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GRAND RAPIDS  
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MAY 16 1918

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# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Fifth Year GRAND RAPIDS, WEDNESDAY, MAY 15, 1918 Number 1808

## THE VISION SPLENDID

What did you see out there, my lad,  
That has set that look in your eyes?  
You went out a boy, you have come back a man,  
With strange new depths underneath your tan;  
What was it you saw out there, my lad,  
That set such deeps in your eyes?

"Strange things—and sad—and wonderful—  
Things that I scarce can tell—  
I have been in the sweep of the Reaper's scythe—  
With God—and Christ—and hell.

"I have seen Christ doing Christly deeds;  
I have seen the devil at play;  
I have grimped to the sod in the hand of God,  
I have seen the God-less pray.

"I have seen Death blast out suddenly  
From a clear blue summer sky;  
I have slain like Cain with a blazing brain,  
I have heard the wounded cry.

"I have lain alone among the dead,  
With no hope but to die;  
I have seen them killing the wounded ones,  
I have seen them crucify.

"I have seen the Devil in petticoats  
Wiling the souls of men;  
I have seen great sinners do great deeds,  
And turn to their sins again.

"I have sped through hells of fiery hail,  
With fell red-fury shod;  
I have heard the whisper of a voice,  
I have looked in the face of God."

You've a right to your deep, high look, my lad,  
You have met God in the ways;  
And no man looks into His face  
But he feels it all his days.  
You've a right to your deep, high look, my lad,  
And we thank Him for His grace.

John Openham.

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# LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



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

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

## What We Might Do What We Don't Do What We Do Do

### AND WHY

We might make matches out of cheaper wood	But We Don't.
We might save money by using cheaper chemicals	But We Haven't.
We might shut down our scientific department and cease trying to make the BEST match ever made BETTER	But We Won't.

### BECAUSE

40 years of pre-eminence as the leading match makers of the world is something to live up to, so	We're Doing It.
The safest match science can produce is none too good for the greatest nation on Earth, and so	That's What We Make.
There's no such thing as standing still if one is determined to march at the head of the procession nowadays, so	We're On The Move.

Any American grocer who is progressive enough to place duty and responsibility above a mere fraction of a cent in price, in giving his customers the best and the safest and the greatest value for the money will pin his destinies to

### DIAMOND MATCHES

## 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



# MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, MAY 15 1918

Number 1808

## SPECIAL FEATURES.

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## HOLLAND VS. NORWAY.

Less than three weeks ago Holland concluded a trade agreement with Germany which constitutes a distinct violation of the obligations imposed upon her by the laws of neutrality—an agreement quite in keeping with the attitude of unfriendly neutrality which she has displayed toward America since the beginning of the war. A week later official announcement was made at Washington of the signing there of a trade agreement between the United States and Norway which infringes none of the provisions of international law but is characterized by the sentiments of friendly neutrality that have been manifested toward us by the Norsemens throughout the past four years of strife and of conflict.

These two acts plainly indicate the contract between Holland and Norway—all to the advantage of the latter. For she has as much to lose from the dissatisfaction of Germany as Holland has.

The risk of the armed resentment of the Kaiser has been the same in both cases. Where the Dutch have yielded to the demands of Berlin the sturdy Norsemens, who in the past have furnished some of the very finest immigrants to the United States, have stood firm and have defied Emperor William to compel them to violate their obligations toward the Entente as honest neutrals.

Norway from the outset of the submarine warfare declined to permit German U-boats to enter her territorial waters or to allow these craft or any other German warships to make use of the innumerable fjords and bays that dot her coast for supply depots or as bases for their operations against Entente shipping. Then, too, Norway refused to withdraw her mercantile shipping from the sea.

At the request of the Kaiser Holland had for many months objectly kept all her merchant navy in her own and in foreign ports lying idle at anchor, with the object of rendering still more acute the difficulties of ocean transport by which the powers of the Entente, and in particular the United States, were confronted. Holland kept ocean freighters to the extent of near two million

tons off the sea for the purpose of embarrassing us.

Norway declined to do anything of the kind and her merchant craft continued to ply their trade, notwithstanding the fact that the Kaiser, in the hope of driving them off the sea, caused his submarines to attack and sink them wherever possible under the pretext that they had been mistaken for Entente shipping. The extent to which Berlin carried on this form of piracy against the mercantile navy of Norway will be appreciated when it is stated that, according to official returns, Norse shipping to the extent of 1,500,000 tons has been destroyed and the lives of many hundreds of Norse sailors have been sacrificed.

A third cause of Teuton animosity against Norway was her objection to permit the export to Germany of anything that could be considered contraband. Germany has been able to get nearly everything that she asked for in the way of contraband from Holland, Denmark and Sweden, whose interpretation of the laws of neutrality has been elastic. It was, indeed, the lack of honesty displayed by the governments of the Hague, of Stockholm and of Copenhagen in the matter that caused President Wilson last year to proclaim an embargo on American export trade to all neutral countries.

At first Norway was, like all other neutral powers, embraced in this embargo. In consequence thereof the Norse government despatched a special mission to this country, headed by the famous Arctic explorer, Fridtjof Nansen, to come to some sort of understanding with the President about the matter. For Norway depends upon the United States for a number of the necessities of life; notably, foodstuffs, fodder, fertilizer, textiles and rubber.

Dr. Nansen found that he had to contend with many difficulties. In fact, he found it necessary to make one or two trips back to Norway before he finally, two weeks ago, succeeded in concluding a trade agreement for his country with the United States. The War Trade Board has satisfied itself that none of the American goods exported to Norway will be allowed to reach Germany or will be even used to supply the place of Norwegian products shipped to our enemy, and consequently everything that is possible will be done by the board to satisfy the needs of the Norsemens.

Any merchant who has done business with the Brenard Manufacturing Co., whether the outcome was satisfactory or otherwise, is invited to communicate with the Tradesman, giving full particulars. Of course, the identity of the correspondent will not be disclosed if the writer shrinks from publicity.

## THE CENTER OF POWER.

The scope of the Government operations in the business field becomes more and more impressive all the time. An item last week is the letting of contracts for \$10,000,000 worth of shoes. Naturally, however, the spectacle is more striking in the iron and steel market, which is better known to the public than most other lines. Private consumers of pig iron other than those tributary to the war have largely ceased to make enquiries for this commodity, simply because there is no use in enquiring. One authority says that in this article commercial business must cease for a time. It is a matter of asking Washington and if that august center of power considers that the application means help to its purposes a moderate supply of pig will be ordered. The steel works are operating generally to the limit of capacity and the Government has under contract 1,200,000 tons, which is about a third of the full requirements. The Allies are equally insistent. Officials of the steel companies are in close conference with the War Industries Board. The proposed 75 per cent. reduction in output of automobiles is a fair measure of the situation all around when allowance is made for the probable supplies of steel now on hand in the factories. Copper is subject to the next price-fixing, which will take effect June 1. It is said that the figure from that time on will be 24 3/4 cents. The stronger companies can make good profits on that basis.

It is an open question what course the money market will take in the next few months. The bankers seem to be fully settled on 6 per cent. as a figure practically unvarying on ordinary loans but when one considers the immense amount of Government financing the predicted steadiness may not seem quite so much of a certainty. It is not merely payments on the Third Liberty loan. The influx of tax money into the United States Treasury will be far greater than was expected a short time ago. True, these funds are immediately disbursed in the market, but money in transit takes time and affects rates. The Government foresees the needs of the harvest season and is issuing large quantities of Federal Reserve notes in small denominations. Then there is the question of stock speculation, which has now reached liberal proportions. It seems unlikely that great activity in that line will go on for any long period, but even a million-share day takes up funds in great volume. The quotations of money in Chicago have varied but slightly from 6 per cent. and the same is true in New York. Call loans in the latter city

have been down to 4 but in the main 5 1/2 to 6 was the range. The United States Treasury has made a further loan of \$75,000,000 to Great Britain and the total thus far to all the Allies is \$5,363,850,000. The situation in London is more hopeful all the time and securities are stronger. Money is quoted at 2 1/2 per cent. and discounts at 3 1/2.

A very interesting article in a recent number of the American Journal of Public Health is devoted largely to pointing out the enormous waste of food supplies throughout the United States. The writer, on good authority, states that more than \$700,000,000 worth of food has been lost every year in this country, considerably more than enough to feed the great city of New York. Lack of transportation, marketing, canning, cold storage, and drying facilities account for the biggest part of this loss. On the other hand, it must be noted that America is not the only wasteful Nation in the world. Germany herself, before the war, failed to make use of at least 30 per cent. of her food supplies. As a matter of fact, what appears statistically as waste is frequently an indication that a people have channels in which labor and capital may be employed more profitably than in food-saving. In ordinary peace times it usually does not pay to bother with small economies when wages and interest charges are high. But war changes all that. Food in sufficient quantities has to be produced, no matter what its cost.

Master Archie, aged four, had been told that babies came down direct from heaven per stork, and he was puzzled to understand why he could not recall his former celestial surroundings. When a second child was born into the household Archie was admitted to his mother's bed-chamber to take a look at his new relative. The little chap tiptoed up to the cradle and gazed down at the pink, wrinkled mite lying there. He bent over it. "Brother," he whispered, "tell me about God before you forget."

The women of the old days in our country were not lacking in mother wit. A host who was carving a pig at a dinner more than 100 years ago took a rib of the pig and, holding it up before the ladies, said: "Ladies, I believe that this is what the first of your sex was made of." "Yes, it was," calmly replied one of the ladies, "and from very much the same kind of a critter."

Any competitor or contemporary is welcome to reproduce anything which is published in the Michigan Tradesman, with or without credit, as best suits its convenience.



## THE WHEAT RUST.

### No Proof That It Is Caused by Barberries.

Written for the Tradesman.

The State of Michigan is flooded with pictures of the various stages of wheat rust upon the barberry and some of these are illustrated in a large way for placards and sent here by the United States Government, urging every good citizen to cut out the high bush barberries in the interest of the wheat harvest. There are also folders sent out from the State Inspector of Orchards and Nurseries, urging the people to destroy the high bush barberries and giving some large figures as to the losses incurred by wheat rust, showing that the scientific investigation has proved conclusively that this enemy of grain growing is harbored by the barberry and the only solution of the difficulty lies in the complete destruction of the bushes, upon which the cluster cup grows, this being one of the stages of the wheat rust. This seems to be a very drastic action on the part of the Government and the State and is excusable only upon the theory that the scientists know exactly what they are talking about.

The contention has been made here in Michigan that the barberry is not a native of the State and that it has been introduced since 1807. Spring wheat was grown to a considerable extent in the late '50s before the Civil War. In the early years of the Civil War it was attacked by rust in such a virulent manner as to practically destroy the crop for two successive years. These experiences discouraged the farmers and from that time on very little spring wheat has been grown in the State. If the barberry is necessary in the run of life of the wheat rust, what took its place in the early '60s when no barberries were in evidence here, while the attacks of the wheat rust were so dangerously evident?

In this mandatory edict sent forth by the Government and the State we ought to feel satisfied that the Government has made such thorough investigations that it understands every phase of the life of the wheat rust and that the destruction of the barberry is the only safe course to pursue, but until the scientists can show us that by the destruction of the barberry we are safe from the disease, we are warranted in hesitating about destroying a plant which has added so much to the beauty of our country.

They quote Denmark as complete evidence in support of their contention, but is it not true that in England and France and Germany the production has been continued with the barberry considerably in evidence and the average yield per acre has been increasing with the years? And is it not true that wheat growing in our own country—barberry or no barberry—has decreased in its yield per acre as we have used up the qualities of our virgin soil? The scientific world has made some unwarranted statements and drawn some questionable conclusions, because of the incompleteness of the testimony upon which the conclusions are based. We have listened to them when they have advised us to kill off the English spar-

rows in the interests of other bird life and still in England the bird life is continuing in its wide range of species in spite of the English sparrow. We were told a couple of years ago that the safety of the white pine in this country depended upon the destruction of currants and gooseberries, which harbored the arch enemy of the pine, known as blister. The white pine has been introduced largely in France and Germany with the currants and gooseberries largely in evidence and still it is holding its own there very well indeed. The gentlemen who have commandeered the Government in the issuing of proclamations concerning the gooseberry and currant find that the good sense of the people will not allow them to act under even the mandates of the United States Government in the face of facts, which are not completely accounted for as yet. It seems to us that the owners of beautiful plantations of barberries still hesitate in the complete destruction of this beautiful plant until they become satisfied that the con-

Bay City may engage in the market business. The Bay City Market Co. made a proposition to the Common Council last week for the sale of its property.

Many shoe factory managers are calling in their traveling salesmen. The factories cannot be run at full capacity, because of the difficulty experienced in securing shoe workers, therefore managers have decided that they will be fortunate if they can make the shoes already ordered for fall delivery. This will cause depleted shoe stocks before another season opens.

The munitions' plant destroyed by fire at Port Huron recently will be rebuilt.

The factory of the Borden Condensed Milk Co., Sandusky, began operations last Monday.

Traver & Pitcher succeeded A. W. McNinch, undertaker and furniture dealer, Sandusky.

Fire partially destroyed the buildings of the Sanilac County Creamery Co., Brown City, last Monday.

The Bricker Elevator Co. has discontinued business at Avoca and erected a large elevator at Fargo.

The Erb Mercantile Company's stock of general merchandise, Mayville, has been sold to W. A. Williams,

"Bill," as we all know him here, is a good husky fellow and through his good training with the local Y. M. C. A. will, no doubt, be promoted rapidly. Ed. Hull, formerly with the Prudential Insurance Co., is assisting his father, Henry Engle, in the grocery on East Main street and, while we miss "Bill" at the store somewhat, he has the good wishes of all his comrades at home.

Mr. and Mrs. Charles S. Bartholomew, of Long Beach, California, are spending a few days with friends and relatives here, before continuing on their journey to Port Taylor, Honduras, Central America, where they will engage in banana raising on a large ranch owned by friends. Mr. Bartholomew was a merchant in Kalamazoo, as was his wife, who will be remembered as Mrs. Charles Jeffords, before they went to California.

Earl Eleight, of 1605 Portage street, grocer and butcher, had the misfortune to lose the end of one of his fingers last week while running his slicing machine. Earl now admits it is cheaper to buy cold boiled ham to cut in his machine than it is to use up his fingers.

James Grant, President and General Manager of the Brink Baking Co., has returned from Miami, Fla., where he spent the winter to regain his health after a prolonged illness.

Thieves who broke into Dan Krone-meyer's meat market, on Portage street, last week were not successful in getting any loot, but, instead, they evidently received cuts on their hands from the broken window through which they gained entrance, judging by the marks about the store.

F. A. Saville.

### By Knowing His Failing.

"One incident that came out in handling our salesmen stands as a striking illustration of the mental attitude we have sought to create in our selling force," says the sales manager of a chinaware concern.

"A new salesman had been taken on who seemed to have every qualification that would ensure success; yet he made trip after trip with results so unsatisfactory that he was called in for dismissal. After going over the records with him I saw plainly that his chief difficulty lay in his permitting dealers to put him off easily until 'next trip.'"

