crew was injured.

C. A. Ford, Gaylord, for eight years manager of the Hankey Milling Co.'s plant, has bought the hardware stock of Charles Haigh and has taken possession.

John Gocha, Gaylord, has purchased the A. C. McKinley building, formerly occupied by Grand's bakery and the express office, and will engage in the confectionery and soft drink business.

F. J. McCartney, formerly a resident of this city and now residing at Lapeer, has been visiting friends here for the past week. Mr. McCartney represents the Massey-Harris Harvester Co. in Eastern Michigan.

A. A. Hitchcock, Cass City, has sold his stock of dry goods, clothing and shoes to Baxter & Reid, who will continue the business.

The Reese Farmers Co-operative Association has been incorporated at Reese and will open with a stock of general merchandise.

If you desire to see the finest display of flowers shown in any Michigan hotel, visit the dining room of the Hotel Weber, Minden City. Landlord Weber is a royal entertainer and gives you the worth of your money.

Hacking Bros., proprietors of the Crowell House, Croswell, for five years, have sold the furniture and leased the hotel to C. J. Reynolds, who has taken possession.

The many friends of Mark S. Brown, Saginaw, will regret to learn that he is not exercising his customary care in the selection of his associates. He was seen May 1 at Deckerville in the company of Walter S. Lawton, Grand Rapids, and George H. Keating, Bay City. Comment is unnecessary.

Dan Sharp, Sharpville, has sold his stock of general merchandise to F. R. Adams Co., Fairgrove. The stock will be moved to Fairgrove.

Michigan bone dry will not change conditions in Fairgrove, as it has always been a saloonless town.

J. H. Belknap.

Is Your Counter Trim Too Neat to Disturb.

Customers are not attracted to counters at which the merchandise is arranged so neatly and primly that it appears almost forbidding. Display the goods in a "human manner, and in such a way that the customer will be tempted to touch and handle it. The following example will illustrate the thought: In a certain large store the owner of the business makes a daily tour through his establishment,

and what do you suppose he does mostly on the rounds? Your first guess would be, see if customers are being properly waited upon or watching the clerks at work? Not so; he goes around "mussing up" the piles of goods displayed on the counters. He knows if goods are piled primly, customers will not handle them. Of course, this does not mean goods should be jumbled in disorderly heaps on every counter, but it does mean to have them present a businesslike appearance.

Remember, there are two classes of customers, one the "looker," the other the "feeler." The "looker" will buy because he likes the looks of the article, the other must "feel" quality and texture before buying. Cater to both kinds. A concern in New York has solved the display problem by placing a sample of all articles sold on boards in the front of a store so every person can at a glance note. A Western store has just patented a system of runaways in which samples are displayed; also goods already

wrapped, so a person selects that which is wanted, passes on to the cashier and pays for it.

Another simple experiment will prove the value of showing your goods. Suppose you are overstocked on a certain article; simply show a sample on every counter of your store, no matter if you have two counters or twenty, and note how quickly the overstock reduces itself to normal. It is the old story over again of showing goods if you want to sell them.



Is Your Delivery Car a Bottomless Hole?

Don't continue pouring profits into pneumatic tires for that Ford delivery car without getting anything in return.

Thousands of business men have used Dayton Airless Tires exclusively for the past five years, and are finding them 100% efficient.

Deliveries are made when promised, customers are kept satisfied and drivers never waste a second changing or repairing tires.

Every User Has Reduced Delivery Expenses 25% at least, and some have effected much greater reductions. Among the thousands of users are such concerns as the Standard Oil Company, Sears, Roebuck & Co., and Montgomery Ward & Co.

Dayton Airless Tire Construction

- 1—Live, resilient rubber piers absorb all jars and jolts. They are set at proper intervals and squeeze down when an obstacle is run over.
- 2—Five layers of toughest fabrics, securely bound together by rubber, form a perfect bridge or felloe over the rubber piers. These layers support the piers, and add greatly to their strength.
- 3—Five more layers of loosely woven fabric correspond to the carcass of a Pneumatic Tire.
- 4—The tread is much thicker than a pneumatic tire tread and is very tough and very flexible.

on your car will allow your delivery boy to drive over nails, broken glass, sharp stones and frozen roads, without ever having to stop for tire troubles. Dayton Airless Tires are

ABSOLUTELY TROUBLE-PROOF

They do not contain inner tubes and they cannot puncture or blow out. Yet they are as easy riding as pneumatic tires and absolutely will not injure the car.

MOST MILEAGE—MOST ECONOMICAL

Four Dayton Airless Tires are all you need for complete equipment. You will not need a spare casing, pump, jack or boxes of tubes, tools and patches. Nothing can happen to these tires but W-E-A-R.

The completion of a new, modern and efficient factory, and the standardization on 30x3 and 30x3½ sizes, has enabled the manufacturers to announce a radical price reduction. This new price makes Dayton Airless Tires absolutely the most economical on the market.

Write, phone or call for descriptive literature and prices.

Factory Distributors
J. H. SMITH TIRE CO.
18 W. Fulton St., Grand Rapids, Mich.



Unfair Burdens Placed on Newspapers By Congress.

Written for the Tradesman.

While Congress is in session it behooves the business interests, not only of Michigan but of the United States, to get busy with such force as to compel Senators and Congressmen to sit up and take notice of the menace of the zone system of newspaper postage and so amend that section of the war tax law as to remove it. This section of the law has attracted little public attention so far, probably for two reasons—one because the section has not yet gone into effect; two, because the brains of business men have been indulging in a "merry-go-round" in their efforts to understand the excess profits and other excessive and blind provisions of the act. Notwithstanding the fact that some reduction in the vast amount of matter printed and distributed at public cost would lighten the burden, the increase in first-class rates was quietly accepted by the people. The increase in postage on second class matter, meaning regularly issued newspapers and periodicals, is a different and serious matter. This increase takes effect July 1, when the old rate of 1 cent per pound will be increased to $1\frac{1}{4}$ cents per pound and on July 1, 1919, to $1\frac{1}{2}$ cents per pound. This rate is on what the law deems normal or reading matter. The law goes further and attempts to discriminate between reading and advertising matter, penalizing the latter by some further increases where it occupies more than 5 per cent. of the total space of the publication. This penalizing is waived, however, and the increase waived, and the increase is reduced to one-half as much, as to newspapers and periodicals "maintained by and in the interest of religious, educational, scientific, philanthropic, agricultural, LABOR or fraternal organizations, not organized for profit and none of the income of which inures to the benefit of any stockholder and individual." This exemption is closely parallel to the one which has been in the income tax law since 1913 and is clearly unjust and improper. A few publications gather their advertisements in separate sheets, but the great mass, possibly 99 per cent. print some of them on sheets which also contain reading matter. To ascertain the total weight of a newspaper or periodical for postage charge is a simple matter, but a great task to discover the weight of paper covered by advertising in the "sandwich" class. When this advertising weight is picked out the postage on that portion is

to be $1\frac{1}{4}$ cents on the first zone, rising according to the parcel-post scale of division to $3\frac{1}{4}$ cents per pound for the eighth, and these increases are to be further raised after the next fiscal year. It is, of course, possible to compute on each issue of a publication the ratio of paper surface covered by advertisements to the total printed surface, and if this ratio, for example were 15 per cent., then 15 per cent. of the total weight of the edition would bear a special postage rate, but the edition must also be separated according to the distances to be carried in order to reach the complete charge.

Unless this section of the war tax law is amended at once, it would penalize publishers for advertisements of Liberty Loans, paid for by patriotic citizens or donated by the publisher himself. The same would apply to Red Cross and War Savings advertisements. This is rank injustice and should be corrected. Had it not been for the newspapers and magazines, it is practically certain that not one of the Liberty Loan bond issues could have been floated. The educational value of the matter spread broadcast at no cost to the Government is beyond calculation. It has aroused the people to a realization that we are in the world's war and that the situation is serious. These publications have instilled and are instilling into public consciousness patriotic sentiments. They have been of high value in geographical divisions where there were divergent opinions as to the necessity and justness of our participation in the conflict. To put in force the zone system would be to shut out through excessive cost of postage many publications carrying the message of patriotism. As one publisher says, whatever tends to divide the country into zones of feeling, of provincialism, of local points of view, sows the seeds of disintegration and weakness. There is already too much sectional jealousy, as is annually shown in the scramble for the pork barrel in Congress. We should not forget that our territorial size is a source of possible danger, that the great unifying force is interchange, comparison and modification of views and we cannot afford to in any way imperil this. There is already a bill in the House of Representatives to postpone the enforcement of the zone system section until after the war. It is the duty of every business man to convey to his Senator and Congressman his strong plea that the enforcement of that section be not only postponed

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

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

There's More Than Money

in your account at this bank. There's some of your personality—some of your hopes for the future—there is insurance against want—and among other things there is the friendly interest of this bank in your future and your success. Yes, there's more than money in account with

THE OLD NATIONAL BANK

MONROE AT PEARL

NO BRANCHES



until after the war, but that the section be repealed.

One interesting feature of the National law creating the Financial Corporation is that any and all bonds issued by the Corporation shall be exempt, both as to principal and interest, from all taxation now or hereafter imposed by the United States, any state or any of the possessions of the United States or by any local taxing authority except (a) estate or inheritance taxes and (b) graduated additional income taxes commonly known as our taxes and excess profits over war profits taxes. The interest on an amount of such bonds, the principal of which does not exceed in the aggregate \$5,000, shall be exempt from all taxes referred to in clause (b). The Corporation is also exempt from all taxation except local taxes on real estate.

There is a marked improvement in sentiment as to the general financial situation, part of which is due to the appointment of Charles M. Schwab as head of shipbuilding operations in the United States. The stock and bond markets show a stronger tone, still illustrative of a feeling of confidence in fundamental conditions.

Paul Leake.

Preserving Bird Life Not a Matter of Sentiment.

Grandville, May 7.—This earth would indeed be a dreary waste without bird life to make glad the waste places and give life and cheerfulness to every field and forest.

Why are some people so anxious, in the name of sport, to get out and slaughter the wild life of field and forest? Is it sport to the human heart to see the little ones of God's creation suffer?

Sentiment! That is the sarcastic sneer that greeted the writer's well-meant effort to speak a word for our feathered friends, and it came from a big farm newspaper that ought to be worthy of better things. Imagine, if you can, a great State journal sneering at one's love for bird preservation, as mere manifestation of sentiment. Some people are so practical that they have no place in their make-up for a tear when the story of Hun cruelties against Belgian babes and women are told. That is only sentiment, unworthy the consideration of strong men.

The best and bravest men of this Nation were tender of heart, considerate of soul. Abraham Lincoln, the greatest soul ever born upon our earth, was tenderly regardful of the smallest child, and his hand often touched and thrilled the forehead of a dying soldier, while at another time he halted in his walk to lift a fallen nestling to give it back to the mother bird in the treetop.

Such men are not to be put to shame by the sneer of the unworthy scribe. Of course, the world in its striving after wealth has little time to heed the small amenities as it rushes headlong into the turmoil for gain.

Legislatures, however, are supposed to be deliberative bodies and not wildly striving to see who can make the swiftest race to a certain goal.

What of the boy who goes forth to slay at the bidding of the State? Does it not make him cruel to dumb creatures? Isn't it at least demoralizing to the finer instincts of that boy's nature? Is it not the beginning of teachings which lead in after years to love of sports which are cruel in their nature? The Huns of the Central Empire are but magnified bird-killers. Their first blood thirst was for the blood of the lower animals,

Later they manifested a craving for shedding the blood of their imagined enemies.

We don't need to go into this line of argument further, however. The indiscriminate slaughter of birds is brutalizing and undermining to the sensibilities of the boy who indulges in it. In the name of sport much evil has been wrought in this land of ours. We are told by the ministers, and they turn to the Bible for their authority, that God has numbered the hairs of our heads, that He watches with jealous eye the fall of the sparrow, yet the law-making power of the State decrees that the sparrow must be exterminated. Whom shall we accept in this matter, the Almighty or the State Legislature?

On the farm the writer indulged the luxury of making friends with a splendid flock of beautiful quails. Nothing can be handsomer in the line of bird life than a score or more of the dainty little creatures picking up the grain one tosses to them in the kindness of his heart.

We ought to be kind to these fellows who aid us so strenuously by their destruction of harmful insects. As the years passed this flock of quails increased, both in numbers and friendliness. Sometimes they came to the very door of the kitchen in search of the expected morsel of food and they seldom were disappointed.

The writer took a high degree of pride in his flock of quails. There were places left open in the barn where the little chaps could find shelter from the severities of the weather. These birds were protected for a term of years. They increased rapidly and soon it was no surprising thing to scare up quails at different points along the country roads.

Returning one afternoon from a trip to town with a load of produce, the writer was informed by his wife that several men, armed with guns, accompanied by dogs, had crossed the field near the house, and that they had fired upon our pets. I was indignant. Who were they? Hunters from the city, one a woman, who carried a gun, and seemed to be able to shoot with the best of them.

I hastened to look over the farm. A big patch of woods on the South end furnished a hiding place for my family of quails, for other birds as well, and through this the city hunters had gone, shooting the birds raised by their dogs. On every side of the farm were notices forbidding this very thing. What attention was paid to that do you imagine? The gunners paid the farmer the compliment of shooting some of his signs full of holes, considering it a great joke.

It was. It is the joke that has made semi-barbarians of some of our boys and young men. It seems that the open season for quail had come, hence this sudden onslaught on the harmless little beauties. All the care and respect for bird rights of years standing had gone for naught. Inside of a month not a quail was left alive on the farm or in the neighborhood, and the gallant hunters from the city returned, feeling so highly elated over their success as to have published the magnificent string of birds they had bagged!

It is all in a lifetime, of course, but the writer's blood boiled all the same. Although he lived several years longer on the farm, there came no renewal of that splendid flock of quails. The State had accomplished its desires and seen to it that they were exterminated.

Kill none of the birds. Conserve them to the last one, English sparrow and crow included. What would the earth be without the birds? Imagine for a moment such a calamity. Yet we are determining just such a possibility by our laxity in this matter of bird conservation.

From the tiniest humming bird to

the gray forest eagle there is room and to spare. He who is the enemy of the birds is, indeed, a sad specimen of humanity. There exist proofs as strong as Holy Writ that it is for our own good that we cut out laws that give license for bird slaughter. The writer is not yet quite at the end of his string. There is more to say on this all absorbing question of bird preservation, and with the kindly consent of the Tradesman the old timer will open a new field of thought on this subject in the near future.

Old Timer.

The ring at the other end of the circus tent always looks the best.

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Food Supply May Reach a Surplus.

Within the last few days wholesale grocers have been inclined to change their ideas somewhat in relation to the probable demand for the coming season, and particularly with reference to canned goods, although not limited to that particular line. While there has been a demand from retailers for certain items on the list, with a desire on their part to contract for their entire season's requirements, it has been noticed that this demand was intermittent and irregular, and that it varied in character with different localities. Gradually it has dawned on the trade that retailers are carrying over considerable stocks from last season. In some instances it covers a certain class of items and excludes others, while in other localities different items are affected, but taking the country as a whole the tonnage of foodstuffs carried over is very large and is estimated in some quarters to be as high as 35 per cent. of requirements.

Furthermore, there are everywhere indications of an increased production, due to the bountiful promise of nature as well as to the efforts of canners and packers generally to increase their output. Still another factor is the elimination of waste, which has also decreased the consumption so that in spite of extraordinary demands made by the army and navy, there are signs pointing to a surplus of foodstuffs for the coming season, with the further possibility of a decrease in prices.

Commending on this situation one of the most prominent members of the wholesale trade said yesterday:

"Some very significant factors are impressing themselves upon the trade. These are increased production and decreased consumption. Under the first head we have the excellent crop promise for this year, not only of cereals, but of all foodstuffs, including fruit and vegetables. The efforts of the farmers are being generously aided by nature for it usually happens that large crops succeed a severe winter, especially if there has been plenty of snow.

"Then again too little attention has been paid to the home gardening of last year. Nowhere have there been any statistics available as to the amount of tonnage this represents, but it must have been large. I think the sugar shortage of last winter was largely produced by it and is as good an index as we could have. Still another phase of it, and this brings us down to the second item of decreased consumption, is the fact that this home canning has seriously interfered with the consumption of commercially canned goods, and, in fact, is still doing so.

"We find that retailers all over the country have unsold stocks which they have carried over from last season that will last them far into this season. Some have one class of goods and some have others, but when you compute the tonnage carried over as a whole, it means that there will be just that much less to be provided this year, in addition to which there will

be another season of home gardening to be reckoned with. The Government made a special feature of home gardening last year and the country responded with enthusiasm. To be sure, there have been many pathetic and perhaps ludicrous failures on the part of amateur farmers, but that does not mean that the entire movement was a failure. Suppose 30 or 40 per cent. of the gardens were failures, it would still leave a vast amount of foodstuffs privately raised that have been and are still crowding out commercially raised truck. Look at the item of potatoes. To be sure, there was a large crop, but undoubtedly the home farming has materially lessened the demand, so that there is an immense surplus still unsold from last year's crop. This I think will go far toward explaining the fact that retailers have a great deal of stock unsold.

"But there is another phase of the question, which I regard as one that is likely to have permanent results of great benefit to the community at large. I refer to the matter of the saving of waste. Everywhere I have been I have observed a tendency to eliminate waste and I venture to say that this has decreased consumption fully 35 per cent. For instance, we are feeding an army and are sending huge supplies abroad and yet we ourselves are not suffering. We have such a huge surplus of meat that our warehouses are full of it. It is true we are feeling the pinch in regard to wheat and flour, but that is only to the extent that we must stop pampering ourselves. There is no famine, for we are simply turning to other things and so we have plenty to eat. From the standpoint of food, we do not know, even yet, that we are at war.

"Thus if you will take the item of increased production and add to it the decreased consumption of commercial supplies through the competition of home gardening and the elimination of waste, you can see where it comes in that retailers were unable to sell all the supplies they laid in last year.

"I think there is a more conservative feeling everywhere—a more general tendency to tone down after the long period of prosperity. I believe we shall continue to be prosperous, but in a less extravagant way; we shall quit being a Nation of spend-thrifts, having gotten over the intoxication of our prosperity. As to prices of foodstuffs, I would not be surprised to see a reduction, provided the promise of a surplus is borne out."

Josh Billings says: "Sympathy takes the kurrig all out of man." When a man has been drafted into the army and he has accepted it cheerfully and plans to adapt himself and his affairs to the new situation, kind friends and neighbors begin to sympathize with him and his family and express the hope he won't have to go, at least not over the water and into the trenches. When this has gone on for weeks and months perhaps it is really a relief to get orders to report for embarkation for the training camp.

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GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



Contentment in Work a Priceless Possession.

The woman who grumbles simply because she must work for a livelihood is not by any means a martyr. She may argue pro and con, declare that life is a ceaseless grind, that persons who must toil for their bread and butter have nothing to hope for and so on, but people who let their imagination run riot in this fashion make a grave mistake always.

The really busy and sensible woman is never heard debating along these lines. She knows that work is a veritable blessing and that it keeps innumerable people out of all sorts of mischief.

Those of us who are able to take our places in the ranks of the workers should thank a kind fate for having so shaped our destinies. Granted that we do lose heart at times and feel that life is hard and cheerless, we should, and we could if we would wisely stop to draw on our common sense, master such moods.

As long as we are blessed with health, able to dispose of each day's duties, pay our honest debts and look the world squarely in the face, we have absolutely no grounds for complaint. Indeed, we are progressing, and we should not make ourselves miserable or unhappy by useless longings or regrets.

Some, of course, seem to make rapid advancement along life's way. Fortune's wheel constantly turns in their favor, while others, patient, hard-working fighters, never seem to get ahead. This perhaps may be another of Fate's rulings; no one can tell. It stands to reason, however, that absolutely nothing is gained by making a poor bargain more hard to contend with.

On the other hand, if we hope to find anything like contentment in life, we must learn to accept, and accept with a fine grace, the inevitable.

There is, indeed, a certain sameness—a sort of monotony, if you will—about all lines of work, but the practical woman masters her duties; she does not let those tasks master her. She makes the wearisome features of her work congenial by disposing of them as easily and as methodically as possible, and then wisely forgets all about them.

Girls who feel too important for the duties they perform are frequently heard complaining about their hard lot. These grumbling, dissatisfied young women make themselves unhappy and find life a grind simply because they do not look upon their work, the task that means their bread and butter, in the right spirit.

The majority of us might work for a livelihood and if we are going to make anything like progress in our duties or find anything like contentment from day to day we must not give in to useless longings or regrets. The really busy woman knows a happiness that her idle sister has never experienced. Indeed, "having nothing to do" has made and is making mental and physical wrecks without number.

The woman who belongs to the ranks of the workers does not deserve any sympathy and should not look for any. On the other hand, she should put enthusiastic and well directed effort into her duties.

If she finds that she cannot be happy in her position or that it offers no chances for advancement, then in justice to herself she should, without any loss of time, look up a better opening.

Work is a veritable lifeline thrown out to most persons and keeping busy is a safeguard. If we meet each working day with a fitting grace, put the right kind of effort into our tasks, and keep good natured, we shall find contentment and a peace that all the world cannot give nor take away.

Banish Ugliness From Your Home.

The elimination of household uglies, by which cheerfulness instead of depression is diffused, is one of the principal prescriptions advocated and given by a New York physician. His plan, he believes, acts in a more stimulating manner than many drugs, besides having the advantage of being without a reaction.

"Chuck the old junk," is his way of explaining his method. "Get rid of the superannuated furniture, pictures or ornamental abominations. They act as a poison in many cases on persons who do not know what is wrong with them.

"Some patients I have attended had imaginary ills and were only suffering from their surroundings. Dark days made the impression more vivid. In cases of illness I have had the patients removed from one room to another just because of the cold, formal and gloomy atmosphere in which they were lying.

"In one room in which a woman was seriously ill was a picture near her bed that could not help having a tendency to lower her vitality and powers of resistance. The picture's title, 'The Last Hour,' gives an idea of its nature I had the woman removed from the baneful influence of 'The Last Hour' and she immediately began to show improvement. Of course the dismal mahogany bed and furni-

ture had some effect too, as it always has.

"How many times have you gone into a friend's home for a pleasant visit and found yourself ushered into a place designated as 'the drawing room' or 'the parlor?' Immediately your spirits decline as a result of the surroundings and you are likely to start sneezing, as the place is probably airtight and has not been opened since the last visitor was there, such gloomy places kept only for company."

Many homes, the doctor pointed out, have lots of old stuff which is kept for memory's sake, but which should be gotten rid of as quickly as possible. Houses of elderly persons or those who have been married long are the worst. Elderly persons hate to part with anything, but they are the very ones whose failing strength is undermined by the unconscious effect of the hideous household goods.

Many old-time pictures are especially depressing. In the days when the people were singing "The Ship That Never Returned," "Empty is the Cradle, Baby's Gone," and similar songs the walls were hung with "Grant's Bedside," "Garfield's Death," "The Retreat From Moscow," and many other pictures historically correct but far from cheering.

Spare rooms in some of the older homes have been used for storing all the clutter that has been accumulated in years. Furniture that frowns at one by day and groans at one by night would be more pleasing to the guest if it would even jeer once in a while.



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 Next Grand Council Meeting—Jackson.

How It Looks to a Grand Rapids Man.

Grand Rapids, May 6—The Tradesman readers have probably been disheartened as many people have been by reports of speeches on the floor of the Senate and House of the Nation's mistakes and failures during the first year of preparation for war. Most of us imagined that America was such a big Nation, had such big plants in every line of manufacturing activity and had so many big men in the manufacturing world that when it was necessary we could do big things quickly. To the regret of every American we were disappointed in our expectations and the disappointment was greater because of the rosy promises by the heads of departments at Washington. On this account I wish that every reader of the Tradesman could have had the pleasure of a two weeks trip through the Southwestern cantonments, as I have had.

It would put heart into the most discouraged, and my only thought in writing this is to give figures and facts which cannot but help to cheer and comfort those who have become pessimistic. It is hard for us in Michigan to realize the tremendous amount of work that was necessary and has been accomplished. There are

- 32 army camps
- 13 officers' training camps
- 4 naval training stations

The army camps have been built for housing at each camp from ten to 100,000 men, depending upon the camp's location. These were all built in about six months. Men have been trained, uniformed, outfitted and in eight months from the time ground was broken there were 500,000 thousand of them in France.

Those who have been to Camp Custer will realize that the construction of buildings was only a small part of the work. Leveling the ground, putting in streets, sewers, water, etc., was a bigger job than putting up the buildings. In this connection I think that many of us were sorry at the time that more camps were not placed in the North, but if you go South in the winter you will realize that they can train there twelve months in the year, while for three months in the North the men are shovelling snow, and they do not have one-third of the rainy days in the South we have in the North. Of course, it will be hot for two or three months during the summer, but the South is the place for all year training, to my mind.

I mentioned thirty-two camps. We think only of the size of Camp Cus-

ter, but in this list Camp Travis, at San Antonio, is counted as one camp, whereas the following activities are included. This no doubt, is true of many other camps which would probably double or treble the thirty-two camps mentioned. There is at San Antonio:

Kelly Field No. 1 Aviation, housing probably 10,000.

Kelly Field No. 2 Aviation, housing probably 10,000.

Kelly Field No. 3 Aviation, housing probably 10,000.

Brooks Field No. 1 Aviation, housing probably 5,000.

Stimson Field No. 1 Aviation, housing probably 1,000.

Balloon School No. 1, housing probably 1,000.

Balloon School No. 2, housing probably 1,000.

Camp Travis proper, housing 50,000.

Camp Stanley officers' training, housing probably 10,000.

Fort Sam Houston, regular army, housing probably 10,000.

Notwithstanding the reported lack of aeroplanes for shipment abroad each one of these aviation fields apparently have all the planes they need. At one field I saw a hundred planes piled up, not yet unboxed, with the hangers already filled with the planes needed, so there seems to be no lack of planes for practice. At any one of these fields you will see from ten to thirty machines in the air all the time.

Another thing we worry over is the report of deaths of the boys in training. We forget that if you take the percentage it is smaller than the same number taking joy rides with automobiles, but that is no comfort if the boy who falls is your boy. My wife and friends who were in San Antonio all winter say it is wonderful how quickly awkward boys become upstanding, fine, military looking men after two or three weeks' training.

Another thing that pleased me greatly, as it must please fathers and mothers, is that with 125,000 to 150,000 men immediately around San Antonio my friends never saw a man in uniform drunk. Another very noticeable thing about these boys in my trip to Waco, San Antonio, Houston, Galveston and Gerstner Field at Lake Charles: On every train I traveled there were from ten to fifty of these soldier boys and there was a complete absence of horse play, rough talk or rough action. They seemed to realize they were representing the army and were well behaved and gentlemanly. You would be glad to call any one of them as your son. If their conduct here in traveling is a criterion of their behavior in France not only their fathers, mothers, wives and sweethearts will be proud of them, but their conduct will carry with it the respect and admiration of our Allies. Their fine appearance and manly conduct, their alertness of mind which is an asset in their training, makes you forget the discouragements and to be thankful, as I am, to have seen what a fine body of men were going to represent Uncle Sam. They are going, going, going, hardly a night but a train load leaves San

Antonio for the East on the road for France.