"I pointed this out to him, and he earnestly requested another trial—just one more trip. As an experiment, I sent him out over the same ground on the definite understanding that he must get orders that trip. Spurred by necessity, and confident that he knew the secret of his former failures, the salesman went out and obtained more business in the first two days than he had in six weeks previous. To-day he is a topnotcher and often leads our force in sales."

B. A. Maner.

### Lingerie Waists Wanted.

Lingerie waists for summer wear are having a very heavy sale in many sections, according to reports from manufacturers in this city. Batiste is among the leading fabrics of the season thus far. The slip-on type of blouse is said to be increasing its popularity in the late business. Many of these garments are being made with tailored collars with which narrow ribbon ties are to be worn. Although light colors are in demand, it is said that white waists trimmed with black and with black ties are growing in popularity.

## Lack of Knowledge

of the rulings made by the Food Administration of the United States Government is not accepted as a valid excuse for violation of these rules. Read your trade paper for information about those measures which vitally affect your business.

clusions of the scientists are not based upon half truths. We wait with interest further developments and as yet our sympathies are with the nature lovers, who are not willing to be stampeded by the arrays of figures of serial destruction by rust.

Charles W. Garfield.

### Boommlets From Bay City.

Bay City, May 13—At the regular meeting of Bay Council last Saturday evening a musical programme was rendered and a talk was given by Rev. Geo. P. Davey. Both were thoroughly enjoyed by those present. The programme committee will feature special programmes at subsequent meetings.

Fred L. Twining, a prominent business man of our city, died last Monday. Mr. Twining was the pioneer merchant of the village of Twining. He came to Bay City five years ago and engaged in the lumber business, specializing in mine props and railway ties.

Word has been received from an officer in the 125th infantry, now near the firing line in France, that Major Augustus H. Gansser has been put in command of the first battalion of that regiment, which is made up of Michigan National Guardsmen and a few selective soldiers who originally were sent to Camp Custer. Major Gansser is a Bay City boy, a veteran of the Spanish-American war, and has a fine record as a soldier. Therefore residents of our city and county are proud of him.

Sandusky, who will continue the business at Mayville, managed by Roy Erb.

A co-operative company is being organized at Clifford, to succeed C. L. Livermore, general merchant.

Bay City may have another railway terminal in the near future.

The people of Manistee and that section of Michigan are very much interested in having the Manistee East & West Railroad extended to this city.

J. H. Belknap.

### Late News From the Celery City.

Kalamazoo, May 14—The old track of the Michigan Railway Co., on East Main street, from Portage street to the G. R. & I. tracks is being torn up preparatory to the laying of a double track, which is greatly needed to facilitate traffic on the city lines, as well as the Grand Rapids interurban line. Temporary tracks have been laid and the work is progressing nicely.

Harry Oakum has rented the store building at the corner of Washington and South Burdick streets from C. E. Brakeman and will carry a complete stock of shoes, besides conducting an electric shoe repair shop.

Mr. and Mrs. B. R. Barber returned Friday night from St. Petersburg, Fla., where they went on last Thanksgiving day to regain Mr. Barber's health. Mr. Barber reports a very pleasant trip and claims a complete recovery, with lots of praise for Florida climate.

Word comes from Camp Custer that with but eight hours' training William Engle, who recently went to camp from here, was advanced in the ranks to the position of Corporal.



### Should Have Read the Tradesman More Carefully.

Armada, May 13—I have written to you before in regard to the Brenard Manufacturing Co. I think I explained my experience with the concern somewhat, but will do so again. Last fall a Mr. Farrel, who is its Michigan representative, induced me to sign some notes by false representations. He worked his game very cleverly. He appeared to be in a very big hurry after securing my signature to his notes and I was so busy myself that I did not see the contract until he laid it down for me to sign; in fact, he signed it for me and then had me put my name under what he wrote. Of course, he seemed very honest and I never took the time to read same, but the next day when I had time to look it over thoroughly, I noticed it was full of catch phrases and pitfalls for me. He guaranteed me 20 per cent. increase in my business, for which I was to pay \$320. He also included an agreement to give me a security bond that if the concern failed to increase the business 20 per cent., he would refund the \$320.

The next day after signing the contract I wrote Farrel to cancel same. I also sent the Brenard Manufacturing Co. a telegram not to send on any goods and that I would write later to explain, which I did, asking it to return my notes, for which it wanted \$130. Since then it has placed the notes in the hands of Crocker & Miller, attorneys of Mt. Clemens. Wednesday of this week I saw the Prosecuting Attorney. He went with me to Crocker & Miller and we saw the notes. They are still owned by the Brenard Manufacturing Co.

I received a phone yesterday from Miller & Crocker that the Brenard Manufacturing Co. would settle for \$100. I have also been asked to co-operate with other merchants who are refusing to pay their notes and will stand them a suit.

To-day the State organizer, Mrs. Henderson, called on me to put on the campaign and I told her I had sent all the goods back to the concern, which I did in the middle of the winter. She said she did not blame me for not paying the notes and thought I ought to insist on damages. She said she had been with the concern over three years. While here she called up a Detroit firm to apply for another position. She said she was utterly disgusted with the unbusinesslike methods of the Brenard Manufacturing Co. and that every customer she called on was thoroughly dissatisfied.

Now, what would you do—pay the \$100 or not? Or would you pay the hundred dollars and have Farrel arrested for perpetrating a fraud?

I am taking your magazine and only wish I had read it more thoroughly heretofore, because I understand that you have repeatedly exposed this concern as fraudulent. I do not think you can publish enough to show up this concern, for if it did business on the square, after the explanation I have offered, it would cheerfully have returned my notes. This is a long letter and will, no doubt, take up a great deal of your time, but pardon me for same and please reply.

Mrs. F. A. Kipp.

The above sounds like a very old story to the Tradesman, because it is practically a repetition of dozens of similar experiences which have been presented in the Tradesman during the past dozen years. In all cases the procedure is practically the same. The crafty solicitor is always in a hurry to close the deal, so as to make several more towns the same day to accommodate merchants who are waiting impatiently for his appearance to close similar deals with him. The statements

of the agent are usually plausible enough, but when the dupe comes to read, the duplicate of the contract he has signed the next day he finds it bears little resemblance to the verbal statements and inducements of the agent. Furthermore, he finds that the contract is so worded that no one not versed in technical phraseology can interpret it. The conditions exacted are so onerous and involve so much detail work that not one merchant in a hundred can comply with the contract, unless he devotes practically all his time thereto. Any concern which foists such a contract on a busy merchant should be an object of suspicion and disgust, even though it never undertakes to make good on the conditions therein set forth. The Tradesman has little patience with any one who deals with a stranger on such short notice and signs notes which have a habit of turning up in the hands of an alleged "innocent third party." If the signer would erase the words "or order" in the notes, so they could not be transferred to a dishonest accomplice or shyster attorney, he would then be in a position to contest their payment, but as a matter of fact he does not have to sign notes at all for something promised to be done in the future, because an honorable house would be willing to take its pay for service as the service is rendered, instead of insisting upon what amounts to advance payment for service which is seldom or ever rendered.

As to the course Mrs. Kipp should take in regard to compromising with the Iowa sharpers, that is a question for her attorney or the Prosecuting Attor-

ney of her county to decide. If the latter does his full duty in the premises, he will—in the opinion of the Tradesman—issue a warrant for the arrest of Farrel on a charge of obtaining goods under false pretenses. Such a charge could easily be proven, judging by the methods Farrel employed in Western Michigan before he was driven out of that territory under threat of prosecution by the Tradesman.

### Organize to Ban German Made Goods.

What is designated as "a chain to tie up the beast" has been started the country over to discourage the purchase, by Americans, of products manufactured in Germany. A link in the chain is to be formed in Kalamazoo. A copy of the pledge to be signed by all willing to refrain from buying German-made articles has been received by C. A. Weidenfeller, Secretary of the Patriotic League. Walter Wellman, well known journalist, is at the head of the movement.

### Crop Prospects in France.

In spite of a shortage of fertilizers, crop conditions in France are reported by the Minister of Agriculture as favorable. Due largely to the energy of French women, prospects indicate that this year's crops will exceed those of 1917. The United States Food Administration, however, points out that any increase is likely to be small compared with the dependence of France on imports of food from the United States.



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

### Barney says—

Make no mistake.

We're in to the finish.

If it's not settled over there—it *must* be settled over here.

You don't believe it perhaps.

Neither did many believe that such an awful war could happen at all.

*But it did.*

The sooner all of us get to thinking about this war in terms of *our* homes, *our* loved ones, *our* fate, the sooner it is going to be won, for *won* it must be.

Let it not be said that the Atlantic ocean has dampened our enthusiasm for making *personal* sacrifice.

And after all—lending our government money, at a good rate of interest, on the best security in the world, can hardly be called *sacrifice*.

It certainly is not *sacrifice* as the word is understood in Europe.

But if we can't do anything else to help win the war, except to lend our money, let's lend a lot of it, and with the heartiest good will.

Get back of this *War Saving Stamp* movement.

*Fit up a War Savings Department in your store*, and see that every customer buys—all "slacker" quarters are enlisted in the war. Opportunities like this are not often given you—prove that you are a patriot—*help Uncle Sam win the war.*

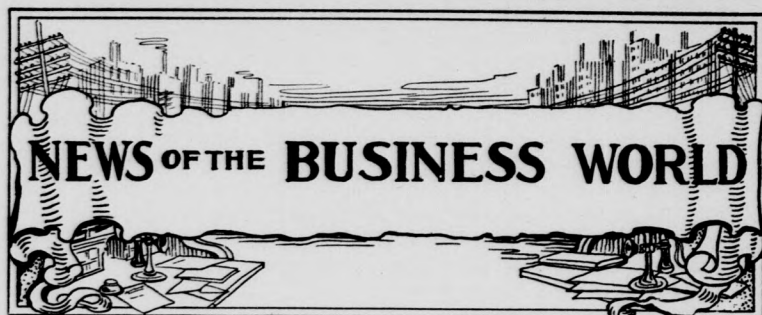
In co-operation with the War Savings Stamp Committee this advertisement is published by

## WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS





### Movements of Merchants.

Sears—Earl L. Dake succeeds Charles Conn in the grocery business.

High Bridge—C. J. Streeter succeeds J. R. Cornish in the grocery business.

Columbiaville—Peter Pappas has opened a fruit and home baked goods store.

Fennville—Mrs. H. Peterson will open a grocery store at Round Lake May 18.

Bellaire—Byron Lee has engaged in the meat business. He will also buy hides and furs.

Otsego—The J. L. Ludwig grocery stock was sold at auction by the court in bankruptcy May 11.

Detroit—The Mac Ivor & Crotser Lumber Co. has changed its name to the Crotser Lumber & Coal Co.

Muskegon—Andrew W. Smith has opened a restaurant and soft drink parlor at 149 West Western avenue.

Lapeer—Charles Hollenbeck has purchased the cigar and tobacco stock of Lee Middleton and will continue the business.

Clifford—The Clifford Co-Operative Mercantile Association has been incorporated with an authorized capital stock of \$15,000.

Delton—E. M. Eckhart has sold his stock of groceries and general merchandise to James R. Brown, who has taken possession.

Marcellus—Clyde Goodrich has sold his drug stock and store fixtures to C. R. Miller, who will consolidate it with his own.

Springwells—The Walker & Frank Brick Co. has changed its name to the Walker & Frank Co. and changed its post office to Detroit.

Ontonagon—Dr. A. L. Swinton has purchased the Powers drug stock and store fixtures and will continue the business at the same location.

Harbor Springs—Cecil C. Abbott has sold his cigar and tobacco stock to H. Curkendall, recently of East Jordan, who has taken possession.

Harbor Springs—Albert G. Wellbrook has sold his meat and grocery stock to G. W. Melson & Co., who will consolidate it with their own.

Cloverdale—Ely Payne has sold his store building and stock of general merchandise to Hathaway & Conklin, who have taken possession.

Cadillac—Harry Zelma has removed his grocery stock to 812 Wood street and opened a soft drink and ice cream parlor in connection with his store.

Lansing—George Daschner has closed out his meat and grocery stock at 1133 North Washington avenue and assumed the management of several departments for the Pregulman Bros. Packing Co.

Romeo—Frank Ross, of Owosso, has purchased the confectionery and fruit stock of Mike Bonfiglio and will continue the business at the same location.

Ionia—Herman Hacker, grocer at the corner of East Main and Jackson streets, is closing out his stock and will retire from business, owing to ill health.

Sunfield—G. M. Delavan has sold his stock of dry goods, clothing, men's furnishing goods and groceries to C. C. Corwin, of Lansing, who has taken possession.

Ionia—Frank M. Wirtz has sold his interest in the coal and wood stock of the W. C. Page-Wirtz Co. and will engage in a similar business under his own name.

Kalamazoo—Vanpeenen & Schrier, who have conducted a men's furnishing goods store at 118 East Main street, are closing out their stock and will retire from business.

Middleville—A. H. Bell has sold his produce stock to D. W. Schovey, who will deal in eggs, poultry, calves and hides and carry a full line of stock and poultry food.

Detroit—The Surgical Specialties Corporation has been organized with an authorized capital stock of \$2,500, all of which has been subscribed and \$1,000 paid in in cash.

Kalamazoo—Alexander Velleman, dry goods dealer at 116 East Main street, has leased the building adjoining his store, taking out the partition and remodeling the entire store.

Manistee—Benjamin Russky is closing out the stock of the Monarch Clothing House, which he has conducted for the past fifteen years and will retire from business.

Fremont—Gerrit Dobben has sold his interest in the grocery stock of Dobben & Schuitman to Bert Jakes and the business will be continued under the style of Schuitman & Jakes.

Olivet—Mrs. Phillip Gage, who recently purchased the F. H. Gage dry goods and notion stock, has taken over the Mrs. Barbara Mead millinery stock and consolidated it with her own.

Unionville—The Unionville Hotel Co. has been incorporated with an authorized capital stock of \$12,000, of which amount \$6,250 has been subscribed, \$50 paid in in cash and \$2,000 in property.

Detroit—The Drayer-Garman Co., Vernor building, has been organized to conduct general metal work, with an authorized capital stock of \$20,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—The Floyd W. Robison Co. has been organized to deal in coffees, with an authorized capital stock of \$30,000, of which amount \$16,500

has been subscribed, \$100 paid in in cash and \$15,000 in property.

Fountain—D. W. Loucks has installed a private electric lighting plant in his grocery store. It has sufficient power to run the ice cream freezers he uses in supplying his trade and the other merchants with ice cream.

Detroit—Briskman & Co. has been incorporated to conduct a dry goods, clothing and men's furnishing goods store at 307 Ferry avenue, with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and paid in in cash.

Detroit—The Frantz-Lerang Co. has been organized to conduct a wholesale and retail men's furnishing goods store at 47 Michigan avenue, with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,400 paid in in cash.

Eaton Rapids—James H. Parks enjoys the distinction of being one of the pioneer business men of Michigan. It was forty-seven years ago May 9 that he entered the employ of the late T. W. Daniels as clerk in his dry goods and clothing store. He has been continuously engaged in business life in this city since that time. He was in the Daniels store more than twenty-five years, but for a number of years he has conducted business on his own account.

### Manufacturing Matters.

Petoskey—The Blackmer Pump Co. is building a large addition to its plant.

Bay City—The Kolb Brewing Co. has changed its name to the Kolb Cera-Ola Co.

Jackson—The Eberle Brewing Co. has changed its name to the Eberle Beverage Co.

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

Jackson—The Electric Intake Heater Co. has increased its capital stock from \$12,000 to \$25,000.

Port Huron—The Port Huron Brewing Co. has changed its name to the Port Huron Beverage Co.

Saginaw—Wickes Bros. are building a storage and pattern building at their boiler manufacturing plant.

Sparta—The Sparta Condensed Milk Co. is installing dry milk machinery and will continue condensing and evaporating milk.

Westphalia—Frank Martin, will manufacture ice cream and conduct an up-to-date ice cream parlor and confectionery store here.

Grayling—The Grayling Box Co. has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Saginaw—The Saginaw Manufacturers War Service Co. has been incorporated to manufacture war necessities, with an authorized capital stock of \$25,000, all of which has been subscribed and \$2,500 paid in in cash.

Monroe—The Griley-Unkle Engineering Co. has been organized to manufacture and sell paper making and other machinery, with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Detroit—The Holley Kerosene Carburetor Co. has increased its capital stock from \$100,000 to \$150,000 and changed its name to the Holley Carburetor Co.

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

St. Joseph—The Simpson Truck Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and \$15,000 paid in in property.

Portland—H. G. Behrens, of Grand Rapids, has assumed the management of the Laughray Silo Co., which will manufacture cement fence posts in addition to its regular line of silos.

Detroit—The Regal Rubber Stamp Co. has been incorporated with an authorized capital stock of \$2,500, of which amount \$2,200 has been subscribed, \$400 paid in in cash and \$1,800 in property.

Detroit—The Inverted Jet Carburetor Co., 709 Loraine street, has been incorporated with an authorized capital stock of \$1,000, of which amount \$650 has been subscribed and \$300 paid in in cash.

Manistee—Charles E. Schewe, Charles E. Crysler and E. J. Kott have organized the Manistee Potash Co. and engaged in business in the Kott building, active operation of the plant commencing May 13.

Saginaw—The first Wolverine tractor made by the new Wolverine Tractor Co. was tried out a few days ago. It is to a great extent an "All-Saginaw" product as the power plant, the steering gear and most of the other parts are made in Saginaw.

Detroit—The Charles H. Barr Co. has been organized to manufacture and sell women's wearing apparel, with an authorized capital stock of \$15,000, of which amount \$9,510 has been subscribed and paid in, \$10 in cash and \$9,500 in property.

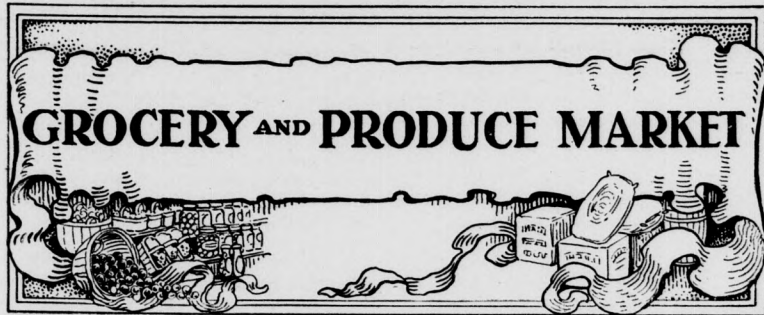
Muskegon—The Lakey Foundry Co. has acquired the ice house and adjoining property of Neill & Alwaynse, thus making possible large extensions of its plant. The company is working to full capacity and has been hampered through lack of production space.

The annual convention of the Michigan State Pharmaceutical Association will be held at Detroit, June 25, 26 and 27. Headquarters will be at the Statler Hotel, where the sessions will be held. The entertainment feature will be undertaken, as usual, by the Michigan Pharmaceutical Travelers' Association, of which W. F. Griffith, of Howell, is President, and Walter Lawton, of Grand Rapids, is Secretary and Treasurer.

Guy W. Rouse, President of the Worden Grocer Company, has returned from Mt. Clemens, fully restored in health and strength. He has again taken up the work of food control with great energy and determination.

Arthur R. Zimmer has purchased the grocery stock of J. Kellogg, 349 Division avenue, South.





### Review of the Grand Rapids Produce Market.

Asparagus—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. The price will be advanced to \$7 next week.

Butter—The market is steady, showing a slight increase in receipts. The average quality is gradually improving, due to better pasture conditions in the producing sections. The market has been somewhat unsettled and quotations range about 1c lower than a week ago. A gradual increase is looked for, with a good home consumptive demand and some export demand. No great change is looked for in the immediate future. Considerable is being withdrawn from cold storage warehouses. Local dealers hold extra fancy creamery at 41½c for fresh. They pay 38c for No. 1 dairy in jars; they also pay 27c for packing stock.

Beets—New Florida, \$1 per doz. bunches.

Cabbage—Mobile stock, \$2.50 per crate of 110 lbs.

Carrots—65@75c per doz. bunches.

Cucumbers—\$1.25@1.50 per doz. for Illinois hot house.

Eggs—The market is very firm. The average receipts running good in quality and are about normal for this time of year. There is a heavy home consumptive demand and receipts are very nearly cleaned up daily. There are, however, few eggs going into the warehouses at this time. The outlook on the egg market depends largely upon weather conditions. Local dealers pay 34c to-day, cases included, delivered in Grand Rapids.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$6.50 per box for all sizes Floridas.

Green Onions—15c per doz. for home grown.

Green Peppers—75c per basket for Southern grown.

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

Lemons—California selling at \$6.50 for choice and \$7.50 for fancy.

Lettuce—12c per lb. for hot house leaf; \$2.25 per hamper for New York head; Iceberg, \$5 per crate.

Maple Syrup—\$2.35 per gal. for pure.

Mushrooms—75c per lb.

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

Onions—Texas Bermudas, \$2 per crate for yellow and \$2.25 per crate for white.

Oranges—California Valencias, \$6.25 @7.25 per box.

Parsnips—75c per bu.

Pieplant—75c per bu.

Pineapple—\$6@6.50 for either size.

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

Potatoes—Country buyers are paying 75c per 100 lbs. New are now in market, commanding \$3 per 100 lbs. for Florida.

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

Seeds—Timothy, \$9 per 100 lbs.; Medium Clover, \$32; Dakota Alfalfa, \$23; Montana Alfalfa, \$26; Alsike, \$26.

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

Seed Potatoes—Early Ohio, 2c per lb.

Spinach—\$1.65 per bu. for Ill.

Strawberries—\$4.50@5 per 24 qt. case Floridas.

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

Tomatoes—\$5 per 6 basket crate.

Wax Beans—Florida stock commands \$3.25 per hamper.

### The Grocery Market.

Sugar—Unchanged.

Tea—The spot market is in a seasonably quiescent state and is devoid of special features of interest. There is a moderate line of business being done, but in view of the restricted supplies of most varieties no pressure to sell is being brought to bear and the firm tone that has been a prominent characteristic of the market for some time is retained. Interest at present is centered in the probable opening prices on the new Japan and Formosa crops, which are expected to be cabled at any time now. Every indication points to figures considerably above those put out last year. The item of freight alone, it is admitted, warrants a substantial increase in c. i. f. quotations.

Coffee—There has practically been no change in the situation during the week. Spot Rio and Santos are in exceedingly light demand at perhaps a small fraction lower than a week ago. This is so small, however, as not to be important. There is some expectation that the United States Government may buy Rio and Santos coffee in large enough quantities to affect the market. This, some people seem to think, is a strengthening influence, but it has not affected the market as yet. Mild grades of spot coffee are firm and unchanged.

Canned Fruit—Nothing has developed in regard to futures as yet, except that California canners have revised their contracts with peach growers to allow for war conditions, forecasting high prices when they are named.

Canned Vegetables—The market is nominal owing to light spot offerings

and little, if anything, available in the way of futures.

Canned Fish—Salmon is at a standstill and there is nothing of interest as yet in regard to sardines.

Dried Fruits—Advices from the Coast indicate that considerable business was placed in future dried fruit on May 1 and 2 before it was learned that the Food Administration had again postponed the date for doing business. All of this business, of course, had to be canceled, and considerable confusion resulted, but the important fact was revealed that a large volume of business in the licensed articles is waiting to be placed. In a measure this is to be expected, as naturally orders that would have been placed during the period of suspension have been piling up and will overwhelm the packers during the first few days that business is permitted. It also appears that growers have steadily favored the postponement, whereas commercial packers were in favor of going ahead with business on May 1. The packers, however, accepted the situation gracefully, their only protest being that they were not advised in time to prevent them going to all the expense of preparing their selling organization and sending out telegrams. Apricots have been opened by several packers, not being among the licensed items, but prices presented were only tentative. Northern fruit was quoted on the basis of 12c bulk for standards, 14c for choice, 15c for extra choice and 16½c for fancy, with ½c less for Southern. The association reports that it is well booked up for Santa Claras subject to prices coming in later. Spot offerings of all dried fruit are light, with no chance of replenishing as stocks in growers' hands are practically exhausted.

Condensed Milk—There is little or no demand for either sweetened or evaporated milk. Offers of the latter are being made below current quotations.

Cocoa—Continued dullness creates an easy feeling, and while prices for the most part are nominally unchanged concessions would no doubt be made in response to firm bids.

Tapioca—The situation is unchanged. No action relative to the efforts making to secure a modification of restriction of imports has yet been taken by the Tapioca and Sago Association, although it is understood that a committee is at work on the matter and that definite plans for presenting the claims of the trade to the consideration of the War Trade Board are in process of formulation.

Molasses—Buyers continue to be supplied by deliveries out of irregular arrivals from primary sources, the spot market still being virtually bare of stock in first hands. The tone is firm and prices are unchanged.

Spices—There is a steady distributing trade in the principal commodities on this list and restricted supplies keep prices on a very firm basis. This is particularly true of white and black peppers, prices for which are advancing as the small stocks are steadily diminished by the demand of current consumption.

Corn Syrup—The restrictions placed upon the consumption of sugars by

manufacturers of so-called nonessential food products has a tendency to increase the demand for corn syrup.

Rice—There is nothing material to be added to what has been already said regarding conditions in this market. Demand, although not important, is more than equal to the limited supplies available for prompt delivery. Quotations are nominal but the tone of the market continues to reflect a strong upward inclination of prices both here and in the South.

Cheese—The market is very firm on strictly fancy June-made cheese, due to a light supply of fancy marks and a fair consumptive demand, prices ranging ½c higher than previous quotations. The market on new cheese is steady, with somewhat increased receipts and a fair outlet. The average quality is slowly improving. No material change can be seen in the cheese market in the near future.

Salt Fish—There has been no change in the fish situation during the week. There is a fair supply of mackerel at unchanged prices.

Provisions—The market on smoked meats is steady, with quotations slightly lower than previous quotations, due to a better supply and a fair consumptive demand. The market on pure lard is steady, local packers asking about the same price as previous quotations. There is a good supply and a fair consumptive demand. The market on compound lard is steady, quotations the same as last week. There is a fair supply, with a good consumptive demand. Dried beef is very firm, quotations ranging 1c higher than previous quotations. There is a very moderate supply and an extra heavy demand at this writing. Barreled pork is steady, there being a fair supply and a moderate consumptive demand. Canned meats very firm, with a light supply and a good demand.

Charles E. Olney, who was a resident of Grand Rapids for a quarter of a century prior to his removal to Thompson, Conn., about twenty years ago, was in the city three days this week looking over his business interests here. He attended the annual meeting of the Judson Grocer Company Tuesday. Mr. Olney is holding his own wonderfully well and shows little indication of having passed the 73d milepost. He was favorably impressed with the snap and vim so greatly in evidence here and noted a great contrast between the progressive spirit of Grand Rapids and the opposite characteristic peculiar to Eastern cities.

M. Piowaty & Sons have opened a branch produce house at Kalamazoo under the management of A. M. Todd, who was formerly manager of the Roy Fruit Co., Kokomo, Ind. The new establishment is located at the corner of Burdick street and the Michigan Central Railway.

Alfred G. Packard, formerly manager of the local branch of the National Biscuit Co., is now sales manager for M. Piowaty & Sons. His duties cover the ten stores of the house in Michigan. He will make his headquarters at the main office in Grand Rapids.



## MERCANTILE TRADITIONS.

### Tendency to Abandon Past Ideals and Principles.

Surely, if one of our old-time revered merchant princes should suddenly rise from the grave and look around in the mercantile world to-day—with its Governmental control, its Food Administration rules, its Federal Trade Commission, its radical anti-trust theories and its socialistic tendencies—he would probably want to go back again and slumber on; for there remain but few of the environments in which the thing he was pleased to term "business shrewdness" would have any chance for operation, or any incentive, save to land himself in jail.

One need not necessarily laud the mercantile idealism and ethics of the past to recognize how far afield we are drifting of late. It is all very well to accept it with good grace in patriotic consideration of wartime necessity—most business men are so accepting it—but surely some recent happenings in the line of regulatory doctrine appear to undermine the last vestige of business practice based on ability and to enthrone in its place "the era of the dead level" in which the merchant has become a mere automaton. It has been coming about so gradually that there has been little protest, but every now and then of late men of unquestioned fidelity and patriotic zeal are heard to rise up, not so much in protest as in warning against a complete annihilation of the principles of individual initiative in business.

Just note some of the things which have recently not only been suggested but have actually come to pass in the food trades. It is illegal to accumulate more than a prescribed amount of merchandise of the inhibited kinds; one must buy only for his "known" needs for a specified period. Judgment as to crop failures, failing supply and increased demand are criminal motives in determining how much a merchant shall lay in against his anticipated needs.

Goods once bought cannot change their value either at the whim of the owner or in an open market in response to the law of supply and demand. While resale prices are not set by the Government, the profit one may make is, under the penalty of losing one's license to operate.

Merchants and manufacturers are not now permitted to push their sales by advertising or by the exercise of salesmanship, but must sit still and let whatever demand there may be come their way automatically. Manufacturers have been prohibited from trying to derive an increase in the volume of business by concessions and discounts. One cannot temper his charge for service beyond certain limits, and even a manufacturer's profits are limited for him by the officials rather than by the customer's willingness to pay. It is illegal to resell a surplus of goods to a fellow merchant, save under very rigid rules for splitting profits.

Canners have been virtually prohibited from "taking a chance" by

making future sales, one of their dearest pastimes. Heretofore they averaged the losses by the gains in the game, but now a high profit which might offset a loss is prohibited. Traders are even prosecuted (at least in one recent case on the Pacific Coast) for refusing to buy perishable goods when the supply was such as to make speedy movement to the consumer impossible, from a mercantile standpoint, and because trade movements inevitably "follow the leader" they were charged with being a monopoly, because they all reached the same conclusion and acted accordingly.