If these lines do one-tenth as much for Tradesman readers as my glimpse of the tremendous amount of work accomplished and seeing such great numbers of such splendid looking boys going to the front did to cheer me, I shall be glad. My aim is to give them a glimpse of what I saw.

C. C. Follmer.

The Merchants Association of New York is drafting a comprehensive report on the present efficiency of postal service as the result of an investigation into the mail service conducted carefully over a period of three months. It is said by one who is familiar with the facts that the document will prove to be an eyeopener and come close to a smashing indictment of the postal system as applied to the delivery of mails throughout the country, and the prolonged delay experienced by business firms, besides containing evidence of gross inefficiency.

State Sovereignty may become an issue if one of the latest rulings of the Federal Reserve bank is carried out, namely, granting National banks the right to do a trust company business, irrespective of any state laws to the contrary. The laws in Michigan are quite definite in this respect. An attempt was made two years ago to change the Michigan law in this particular, but failed, the bill being killed in committee. It is probable this will be one of the important subjects for discussion and action at the coming convention of the Michigan Bankers' Association.

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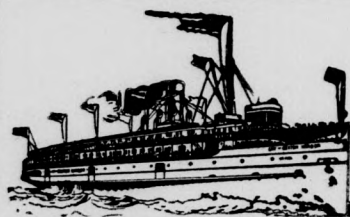
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Gabby Gleanings From Grand Rapids.

Grand Rapids, May 7—The furniture in the Livingston Hotel of Grand Rapids is up for sale for \$10,000. This hotel was formerly very popular with the traveling fraternity. The stock will be sold at \$100 per share and pledges are now being taken for this amount, and to be held only by commercial travelers. This will be the only hotel in the State run by traveling men and a competent manager will be chosen by the stockholders. Pledges for the amount have already been received and we know this will be a successful undertaking.

Grand Rapids Council is getting ready for the Patriotic Parade on Memorial day. This is going to be an important affair, so far as the Council goes. This is the first time No. 131 has ever paraded outside of the Grand Council meetings and each member will be notified to appear on that day. It is to be hoped that every member will turn out that day and with H. W. Harwood, H. F. DeGraff and W. E. Sawyer as the committee we know that the details will be well taken care of.

Arthur N. Borden reports that his son, N. Borden, of Douglas, Ariz., with the U. S. Cavalry, is sick with diphtheria.

La Vern Pilkington left Sunday night for a two weeks' trip to Detroit and the East in the interest of the Royal Chair Co. By the East we guess he means some of those good old towns where one can still rest a weary foot on a perfectly good brass rail.

August Kaser, of the Schmidt Chemical Co., who has been in Buffalo for the past two weeks on business, has returned home to Grand Rapids.

Last Saturday night a committee consisting of Fred Beardslee, Arthur N. Borden and N. Hollis Carley was appointed by the Council to look up some new goats for the work the coming season. The goats of former years have been living on tin cans, but, owing to the scarcity, we find them almost impossible to obtain. The new goats we have in view will be fed on the Kaiser's helmets, as they will be plentiful in the near future, we see no reason why they should go hungry. It is to be hoped that this will stimulate the lodge attendance and the committee promises some great stuff shortly.

George A. Pierce, the well-known medicine peddler, bears such a striking resemblance to a certain railroad official that he is frequently importuned regarding the departure of trains. The singular feature of the situation is that the railway official is a handsome man.

W. I. Epley says that he has not sold the Phoenix Hotel, at Charlotte, and that he has no idea of disposing of the hostelry.

John D. Martin spent several days at Arcadia last week, swapping yarns with the officials of the Arcadia Furniture Co., which he has represented on the road and at the Furniture Exposition here ever since the business was established in 1906. The factory burned last year, but has since been rebuilt on modern plans and with due regard to economical operations and the comfort and health of the employees. The main building is 64 x 240 feet in dimension, three stories. The warehouse is 48 x 176 feet in dimension. The company operates a band mill in connection with the factory, in which it cuts lumber and veneers. The factory is steam heated and electric lighted. The Arcadia Mirror Works manufacture the mirrors used by the furniture factory in another building. Mr. Martin prevailed upon the Arcadia Furniture Co. to make an exhibit at the Grand Rapids Exposition in July.

Women would not shun a drove of mice as some men shun good advice.

A burly man arose in a train that was passing into Kansas from Kansas City, Mo., "Gentlemen," he proclaimed, "I am a sheriff. Please put all your grips out in the aisle so that I can search them." Visions of a jail sentence for having liquor in his possession flashed through the mind of a passenger half way down the car. Convulsively he threw his grip out of the window and sat back, a nervous and thirsty man. When he found that the "sheriff" was only a traveling salesman having fun with evaders of the bone dry law, his nervousness grew upon him and his thirst became a thirst for blood. N. H. Carley.

German Ruthlessness Due to Devil's Logic.

British prisoners recently released by exchange from German camps bring dismal accounts of the atrocities committed upon Italian prisoners in Germany. It is only recently that Germany has definitely declared a state of war with Italy, fought on the Italian front, and taken Italian prisoners.

The arrival of these Italian prisoners in Germany seems to have fanned up again the embers of cruelty and malice. The evidence of atrocious barbarism on the part of their German captors tells always the same story of systematic starvation of the Italians, and of brutal attacks upon them with the bayonet when hunger drove them to despair.

At Lagenzala camp a convoy of Italian prisoners was brought in. They had been on the road for three days with nothing to eat. When the poor, starving soldiers rushed at the soup that was brought near them they were attacked with the bayonet and several were killed. From Dulmen camp, Cassel camp, Mannheim camp, and other German prisoner of war centers similar accounts come.

It had been hoped that the German authorities had become tired of perpetrating atrocities, just as the whole civilized world has become tired of hearing of them. Without a doubt it has been proved that atrocities do not pay. The Germans entered upon the war with a definite theory that "frightfulness" was a good weapon. Arguing on the lines of a perverse and diabolic logic, they came to the conclusion that victory could be most easily won by that nation which threw aside most of the humane limitations of civilized warfare and made campaigns as "frightful" as possible to the non-combatant populations of hostile nations.

Experience has proved that this was the devil's logic and against human nature. Germany has not frightened a single nation out of the field by frightfulness, but on the other hand she has brought into the field against her nations that wished to keep out of the war, but have been forced to take up arms because German ruthlessness threatened the existence of civilization.

Lately, with the certainty that "frightfulness" does not pay, there seemed a hope of some amendment of the German method of war. This fresh outburst of mean, useless malice against helpless Italian prisoners destroys that hope. It is evident that the German system of warfare has so

roused the tiger and the ape in some of the German people that in the future we must expect atrocities for atrocity's sake. They cannot be excused on the ground that it is hoped military advantage may accrue from them; they can be explained in no other way than as exhibitions of unrestrained spitefulness.

It is not flattering to our common human nature, to our laboriously reared civilization, that to-day, after twenty centuries of Christianity, a great nation should show such a general degradation of mind as to sanction these atrocities. But unfortunately the fact has to be recognized that human beings can be led towards evil as easily as towards good; that the same human nature which under noble and generous guidance is capable of coming close to the divine, can be perverted by evil leadership into a line of conduct that would make a flock of wolves ashamed.

The fitting answer to these German atrocities, which have stained the war from the first invasion of Belgium, is neither a weak repining and scolding nor a degradation of our own standards by retorting in kind. It is useless to "unpack our hearts with words;" worse than useless to attempt to counter atrocity with atrocity. We must set our hearts with a grimmer resolve than before to put an end once and for all to the system which has made these things possible.

The Prussian military despotism has dragged a whole people in chains to a region of thought more savage than any that has attempted to dominate the world since the days of the Tartar hordes. We must strike off those chains for the sake of our own safety and for the sake of the humane element surviving in the German people.

Frank Fox.

William Judson's Greeting to Michigan Wholesale Grocers.

I have supreme faith in the business sense of the Michigan wholesale grocers. I expect them to always use good common sense in the conduct of their important business. No business is more important, no trade concerns the welfare of the public or relates so closely to their health as the food business.

You cannot make me believe that the sturdy figures who have for the last thirty years won a place for us as one of the three or four greatest trade powers in the world will ever be stampeded into fear or uncertainty on account of what competition will do to them.

As my mind travels back over the last third of a century, I feel deeply grateful to the splendid men who have now gone forever. They left to us a heritage and a responsibility which we are carrying with wisdom and with dignity. It is our duty and it will be our policy to continue in ever progressive steps. Just now we are in abnormal times. Our food lines are under necessary war control. It is, indeed, fortunate that we had at hand an organization, both State and National, that so quickly caught step with and held up the hands of our food administration at Washington.

The Michigan wholesale grocer will find perfectly normal ways of holding his own in every market within his legitimate geographical territory without recourse to any selfish schemes designed to hoodwink his commercial brother. Our trouble now is to satisfy the tremendous demand for our goods and the words "Equitable Distribution" should enter into all of our aims and policies.

The one thought I would leave with you is that we need have no fear of what any competitor may accomplish to our disadvantage and, therefore, we should maintain the dignity of our profession and continue always to stand for the splendid policies that have always controlled the Michigan Wholesale Grocers' Association.

Annual Convention of Michigan Division, T. P. A.

Grand Rapids, May 7—About 100 delegates from their respective posts in Grand Rapids, Detroit and Kalamazoo will attend the tenth annual convention of the Michigan State Division, T. P. A., which will be held in the Pantlind Hotel on Saturday, May 11, at 3 o'clock in the afternoon.

The regular business of the State Division will be conducted at this meeting. Among the principal features are the election of State officers and directors for the ensuing year. Delegates will also be chosen to attend the National convention which will be held in St. Louis from June 10 to 15.

The Michigan State Division has 673 members, of which 522 belong to Post A in Grand Rapids, ninety-two to Post B in Detroit and fifty-nine to Post C in Kalamazoo. New posts are under construction and within the near future posts will be established in Battle Creek, Benton Harbor, Muskegon and Traverse City.

During the fiscal year which ended April 30 thirty-three claims for accidents indemnity were paid out, amounting to over \$4,000, with several claims still pending. All of the claims were paid promptly and not a one was turned down. One hundred and sixty-four new applications were written during the past year. The Service flag shows twenty-four stars, headed by Captains Louis E. Schoone and Geo. H. Curry.

At 8 o'clock in the evening the delegates will join their ladies in the parlors of the Pantlind to attend the annual ball given by Post A. Fred Z. Pantlind is general chairman for the evening, assisted by a sub-committee, of which Mrs. Clarence I. Williams is chairman, assisted by Mrs. A. D. Carrel, Mrs. E. E. Pilgram, Mrs. Clyde Seiple, Mrs. Jack E. Laramy, Mrs. E. W. Munshaw, Mrs. H. E. Rason, Mrs. A. E. Blow, and twenty-five ladies on the reception committee.

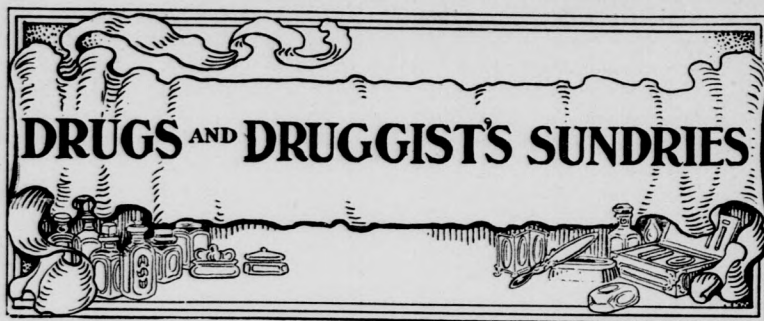
Tuller's orchestra has been engaged and the music will be of a purely military character. The display of the National colors will be a great feature. The committee is promising lots of surprises, which will all be in line of the present patriotic and military situation.

Boy scouts will be on guard at the doors to assist in taking up the tickets and refreshments will be served by the boy scouts of Grand Rapids.

Friends and prospective members are welcome, the sale of tickets for the ball are in the hands of the committees or can be purchased from Fred Z. Pantlind, the general chairman.

The surplus above the actual expenses will be invested in the purchase of additional third Liberty loan bonds, to which the Michigan Division has already subscribed.

E. E. Pelgram, Sec'y.



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.

Making Use of Spare Time in the Drug Store.

There comes a period when there is more or less spare time in the drug store on account of a certain slackness in trade. Many druggists take this time of year to go over their stock, take inventory if they have not already done so, and catch up their manufacturing, or perhaps just take it easy.

Here, as elsewhere, it is impossible to expect a harvest unless you plant the seed, and these quiet days are seed-sowing times for future trade-getting and profit-making. Here are a few practical ways of making spare time in the drug store change into cash in months to come.

As the proprietor of the establishment, it is your business and mine to plan out the nature of the work to be done by each member of the staff. What depends upon every one to do is likely to go undone, yet if a specific task is given to one individual, that individual can be held accountable and will take a pride in making a good showing. Let us suppose for the sake of illustration that the store force consists of proprietor, head clerk, assistant clerk, a girl on the sundries, a porter, and a book-keeper.

It is going to be my purpose as proprietor to see that every one is given the work he or she can do best and to require it done in a certain time. We will suppose that we devote a month to this preparatory campaign extending from the first of March to the first of April. I will have a talk with the store force and tell them that we must get everything into first class shape for a big spring business; that not only must we put our own house in shape, but we must prepare to reach out and win new customers as far as we can. After giving a little glimpse of what I hope to do I will ask each one to co-operate with me and show just how much he or she can do.

After this I will have a talk individually with each one of my employees. The head clerk will come first. I will ask him to go over the prescription counter, stock room, and

the store shelving and cases on a special tour of inspection and to come to me and make or present in writing any suggestions he has for improvement in the way of rearrangement. I will point out to him that it may be possible to condense stock and to make room for a side line or to save steps by a little wise shifting of goods. The reason I will call for suggestions before he goes ahead is that I may thoroughly understand and approve of what he proposes to do. Then, too, I may not think best for him personally to put into operation all of the good suggestions he offers. It may be that some one else can do part of that work quite as well and save his time. I will ask him to make suggestions as to increasing our prestige with physicians, nurses, and patrons generally, and if I feel very opulent I may offer a dollar for each suggestion I use. In short, my idea with the head clerk is this: he has had some experience; he has worked in different places; he is a registered prescription man. All of which proves that he has ability and some executive capacity. I want to make use of it as far as I can.

Certain parts of the work or rearrangement must of necessity devolve upon him. It may be the installation of a poison cabinet, a new system of boxing, labeling, and cataloguing the dry herbs, a method of taking care of the prescriptions, or some needed work upon the prescription desk. There is hardly a store anywhere but what will be improved by thoughtful attention once a year to its every-day details.

Next I will assign to the assistant clerk certain sections he is to arrange and put in order. I will outline what I want done in the way of overhauling the cold soda fountain for the coming summer's trade. I will ask him to send for catalogues of apparatus and supplies and to be ready to suggest to me what we could do at reasonable cost to improve our service. He will take an interest because of the responsibility I am placing in him and section by section can go over the cases and shelves and not only the contents but the outside as well, cleaning and polishing. If there is anything to be done in the way of interior decoration or carpentry work this should be attended to before fixtures are cleaned and polished.

The girl on the sundry goods is wondering by this time what her part will be. She knows that her cases are in nice order and her goods well in hand, but I have plans for her. First of all I shall give her several half days off in which to study the sundry de-

partments in other drug stores and department stores. This will be as profitable for me as it is for school boards to give teachers regular visiting days. I will ask her also to look up the specialties used by the beauty parlors in town and perhaps pay to have her have a manicure here and a shampoo there that she may create a friendly feeling for the store. The women folks in my home can also help out here and before the month is over I shall hope to have made a permanent customer of each beauty parlor proprietor.

Then, too, I am going to make a special effort to gain the trade of mothers and babies. Baby Week is coming and I want to conserve all of the educational work done in preparation for that time and following it. I shall ask the young lady in my employ to make a list of the birth registry for the past three months and to keep in touch with it in future month by month, sending a form letter and some little gift to each new baby. It may be a tiny can of talcum, a cunning little powder puff, or a rattle. I shall not expect that every person so approached will trade with me. If I get one in ten I will do well. I will enclose a list of the baby articles I have on hand—nursing bottles, nipples, breast pumps, but water bags, syringes, baby foods, alcohol stoves, thermos bottle, sponges, fine soaps, talcums, brushes, combs, olive oil, boric acid, etc., etc. I will also ask the young lady to make suggestions after babies a year old, two years old, children of kindergarten age, etc., etc. Then, too, she should have some idea on the best way to stimulate the perfume, tooth brush, toilet soap, face powder trade. How can they be reached? How can we best make mail order lists of people using this sort of thing?

I will ask her also to bring me some form letters if she is clever at that sort of thing and perhaps I will use some of them. Maybe I will only use one phrase in a letter, but my idea will be to get the feminine viewpoint if I can. She is going to have her hands full making out these lists, sending out the proper kind of advertising matter, devising plans to win the housecleaning trade, and perhaps getting together an assortment of goods for a special Clearance Sale.

The porter will have his hands full sorting and arranging the basement, aggregating supplies of a different kind, getting out and cleaning jugs and empties to return, and getting things ready for sale of which I want to dispose. There is that twenty foot sign which I replaced with a thirty foot one. A sign man should be able to make use of it. There are a couple of cases no longer used to good purpose. There are three hundred books left from the Circulating Library discontinued a year ago, and a number of tables of stuff which could be sold in exchange for salable supplies. Oh, yes; the porter has all he can do.

The book-keeper needn't think that she is going to get off scot free for I am going to have an Expert Accountant come in for a day—what if

he does charge ten dollars or even twenty for his time—and have him go over the system with her and suggest improvements—ways and means by which the system may be simplified, time saved, or better results achieved. I want a perpetual inventory system; I want a monthly inventory of bills payable, and a lot of other things, which will keep me in touch with what my business is doing. I don't know just how to go at it and before I employ the Expert Accountant I will find out whether he does or not.

Then I am going to point out to the book-keeper that in sending out the bills each month there must be a piece of advertising matter put in which can be carried for the same postage and I am going to ask her to map out such advertising matter as she thinks would bring in returns. As she makes the charges, she should know what people come in person and what they telephone for. I would tell her that I am willing to have some slips printed or letters duplicated for enclosure. Let one month's drive be on prescriptions, another on rubber goods, another on toilet goods, etc., etc. Get her to plan out with you a business-bringing series of leaflets. These are not expensive and you can educate people to read them. They can also be enclosed in packages going out of the store.

Now, that I have laid the work out for the other people, what am I going to do myself? Well, first of all, I shall have an eye on everybody else and be ready to give advice, suggestion, or encouragement where needed. I shall do some observing of other drug stores myself; I will look over the drug journals in the field and see if there are any which I should have regularly that I have been overlooking; I shall examine each department of my business and discover whether I am entertaining a star boarder in the shape of one that is more ornamental than profitable; I shall make a study of markets; I shall set the example of promptness and enthusiasm, and in addition to that I shall try some ways and means for reaching and winning more trade. I don't want any of my employees to show themselves more resourceful than I am in this respect and I shall estimate the population in my territory, the probable amount each spends in a drug store, and discover whether or not I am getting my proportional part of the entire business.

In short I shall aim to put my store in shape to increase the friendly feeling for the store and its patronage, and to plan an up-to-date business campaign for the coming spring and summer which will not all depend upon me, but will interest and engage the attention of every one of my assistants to good purpose.

This, I am sure you will agree with me, will be making good use of the dull days just ahead.

Wilmot Russell.

A dollar hoarded is a slacker; a dollar wasted is a traitor; a dollar saved is a patriot.

Instructions Regarding Storage of Flours and Meals.

Washington, May 6—If not properly cared for, hot weather frequently produces spoilage in certain flours and meals, especially those which contain a high percentage of fats, moisture or the outer coatings of the grain. To prevent such losses, particularly at this time when breadstuffs are so essential to ourselves and the Allies, the following instructions for the storing of these flours and meals are given:

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

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

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

Care should be also taken of potatoes, as they will rot and begin to sprout in warm weather. If the po-

tatoes begin to sprout it is well to go over them and remove the sprouts, which may easily be done by rubbing, the clean potatoes being transferred into new containers, or by shoveling them over inclines made of three-quarter-inch wire screening. This should have sufficient pitch to permit the potatoes to roll into another bin. At the same time any potatoes which have rotted may be removed.

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

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

Herbert Hoover.

Dried Black Grapes Not Licensed.

Raisins are a licensed commodity, but dried black grapes are not raisins and they are not subject to license.

A Kalamazoo undertaker advertises that he has a new hearse which is "comfortable, roomy, and easy riding." He doubtless believes that if a man tries it once he will use no other.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cubebs	9 25@9 50	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
Carbonic	78@ 81	Hemlock, pure ..	1 75@2 00	Catechu	@1 60
Citric	1 10@1 15	Juniper Berries ..	17 50@17 75	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	Cubeb	@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 60
Tartaric	1 05@1 10	Lavender, Gar'n ..	1 25@1 40	Ginger	@2 50
Ammonia		Lemon	2 00@2 25	Guaiac	@1 90
Water, 26 deg.	12@ 20	Linseed, boiled bbl.	@1 61	Guaiac, Ammon.	@1 80
Water, 18 deg.	10 1/2@ 18	Linseed, bbl. less 1	71@1 75	Iodine	@1 80
Water, 14 deg.	9 1/2@ 17	Linseed, raw, bbl. ..	@1 60	Iodine, Colorless	@1 75
Carbonate	16 @ 20	Linseed, rw. less 1	70@1 75	Iron, clo.	@1 65
Chloride	63 @ 70	Mustard, true, oz. ..	@2 25	Kino	@2 50
Balsams		Mustard, artifl. oz. ..	@2 00	Myrrh	@2 50
Copaiba	1 40@1 65	Neatsfoot	1 80@1 95	Nux Vomica	@2 50
Fir (Canada) ..	1 25@1 50	Olive, pure	5 50@6 50	Opium	@9 50
Fir (Oregon) ..	40@ 50	Olive, Malaga,	4 25@4 50	Opium, Camph.	@1 90
Peru	5 25@5 50	Olive, Malaga,	4 25@4 50	Opium, Deodorz'd	@9 50
Tolu	1 75@2 00	Orange, Sweet	3 25@3 50	Rhubarb	@1 65
Barks		Origanum, pure	@2 50	Paints	
Cassia (ordinary) ..	35@ 40	Origanum, com'l ..	@2 75	Lead, red dry ..	12 1/4@12 3/4
Cassia (Saigon) ..	90@1 00	Pennyroyal	2 25@2 50	Lead, white dry ..	12 1/4@12 3/4
Elm (powd. 35c) ..	30@ 35	Peppermint	4 25@4 50	Lead, white oil ..	12 1/4@12 3/4
Sassafras (pow. 35c)	@ 30	Rose, pure	30 00@32 00	Ochre, yellow bbl. ..	@ 1 1/2
Soap Cut (powd.) ..	27@ 30	Rosemary Flows 1	50@1 75	Ochre, yellow less 2	@ 5
35c	27@ 30	Sandalwood, E.	17 50@17 75	Putty	3 1/4@ 6
Berries		Sassafras, true	2 75@3 00	Red Venet'n bbl. ..	1 1/2@ 5
Cubeb	1 60@1 70	Sassafras, artifl ..	65@ 85	Red Venet'n less ..	2@ 5
Fish	30@ 35	Spearment	4 75@5 00	Vermillion, Amer. ..	25@ 30
Juniper	9@ 15	Sperm	2 70@2 80	Whiting, bbl.	@ 3
Prickley Ash	@ 30	Tansy	4 25@4 50	Whiting	3 1/4@ 6
Extracts		Tar, USP	45@ 60	L. H. P. Prep'd. 2	40@2 75
Licorice	60@ 65	Turpentine, bbls.	@ 50	Miscellaneous	
Licorice powd.	1 05@1 10	Turpentine, less.	54@ 59	Acetanalid	1 10@1 20
Flowers		Wintergreen, tr. 5	50@5 75	Alum	12@ 15
Arnica	1 50@1 75	Wintergreen, sweet ..	4 00@4 25	Alum, powdered and	
Chamomile (Ger.) ..	75@1 00	Wintergreen art 1	25@1 50	ground	14@ 17
Chamomile Rom.	1 75@2 00	Wormseed	12 00@12 25	Bismuth, Subni-	
Gums		Wormwood	6 00@6 25	trate	4 00@4 10
Acacia, 1st	75@ 80	Potassium		Borax xtal or	
Acacia, 2nd	65@ 70	Bicarbonate	1 90@2 00	powdered	10@ 15
Acacia, Sorts	40@ 50	Bichromate	60@ 70	Cantharides po 2	00@6 50
Acacia, powdered ..	60@ 70	Bromide	1 80@2 10	Calomel	2 56@2 60
Aloes (Barb. Pow) ..	30@ 40	Carbonate	1 85@2 00	Capsicum	35@ 40
Aloes (Cape Pow) ..	25@ 30	Chlorate, gran'r ..	95@1 00	Carmine	6 50@7 00
Aloes (Soc. Pow. 80)	@ 75	Chlorate, xtal or ..	70@ 75	Cassia Buds	@ 40
Asafoetida,	@2 25	Cyanide	70@ 90	Cloves	77@ 85
Asafoetida, Powd. ..	@2 50	Iodide	4 59@4 66	Chalk Prepared ..	12@ 15
Pure	@2 50	Permanaganate	5 50@5 60	Chalk Precipitated	10@ 15
Campnor	1 35@1 40	Prussiate, yellow ..	@1 75	Chloroform	90@ 97
Guaiac	@ 90	Prussiate, red	3 75@4 00	Chloral Hydrate 2	17@2 27
Guaiac, powdered ..	@ 1 00	Sulphate	@ 90	Cocaine	13 05@13 60
Kino	70@ 75	Roots		Cocoa Butter	50@ 60
Kino, powdered ..	75@ 80	Alkanet	3 25@3 50	Corks, list, less 55%	
Myrrh	@ 65	Blood, powdered ..	30@ 35	Copperas, bbls.	@ 3
Myrrh, powdered ..	@ 70	Calamus	50@3 50	Copperas, less	3 1/2@ 8
Opium	33 00@33 50	Campanpane, pwd. ..	13@ 20	Copperas, powd.	4@ 10
Opium, powd.	36 00@36 50	Gentian, powd.	25@ 30	Corrosive Sublim. 2	30@2 40
Opium, gran.	36 00@36 50	Ginger, African, ..	25@ 30	Cream Tartar	78@ 85
Shellac	85@ 90	powdered	25@ 30	Cuttlebone	75@ 80
Shellac, Bleached ..	90@ 95	Ginger, Jamaica ..	30@ 35	Dextrine	10@ 15
Tragacanth	2 50@3 00	powdered	22@ 30	Dover's Powder 5	75@6 00
Tragacanth powder ..	2 50	Goldenseal pow. 8	00@8 29	Emery, All Nos.	10@ 15
Turpentine	15@ 20	Ipecac, powd.	4 00@4 25	Emery, Powdered ..	8@ 10
Insecticides		Licorice	38@ 40	Epsom Salts, bbls. ..	4@ 4 1/2
Arsenic	20@ 30	Licorice, powd.	32@ 40	Epsom Salts, less 5	@ 8
Blue Vitriol, bbl. ..	@11 1/4	orris, powdered ..	40@ 45	Ergot	1 25@1 50
Blue Vitriol, less ..	12@ 20	Poke, powdered	20@ 25	Ergot, powdered 2	75@3 00
Bordeaux Mix Dry ..	20@ 25	Rhubarb	75@1 25	Flake White	15@ 20
Hellebore, White ..	38@ 45	Rhubarb, powd.	75@1 25	Formaldehyde, lb. ..	23@ 30
Insect Powder	40@ 60	Rosinweed, powd.	25@ 30	Glassware, full ca.	1 75@1 90
Lead, Arsenate Po ..	34@ 44	Sarsaparilla, Hond.	75@ 80	Glassware, less 50%	
Lime and Sulphur ..	20@ 35	ground	75@ 80	Glauber Salts, bbl.	@ 2 1/2
Paris Green	48 1/2@54 1/2	Sarsaparilla Mexican,	1 00@1 10	Glauber Salts, less 3 1/2	@ 7
Ice Cream		Squills	35@ 40	Glue, Brown	25@ 35
Piper Ice Cream Co.,		Squills, powdered ..	45@ 65	Glue, Brown Grd. ..	25@ 35
Kalamazoo		Tumeric, powd.	20@ 25	Glue, White	30@ 35
Bulk Vanilla	95	Valerian, powd.	@1 00	Glue, White Grd. ..	30@ 35
Bulk Special Flavored	1 00	Seeds		Glycerine	78@ 95
Brick, Plain	1 20	Anise	42@ 45	Hops	60@ 75
Brick, Fancy	1 60	Anise, powdered ..	47@ 50	Iodine	5 60@5 90
Leaves		Bird, Is	13@ 19	Iodoform	6 59@6 74
Buchu	1 85@2 00	Canary	20@ 25	Lead, Acetate	21@ 25
Buchu, powd'r'd ..	2 00@2 10	Caraway	85@ 90	Lycopodium	2 25@2 50
Sage, bulk	67@ 70	Cardamon	1 80@2 00	Mace	85@ 90
Sage, 1/4 loose	72@ 78	Celery (Powd. 65) ..	55@ 60	Mace, powdered ..	95@1 00
Sage, powdered	55@ 60	Coriander	36@ 45	Menthol	4 50@4 75
Senna, Alex	1 40@1 50	Dill	30@ 35	Morphine	16 60@17 00
Senna, Tinn.	40@ 45	Fennell	90@1 00	Nux Vomica	22 1/2@ 30
Senna, Tinn. pow. ..	50@ 55	Flax	10@ 14	Nux Vomica, pow. ..	@ 20
Uva Ursi	22@ 25	Flax, ground	10@ 14	Pepper, black pow. ..	35@ 40
Oils		Foenugreek pow.	19@ 25	Pepper, white	@ 45
Almonds, Bitter, ..	18 50@18 75	Hemp	8 1/2@ 12	Pitch, Burgundy ..	@ 15
true	18 50@18 75	Lobelia	40@ 50	Quassia	12@ 15
Almonds, Bitter, ..	7 00@7 20	Mustard, yellow ..	25@ 30	Quinine	1 00@1 05
artificial	7 00@7 20	Mustard, black	25@ 30	Rochelle Salts ..	54@ 60
Almonds, Sweet, ..	1 35@1 60	Mustard, powd.	28@ 35	Saccharine, oz.	@1 75
true	1 35@1 60	Poppy	@1 00	Salt Peter	38@ 45
Almonds, Sweet, ..	65@ 75	Quince	1 40@1 50	Seidlitz Mixture ..	45@ 50
imitation	65@ 75	Rape	15@ 20	Soap, green	20@ 30
Amber, crude	2 00@2 25	Sabadilla	@ 35	Soap mott castile 2 1/2	@ 25
Amber, rectified ..	2 50@2 75	Sabadilla, powd.	35@ 45	Soap, white castile	@27 00
Anise	2 00@2 25	Sunflower	8 1/2@ 12	case	
Bergamont	8 00@8 25	Worm American	@ 15	Soap, white castile	
Cajeput	1 35@1 60	Worm Levant	1 00@1 10	less, per bar	@2 75
Cassia	3 50@3 75	Tinctures		Soda Ash	4 1/2@ 10
Castor	3 40@3 55	Aconite	@1 65	Soda Bicarbonate 3 1/2	@ 7
Cedar Leaf	1 75@2 00	Aloe	@1 35	Soda, Sal	2@ 5
Citronella	1 00@1 25	Arnica	@3 15	Spirits Camphor ..	@1 25
Cloves	4 50@4 75	Asafoetida	@4 40	Sulphur, roll	4 1/2@ 10
Cocanut	40@ 50	Belladonna	@2 85	Sulphur, Subl.	5@ 10
Cod Liver	5 60@5 75	Benzoin	@2 50	Tamarinds	15@ 20
Cotton Seed	2 00@2 10	Benzoin Compo'd ..	@3 80	Tartar Emetic	@ 90
Croton	2 00@2 25	Buchu	@2 40	Turpentine, Ven.	50@4 75
		Cantharides	@3 90	Vanilla Ex. pure 1	50@2 00