In some of the cases against manufacturers of proprietary articles, the recently suggested policies of the Federal Trade Commission—let us say suggested because the decisions have not been formally rendered in some especially radical cases—seem to challenge the very fundamentals of good business practice.

For instance, manufacturers who make a practice of having their representatives attend conventions, or who entertain their customers with winning, dining, theaters and automobile rides—practices as old as the hills in principal and everywhere else considered good policy and of sound morality—have been summoned and prosecuted. It is decreed as unfair that a manufacturer sell at lower prices to a customer who uses his goods exclusively rather than divide his patronage. It is declared criminal to "obtain the trade of customers of competitors." In the light of such an idea, what is the use of competition, anyway, if that is to be barred? To create steady patronage by entering into long term contracts is also stamped as illegal.

And in a recent case adjudicated in New England the Federal Trade Commission forbade the defendant to do these things.

(a) Indicate to dealers the prices for which its goods shall be resold.

(b) Securing agreements from dealers to adhere to such prices.

(c) Refusing to sell to dealers who fail to adhere to such prices.

(d) Refusing to sell to dealers who fail to adhere to such prices upon the same terms as dealers who do so adhere.

(e) Furnishing any advantage to dealers who adhere to the resale prices, while refusing similar treatment to dealers who do not adhere to the prices.

Of course, some of these decisions have come up under the controversy about "fixed prices," while others are based on the broader idea that they are "unfair trading." In one recent case the Board has decreed that a buyer owns the goods he buys absolutely and can sell them at any price he chooses "so long as he does not sell them below cost" and thus enter into unfair competition.

Why make the discrimination at cost? What is "cost" anyway? Is it the price paid for goods landed at the buyer's door, or is it the goods at their invoice accumulated cost, the moment they are offered for sale? If a big buyer sells again at prices

with so small a profit that his small competitor cannot meet his price without losing his "overhead," is the unfairness any the less tangible than when sold at a reduction below purchase price only?

There is a growing suspicion in trade circles that some of the recent prosecutions and accusations and enquiries are not so much based upon principles as they are movements aimed at aiding the buyer as against the seller. This may not be openly the motive for the accusation and it may be a wholly unconscious and accidental incident to well intentioned prosecution, but from the standpoint of the business man who recognizes in business something of the elements of a "game" and who enters trade with the sportsman's willingness to take as well as give, the feeling is that criticism and suspicion and accusation and reprisal on the part of the "poor suffering consumer" are really becoming more destructive than constructive.

There must be incentive in business and if it is all to be reduced to the dead level of commonplace, devoid of any of the normal risks of traditional commercial practice, hopeless of any of the larger rewards for shrewdness and ability and vision the mercantile field will have little to offer the up-to-date American. Isn't it time to take a survey and see where we're drifting in our zeal to "let Sam do it all?"

Of course, no patriotic American will offer much protest against regulation necessary to the successful ending of the war—in fact, the food trades long ago gave up any idea of making any money while the war lasts—but some of these doctrines show signs of remaining after the war is over. They strangely harmonize with the ideals of the reformer and the agitator and the theorist, and, backed by the power of emergency compliance and Governmental authority, they may achieve a success during the war which will carry them further.

Such is the fear of the business man. To-day he stands facing conditions with a frank admission that he is "all at sea." He may have spent a lifetime in acquiring business experience and the ability to succeed in a field of open competition. He may have congratulated himself that he thought he knew the rules of the game. But to-day he knows little that will be of value to him if these things are to last. Business will be as much a humdrum existence as selling papers on a street corner—at a fixed price, at a predetermined profit, with a fixed and limited supply, with rules that allow no field for individualism. Where are we drifting?

### Germany urges Vegetable Oil Production.

Germany is attempting to increase the cultivation of summer oil-seeds, probably to help relieve the great shortage of fats and oils. Larger crops of rapeseed, oil-seed, poppies and mustard are especially urged under a bonus system.

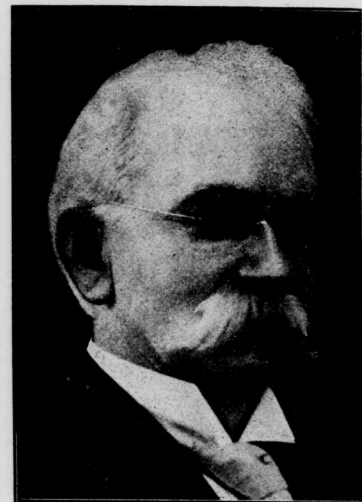
The M. B. M. Co. has increased its capital stock from \$8,000 to \$18,750.

### Shows a Turn Over Twenty-Nine Times.

About a year ago, when the Tradesman was conducting an aggressive campaign on the subject of Increasing the Turn Over, Frederick C. Beard, grocer at 1504 Wealthy street, Grand Rapids, brought to the Tradesman office detailed figures showing that he had a turn over for the preceding twelve months of twenty-three times. In other words, his sales for twelve months were twenty-three times as great as the average amount of stock carried.

The Tradesman presented this record and invited its readers to match it, whereupon Walter R. Engard, of London, Ohio, presented figures showing that his sales the previous year were twenty-seven times as great as the amount of stock carried.

Mr. Beard said nothing, but went quietly to work to increase his turn over. As a result, he now shows that



Frederick C. Beard.

his turn over for the twelve months from May 1, 1917, to May 1, 1918, was nearly twenty-nine times in excess of his stock. He aims to make it thirty times and believes he will be able to accomplish this result during the present fiscal year.

Mr. Beard has been engaged in the grocery business practically all his life and is regarded by the jobbing trade as one of the best posted men in the business. His store is a model of neatness and convenient arrangement and the service he renders his customers is conceded to be superb. Mr. Beard is faithful to his business. He is constantly behind the counter or at the door to greet his customers as they come in. Everyone is treated with equal courtesy and consideration. Mr. Beard is one of the grocers who runs his business, instead of permitting his business to run him.

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

Buffalo, May 15—Creamery butter extras, 45c; first, 43@44c; common, 38@42c; dairy, common to choice, 32@40c; dairy poor to common, all kinds, 28@32c.

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

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

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

Beans—Medium, \$13.00 per hundred lbs.; Peas, \$13.00 per hundred lbs.; Red Kidney, \$14.00 per hundred lbs.; White Kidney, \$15.00 per hundred lbs.; Marrow, \$14.00@14.50 per hundred lbs.

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

Knowing a dozen languages won't help unless you know how to make a living in one of them.



## UPPER PENINSULA.

## Recent News of the Cloverland of Michigan.

Sault Ste. Marie, May 13—J. Timmerback, for the past few months in the meat business, having purchased the business from John Salo, has sold out this week and is figuring on going back to his farm, which he considers more profitable than dealing in precious meats during the high prices.

E. J. Gorman, manager of the Metropolitan store, at Manistique, has resigned his position to enter the training camp of the United States in the near future. Mr. Gorman has been in charge of this store for two years, during which time he has made many friends who will miss him.

The management of the Detour Hotel, at Detour, changed hands May 1. James Cochrane, the former proprietor, discontinued when the State went dry and expects to enter into other lines. Joe Lamere is the new proprietor. He has been in the hotel business before, being manager of the Wolverine for a number of years. He intends to make numerous changes in the hotel, which are badly needed for the accommodation of the weary travelers. He expects to start in the old-time fish dinners which have made the Detour Hotel popular with the traveling fraternity and numerous tourists who in years gone by have looked forward to these dinners with great pleasure. It is sincerely hoped that Mr. Lamere's efforts will be realized.

Alex Ekstrom, well-known shoe merchant of Manistique, is making extensive alterations at his shoe store, putting in a modern glass front. A tile floor and steel ceiling will be put in through the store, which, when completed, will be one of the finest stores in Cloverland.

Robert T. Moran, one of the Soo's popular young men and for a number of years connected with the Soo

Brewing Co., has tendered his resignation and accepted a responsible position with the newly organized service department of the Union Carbide Co.

John Gray, at one time one of the best known traveling salesman in the Upper Peninsula and for many years in charge of the E. P. Stacy & Sons business in this territory and who retired from active business about four years ago, purchased a comfortable home at Encampment, where he has been living the life of a Rockfeller. John, however, has been longing for some of the business worries again of late and, just to break the monotony, he purchased the Eddy Store, at Encampment, and is opening same with a full line of tourist supplies and merchandise, which will give the people at Encampment every luxury and necessity to be looked for during the summer season. Encampment has grown to be one of the best known summer resorts along the beautiful Soo River and, with its accommodations and conveniences, it is expected this will be a banner year. The tourists have every reason to be thankful for Mr. Gray's efforts.

"It is well to think before you swat in tackling a big fellow."

A new bank has taken the place of the old bank which has been doing business at Rudyard under the name of Fields, Fox, Batdorf & Co. for a number of years. The new bank has been organized and incorporated under the laws of the State of Michigan and is now called the Citizen's State Bank. It will do a general commercial and savings banking business. E. D. White, of Rudyard, is President and E. M. Batdorf, who was Cashier in the former bank, is retained in the same position.

G. M. Jeffries, well-known retired traveling man, has returned from Spokane, where he has been spending part of the winter. He has gone to his summer home at Encampment.

George is still hale and hearty and has come back to enjoy his summer home in the good old summer time.

The St. Ignaceites were all smiles again last week when the Jones mill started up for the season. The hum of the wheels of this industry makes delightful music for the business community in that hustling town.

Hessel has a new ice cream parlor which was opened by W. H. McFee. It is said to be a very attractive place to spend the evening. In addition to ice cream, Mr. McFee carries a fine line of fruits and all kinds of summer beverages.

The St. Ignace Enterprise, in its last issue, passed a fine tribute to Michigan's hotel man, Jim Hayes, in the passing of the Wayne Hotel, which was very interesting to his many friends around Mackinac Island and the copper country where he was so well known. In closing it states that Jim's last remarks were, "I'm properly poor and in a tight box, but I'll come back as a hotel man," which his many friends have every reason to believe will be realized.

"The corn fed girl always looks better natured than the dill pickled maids, whether she is or not."

William G. Tapert.

## Extraction of Flour and Feed.

Reports to the Food Administration by licensed flour millers show the amount and kind of products being secured from 1,000 pounds of wheat. The quantity of flour (all kinds for January) was 737 pounds, equivalent to a milling percentage of 73.7. The yield of bran from 1,000 pounds of wheat was ninety-seven pounds; shorts, seventy-four pounds; middlings, thirty-four pounds; mixed feed forty-eight pounds; red dog, seven pounds; miscellaneous by-products, three pounds.

## Navy Blue Much in Demand.

One of the features of the color demand of late in practically all kinds of merchandise has been the increasing call for navy blue. While this color is always a staple in women's outer garments, until a comparatively recent time it was not very much in the running this season where millinery, hosiery, blouses, etc., were concerned. Now, however, navy blue hats are very much wanted, and bid fair to top the color demand until warmer weather hands over the palm to white. Navy hosiery for women, particularly in the better grades, is also much sought and none too plentiful. Navy blouses duplicate this condition from all accounts.

## Gingham Dresses for Children.

Gingham is proving to be a very popular fabric for children's bloomers dresses. It is reported that these garments are being sold in large quantities in practically all parts of the country. They are taken usually in the brighter color combinations in conventional gingham designs. For more dressy wear, white lawn seems to be very much in favor. Many of these models are attractively set off with hemstitching in one or more colors around the edges of the collars, cuffs, and pockets. In both these lines, good quality materials and the best workmanship are the most sought.

He who feels the need of adverse criticism should cultivate the friendship of at least one true Scot.

## Kellogg's War-Time Krumbles

CO-OPERATING with the National Food Administration's request to conserve Wheat, we have discontinued the manufacture of Wheat Flakes and have cut in two the amount of wheat used in Kellogg's Krumbles.

Corn and other cereals are now combined and blended in Kellogg's War Krumbles, making it a balanced as well as a very delicious breakfast Cereal.

Kellogg's Toasted Corn Flakes as usual.

Always  
look for  
this  
signature

*W.K. Kellogg*

KELLOGG TOASTED CORN FLAKE CO.  
Battle Creek, Mich.





# 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 15, 1918

## LINENS WITHOUT FEATURE.

Linens are quiet, although importers state that they could go out and sell every yard they wanted or were able to offer. Distributors who hold goods are selling in small lots, preferring to distribute a case among several customers rather than to let it all go to one house. Importers do not believe that any factors in the trade will adopt the old policy of quick clearance at low prices in order to maintain a high turnover. Where replacement is so doubtful as it is at present no good end is gained, for if the capital invested in linens were liquidated it would probably prove impossible to reinvest it in linens. Consequently merchants are taking the profits now possible in their stocks and taking them slowly if necessary.

It is clear that all the goods on order will not be delivered, but a number of concerns on the other side are doing better than was expected in the matter of getting out goods. Receipts in this port for the last few weeks have been good, but, so far as importers are advised, there are not many more cargoes afloat and shipments are expected to dwindle from now on.

The stand of the British government is to reserve all stocks of raw material for military use, and the trade cannot count upon any additional material being put into process for civilian use. Goods which are now coming forward are said to be those which were in stock or in process at the time when the Government conservation order went into effect.

The extent to which Britain is conserving flax is indicated by the fact that spinning has been curtailed to forty hours per week. That schedule seems adequate to meet Government needs and permits are not being granted to put flax into process for other requirements. Many plants are running on a four-day schedule, yet paying their operatives a 25 per cent. bonus in order that they may not be the losers by the reduction of time.

This factor, plus the scarcity of flax, will result in higher prices for linens whenever trading is opened up again, importers believe, unless by that time Russia's raw material is again available. It is a question how much flax has been planted there this

season on account of the general chaos which has ruled for six months.

Reports from Ireland state that the early planting presents a poor appearance because of the low temperatures current in early April. Advices dated April 20 report that planting is still in progress in some districts.

The only sluggish sellers on the New York market at present are embroidered linens. Last year, it is said, Maderia was a large buyer of linens from Belfast and these have been embroidered and sent here in larger lots than the market will readily absorb. Crashes, damasks and fine handkerchief linens promise to be particularly scarce. Replacement of such goods with cottons seems more promising in the United States than in England and Canada. The two last named sections will pay extravagant prices, it is said, for real linen.

## SWEATERS QUIET.

The tightening of the raw material market is continuing to show a tightening effect in the sweater market, with the result that an upward tendency is noticeable as far as prices are concerned. The growing war needs of the country will most likely mean a limited supply of wool for such civilian industries as sweater manufacturing, and already there is noticeable a tendency to push the substitutes as much as possible.

Ribbon sweaters are coming in for some increased attention, and while they have not taken the wool sweaters' position they are felt to be gaining in vogue and in some quarters they are most enthusiastic about them. Silk sweaters are being pushed forward, but on account of the price there they are not selling at the rate that they might otherwise sell if the price was lower.

The present demand for sweaters is not brisk. Novelties continue to sell and there is some duplicate business coming through on staples that were bought some time back, but outside of this there is only limited activity noticeable in the market. Sweaters for spring and summer wear are expected to show an increase in demand in a few weeks, but so far the retail season has not started in full as yet, so of course it is a little too early to expect wholesale quarters to feel this demand.

## THIS YEAR'S CORN CROP.

While a large wheat acreage is assumed throughout the country, one is not quite so sure of the corn crop, which has been claiming the attention of the farmers these latter days. Some of the conditions are none too favorable for a big corn planting this spring. The very size of the wheat acreage must inevitably make for a lessened corn yield.

In addition to this, producers were left with a lot of soft corn on their hands last winter, as a result of the breakdown of the transportation system and their inability to get the corn to market and to the dryers. Farmers are evidently proceeding on the theory that other and surer crops will net them bigger returns, even for feeding purposes.

## CANNED GOODS SITUATION.

The canned goods market is undergoing a period of development at the present time, but just now that development is very slow. Every branch of the trade from grower to retailer has his own problems to solve. Most of them are interrelated, but some of them are distinct from one another. The grower has his higher costs to reckon with and particularly the problem of labor to solve. Some of them, mostly to be found among the Eastern tomato growers, are also trying to solve the problem as to how much the traffic will bear. This does not mean that all Eastern tomato growers are profiteers, but if one wanted to look for them that would be the place to find them. Growers in the Middle West and on the Pacific Coast facing the same problem of costs and labor are content with \$15 to \$18 a ton, but their Eastern brethren having been spoiled by last year's experience, do not want to look at anything under \$30 a ton. The canner, in his turn, is not quite ready to name prices as yet. He wants to have his costs a little more clearly defined in order to escape the penalty of a revision at a later date. He is also interested in providing for the Government's requirements at first and then making his allotments to the regular trade. Jobbers in turn are accustoming themselves to doing business in a new way, for in ordinary years they would have had their orders for canned goods pretty well placed by this time. They are also dealing with the retail demand in a new way besides having to take into consideration a possible reduction owing to the competition of home gardening. The problems will be solved in due course, however, and the canned goods will be distributed possibly a little more evenly than heretofore and certainly without speculative operations which in times past have occasionally assumed spectacular features.

There is one form of Germany's "real-politik" which the Allies might well imitate and adapt to their own purposes. This consists in overlooking bad manners in the man we want to do business with. The Bolshevik Ambassador's behavior at Berlin is a case in point: He refuses to meet the Kaiser. He dines with the Independent Socialists. He flaunts the red flag over the Embassy door in the face of apoplectic Junkers. Does the Imperial German Government lose its temper? Not in the least. Let the Bolsheviks monopolize all the bad manners in the world, as long as Germany can grab most of the Russian nationalities. Trotzky at Brest-Litovsk was allowed to call the Kaiser all the bad names he could think of. The Germans then led with the ace and took half a million square miles of Russian territory. The Allies might well learn the lesson. We do not want to do to Russia what Germany is doing. The Kaiser is trying to destroy the Russian Revolution and we are anxious to save it. The Kaiser wants anarchy and dissolution in Russia, and we want a reunited and free Russian people. Want-

ing one thing as sincerely as the Kaiser wants another, why can we not practice the same indifference to non-essentials; why not keep the same steadfast eye on realities? Hard Bolshevik words break no bones, and if the Soviet threatens the Allies with war every other day, why, that is pretty Fanny Lenine's way. The Kaiser has kept his temper for the sake of loot. Let us practice patience for the sake of the unhappy Russian people.

Under ordinary circumstances, the very favorable Government crop report issued on Wednesday last would afford a reliable guide for business men to follow in preparing for the trade of next fall, winter and spring. The basis of the country's prosperity is the yield of the soil. When crops fail, the business structure slumps on both its domestic and foreign sides. When yields are large, optimism prevails and enterprise is spurred. Now, when the outlook is for a possible wheat crop of a billion bushels and for a record crop of rye, to say nothing of good cotton, hay and oats crops, the promise of good mercantile business would seem to be of the best. But the conditions are unusual, and this makes many things uncertain which would otherwise be sure. Much of the wheat which will be harvested will go toward feeding the Allies and will be paid for at fixed prices. A great deal of the money which will be realized from the crops will be applied to loans to the Government and to various philanthropic agencies in connection with the war. The preaching of economy in expenditures is getting added force from the prevalence of high prices for nearly every article in use. What will be the combined effect on merchandising of these various factors is very uncertain at this time. So, merchants are inclined to go slow until the trend is more clearly defined. They are buying, but they are cautious except when it is necessary to meet immediate wants.

In handling the subject of sugar rationing, Mr. Hoover is pursuing his usual policy of slow but sure. At first, many months ago, he made his appeal to the public for a voluntary curtailment of consumption; then, to meet the sentiment he himself had largely created, he reduced the quantities sold by retail dealers. Now he takes a further step, but entirely logical, that of cutting down use of sugar in manufacture of non-edible products and the non-essential foodstuffs. The immediate object of this action at the present time is to assure an adequate supply to the canners, whose busy season will soon be at hand. Nevertheless, the opinion might be ventured that we shall not go back again to our present free use of sugar in industry. The scarcity in England, France, and Italy is too great to justify the relapse. Thus quietly and unobtrusively Mr. Hoover continues with his programme, accomplishing the well-nigh impossible, surviving where no European Food Administrator, under similar or, it must be admitted, usually more difficult circumstances, has been able to survive.



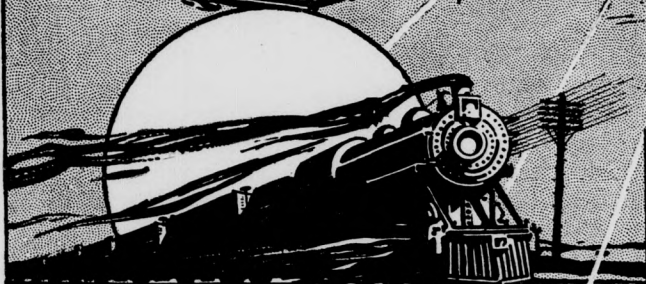
# Work together for victory.



The Farmer  
must raise more.



The Mechanic  
must produce more.



The Railroads  
must speed up.



The Ships  
must make more trips.



The Business Man  
must help the others.



On Washington's Birthday I watched the New York detachment of our new National Army swing down Fifth Avenue. There were ten thousand of them marching through the heavy, swirling snow.

The even lines of olive drab figures, the bright, fresh young faces, the quivering flags came out more rugged and business-like in the storm than they would have in the sunshine. The weather chipped in to show everybody that this was an army trained for a big and serious job.

I wondered how many more would have to go. We may have to send all the young men and then call for the older men, just as France has done, and just as we did during the Civil War. None of us want that to happen.

The only way to stop the outflow of soldiers is to beat the Kaiser and his horde of Huns. The only way to do that is to give our boys in the trenches so much of the munitions of war—of such excellent quality—that they will be as superior to the enemy as a workman with a turret lathe is to a workman with an old hand lathe.

So let us think quickly of better ways to do our work. Scarcity of labor has made the American people a nation of inventors. For war alone we invented the torpedo, the wireless torpedo, the submarine, the ironclad, the repeating rifle, the machine gun, the revolver, the magazine pistol, the aeroplane, and the high-power cannon.

The war today demands that we do more than we ever have done before. Let us all speed up, with the thought that we, too, are fighting the enemy, even if we can't see him. Let us hurry our work at our desks and benches, and thus keep millions of men out of the trenches.

Signed) *John H. Patterson*  
President

The National Cash Register Company.

## If one slows down all are delayed.





### Knit Goods Taken Wherever They Are Found.

Cotton goods markets are firmer than they were a week ago. The buying of the past few days has served to clean up many second hand offerings, some of which were sold at prices a little under what has been publicly quoted. Reaction from these low prices has been accompanied by more willingness on the part of a few mills to make minor concessions on the staple constructions of print cloths recently ordered by the Government. The other cloths that are to be made, and especially the 43-inch and 36-inch fabrics that are used largely by the up town converting trades, have shown very little change. Some of the Eastern mills were willing to take on business for earlier deliveries than Southern mills would make, and this induced the placing of some business.

On finished goods lines prices have not weakened in proportion to the falling off in some of the print cloth yarn goods in the gray, and there is more enquiry developing for them. Gingham for late delivery are being bought liberally by the cutting trades, and some of the jobbers are putting in early orders. The demand for the 32-inch zephyrs bids far to run far in excess of possible output, and in some houses it is stated that an allotment of goods will have to be made when orders are in.

It is stated that the orders for denims are being allotted promptly as the Government is in need of many of the goods as quickly as they can be delivered. Some mills are being asked to set aside all civilian work for the time being and arrange with their customers when everything possible has been sent quickly to the Government departments.

Enquiries are reported to be improving for many staple domestics that are becoming scarce in jobbing stocks and are not likely to be made for the civilian trade in very full quantities for a long time. The 4-yard 56 x 60s are wanted in such large quantities by the Red Cross that it is hard to find them about the markets. Many of the staple numbers of drills are very scarce. The scarcity of several widths of wide sheetings is unavoidable and mill agents say they cannot overcome it for some time. The jobbers would have had goods enough for some little time in a number of instances if the goods intended for them had not been shipped to the Government or displaced by Government orders for other goods.

Some of the converters reported during the day that trade seemed to be

better with them. Some buyers have been about trying to pick up additional lots of goods on the theory that many now in stock will not be duplicated in the near future.

Conditions in the knit goods industry have been greatly disturbed by the commandeering of stocks and of mill production. Several of the largest mills have received orders to make nothing but two piece garments up to July 1, and other mills have been instructed to go right ahead with production until instructions are given otherwise. It has become necessary to supply lightweight underwear faster than army men were counting on and the trade is being appealed to for the best results possible. Wool hosiery mills can see little prospects of undertaking any civilian business this side of October 1.

### General Advance in Ribbon Prices.

A further advance amounting to about 10 per cent. went into effect in most quarters of the ribbon trades last Friday and affected practically the entire lines now being offered. It was reported that a curtailed production, together with the continued demand for supplies, was responsible for the higher levels that were put into effect and one large selling agent, in discussing the situation, said that in his opinion the top had not been reached as yet.

Already there have been advances put into force from time to time, but so far they have not seemed to have had any effect on the demand. Ribbons are still receiving liberal attention and it is generally admitted that there is a real shortage existing on many of the lines that are now most in demand. There is a growing belief that ribbon looms will have to go on cotton cartridge belts more and more and this will greatly decrease the production of ribbons.

There is no noticeable change to the demand that is coming through at this time. The manufacturing trades are taking ribbons in fair yardage and the dry goods trade is feeling the effects of this demand also, with the result that it is coming in the market from time to time to take on such supplies as it finds that it needs. Little complaint is heard in any quarter of the trade at this writing.

### "See How It Works."

"I had been two weeks in the men's furnishing department when I had my first business-getting idea," says the owner of a retail house known the country over. "The idea came from a man who had never studied psychology nor salesmanship, but it's the best sales producer I've found."

"The assistant buyer was one day taking a mental inventory of the tie stock. He picked up a box of dull lavender ties and turned to me:

"These eighteen ties are the last of two dozen purchased over eight months ago. They have been here too long. I want you to push them"

"Push them?" I said, "How can I push them?"

"You have seen the salesman make a flip of the tie that makes it look as if tied? The assistant buyer did this and then held it up and looked at it admiringly.

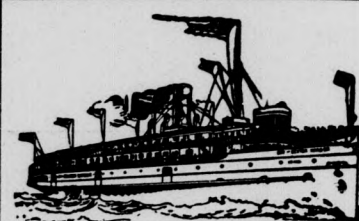
"Now," he said, "the first time a customer asks for a tie, take this one out and show it to him this way. Unless he dislikes it from the start, come back to it every third or fourth tie you show. He will soon look on it as an old friend and will buy it."

"I was a little doubtful at first, but tried it. After the first two went, I acquired confidence in the method and sold twelve more within two weeks. You who want to try this idea will find it will work on about everything from ties to cash registers, from safes to automobiles, because there is good practical psychology in it."

P. C. Cummins.

### The Seven Sins in Storekeeping.

- Lack of method.
- Lack of diligence.
- Lack of courtesy.
- Lack of diplomacy.
- Lack of perseverance.
- Lack of optimism.
- Lack of co-operation.



THE SHORT LINE BETWEEN  
GRAND RAPIDS AND

**CHICAGO**

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

MICHIGAN RAILWAY CO.  
(Steel Cars—Double Track)

Graham & Morton Line  
(Steel Steamers)

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

**EVERY NIGHT AT 7:00 P.M.**

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.

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.

## Overalls and Work Shirts

These staple goods are very desirable lines to handle. They pay you a good PROFIT and increase your SALES.

With added forces of men on the farm there will be an increased demand for these goods.

Put in a good supply and be ready for your share of the trade.

**Quality Merchandise—Right Prices—Prompt Service**

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

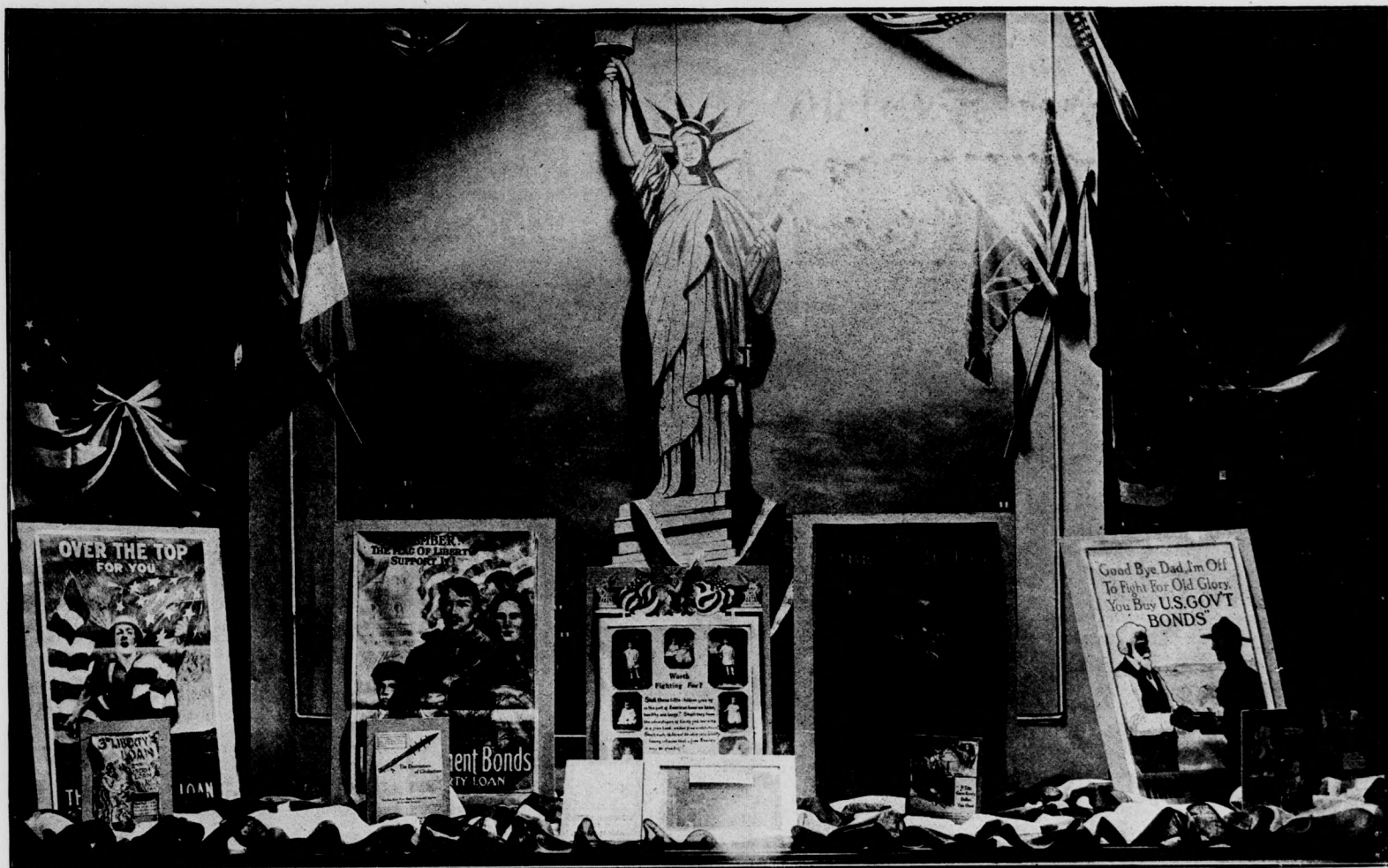
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May be reached direct from your Citizens Telephone. A short talk over our Long Distance Lines settles the question. Connection with practically every city, village, hamlet and cross roads in the state. Use Citizens Service.