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

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

Puffed Rice
Puffed Wheat
Rolled Oats
Starch

DECLINED

No. 10 Tomatoes

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

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

BAKED BEANS
No. 1, per doz. 1 35
No. 2, per doz. 2 25
No. 3, per doz. 3 60

BATH BRICK
English 95

BLUING
Jennings'
Condensed Pearl Bluing
Small, 3 doz. box 2 25
Large, 2 doz. box 2 60

BREAKFAST FOODS
Bear Food, Pettijohns 2 85
Cracked Wheat, 24-2 4 60
Cream of Wheat 7 50
Quaker Puffed Rice 4 35
Quaker Puffed Wheat 4 35
Quaker Brkfst 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 50
Shred Wheat Biscuit 4 25
Triscuit, 18 2 25
Pillsbury's Best Cer'l 2 50
Post Toasties, T-2 4 10
Post Toasties, T-3 4 10
Post Tavern Porridge 2 80

BROOMS
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

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

BUTTER COLOR
Dandelion, 25c size 2 00

CANDLES
Paraffine, 6s 12 1/2
Paraffine, 12s 13 1/2
Wicking 65

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 3 00

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

Corn
Fair 1 85
Good 1 85
Fancy 1 85

French Peas
Monbadon (Natural)
per doz. 1 35
Gooseberries
No. 2, Fair 1 35
No. 2, Fancy 1 35

Hominy
Standard 1 25

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

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

Mushrooms
Buttons, 1/2s 2 80
Buttons, 1s 2 50
Hotels, 1s 4 44

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

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

Peas
Marrowfat 1 35@1 55
Early June 1 60@1 70
Early June siftd 1 70@1 85

Peaches
Pie 1 50@1 75
No. 10 size can pie 4 25

Pineapple
Grated 1 75@2 10
Sliced 1 45@2 60

Pumpkin
Fair 1 30
Good 1 40
Fancy 1 50
No. 10 4 00

Raspberries
No. 2, Black Syrup 2 40
No. 10, Black 10 50
No. 2, Red Preserved 3 00
No. 10, Red, Water 10 50

Salmon
Warrens, 1 lb. Tall 3 35
Warrens, 1 lb. Flat 3 45
Red Alaska 2 85
Med. Red Alaska 2 60
Pink Alaska 2 20

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

Sauer Kraut
No. 3, cans 1 65
No. 10, cans 1 65

Shrimps
Dunbar, 1s doz. 1 50
Dunbar, 1 1/2s doz. 2 80

Succotash
Fair 1 30
Good 1 40
Fancy 1 50

Strawberries
Standard 2 50
Fancy 2 90

Tomatoes
No. 1 1 40
No. 2 1 75
No. 10 8 00

Tuna
Case
1/4s, 4 doz. in case 4 50
1/2s, 4 doz. in case 7 50
1s, 4 doz. in case 10 00

CATSUP
Van Camp's, 1/2 pints 1 90
Van Camp's pints 2 85

CHEWING GUM
Adams Black Jack 65
Adams Sappota 70
Beeman's Pepsin 65
Beechnut 70
Doublemint 67
Flag Spruce 65
Hershey Gum 60
Juicy Fruit 67
Sterling Gum Pep. 65
Spearment, Wrigleys 67
Spearment, 6 box jars 3 85
Yucatan 65
Zeno 65
O. K. Gum 70
Wrigleys (5 box asstd.) 65

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

CLOTHES LINE
Per doz.
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

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10
No. 20, each 100ft. long 1 00
No. 19, each 100ft. long 2 10

COCOA
Baker's 39
Bunte, 10c size 38
Bunte, 1/2 lb. 2 00
Bunte, 1 lb. 4 20
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 33
Epps 42
Hershey's 1/4s 32
Hershey's 1/2s 30
Huyler 36
Lowney, 1/4s 38
Lowney, 1/2s 37
Lowney, 1/2s 37
Lowney, 5 lb. cans 37
Van Houten, 1/4s 12
Van Houten, 1/2s 18
Van Houten, 1s 36
Van Houten, 1s 65
Wan-Eta 36
Webb 33
Wilbur, 1/4s 33
Wilbur, 1/2s 32

COCOANUT
Dunham's per lb.
1/4s, 5 lb. case 32
1/4s, 5 lb. case 31
1/4s, 15 lb. case 31
1/4s, 15 lb. case 30
1s, 15 lb. case 29
1s & 1/2s, 15 lb. case 30
5 and 10c pails 4 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

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 22
Peaberry 23
Maracaibo
Fair 24
Choice 25
Mexican
Choice 25
Fancy 26
Guatemala
Fair 25
Fancy 26

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

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

Bogota
Fair 24
Fancy 26
Exchange Market, Steady
Spot Market, Strong

Package
New York Basis
Arbuckle 21 00
McLaughlin's XXXX
McLaughlin's XXXX

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

Extracts
Holland, 1/2 gro. bxs. 1 30
Felix, 1/2 gross 1 15
Hummel's foil, 1/2 gro. 85
Hummel's tin, 1/2 gro. 1 43

CONDENSED MILK
Carnation, Tall 5 50
Carnation, Baby 4 85
Hebe, Tall 5 00
Hebe, Baby 4 90
Pet, Tall 5 50
Pet, Baby 3 60
Van Camp, Tall 5 50
Van Camp, Baby 3 60

CONFECTIONERY
Stick Candy Pails
Horehound 18
Standard 18
Jumbo 19
Big Stick 19

Mixed Candy
Broken 18
Cut Loaf 19
French Cream 20
Grocers 20
Kindergarten 20
Leader 18
Monarch 16
Novelty 19
Paris Creams 22
Premio Creams 24
Royal 17
Special 17
X L O 16

Specialties
Auto Kisses (baskets) 21
Bonnie Butter Bites 23
Butter Cream Corn 24
Caramel Bon Bons 22
Caramel Croquettes 21
Cocoanut Waffles 20
Coffy Toffy 26
National Mints 7 lb tin 26
Fudge, Walnut 22
Fudge, Choc. Peanut 21
Fudge, White Center 21
Fudge, Cherry 22
Fudge, Cocomat 22
Honeysuckle Candy 22
Iced Maroons 22
Iced Orange Jellies 19
Italian Bon Bons 20
AA Licorice Drops 24
5 lb. box 1 85
Lozenges, Pep. 21
Lozenges, Pink 21
Manchus 20
Molasses Kisses, 10
lb. box 22
Nut Butter Puffs 22
Star Patties, Asst. 24

Chocolates
Assorted Choc. 23
Amazon Caramels 25
Champion 22
Choc. Chips, Eureka 27
Eclipse, Assorted 23
Klondike Chocolates 27
Nabobs 27
Nibble Sticks, box 1 75
Nut Wafers 27
Ocoro Choc Caramels 25
Peanut Clusters 31
Quintette 23
Regina 21
Star Chocolates 23

Pop Corn Goods
Cracker-Jack Prize 4 40
Checkers Prize 4 40

Cough Drops
Putnam Menthol 1 35
Smith Bros. 1 35

COOKING COMPOUNDS
Crisco
36 1 lb. cans 10 25
24 1 1/2 lb. cans 10 25
6 6 lb. cans 10 25
4 9 lb. cans 10 25

Mazola
5 1/2 oz. bottles, 2 doz. 2 60
Pints, tin, 2 doz. 7 50
Quarts, tin, 1 doz. 7 00
1/2 gal. tins, 1 doz. 13 25
Gal. tins, 1/2 doz. 12 80
5 Gal. tins, 1-6 doz. 18 50

NUTS—Whole
Almonds, Tarragona 21
Almonds, California
soft shell Drake 18
Brazil 18
Filberts 20
Cal. No. 1 S. S. 34