**CITIZENS TELEPHONE COMPANY**





Window Display of A. K. Frandsen, Hastings, Mich., Designed and Executed by Ray Watkins.

**SERVICE**

**QUALITY**

## Sixteen Salesmen

We take pleasure in announcing to the trade the enlargement of our selling force:

Charles Greig,	
Herman Duyser,	
Lloyd D. Bovee,	
Lyston Harding,	Lansing Office,
Stewart McBain,	
Leon Liesveld,	Jackson Office,
Glen McLaughlin,	
P. J. Behan,	Petoskey Office,
Harry Datema,	Cadillac Office,
Frank J. Seibel,	Mt. Pleasant Office,
Leon T. Witman,	Bay City Office,
Rupert Pfeffer,	
Louis J. Pylman,	
John D. King,	
Jay Berg,	
Lance H. Adams,	

**Grand Rapids Dry Goods Co.**

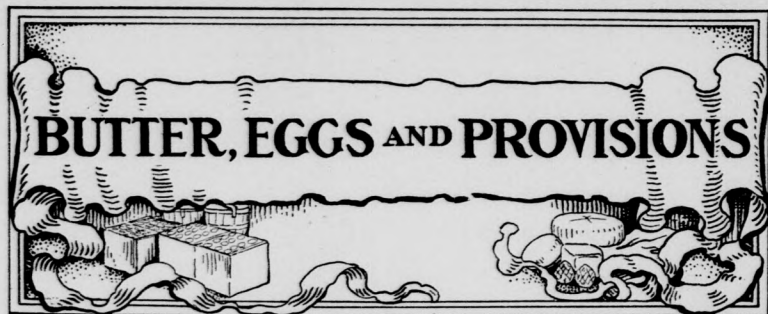
Exclusively Wholesale

Grand Rapids, Michigan

**QUALITY**

**SERVICE**





#### 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.

#### Shipping Eggs in Car Lots.

The total damage to eggs transported in carload lots was reduced to less than 1 per cent. in tests conducted by the United States Department of Agriculture covering a period of more than two years, and in which the eggs were shipped on an average of 1,200 miles. The amount of damage sustained in marketing eggs in carload shipments, according to various reliable authorities, averages from 3 to 9 per cent. By following good, commercially practicable methods of packing, storing, and hauling, eggs can be transported in carload lots with a total damage, including "checks," "dents" and "leakers," of less than 2 per cent., according to Bulletin No. 664 recently issued by the department, which discusses the experiments and best methods of transporting eggs from the producer to the consumer.

In order to reduce egg losses to the minimum, according to the bulletin, they should be packed in new-standard cases symmetrically made with five, or preferably six, three-penny cement-coated nails at each corner of the sides and bottom and at the center partition. Cases made of cottonwood have, on the whole, the greatest number of advantages. Medium fillers (three pounds, three ounces) or heavier should be used. It is absolutely necessary, also that the filler be perfectly new. Even a short-haul shipment into the packing house should disqualify the filler for further use. Suitable cushions of excelsior, with a flat, should be placed on the top and bottom of the case. Corrugated board on the top of the case affords practically the same protection as the excelsior cushion, provided it takes up the slack.

The load of eggs must be a solid unit in the car, fitting without play. This, according to the bulletin, is the most important factor in avoiding damage in transit. The amount of damage in properly loaded cars buffed with straw is slightly less than in the same cars buffed with wood. In placing the buffing, care should be taken not to permit it to prevent circulation of air, which is essential to good refrigeration. When the straw buffing is placed at the bunkers and extends from the top of the load to the floor of the car, it was found that

at least 50 per cent. of the refrigeration is lost.

Self-bracing of the load by means of suitable strips placed below the cases proved much more satisfactory than braces nailed to the car. Nailed braces seldom arrive in place and frequently cause much damage.

#### Do Not Wash Eggs.

The United States Department of Agriculture issued the following communication for farmers and country handlers of eggs:

Approximately 5,016,000 dozen eggs spoil needlessly every year in cold storage simply because some one has let clean eggs get wet or has washed dirty eggs before sending them to market, according to the specialists of the United States Department of Agriculture. Careful investigations of large quantities of stored eggs show that from 17 to 22 per cent. of washed eggs become worthless in storage, whereas only 4 to 8 per cent. of dirty eggs stored unwashed spoil. The explanation is simple. Water removes from the shell of the egg a gelatinous covering which helps to keep air and germs out of the inside of the egg. Once this covering is removed by washing or rain which gets to eggs in the nest, germs and molds find ready access to the contents and spoil the eggs.

This enormous loss in storage eggs largely can be prevented if producers and egg handlers, especially during March, April and May, will refrain from washing eggs destined for the storage markets and take pains to reduce the number of dirty eggs by providing plenty of clean, sheltered nests for their hens.

Millions of eggs spoil in storage because they have been exposed to dew, rain, dirt and sun in stolen nests in the grass or fence corners.

In view of this great loss of valuable food, the department urges country storekeepers and hucksters not to accept washed eggs for shipment in case lots. Shiny eggs, especially in the early spring, probably have been washed. All washed eggs purchased should be sold locally for immediate consumption.

#### Striking Foreign Wheat Comparison.

Wheat requirements of European nations may be judged from figures compiled by the Food Administration. The Western European Allies normally consume over 900,000,000 bushels of wheat annually, of which they import 400,000,000 bushels—nearly half. With present reduced harvests the Allies required much more.

The Central Powers on the other hand normally require for their total

needs about 500,000,000 bushels of wheat, of which they raise all but 70,000,000 bushels. It will be observed that in peace times the Western European Allies receive six times as much wheat from other countries as do the Central Powers.

These facts emphasize the necessity for the United States to furnish the wheat which cannot be secured from India, Australia and other remote countries, because of shortage in ships.

#### Not His Bunch.

A Sunday school teacher was quizzing her class of boys on the strength of their desire for righteousness.

"All those who wish to go to Heaven," she said, "please stand."

All got to their feet but one small boy.

"Why, Johnny," exclaimed the shocked teacher, "do you mean to say that you don't want to go to heaven?"

"No, ma'am," replied Johnny promptly. "Not if that bunch is going."

#### 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.



#### 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

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

#### Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS  
Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg. Grand Rapids, Mich.

#### Grow With PIOWATY

QUALITY—SERVICE—PRICE

Largest Produce and Fruit Dealers in Michigan  
Distributors for Edelweiss, Loganberry and Applju Beverages

M. Piowaty & Sons of Michigan  
MAIN OFFICE, GRAND RAPIDS, MICH.

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

#### Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters  
Correspondence Solicited



#### Vinkemulder Company

GRAND RAPIDS :: MICHIGAN

Send us your orders

#### ALL KINDS FIELD SEEDS

will have quick attention.

Both Telephones 1217 Moseley Brothers, GRAND RAPIDS, MICH.  
Pleasant St. and Railroads



### Publications of the State Merchant Representative.

Detroit, May 13—We are to-day sending you copy of the May Flyer for Retail Grocers, just issued by the Food Administration. We are also sending you a Recipe Booklet, and a sheet of Advertising Suggestions, just issued by this office.

The retail grocers in Manistee in co-operation with the Michigan Branch of the Women's Council of National Defense, churches, schools and other organizations, have just completed a most successful food conservation exhibit in the Larsen hall at Manistee.

This exhibit consisted of demonstrations illustrating preparations of wheat substitutes, lectures on food conservation, and exchange of recipes by the housewives who visited the exhibit. The expense of this exhibit was born by the retail merchants of Manistee. The merchants also co-operated to give publicity to the event by window displays, donations of space in their local advertising and special merchandise offerings. The exhibit was, unquestionably, of very great value in arousing enthusiasm among the people of Manistee county for food conservation, and we hope to see it duplicated in other counties.

This office is now preparing a standard outline for such a food conservation exhibit, based largely upon the experience gained by food conservation exhibits in Marquette, Grand Rapids and Manistee.

Enclosed herewith is our Ammunition Sheet No. 6, sent to wholesale grocery salesmen. Retail merchants can aid very materially in carrying out plans of the State Food Administration for a potato drive. This can be done by window displays, use of advertising slogans, such as those accompanying this letter, and by the co-operation of the sales people in pushing the sale of potatoes.

The Food Administration at Washington has written us an appreciation of your co-operation with this office. There will be a meeting of the State Merchant Representatives at Washington next week and we shall be very glad at its completion to send you a summary of what took place.

Oscar Webber,  
State Merchant Representative for Michigan.

#### Ammunition Sheet No. 6.

Your message to your customers this week is again to emphasize the necessity for merchants to urge the use of potatoes.

1. Ask your grocers to make window displays of potatoes, urging their use in place of wheat.

2. Have those grocers who advertise, mention potatoes in their advertisements in connection with wheat conservation.

3. Suggest that the merchants of the community organize a "Potato Drive" like the following.

#### Successful Potato Drive.

A grocery store in Los Angeles recently conducted a successful potato-selling campaign. First quality Irish potatoes were stocked in good quantity and an attractive display made, newspaper advertising used to call attention to potatoes, and each clerk was allotted a certain minimum quantity of potatoes to sell during the drive. Because the grade of potatoes selected for this drive was high, and the price somewhat above the average, some of the clerks considered that their allotments could not be sold. Actually, the sales ran nearly double what was anticipated and led to the organization of a second drive on broader lines.

Food is ammunition, don't waste it. The present potato situation is a challenge to our efforts to mobilize all the food resources of this country for war. The answer is that by publicity we must create such a demand from consumers for potatoes that our oversupply will be consumed. We must

do it by the slogan "eat potatoes now and save wheat."

#### Flyer No. 5.

Mr. Merchant, what are you doing to win your war?

We have now been at war with Germany for more than a year. Enough time has elapsed for every retail merchant in America to have enlisted himself and his store in the service of his Government. You have unequalled facilities for influencing the people of your community. The possession of special facilities of any kind entails a special responsibility.

You and your entire staff have been trained to a selling efficiency. Have you given this priceless talent to your country? Are you pushing patriotism—not the kind that makes us want to wave flags and sing, but the kind that makes us grit our teeth and help until it hurts?

Are you talking individual duty so that every citizen of your town will realize that he must do—not his bit, but his best?

Lord Rhondra, the British Food Controller, says the word "shortage" is not strong enough to express the present food situation. He does not mince words; he tells you **the whole world is up against a nasty thing—called famine.** Have you advertised that fact to such an extent that not a person in your town can possibly escape knowledge of the condition and his responsibility toward it?

Mr. Hoover, our own Food Administrator, says this situation must be met by voluntary effort on the part of Americans. He puts it straight up to us to prove the efficiency of that Democracy which we are fighting to maintain. He says that if we have not reached the stage where we will voluntarily deny ourselves the food necessary to feed the men who are giving their lives to protect our Democracy, then we deserve to go down under the German hand and have another form of civilization forced upon us.

Have you displayed the recommendations of the Food Administration in your windows so frequently that your townspeople cannot possibly plead ignorance of the needs of our soldiers and the Allies?

Some merchants have said, "But if we devote our selling facilities to the war we will hurt our business."

#### War Is Your Business.

If Germany wins, you won't have any business worth the having. What will it profit you to keep your "business as usual" and lose the war?

#### Your Employees.

Are you sure your employees have the right attitude toward food conservation? Call them together and talk to them about it. Tell them it reflects on the store if they are contemptuous or even indifferent about the food regulations. Arouse in them a sense of pride to be a good soldier and obey the directions of the Food Administration. Teach them in their eating to set an example for those around them.

Make it a point to keep your employees well informed on food subjects. That knowledge will filter through to your customers surprisingly fast.

If you have a restaurant, put it on a wheatless basis and advertise that fact. Show your employees and customers what delicious things can be made with the substitute cereals. Make a specialty of potatoes.

If you publish a store paper, see that food conservation is given a prominent place in each issue. Publish the facts about wheat and potatoes. Your State Representative will be glad to furnish you material.

#### Demonstration Booth.

Establish a demonstration booth in your store, where wheatless breads and potato cookery will be shown in the making. Print and distribute recipes to your customers, with your compliments. This is good business,

in addition to being real war service. Your State Merchant Representative can furnish you approved recipes for all kinds of food conservation dishes. Advertising.

In all of your newspaper advertising, and in every piece of direct advertising issued by your store, include one of these slogans, under the caption:

The United States Food Administration says:

1. Unless we can increase the consumption of potatoes 75 per cent., 30,000,000 bushels will spoil within the next few months. It is criminal to allow food to be wasted in America while part of the world is starving. Eat more potatoes and less wheat!

2. All who can should give up wheat and eat other things. Are you one who can't?

3. Uncle Sam is the quartermaster of a hungry world. He is playing square. Eat more potatoes and help him send more wheat to the fighters.

4. Must you have a policeman stand over you while you eat? Why not save wheat voluntarily?

5. We are asked to share our plenty with those who are fighting our battle. It would make little difference which side of the Atlantic we live on if Germany won. Eat more potatoes and corn. Our fighters need the wheat.

6. Are you so comfortably fixed that you can afford to eat what you please? You still can't afford to eat what your country needs. Your country needs wheat.

7. Your Government asks you to prove that free people can give voluntary service. If Germany should win the war you would be obeying orders very shortly. Give wheat to those who are protecting your freedom.

8. American soldiers are facing discomfort, disease and death to protect you. Must they face hunger also? Do you think you need wheat more than they do?