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

Shelled
No. 1 Spanish Shelled
Peanuts 16 @16 1/2
Ex. Lg. Va. Shelled
Peanuts 16 1/2 @17
Peanut Halves @90
Walnut Halves @70
Filbert Meats @42
Almonds @60
Jordan Almonds

Peanuts
Fancy H P Suns
Raw 17 @17 1/2
Roasted 19 @19 1/2
H P Jumbo
Raw 18 @18 1/2
Roasted 20 @20 1/2
Spanish Shelled,
No. 1 17 @17 1/2

CREAM TARTAR
Barrels or Drums 66
Boxes 70

DRIED FRUITS
Apples
Evap'd, Choice, blk @16
Evap'd Fancy blk. @
Apricots @21
California Citron 18 @21

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

Peaches
Muirs—Choice, 25 lb. 12
Muirs—Fancy, 25 lb. 13
Fancy, Peeled, 25 lb. 16

Peel
Lemon, American 22
Orange, American 23

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

California Prunes
90-100 25 lb. boxes @08 1/4
80-90 25 lb. boxes @09
70-80 25 lb. boxes @10
60-70 25 lb. boxes @11
50-60 25 lb. boxes @12 1/2
40-50 25 lb. boxes @13

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

Farina
25 1 lb. packages 2 65
Bulk, per 100 lb. 2 65

Original Holland Rusk
Packed 12 rolls to container
3 containers (36) rolls 4 32

Hominy
Pearl, 100 lb. sack 6 1/2

Macaroni
Domestic, 10 lb. box 1 30
Imported, 25 lb. box 1 87 1/2
Skinner's 24s, case 1 87 1/2

Pearl Barley
Chester 7 25
Portage 8 50

Peas
Green, Wisconsin, lb. 11
Split, lb. 10 1/2

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

Tapioca
Flake, 100 lb. sacks 15
Pearl, 100 lb. sacks 15
Pearl, 36 pkgs. 2 75
Minute, 10c, 3 doz. 3 55

FISHING TACKLE
Cotton Lines
No. 2, 15 feet 10
No. 3, 15 feet 11
No. 4, 15 feet 12
No. 5, 15 feet 14
No. 6, 15 feet 15

Linen Lines
Small, per 100 feet 50
Medium, per 100 feet 55
Large, per 100 feet 65

Floats
No. 1 1/2, per dozen 13
No. 2, per dozen 15
No. 3, per dozen 20

Hooks—Kirby
Size 1-12, per 100 8
Size 1-0, per 100 9
Size 2-0, per 100 10
Size 3-0, per 100 11
Size 4-0, per 100 14
Size 5-0, per 100 15

Sinkers
No. 1, per gross 60
No. 2, per gross 60
No. 3, per gross 60
No. 4, per gross 75
No. 5, per gross 80
No. 6, per gross 90
No. 7, per gross 1 25
No. 8, per dozen 1 65
No. 9, per gross 2 40

Old Wool
75 @2 00
Lambs 50 @1 50
Shearings 50 @1 50

Tallow
Prime @13
No. 1 @12
No. 2 @11

FLAVORING EXTRACTS
Jennings D C Brand
Pure Vanilla
Terpeness
ire Lemon

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

FLOUR AND FEED
Grand Rapids Grain &
Milling Co.
Winter Wheat
Purity Patent 12 00
Fancy Spring 12 50
Wizard Graham 11 70
Wizard, Gran. Meal 12 00
Wizard Buckw't cwt. 8 00
Rye 14 50

Valley City Milling Co.
Lily White 12 25
Graham 5 70
Granena Health 5 80
Gran. Meal 6 20
Bolted Meal 5 70

Watson-Higgins Milling Co.
New Perfection 11 60
Worden Grocer Co.
Quaker, 1/4s cloth None
Quaker, 1/4s cloth None
Quaker, 1/4s cloth None
Quaker, 1/4s paper None
Quaker, 1/4s paper None

Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/4s 11 00
American Eagle, 1/4s 10 95
American Eagle, 1/4s 11 20

Spring Wheat
Worden Grocer Co.
Wingold, 1/4s cloth 11 80
Wingold, 1/4s cloth Sold Out
Wingold, 1/4s cloth Sold Out

Meal
Bolted 11 80
Golden Granulated 12 00

Wheat
Red 2 08
White 2 05

Oats
Michigan carlots 85
Less than carlots 87

Corn
Carlots 1 85
Less than carlots 1 90

Hay
Carlots 25 00
Less than carlots 26 00

Feed
Street Car Feed 71 00
No. 1 Corn & Oat Fd. 71 00
Cracked Corn 72 50
Coarse Corn Meal 72 50

FRUIT JARS
Mason, pts., per gro. 7 40
Mason, qts., per gro. 7 80
Mason, 1/2 gal. per gr. 10 15
Mason, can tops, gro. 2 80

GELATINE
Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90
Knox's Sparkling, doz. 1 75
Knox's Sparkling, gr. 20 50
Knox's Acidu'd doz. 1 85
Minute, 1 doz. 1 25
Minute, 3 doz. 3 75
Nelson's 1 50
Oxford 75
Plymouth Rock, Phos. 1 40
Plymouth Rock, Plain 1 25
Waukesha 1 60

GRAIN BAGS
Broad Gauge, 12 oz. ..
Climax, 14 oz.
Stark, A, 16 oz.

HERBS
Sage 15
Hops 15
Laurel Leaves 20
Senna Leaves 45

HIDES AND PELTS
Hides
Green, No. 1 13
Green, No. 2 12
Cured, No. 1 15
Cured, No. 2 14
Calfskin, green, No. 1 23
Calfskin, green, No. 2 21 1/2
Calfskin, cured, No. 1 25
Calfskin, cured, No. 2 23 1/2
Horse, No. 1 6 00
Horse, No. 2 5 00

Pelts
Old Wool 75 @2 00
Lambs 50 @1 50
Shearings 50 @1 50

Tallow
Prime @13
No. 1 @12
No. 2 @11

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

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

HORSE RADISH
Per doz. 90

JELLY
15lb. pails, per pail 1 45
30lb. pails, per pail 2 65

Jiffy-Jell
Straight or Assorted
Per doz. 1 35
Per case, per 4 doz. 5 40
Eight Flavors: Raspberry,
Strawberry, Cherry, Lemon,
Orange, Lime, Pine-
apple, Mint.

JELLY GLASSES
8 oz. capped in bbls.,
per doz. 34

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

MINCE MEAT
Per case 3 88

MOLASSES
New Orleans
Fancy Open Kettle 60
Choice 58
Good 56
Stock
Half barrels 5c extra
Red Hen, No. 2 2 60
Red Hen, No. 2 1/2 3 00
Red Hen, No. 5 3 25
Red Hen, No. 10 3 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, 5 oz. 1 35
Stuffed, 14 oz. 2 75
Pitted (not stuffed)
14 oz. 2 75
Manzanilla, 8 oz. 1 25
Lunch, 10 oz. 1 75
Lunch, 16 oz. 2 75
Queen, Mammoth, 19
oz. 5 50
Queen, Mammoth, 28
oz. 6 75
Olive Chow, 2 doz. cs.
per doz. 2 50

PEANUT BUTTER
Bel-Car-Mo Brand
6 oz. 1 doz. in case 2 90
12 oz. 1 doz. in case 2 50
12 oz. 1 lb. pails 5 75
5 lb. pails, 6 in crate 7 00
10 lb. pails 2 14
15 lb. pails 2 1
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 2 50
Pennant 3 50

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 tierces, 27 1/2 @ 28
Compound Lard 23 1/2 @ 24
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 22 1/2 @ 23
Picnic Balled
Hams 31 @ 32
Boiled Hams 39 1/2 @ 40
Minced Hams 20 @ 21
Bacon 37 @ 45

Sausages
Bologna 16
Liver 12
Frankfort 18
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
1/2 bbls., 80 lbs. 3 00

Casings
Hogs, per lb. 25
Beef, round set 19 @ 20
Beef, middles, set 45 @ 55
Sheep 1 15 @ 1 35

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

Canned Meats
Corned Beef, 2 lb. 6 50
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 9 @ 9 1/4
Blue Rose 9 @ 9 1/4
Broken 7 1/4 @ 7 1/2

ROLLED OATS
Monarch, bbls. 12 00
Rolled Avena, bbls. 12 75
Steel Cut, 100 lb. sks. 6 00
Monarch, 90 lb. sks. 1 75
Quaker, 18 Regular 1 75
Quaker, 20 Family 5 60

SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia, 1 pint 4 00
Durkee's large, 1 doz. 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 80

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 @ 18
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, 3 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 30
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 64
Copenhagen, 1 lb. glass 60

SODA
Bi Carb, Kegs 3 1/4

SPICES
Whole Spices
Allspice, Jamaica 9 @ 10
Allspice, lg. Garden @ 11
Cloves, Zanzibar @ 55
Cassia, Canton @ 20
Cassia, 5c pkg. doz. @ 35
Ginger, African @ 15
Ginger, Cochin @ 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 @ 45

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

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

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

Pure Cane
Fair
Good

TABLE SAUCES
Halford, large 3 75
Halford, small 3 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 Hysen
Choice 28 @ 30
Fancy 45 @ 56

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

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

Ceylon
Pekoe, Medium 28 @ 30
Dr. Pekoe, Choice 32 @ 35
Flowery O. P. Fancy 40 @ 50

CIGARS
Peter Dornbos Brands

5c Dornbos Sin. Bdr. 37 50
5c Dornbos Perfecto 37 50
6c Van Dam 40 00
7c La Demura 49 00

Johnson Cigar Co. Brands

Dutch Masters Club 75 00
Dutch Masters Banq 75 00
Dutch Masters Inv. 75 00
Dutch Masters Pan. 72 00
Dutch Masters Grande 72 00
Dutch Masters Lond. 72 00
El Portana 42 50
Gee Jay 42 50
Dutch Masters Six 42 50
5c Dutch Masters 37 50

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

Bushels 1 50
Bushels, wide band 1 60
Market, drop handle 75
Market, single handle 75
Splint, large 5 73
Splint, medium 5 25
Splint, small 4 75

Willow, Clothes, large
Willow, Clothes, small
Willow, Clothes, me'm

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

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

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

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

Egg Crates and Fillers
Humpty Dumpty, 12 dz. 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 85
Eclipse patent spring 1 85
No. 1 common 1 35
No. 2, pat. brush hold 1 85
Ideal, No. 7 1 85
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 55

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

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

Washboards
Banner, Globe 4 25
Brass, Single 7 00
Glass, Single 4 00
Double Peerless 6 50
Single Peerless 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 15
Wool, 10 oz. bars 7 00

Tradesman Company

Black Hawk, one box 3 75
Black Hawk, five bxs 3 70
Black Hawk, ten bxs 3 65

Box contains 72 cakes. It
is a most remarkable dirt
and grease remover, with-
out injury to the skin.

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

Soap Powders
Johnson's Fine, 48 2 575
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.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, May 7.—John Seely, a farmer of Wexford township, Wexford county, has filed a voluntary petition in bankruptcy. The adjudication was made May 1, and the matter referred to Referee Corwin. No meeting of creditors has as yet been called. The schedules of the bankrupt show unsecured claims amounting to \$5,689.16, while his assets are scheduled as follows: Real estate, \$1,200; bills, promissory notes, etc., \$9; household goods, \$150; horses and cows and other animals, \$485; carriages and other vehicles \$45; farming stock and implements, \$125; personal property, \$150; total assets, \$2,164.00; property claimed to be exempt from assets scheduled above, \$1,865. Following are the creditors of Mr. Seely:

James Kellogg and William	
Bracebridge, Wexford	\$1,429.92
Brewster, Larson & Co., Mesick,	
and Buckley Bank, Buckley	2,068.24
Wexford Lodge, Modern Wood-	
men of Am.	20.00
Ott Horse Co., Charlotte	36.00
Jack Rainey, Traverse City	2,025.00
D. W. Connine & Son, Wexford	110.00

\$5,689.16

Frank S. Jankoski, of Lake City, Missaukee county, manager of the Lake City Creamery Co., filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The schedules show liabilities amounting to \$2,200 and assets amounting to \$1,830, including real estate, \$1,200; household goods, \$500; policies of insurance, \$130; the real estate and household goods amounting to \$250, are claimed as exempt. Following are the creditors:

John Sturgis, Pullman	\$1,000.00
Eugene Dougherty, Plainwell	1,200.00

\$2,200.00

Arend P. Siersma and David Vereeke, doing business under the firm name and style of the Vereeke-Siersma Hardware Co., of Holland, filed a voluntary petition in bankruptcy. Adjudication was made May 2 and the matter referred to Mr. Corwin. Mr. Corwin has been appointed receiver and Dick Boter, of Holland, has been appointed custodian and is in charge of the assets. Appraisers have been appointed and an inventory and appraisal is now being taken. The first meeting of creditors has been called for May 16, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may properly come before the meeting. The schedules show firm liabilities amounting to \$18,713.08 and the firm assets to amount to \$19,691.53, of which \$500 is claimed as exempt to the bankrupts. The individual schedules of David Vereeke show liabilities amounting to \$2,263.34 and assets amounting to \$3,202.50, which includes real estate amounting to \$2,400 and of which \$2,000 is claimed as exempt to the bankrupt. The individual schedules of Arend P. Siersma show liabilities amounting to \$2,774.26 and assets amounting to \$2,075, all of which is claimed as exempt, as it consists of a homestead. Following is a list of the partnership creditors:

Preferred Creditors.	
M. J. Steketee, Holland	\$ 15.00
Mable Klaver, Zeeland	10.00