9. Eat potatoes.

10. Save wheat.

11. We have hundreds of items of foodstuffs in plenty. The Government asks for wheat to win the war. Isn't there something else you can eat?

12. All the blood, all the heroism, all the money, all the munitions in the world will not win this war unless our armies are fed. The Food Administration has undertaken to feed them with the voluntary help of loyal Americans. Are you doing your share?

### Knox Sparkling Gelatine

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

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

Reed & Cheney Company  
Grand Rapids, Michigan

## Rea & Witzig

Produce  
Commission Merchants

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

Established 1873

United States Food Administration  
License Number G-17014

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

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

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

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

## E 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

## G. B. READER

Jobber of

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

1052 N. Ottawa Ave.

Grand Rapids, Michigan





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

#### Persistence a Factor in Success of Paint Department.

Written for the Tradesman.

The paint department is an important item in the hardware business. No matter what general conditions may be, paint will pay for persistence on the part of the dealer.

Persistence is, indeed, the keynote of successful paint selling.

For paint is not sold in a day, or without effort. True, the sales of minor specialties require little effort; but the man who is spending \$50 for paint to make his old frame cottage look like new is going to think a whole lot before he lays out the money.

The dealer will rarely succeed in convincing this prospect the first time he talks paint, or the second. Only a persistent, determined, well planned follow-up campaign is going to produce the best results.

It is quite possible that if a hardware dealer stocked paint and just stayed in his store, he would sell paint—but he would not sell very much. To make paint sales, those sales of exterior paint which rapidly run up into money, you must reach out after business, and keep on reaching, regardless of discouragements.

The up-to-date hardware dealer in most instances planned his paint campaign last winter. He is to-day "carrying on." His campaign is launched. Results are perhaps a little slow. People are beginning to think about paint, in a tentative fashion, but they are not rushing to buy paint.

This is the crucial point in any paint campaign—the point where discouragement enters, where the hardware dealer is apt to say to himself: "Paint is a dead one this year. What's the use of keeping on plugging?"

Yet paint is one of the surest things in the world to pay for persistent pushfulness. It is never a dead one and will never die. More people will buy paint this year than bought paint fifty years ago, or twenty-five years ago. And more people will buy paint twenty-five years hence than are buying it this year. It is a business that is just in its beginnings. It is a business that grows cumulatively from year to year. It is a business where effort put forth last year is producing results this year, and will go on producing results—where a good brand of paint which has commended itself to customers has established a goodwill which ensures repeat orders,

time after time—where the dealer is really working, not merely for immediate returns, but for an established business.

So it doesn't pay to let up, and allow the other fellow to get the benefit of your paint advertising. For part of the business of your advertising is to educate people to the need and value of paint. That is a work that paint manufacturers and paint retailers through their advertising are constantly carrying on—the work of educating the public to the fact, that paint is one of the great necessities of life. That education is constantly producing bigger and bigger results, and it ensures a big future business for the dealer who keeps persistently at it.

As for immediate sales, paint advertising is a curious proposition. I saw an instance some years ago of how it worked. A dealer introducing a good but comparatively little known brand carried on in his community a well planned follow-up campaign. A customer came in, priced the paint dubiously—and then succumbed to a prejudice in favor of white lead and oil, which he bought at another store. He got good results and good value for his money. Yet next time he painted he went to the first dealer and bought the advertised brand of ready-mixed regarding which he had been circularized some three years before. The advertising done by that merchant had stuck in that customer's mind and had ultimately produced results, in spite of good paint value that the customer got elsewhere.

So even the most discouraging of all incidents, that of a competitor landing the order, is no assurance that your advertising is a failure. If the competitor gives good value, you still have a chance of that man's next paint advertiser; and if the competitor gives poor value, you're pretty certain of that next order.

The danger in "letting up" is, that you lose the results of the good advertising already done. I have known instances where a dealer planned a complete and aggressive paint campaign, got discouraged early in the fight, quit his advertising—and lost business which he had practically cinched, and which other dealers more persistent picked up. He educated the individual prospect to the value of paint in general; but the competitor who kept at it educated the individual prospect to the value of the particular brand he handled, just by keeping up his campaign a little longer.

Instead of letting go, why not try the expedient of putting just a little

## Sand Lime Brick

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

### Brick is Everlasting

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

## TO THE USERS OF TIRES



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

**SECTIONAL TIRE CO.**  
 Box 50, Muskegon Heights, Mich.

## 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

## Automobile Insurance

is an absolute necessity. If you insure with an "old line" company you pay 33 1/3% more than we charge. Consult us for rates.  
**INTER-INSURANCE EXCHANGE**  
 of the  
**MICHIGAN AUTOMOBILE OWNERS**  
 221 Houseman Bldg., Grand Rapids, Mich.



## FARM MACHINERY AND GARDEN TOOLS

Bryan Plows, Cutaway (Clark) Disk Harrows, both Horse and Tractor Drawn, Money-Maker Silage Cutters and Hay Presses, Land Rollers, Pulverizers, Harrows Seeders, Corn Planters, Potato Planters, Weeders, Cultivators, Sprayers, Bean Harvesters, Bean Threshers, Garden Tools, Etc.

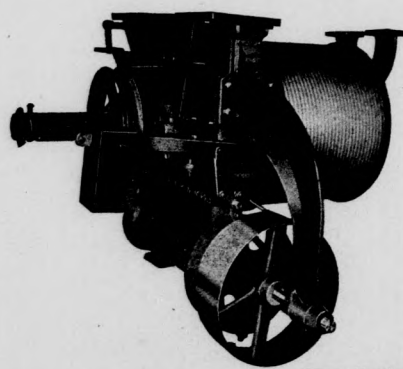
A better idea of our line of Farm Implements and Garden Tools can be obtained from our new catalog. If you haven't received your copy, send for it to-day—NOW.

Manufacturers' Representatives:

**BROWN & SEIDLER CO.**  
 GRAND RAPIDS, MICHIGAN

## Foster, Stevens & Co. Wholesale Hardware

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



## Leitelt Elevators

For Store, Factory  
 Warehouse or Garage

### Built for Service

Send for proposal on your requirements

**Adolph Leitelt Iron Works**  
 213 Erie Street  
 Grand Rapids, Michigan



more punch into your campaign? Jones talked paint, but couldn't be talked into actually buying. Think up a new lot of arguments and tackle Jones again. Smith seemed interested a month ago, when the weather wasn't good, but you haven't heard from him since. Why not 'phone him and remind him that you're anxious to help him select his colors. Farmer Jinks, who is a hang-over from last fall, hasn't been in town. Busy with his spring work—of course. But that big barn of his needs painting. Write him a personal letter, or drop him a line. Explain that paint protects woodwork against the weather, that lumber has gone up proportionately more than paint, that you want to see him sure next time he's in town, that you'll send out the barn paint next time your car goes his way.

Follow them up. Don't quit. Keep on, and keep after each individual. Individual work is a tremendous factor in paint selling.

Of course paint costs more—but the farmer buys it cheaper because its price is lower in terms of hogs, wheat, oats, milk, or anything else he has to sell. And it's worth more, alike to the farmer and to the city man, because the building materials in a house, the house itself, have increased in cost and value proportionately far more than paint; and the health of the people who live in that house is proportionately far more precious than in the old, spendthrift days when paint could be bought for a great deal less actual money.

That's the answer to the high cost of paint. And there is no answer on the other hand to the vital arguments that paint protects health, protects property, and adds to the worth of life.

Victor Lauriston.

#### They Like to Buy Here.

Three fourths of the farmers who trade in a small city in Ohio buy all of their wire fencing, and much of their hardware, from one of the local hardware merchants. He has cornered their business, he says, because he makes it easy for them to load the fencing on their wagons.

Formerly this merchant carried his fencing in the front of his store, just as did half a dozen other dealers. The farmer had to back up his wagon, roll the fencing from its place in front of the store window to the wagon, and then lift the roll onto the wagon. The merchant saw that this meant a great deal of work and he figured out a way to lighten it.

In his back yard is a shed. The merchant raised the floor of this shed to the height of the wagons, and built a platform, at the same height, onto the shed. The rolls of fencing are stored in here. The farmer backs up his team to the platform, and rolls the fencing out onto the wagon with a minimum of effort.

It has had the effect of bringing many farmers to his store who otherwise might be content to buy elsewhere.

James H. McCullough.

Advertising, good advertising, is telling people about things you sell and telling them in such a way that they will want to buy.

#### War and the Small Retail Merchant.

After three years of war it has been found by Americans in France that small retail merchants have probably suffered more than any other class, except artists, whose pictures and statuary are not purchased in war times.

Writing on this subject in Every Week, Captain Michael White says that the artisan, agricultural and professional classes have enjoyed increased wages and increase, due to the fact that their services and product have been in greater demand, with a reduction in competition among themselves brought by the thinning of their ranks for the army.

It is his belief that the small retail merchant's difficulty should be understood in the United States as we make our adjustments from peace to war.

Already we have gone far enough into war to realize that the retail merchant, and particularly the food distributor, face difficult problems. Thus far our own merchants have felt the pinch chiefly in lessened consumer demand, dictated by economy, and decrease in volume of commodities handled, due to scarcity of certain staples. There is also the restriction of profit margin on staple food necessities.

In countries with a longer war experience the retailer has been hurt most by the disappearance of merchandise from the market. Not only is food strictly rationed, but furniture, utensils, jewelry, musical instruments, luxury articles, and many things counted necessities in normal times are unobtainable. Old furniture in England to-day is eagerly bought up at prices exceeding what was paid for it when new.

It is not probable that merchandise will ever become as scarce in this country unless war continues for a long period. But it may become scarcer than most Americans now realize.

The sharp tightening in food the past year is an instance. It has brought two surprises—first, that war should so quickly and directly affect the average American, and second, that the average American should adjust himself to conditions so quickly and wholeheartedly.

Under present conditions the difficulty of the merchant, and especially the small merchant, and most of all the average merchant distributing foodstuffs, large or small, wholesale or retail, is somewhat different from that of other business men, and even other Americans. War pressure is like economic pressure, or the same thing—it affects all alike. But the food distributor is under special tensions and stresses, and in these times deserves, if not sympathy, at least understanding, and if not direct assistance through his business difficulties, at least intelligent co-operation from the public.

#### A Practical Inducement.

When the price of the motor car he sells was about to be raised \$70 a Western agent contracted for a large number at the old price. Then he offered to extend the old price for ten

days, and circularized his prospect list a day after the company's new price went into effect.

The whole argument of this letter was, "Bring in this letter as a credit memorandum for \$70 on a new car. That will buy your gasoline for the first year." Of course the letter sold out his whole extra supply.

James Stanley.

#### Powerful Pump.

Your heart is a very busy organ. While you breathe once it beats four times. At each beat it sends four pounds of blood through your veins and arteries. The weight of the circulating blood is twenty-nine pounds. When you run your legs and other parts of your body need more blood, so your heart must pump faster.

The markings for American airplanes in service in France have been decided upon. Everything now has been done excepting the small detail of furnishing the planes.

## TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

## Special Sales

John L. Lynch Sales Co.

No. 28 So Ionia Ave.  
Grand Rapids, Michigan

## AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

## MCCRAY

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

## OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

237-239 Penn' St. near the bridge, 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

**EVERYONE** who creates or cultivates a garden, helps, and helps greatly, to solve the problem of the feeding of the nation.—Woodrow Wilson.

#### There never was a time—

when gardens were so necessary as now. The life of every American family as well as lives over seas, depends upon the care of millions of HOME GARDENS.

The Liberty Garden Set contains every tool necessary to good planting and cultivation. They are light enough for boys and girls and strong enough for men and women and contain a 4-tine D Handle, Strap Ferrule Spading Fork, 7-inch Solid Steel Shank Hoe, 12-tooth Steel Garden Rake and a 3-prong Junior INVINCIBLE CULTIVATOR.

SEND US YOUR ORDER TODAY.

## Michigan Hardware Company

Exclusively Wholesale

Grand Rapids, Michigan

## TANGLEFOOT

The Non-Poisonous Fly Destroyer

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

## DISTILLED WATER

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

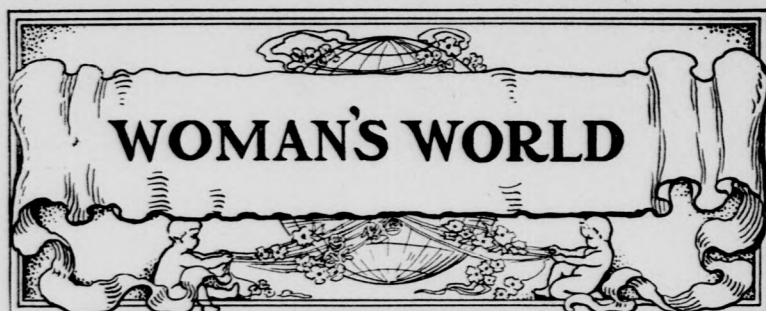
Ponce de Leon Water Co.

507 South Division Ave.

Grand Rapids, Michigan

# Use Tradesman Coupons





### Women Who Are Conscripted to Stay at Home.

"You are too young, I am too old, to go to war," said Dean Yeomans in his address to the Harvard freshmen awhile ago. "We are conscripted to stay at home. Those in the trenches feel that it would be a tragedy if this war should end until they have fought it through to victory. I think it would be a far greater tragedy if this war should be won by the toil and the blood of the men who are fighting it, and then, because you and I had not done our duty behind the lines, the results which they fought for and which might have been held if we had done our duty should be lost."

Again and again I have heard women, old and young, wish they were men so that they might go to the fighting front; I have seen them leave tragically important work undone that they might go into more dramatically interesting activities for which they were perhaps far less fitted and in which they were far less needed. To be sure, each woman must be the judge of her own duty in these days when every one must take a new grip upon his soul and revise all the standards of relative importance of things. I would be the last to pass judgment upon any one for his or her choice of activity.

But I would be glad to say a word for and to those who are "conscripted to stay at home." Great is the importance of the captain of the ship and of the pointers of the guns. When the battle is over they have the glory. But what could the captain or the gunners do without the stokers down below, whose names you never hear, of whose activities you seldom think? Wonderful is the part the general plays in the winning of the battle on land and the part the brave soldiers play. But who thinks of the men and women back home, without whose bravery and fidelity the army could not hold together for a day? Is the soldier on duty in the trenches more necessary to victory than the freight brakeman at his post in Ohio? The nurse in the field hospital is made efficient by what the Red Cross volunteers are doing with bandages and other supplies in your village and mine in New England and Alabama and Illinois and Utah and California.

There is a bravery and devotion as great and as useful in this time of war as any of these—the bravery and devotion of those who literally are "conscripted to stay at home." Shall no one value the quiet sacrifice of those who, confined to their own houses, make one dollar do the work that five dollars used to do; who

somehow keep the hearth alight and the spirit of home what it should be, even though father and the big boys have gone out into war service?