Secured Creditors.	
Detroit Auto. Scale Co., Detroit	90.00
American Can Co., Chicago	36.50
John A. Van Der Veen, Holland	1,250.00

Unsecured Creditors.	
Mich. Hardware Co., Grand Rap.	\$9.60
Detroit Stove Works, Detroit	6.34
Standard Oil Co., Grand Rapids	124.44
Simmons Hardware Co., Toledo	1,604.18
Central Stove & Furnace Repair Co., Chicago	11.37
Foster, Stevens & Co., Grand Rap.	64.87
Beckwith Co., Dowagiac	1,048.62
DePree Hardware Co., Holland	28.34
Detroit Vapor Stove Co., Detroit	517.31
Safe Hardware & Padlock Co., Lancaster	
Morley Brothers, Saginaw	848.59
Illinois Nail Co., Chicago	44.40
Devoe & Reynolds Co., Chicago	1,710.77
Moore Brothers Co., Joliet	2.35
Pittsburgh Plate Glass Co., Grand Rapids	264.11
W. D. Allen Mfg. Co., Chicago	22.10
Hibbard, Spencer, Bartlett Co., Chicago	1,076.81
Robert H. Ingersoll & Bro., Chi.	2.22
Edw. K. Tryon Co., Philadelphia	131.88
Holland Furnace Co., Holland	109.88
Donnelly-Kelly Glass Co., Holland	1.45
John Nies Sons Hardware Co., Holland	20.76
Butler Brothers, Chicago	32.24
Hunefeld Co., Cincinnati	55.85
Charles Chemical Co., Grand Rap.	19.20
Pull Easy Mfg. Co., Waukesha	31.85
National Mfg. Co., Sterling	128.10
Cadillac Lumber Co., Cadillac	117.82
Cyclone Mfg. Co., Urbana, Ind.	3.92
Kilgore Mfg. Co., Columbus	12.15
A. G. Spaulding & Bros., Chicago	24.11
Aluminum Goods Mfg. Co., Manitowoc	223.13
Thompson Mfg. Co., Holland	19.00
H. Hamstra & Co., Chicago	44.25
B. G. Pratt & Co., New York	29.50

Wapak Hollow Ware Co., Wapakoneta, Ohio	30.79
U. S. Register Co., Battle Creek	7.20
Republic Metalware Co., Chicago	59.90
Bolhuis Lumber & Mfg. Co., Holland	3.85
R. J. Schwab & Sons Co., Milwaukee	74.70
Billings-Chapin Co., Cleveland	29.90
Arthur M. Comey, Grand Rapids	5.59
Sharon Hardware Mfg. Co., Sharon, Pa.	82.00
Wabash Mfg. Co., Terre Haute	2.25
Parker Pen Co., Janesville	61.02
Holland City News, Holland	28.25
Sentinel Publishing Co., Holland	41.68
Holland Automobile & Specialty Co., Holland	
Farm Journal, Philadelphia	2.95
Fris Book Store, Holland	3.00
Holland Demountable Wheel Co., Holland	7.90
James Koe, Holland	6.50
White Cross Barber Shop, Holland	3.00
De Grondwet, H., Holland	29.60
Austin Harrington, Holland	52.38
Scott-Lugers Lbr. Co., Holland	9.97
Standard Grocer & Milling Co., Holland	2.28
Klaasen Printing Co., Holland	5.50
George Piers, Holland	13.50
Hayden Auto Co., Holland	1.30
Tyler Van Landegend, Holland	1.40
Star Auto Company, Holland	36.00
James B. Sipe Co., Pittsburg	48.02
National Refining Co., Kalamazoo	32.13
National Woodenware Co., Grand Rapids	11.50
Heystek & Canfield Co., Grand Rapids	51.92
Franklin Silver Plate Co., Greenfield, Mass.	137.28
Albert Lea Sprayer Co., Albert Lea, Minn.	76.26
Holland Ladder & Mfg. Co., Holland	3.92
Michigan Stove Co., Detroit	75.86
W. Farber, Brooklyn	36.98
Wm. Brummelers' Sons Co., Grand Rapids	33.28
Summers Mfg. Co., Los Angeles	1.75
W. C. Hopson Co., Grand Rapids	68.16
Elwood Lawn Mower Mfg. Co., Elwood, Ind.	13.00
Whitaker-Glessner Co., Chicago	18.37
H. H. Hopkins & Co., Chicago	57.75
Newton, Haggerty Ladder Co., Ann Arbor	25.80
Haskell Mfg. Co., Ludington	35.00
E. E. Weed & Co., Douglas	65.54
Chandelier Shop, Grand Rapids	20.40
P. S. Boter, Holland	94.00
Queen Incubator Co., Lincoln, Neb.	1,854.85
Mrs. Gertrude Vereeke, Zeeland	3,955.79
Edward Marcuse, Holland	100.00
John Ter Horst, Holland	175.00
Arend P. and Ida Siersma, Holland	1,000.00
Franklin Life Insurance Co., Springfield, Ohio	74.80
Engbertus Vander Veen Estate, Holland	80.00
Economic Printing Co., Holland	30.00

\$17,167.58

Peoples State Bank of Holland, Note of L. Schrieber \$ 144.00
Following are the creditors listed by David Vereeke:

Secured Creditors.	
Herm Kratt, Holland	\$1,225.84
Halke Ten Hove, Muskegon	800.00

\$2,025.84

Unsecured Creditors.	
Austin Harrington, Holland	\$ 30.00
Gerrit Klomparsens, Holland	25.00
H. Haverman, Holland	20.00
Hackley Hospital, Muskegon	15.00
Dr. W. G. Winters, Holland	2.50
Dr. C. J. Fisher, Holland	3.00
Henry Mulder, Holland	25.00
Holland Furnace Co., Holland	65.00
T. Keppel's Sons, Holland	7.00
Holland City Gas Co., Holland	9.00
G. W. Kooyers, Holland	36.00

\$ 237.00

Following is a list of the creditors of Arend P. Siersma:

Secured Creditors.	
Peoples State Bank, Holland	\$1,000.00
A. H. Meyer, Holland	200.00

Unsecured Creditors.	
Van Lente Bros., Holland	\$ 10.26
H. Vaveman, Holland	33.00
Der Mez Bros., Holland	15.00
J. Y. Huizenga & Co., Holland	11.00
Thos. Klemmarians, Holland	9.00
Dr. W. S. Winter, Holland	32.00
S. VanDenBerg, Holland	1,400.00
G. A. Klomparsens & Sons, Holland	35.00
Bolhuis Lumber & Mfg. Co., Holland	29.00

\$1,574.26

Edgar E. Putnam, of Saginaw, in renewing his subscription to the Tradesman, wrote as follows: "I wish to commend you on the stand you have taken against the German brutes and I would continue as a subscriber to your valuable paper, if for no other reason than to show my appreciation of your efforts in behalf of a noble cause and liberty."

Dollars can work for victory only in so far as they are converted into Labor and Materials.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, May 6.—Jim Gardner, of the Manistique Hotel, Manistique, has purchased the stock of fruit, candies, cigars, etc., of Joe Sica, who has a store next to the drug store and is now remodeling his office and saloon into an up-to-date candy, fruit and ice cream store. He is tearing out the partitions and is putting in a plate glass front which will add much to the appearance of the store.

The Mackinac Transportation Co. is preparing to ferry a large number of automobiles across the Straits this summer, according to Joseph Wenzel, popular purser of the company. Mr. Wenzel has caused to be posted a large number of placards calling attention to the fact that the company is prepared to handle the auto traffic crossing the Straits on each of its big boats, the Chief Wawatam and the Ste. Marie without their having to drain their gas tanks or be loaded upon freight cars. The cost of transportation has been placed at 17½c per hundred, with a minimum weight of 2,000 pounds.

August Rankin, of the Soo, will have charge of the hardware store which is to be installed in the Superior house building, at St. Ignace, as soon as the building is completed. The store will carry a complete line of harnesses and sporting goods and, when completed, will be one of the best stores in St. Ignace.

St. Ignace is coming to the front as a manufacturing city. The latest organization is that of the St. Ignace Box and Float Co., which recently took over the Lawson mill property. While it is working on a small scale at present, the contractors are looking for new business, with chances of enlargement in the near future, and there is no telling what the possibilities are for this new enterprise, as the owners are said to be a bunch of hustlers and a bright future seems to be in store for them.

The Hotel Belvidere, for the past few years under the management of P. R. Downey, changed hands May 1, George Coleman being the new proprietor. Mr. Coleman will conduct the hotel and a lunch room and soft drink stand. Mr. Downey has taken the Moran House, at Armory Place, and will conduct a rooming house. The Hickler House, which has been under the management of J. J. Rappin for the past few years, has been leased to Nickolson & Co., of the Canadian Soo, who will continue the hotel without the bar. Mr. Rappin expects to leave next week for California.

The Commercial Hotel, on Portage avenue, has also changed hands. George E. Pitau, who for several years conducted this well-known hotel, expects to move to California in the near future.

The Sherman House, on Portage avenue, was taken over by Capt. John Finnessy, who returned to the Soo from Haileybury last fall. Mr. Finnessy has temporarily closed the place for remodeling and will furnish with new fittings throughout.

The Hotel Superior is no more. The former proprietor, C. O. Sullivan, has secured a steady job for the next few years with the Government.

Charles Schilling, of the Gilbert House, is beginning to realize that there is a bright future in the hotel business since the town went dry. He has built up an institution which means much to the carbide end of the city.

The Franklin House, another one of our hotels, conducted for the past eight years by M. Mathews, will be continued as a hotel.

The Lake View Hotel will be continued by J. E. Morrissey, who is now

fitting up the barroom with a soft drink counter and quick lunch room.

The Wayne Hotel opened up again last week with a full line of sweet goods. The proprietor, Mr. Quinn, is making many improvements which will add to the beauty of the location.

The Park Hotel and Murray Hill, our two leading hotels, will continue as heretofore minus refreshment parlors.

The other hotels will give way to the above mentioned so as to make it worth while.

The opening of the Soo creamery last week was postponed on account of the non-arrival of some of the important machinery which is at present somewhere en route. No one seems to know where it is or when it will arrive, so that the opening will be delayed meanwhile.

William G. Tapert.

News and Gossip From the Celery City.

Kalamazoo, May 6.—William F. Engel, the junior member of the firm of H. Engel & Son, recently left for Camp Custer and is now in training with the 329th Machine Gun Battalion, Company B, Barracks No. 237. He writes he has been shot several times already, but only in the arm and that he enjoyed army life immensely.

Harrison Bauer, Frank J. Warner and Frank Saville, salesmen for the Worden Grocer Company, have recently bought new cars to cover their territory with. Mr. Warner bought a Dodge and Bauer and Saville a Ford.

C. W. Vanderbilt, who conducts a grocery on South Edwards street, has moved his residence from Den Bleyer court to Galesburg and makes the trip home each day by auto.

A very serious fire occurred Saturday morning at 7:30 o'clock when the ford garage of R. E. Fair, at the corner of North Rose street and Eleanor, took fire from a gasoline tank which was being unloaded in the rear of the building. Three firemen were seriously injured from falling walls and one of Mr. Fair's employees, Angue McLachlan, lost his life when he attempted to rescue a car.

The writer has had the misfortune to have serious illness in his home for the past month. Mrs. Saville has had a bad attack of pleura pneumonia and, to make things more interesting, one of the children has had the measles.

Frank A. Saville.

The movement to change the name of sauerkraut to Liberty cabbage opens long vistas. There are a great many comestibles with Teutonic nomenclature. Frankfurters might be changed to Lincoln sausage, Hamburger steak to Washington minced. Strudel might be transformed into Entente dumpling, and gain in digestibility; German into Marne pancake, very appropriately. Hungarian goulash would seem better dubbed self-determination stew; Turkish delight, even though we are not yet at war with the Ottoman Empire, Tears of Armenia.

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

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.

Wanted—Experienced salesman for dry goods, clothing and shoes. Must come well recommended. Krohn & Son, Carson City, Mich. 684

For exchange for stock of dry goods, general merchandise or hardware and implements, fine 500-acre farm, Southern Michigan, Kalamazoo County. Well improved. Write fully, stating what you have to offer. Address No. 685, care Michigan Tradesman. 685

Merchandise—General Merchandise store for sale, \$10,000 clean stock merchandise; \$3,000 groceries, \$3,000 dry goods, \$2,000 shoes, \$1,000 hats, \$1,000 furnishing goods; most all bought last year; will take cost; cash business last year \$40,000; will rent or sell the buildings; they are modern brick with plate glass fronts; located 20 miles from Tulsa, Ok., in the heart of the oil fields and good farming country; good party can get some terms; reason for selling have struck oil on our farm and want to retire. Arthur P. Johnson, Mounds, Ok. 693

Wanted—Tinner for bench work accustomed to work on copper. Must be neat workmen. Steady work and good wages. Address Chas. Skidd, Manufacturing Company, Janesville, Wisconsin. 694

For Sale—Blacksmith shop, 24 x 38. Also tools. Will take Ford machine as part payment. O. P. Alman, Ross, Mich. 695

For Sale—Complete outfit of Warren Hardware Fixtures for about 50c on the dollar. Write, wire or phone Kenzel Bros., Wisner, Nebraska. 696

\$1,000 Bonus wouldn't have bought this one year ago. \$32,000 (cash) grocery business. Town of 1,200. Finest farming and resort community. Stock and fixtures about \$4,800. Rent, \$20. Long lease. Considered the best paying and most up-to-date country store in Lower Michigan. Owner in Class 1 Draft. Address XYZ, Michigan Tradesman. 697

Will trade 80 acres, Kalkaska County. Land value \$500. What have you to offer? G. A. Johnson, Edgetts, Mich. 679

For Sale—One Double 12 x 16 Filer & Stowell hoisting engine. Low gear, rock-er valves, reversible engine, very powerful and particularly fitted for ship ways, mining or logging work. Write, Jerome H. Sheip, Inc., Mobile, Ala. 698

A good going general mercantile business, \$65,000 stock, doing about \$250,000 per annum, largely cash; established 20 years; county seat of 5,000 population, tributary to a rich farming country, well located in brick building; reasonable rent, long lease, terms to responsible parties; 10 per cent. bonus above cost; clean stock bought right for cash; strictly first class investment; no attention paid to trade propositions or idlers. Address T. H. Dunn, Oklahoma City, Okla. 686

Wanted—Line of hosiery, gloves, underwear or similar goods to sell clothing and department stores of Oklahoma on commission. Must be able to make deliveries. Walter L. Prewett, 200 E. 11th Street, Oklahoma City, Okla. 687

For Sale—Private boarding house and barn in county seat; 30 acre summer resort, farm lands, free list. Address Philip Lippert, Stanton, Mich. 688

For Sale—Complete electrical shoe repairing outfit. Going-Parkins Shoe Co., Pontiac, Mich. 689

For Sale—Planing mill and lumber yard, on railroad. Complete machinery. Doing \$225,000 annually. Good responsible customers. Owner must retire on account of ill health. P. O. Box 596, Buffalo, N. Y. 690

Garage for Sale—Doing good business on Santa Fe Trail; priced to sell quickly; cash. Trail Garage, Wilsey, Kansas. 691

To let at Schenectady, N. Y., store in heart of business section, four story building; will rent space to suit tenant; will give good inducements; the only opportunity available in Schenectady; possession immediately. For further particulars enquire owner, Andrew Kinum, 119 Park Place, Schenectady, N. Y. 692

For Sale—Grocery store and meat market. Will inventory about \$1,200 to \$1,500. Good resort business. Mrs. B. W. Miller, Charlevoix, Mich. 699

For Sale—Drug store, central Michigan town of 3,500. Good factories and good farming country around. This store will be a bargain for somebody. Address Box 700, care Michigan Tradesman. 700

Cash for men's and boys' clothing, furnishings, shoes. Parts or entire stock. M. Kahn, 504 Washington Ave., Bay City, Mich. 701

For Sale—Hotel and lunch room, Walton Inn, at Walton Junction, Michigan. Very desirable property and good location. Only small investment required. Write the owner, F. F. Kinney. 702

Wanted—Hardware, grocery or general store stock about \$4,000. No. 703, care Tradesman. 703

A Real Opportunity.

For Sale—One of the best paying furniture and undertaking stores in a town of 2,000 to be found anywhere in the State of Michigan. Must sell as the doctors have ordered me to leave this climate if I wish to live. Would not sell on a bet if not just as stated, for I am, and have been making big money. Address No. 636, care Tradesman. 636

For Sale—A clean, up-to-date hardware stock in a Western Washington town. Population about 1,200. Stock invoices \$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

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

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

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

FOR SALE

Up-to-date country store in the best farming section. Only general store for miles. Stock and fixtures invoice \$8,500. Will reduce stock if desired. Will sell or rent building. Address No. 9, care Michigan Tradesman.

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

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

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 757

Wanted—Small business, men's furnishings, groceries, or what have you? State particulars. Address E. G. J., 200 East Gd. Blvd., Detroit, Michigan. 673

For Sale—Clean, desirable stock Men's and Boys' shoes and furnishings at about 65 cents on the dollar. Invoice about \$5,000. Write No. 674, care Michigan Tradesman. 674

For Sale—Tin shop and furnace business in good town. Reason for selling, going to ship yards. J. C. Marlow, Belle Center, Ohio. 675

For Rent—In one of best towns of thumb, store with fixtures complete. Solid brick building just vacated by sale of one of the finest stocks ever carried in the locality. Fine opening for a live man to make money. A. A. Hitchcock, Cass City. 676

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

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

Have You a Good Business To Sell?—Chicago has the money. Send full particulars. Herbert, 906 M. T. Webster Bldg., Chicago. 647

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

Brick Plant For Sale—Forty-three miles from Birmingham, Alabama. Capacity 46,000 brick per day. Bargain Write L. W. Clardy, Childersburg, Ala. 650

SEE NEXT PAGE.

Advertisements received too late to run on this page appear on the following page.

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

Fleischmann's Yeast

and War Flours
make excellent

Conservation Bread



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.

MERCANTILE MORALITY.

Changing Ideals Precipitated By Non-Profitteering Practices.

While the war is making the world safe for democracy, it is slowly but surely working surprising changes of the idealism, thought and motive of the food trades. The article in another column of this issue emphasizes a few of the newly evolved conceptions of what is fair and unfair trade and testifies to the most astonishing fact that, radical as they are, the business man is accepting them as matters of fact in his changing code of practice.

One need not applaud or deplore the drift toward paternalism in our present handling of food production and distribution to realize how deep are the changes in mercantile fundamentals due to the war. How much influence governmental control will have on the trade of the future no one can say, but the surprising complacency with which the wholesale and retail merchants have accepted the inevitable and joined Uncle Sam in his efforts to conserve food, depress prices and equalize trading conditions, flatly belies the man who dreamed a few months ago that "you can't teach an old dog new tricks." Whatever of cupidity there may have been in the past, however much of it still remains, the chief motive of the grocery jobber to-day—at least taken in the aggregate and type—is service and efficiency.

There are men who differ with the Food Administration in the idea that this is no time to perpetuate competition among merchants—that advertising, sales effort, improved packing and other elements of rivalry must be eliminated from trade—but all will agree that it is no time for profiteering or to aim at money-making beyond the normal. Most merchants welcome the Government's influence in eliminating such gambling as buying futures, giving deals and bonuses, etc. Everyone knows how unhealthy such gambling has been in the past, even though it sometimes meant large speculative profits—in turn, however, offset by frequent losses through bad guessing. The only reason speculation prevailed so commonly was because no one could break away while "the other fellow" didn't.

But many do not agree that it is either necessary or prudent to suppress rivalry and discourage efforts at growth, even at the cost of "the other fellow's" shrinkage of trade. Such a process is a direct bid toward the evolution of stagnation and the "era of the dead level," which is neither desirable nor necessary for wartime economy. If it is a right principle, then many of the competitive ends sought by the doctrine of the Sherman law are useless, and efforts at uniformity of price and practice by the controller of a brand should have been encouraged, and not penalized. It is a strange commentary that in his efforts at uniformity and efficiency Uncle Sam has adopted many of the very ideals for which business men have been punished heretofore.

The great truth, however, appears to be dawning on the merchant that in time of war he must cease to seek profits and wealth, and bend himself chiefly to the public service. If the conscript can sacrifice his job and salary to take his place in the ranks at soldier pay, the business man can eschew profits and serve at bare living margins. The merchant's willingness to do this is inspiring at this time. But it leads a far-sighted observer to do some rather interesting guessing as to its ultimate effect on established practice and ideals after the war.

It is not always best for laymen to jump at conclusions when the intricacy of the law is involved. For instance, some of the trade paper and association leaders are proclaiming that, because the Federal Trade Commission has started proceedings against certain coffee concerns for their operations with coupons and premiums, it is another victory for that clique of the retail grocery trade leaders who have sworn to bar all forms of coupon by the enactment of laws; third party stamps as well as those of the manufacturers' own packing.

As a matter of fact, the action against the coffee concerns has no bearing whatever on the main premium controversy. It simply attacks certain premiums on the ground that they are a lottery, and if that view is right the proceedings could come under the existing lottery laws and in nowise invoke the doctrine, pro and con, regarding coupons and premiums. The coupons at issue are those alleged to call for a specific article, the identity of which the buyer of the coupon package does not know until he opens the package and finds out what he drew.

It may be of value or of little or no value. Some such schemes have been based on the acquisition of certain combination of coupons; one practiced a few years ago gave a single letter of a missing word in each package, and if the buyer got the right combination of letters to spell the word he was lucky—only the manufacturer took good pains to see that one letter was virtually impossible to get. It is such coupon schemes, based on unequal values and on chance that are charged with being lotteries. The action is said to involve none of the regular coupon features.

In much the same way it is very common for the trade to assume whenever the Federal Trade Commission announces a complaint against anyone that it is the beginning of a prosecution by the Government. Such is not the case in the recent complaints announced. The Beechnut Packing Company, for instance, is too well known in the trade for general accusation of unfair trading to make a lasting impression on the grocer in the absence of proof.

Enquiry shows that all the Federal Trade Commission has done is to cite a complaint made to it by some party not named, setting up certain allegations and constructions not yet established by evidence, and to name a

date when an open investigation will begin. It seems regrettable that Federal Trade Commission investigations do not precede accusation and take into consideration the fact that with the lay mind the old presumption that a man is innocent till proven guilty, is too often reversed.

DEMOCRACY IN CHINA.

While the great war and the Russian revolution continue, the Chinese are engaged in their continual civil war; while the press does not report its development, the public seems to overlook it altogether. This is unfortunate. The Chinese democrats have been looking up to America for moral support, educational exchange, and social inspiration; they regarded the American Independence and the American democracy as their possibilities; they welcome the American enterprise in word trade; they appreciate the American recognition of their republic; they recognize in turn the American leadership in the world movement for democracy. And America has proclaimed and pledged, with all the American constituents, resources, and minds available, to make this world safe for democracy. Should there be permitted, then, in China, a victory for autocracy?

Let us remember that autocracy is German. If autocracy be a dominant power over China, the Chinese will automatically become Germanized. Let us remember that China is the oldest country existing on earth, one-third larger than the United States of America, one-fourth larger than Europe, having 400,000,000 homogeneous nationals, or, one-fourth of the whole world population. If China ever rises like Germany, autocracy will rule Asia, the Russian revolution must succumb, and the new world must face a peril worse than the one we now experience.

Let us learn and discuss the Chinese Civil War, within this world war. In the North, or to be exact, in Peking, autocrats intrench themselves. They are exofficials of the Manchu Court. They are the associates of the late Yuan Shi-Kai who failed to cheat a crown out of the people who then revolted. Their strength consists of the so-called modern Peiyang armies, the government railroads and banks, and the assurance of a Japanese party. Their leader is Tuan Chi-Juli who forced President Li Yuan-Hung to retire and dissolve the Congress unconstitutionally. This man, a militarist, has now a personal mission in this country to buy machines and ammunition and to contract loans.

The center of the Southern forces is Canton. These forces find their leadership in the person of Dr. Sun Yat-Sen, who led the movement that dethroned the Manchu and established the republic. They refuse to recognize the Peking government as it is now constituted, because that government has neither moral nor legal right to exist. They demand for the preservation and observation of the constitution of the republic, for the maintenance of the Congress, for the reinauguration of President Li Yuan-Hung. They mean to develop the re-

public on a sound, practical, democratic basis. They determine to fight the autocracy in China and that of Germany which threatens humanity.

Six provinces in the south continue to uphold the republic against the autocrats, and where there is no autocratic army the people actively support the democrats. The autocrats are strong because they control the de-facto government, collect the maritime and the salt revenue, receive a diplomatic favor, and direct diplomatic-craft abroad. They have two armies invading Hunan Province. The democrats manage the de-jure government. They are without adequate resources; they have spirits, hearts, and ideals. Might cannot overcome right. If Americans extend to them the courtesy of a right hand, their courage in the struggle shall not fail and their love for democracy in China will soon triumph.

Change in Handling Dried Fruits.

Washington, May 6—Contracts for the sale of dried peaches, apples, prunes or raisins from new crop fruits cannot be made before June 1, the Food Administration announced to-day. The Food Administration originally ruled that dried fruits could be sold by May 1 of the year in which the crop is produced.

The change was announced to-day in the belief that the delay would allow the various interests affected voluntarily to agree upon a reasonable basis on which business could be done, protecting the producers, manufacturers and consumers.

In the past, it has been customary to offer dried fruits for sale as early as the first of the year. The food Administration believes that by prohibiting such a practice it will eliminate to a great extent the speculative dealing encouraged by sales for future delivery of crops that do not actually exist at the time the contract is made.

Successful Men.

The men whom I have seen succeed have always been cheerful and hopeful, who went about their business with a smile on their faces, and took the changes and chances of this mortal life like men.

Charles Kingsley.

Was He Right?

"What's the dispute about," demanded the proprietor. "Remember, in this store the customer is always right."

"He says you're an old shark," explained the clerk briefly.

BUSINESS CHANCES.

Quick Action—Retail grocery with meat market and bakery in connection located down town in Grand Rapids, doing fine business, good reason for selling. Will make this a bargain for cash. No trades considered. Answer at once. Quick Action, care Michigan Tradesman. 704

For Sale—I have a thriving grocery business. Stock invoices about \$3,500. Doing about \$26,000 business annually. 1917 was \$30,000. Wish to sell, as am going to enter the manufacturing business. Purchaser would have to also purchase building, \$2,500. Address No. 705, care Michigan Tradesman. 705

For Sale, Rent or Trade—A good store building. Living rooms above. Fine barn in rear. Well located on paved street in good country town in Kent county. Excellent opportunity for general store, hardware, furniture, bakery, harness shop. Write or telephone. E. N. Keister, Sparta, Bell 87. 706

For Sale—Drug store. Good location, in good country. No competition, sales cash. Address Jno. J. Ogle, Metz, Ind. 707