I am very sure that such women, giving what time they can to the various public forms of service, nevertheless neglect nothing of their service for those who are to be the citizens of the new world that will be after the war. I have heard the epithet "slacker" lately on the lips of women who over long years have steadily "slacked" the God-given duties that were right at hand—the plain, drab, unsung duties of house and home. Somehow their "patriotic" chatter rings hollow in my ears.

It seems to me that this is a time for a renewing of purpose, for a searching of conscience. To the usual question, "What are you doing?" we may well add another. "Why are you doing it?" And still another, "Are you doing these new things at disastrous cost to the old?"

Yes, these are war times, and a thousand new cares and duties and responsibilities have been dropped upon us, as they have been dropped upon the men who have gone off to war. But I call you to witness: These men have gone into "intensive training" for their new duties. Have we put our minds on "intensive training" for ours? It is a pretty easy thing to rush out of the house, leaving chaos behind, and devote hours and days to novel and immensely interesting enterprises. Only the other day one of my friends told me her house had "gone to the dogs."

"I'm sure I don't know," she said, "what is happening to my children these days. Our house is infinitely more expensive; we are wasting fearfully in every way; but I haven't time to consider economies or to watch the kitchen, or see that Mr. Hoover's commands are carried out. I'm too busy."

This is an extreme case, perhaps, but it illustrates what I mean. It seems to me that this is the time for the home-maker to "get on her job" if she never did before; to devote "intensive" study to it; to understand food values; to scrutinize every expense; at the same time to bend every energy to the care of her children; to see that these awful days do not leave upon them marks that will mar them to their graves.

The older sons have gone to the war—what of the younger ones? Who is to see that they are prepared for the work of world reconstruction which will fall upon their generation? Suppose that in the war the breadwinner is to be lost altogether—what

### Most Families Are Now Finding That Crescent Mapleine



The Delicious "Golden Flavour"

is a splendid flavor for soups as well as a dainty flavor for desserts and confections. \* \* \* Crescent Mfg. Co., Seattle, Wash. Order of your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago. (M-167)



2 Summer Sessions, May 20; July 1. 16 Departments, Special Courses in Accounting, Shorthand, Typewriting, Telegraphy, Civil Service to Meet Demands of America's War Activities. 35,000 men and women have learned how to realize their best possibilities. You pay for what you get and get what you pay for.

Woodbridge N. Ferris, President.



### Pop Corn Wanted

We are in the market for pop corn, either cob or shelled.

If you have any to offer, send us sample for inspection and price.

John G. Doan Co.  
106-108 Fulton St., West  
Grand Rapids



### Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design



Funny how so many of your phone orders wind up like this:—"and a package of Gold Dust!"

Let the GOLD DUST TWINS do your work.



preparation have you for that possibility? Are you doing your best to hold the family together so that they will present a united front against emergency? Are you writing to that boy and that girl at college oftener, or less often than you did last year? Why? Are you more to the children left at home than you were last year, or less? Why? Walking the street knitting is well enough, no doubt; some poor soldier will be grateful for your work; but is that the extent of your war service? Have you substituted it for the old, unpicturesque round of the duties of the home-maker?

You are "conscripted to stay at home." I would be the last to discourage any of the special activities that are going on; but it seems to me that for the home-maker they should be activities added, not substituted. Try to keep your head and your sense of proportion; strive to maintain a well-balanced, healthy sense of your work, wisely apportioning your time and your expenditure of strength. It seems to me that no woman can present any outside duty as a valid excuse for a neglected home, for children badly nourished, ill-trained, lonely, or running the streets. Her response to the call to service should make her not a worse but a better mother, more keenly alive to her responsibilities to the generation standing on the threshold of the future, the generation of whose preparedness, so far as her own home is concerned, she is the custodian.

Prudence Bradish.

#### Plan of Sugar Distribution to Manufacturers.

Washington, May 13—The following rules have been adopted for the Government of manufacturers in whose product sugar is an ingredient:

Rule 9. The licensee shall distribute sugar equitably among his customers, so that none of such customers receives more than his fair share of the sugar which may then be available for distribution.

Rule 10. On and after May 15, 1918, the licensee shall not ship or deliver sugar to any person engaged in any business of manufacturing, bottling, packing or preparing products in which sugar is used until he has received from such purchaser a certificate or certificates duly endorsed by the buyer and issued to the buyer by the Federal Food Administrator for the state in which the buyer is located, certifying that the total amount of sugar to be sold or delivered will not give the buyer more than his fair share of the sugar then available for distribution in the United States.

This rule shall not apply to shipments or deliveries on bona fide contracts enforceable at law made prior to May 15, 1918.

This rule shall not apply to sales or deliveries to (a) hotels, restaurants, boarding-houses or other public eating places whose products are sold for consumption on the premises; (b) wholesale or retail dealers in sugar holding a license from the United States Food Administration; (c) bakers and cracker manufacturers holding a baker's license from the United States Food Administration.

Note: Certificates are required by the foregoing rule in selling to any of the following classes:

- (a) Manufacturers of:
  - Apple Butter.
  - Beverage Syrups.
  - Candy.
  - Catsup.

- Cereals.
- Chewing Gum.
- Chili Sauce.
- Chocolate.
- Cocoa.
- Condiments.
- Confectionery.
- Explosives.
- Flavoring Extracts.
- Fruit Preserves.
- Fruit Syrup.
- Glycerine.
- Honey.
- Invert Sugar.
- Ice Cream.
- Jam.
- Jelly.
- Meat Products.
- Medicines.
- Preserves.
- Pickles.
- Soda Water.
- Soft Drinks.
- Syrups.
- Tobacco.
- Wine.

(b) Canners, preservers and packers of every kind of vegetables, fruit, milk and meat.

(c) Soda water fountains and dispensers of soft drinks.

(d) Bottlers of soft drinks.

(e) Leather tanners and manufacturers of non-edible products (use of sugar prohibited).

Certificates are not required in selling to licensed wholesalers, retailers or bakers, even though they use sugar in the manufacture of other products, because the use of sugar by such dealers will be controlled directly by license regulation.

Certificates are not required in sales to individual consumers or in sales to unlicensed retailers of sugar not engaged in a manufacturing business.

Rule 11. The licensee shall cancel immediately upon receipt and mail on the first of each month to the Federal Food Administrator whose name is signed thereto all sugar certificates received by him during the preceding month.

Rule 12. The licensee shall not, after May 15, 1918, remelt any sugar for the purpose of making invert sugar, syrup or molasses, or use any sugar in the manufacture, bottling, packing or preparation of any other product until he has obtained from the Federal Food Administrator of the state where such product is manufactured certificates that the total amount of sugar to be so used will not exceed his fair share of the sugar then available for distribution. He shall use no sugar in excess of the amount called for by the certificates issued to him. Whenever sugar is used for such purposes, the licensee shall cancel certificates representing the amount of sugar used and shall file them at the end of each month with the Federal Food Administrator whose name is signed thereto.

Herbert Hoover.

#### Mr. Slice O'Bread.

I am a slice of bread.

I measure three inches by two-and-a-half, and my thickness is half an inch.

My weight is exactly an ounce.

I am wasted once a day by 110,000,000 people of the United States.

I am the "bit left over;" the slice eaten absentmindedly when really I wasn't needed; I am the waste crust.

If you collected me and my companions for a whole week you would find that we amounted to 20,000 tons of good bread—wasted!

Four shiploads of good bread!

Almost as much—striking an average—as forty German submarines could sink—even if they had good luck.

When you throw me away or waste me you are adding forty submarines to the German navy.

## We Grow - We PACK - We Sell

Arrangements are now perfected giving us our own packing plants in the heart of the prune and apricot growing districts of California. This is just one more progressive step insuring a control of adequate packing facilities and the absolute standardization of

## Sunsweet

quality. Place your orders now for Sunsweet. To both dealer and consumer it represents the dominating brand of dried prunes and apricots.

California Prune and Apricot Growers, Inc.  
Main Office, San Jose, Cal.

*A co-operative growing, packing and marketing association embracing more than 5,000 growers engaged in this industry in California.*

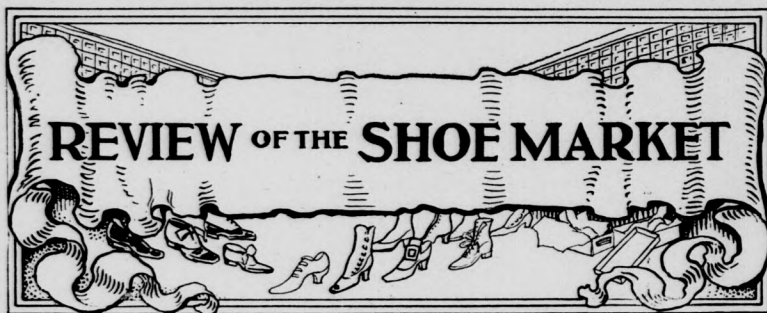


# DIAMOND CRYSTAL

The Salt  
that's all salt.

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





### What Constitutes Modern Shoe Store Methods.

Written for the Tradesman.

A shoe dealer of inborn merchandising genius, who has been in the game for many years and knows the ins and outs of it with perhaps as much thoroughness as anybody whose name might be mentioned, makes an illuminating analysis of the case of an "old fashioned dealer who did not understand the modern way" of successful shoe retailing. The old-timer had long ago acquired the mistaken idea that success is wrapped up in the low-price policy; that it is only necessary to cut profits on individual sales to increase volume. He knew shoes, and understood service, but he didn't realize that there is a profit per pair below which the shoe dealer cannot with safety operate under modern conditions. So he played a losing game, and realized with humiliation that competitors with only half as much capital as he had and far less experience, were making twice as much money, and he couldn't understand it.

There are situations doubtless where a low-price policy may be justified—for instance where one is catering to what is commonly termed the popular price shoe trade; but the fellow who starts out indiscriminately and injudiciously copying the low-price policy of some other fellow, is going to find hard sledding. The thing that counts most is not price, but service; and in the evolution of an individual shoe store policy, here is where the main stress should be placed.

#### What Service Is.

In order to understand the nature and value of service as applied to the retail shoe store, one must first of all realize that the customer has certain fundamental or inherent rights.

First of all, as a guest of the store, he is entitled to courtesy always. He may be of a different race, color, nationality; and he may be very far from your ideal of what a perfect gentleman should be. Still he should be treated in a courteous manner when he comes into your store. His dollar is worth as much as anybody else's dollar.

And it is not a bad plan to act upon the assumption that the customer is always right—even when he's in the wrong. It has been truly said that a little explanation goes a long way; and it is true in nine cases out of ten: but occasionally one meets the fellow who doesn't seem to be able to see straight and think clearly where his individual interests are concerned. Hence the question arises, in making

concessions shall I hew to the line of strict justice, or shall I err on the side of generosity? In other words shall I strictly maintain my own rights as a dealer, or shall I sometimes yield to arbitrary temperaments? Each dealer must determine for himself; but it is the testimony of more than one large house that they have gained far more than they lost by adopting a generous attitude towards complainants.

But surely one thing is self-evident: namely, the customer is entitled to fairplay. About this there can be no cavil. Any store method that overlooks this fundamental principle must necessarily contain the source of its own undoing.

Promptness in attending the wants of customers may seem a little thing, but it is not. I can name half a dozen shoe stores and shoe departments of big merchandising houses where the effectiveness of service is greatly impaired by carelessness—if not indeed slovenliness—in waiting on customers of the store or department. Nobody likes to be (seemingly) ignored, or kept waiting unnecessarily.

But perhaps the most vital feature of service as applied to the retail shoe store, is fitting—correct, careful, conscientious fitting. Too much emphasis cannot be placed here; for without good fitting, no amount of other excellent qualities can atone.

Another thing which is almost as important, although it has received relatively small emphasis, is this: let the customer know the truth about shoes.

There was a time—and not so very long ago either—when this wasn't as important as it is to-day. Prior to the introduction of leather substitutes, the customer could be assumed to know—or at least could be left more to himself in arriving at decisions; but with the introduction of these substitutes, and with the multiplication of new leathers and finishes, and the present-day custom of paralleling the better values of everything with cheaper imitations—so cleverly done as to deceive the very elect—the customer really requires the guidance of some one who really knows.

This modern development of the shoe industry has virtually created



# 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.

## Our Gardening or Outing Bal

With Special Dirt Excluding Tongue



Cool and comfortable. Made from soft and pliable Jehu Calf, Black or Chocolate color.



No. 8000—Men's Chocolate Outing Bal, Oak Sole, Sizes 6 to 11. Price..... \$2.50

No. 8001—Men's Black Outing Bal, Oak Sole, Sizes 6 to 11. Price..... \$2.50

**Rindge, Kalmbach, Logie Company**  
Grand Rapids, Mich.



a new situation in which it is easy to deceive the customer (if one is minded to do so), but it is far better to pursue the diametrically opposite course.

The dealer who tells the truth about shoes is building on a safe foundation.

#### How to Promote Service.

In the previous section, the writer has merely touched in a very sketchy way just a few of the high spots of service. It doesn't profess to be a systematic and comprehensive development of the subject. And it assumes that service is the thing that tells in the long run; but the question is, How can the shoe dealer develop or promote the right kind of service in his store?

I would answer that question by saying that he must make it his business to impress the idea upon the minds of his salespeople. It is a matter of education and training. Looking at it in another way, one may call it an atmosphere. Of course the latter term is highly figurative. But we find it convenient, and everybody uses it.

The dealer must determine for himself the policy of his own store. He must set the pace. He must fix the standards and goals, and determine the ideals. The store is the development or unfolding of certain ideas of his own. In promoting the ideals or conceptions, he uses other people. Consciously or unconsciously, his clerks take on his ideas and ways.

But instead of having this an unconscious, slipshod and ineffective process, he should undertake to definitely train them. Give them clean ideas of merchandising—or rather ideas of clean-cut merchandising. Make them understand the difference between poor service and good service; and have them try to attain the latter. The recognition of faithful service; i. e. specific instances where difficult cases are handled with commendable merit, will encourage salespeople to do their best. Inspire their minds by the idea that business is a big game that demands teamwork on their part.

Let them understand that that promotion and increase of pay is always possible in your store.

Solicit ideas and suggestions from others—from your own clerks, and from the people who patronize your store.

Create the impression that you desire above all things to develop the very highest and finest type of service you can; that you want your store to be a real institution in the community; and worthy always of the utmost confidence of your patrons.

And take time to analyze and criticize your own methods. Take time to study new and effective plans for making your store inviting, comfortable, and attractive; and of making your service just as nearly what it should be as you can make it.

Cid McKay.

Yes, all your customers should be treated alike and the people who want to misbehave in the store should be made to act as well as folks who prefer to act properly.

#### Bankruptcy Matters in Southwestern District of Michigan.

St. Joseph, April 27—In the matter of James La Verne Ludwig, bankrupt, the first meeting of creditors was held at Allegan, and Walter H. Brooks, of Grand Rapids, was elected trustee. George E. Foote, B. A. McCall and F. J. Harner, of Otsego, were appointed appraisers. The receiver made his report, showing property of the estimated value of \$4,000. The trustee was authorized and directed to sell the assets of the bankrupt estate at public or private sale. The bankrupt was sworn and examined by the referee and the meeting adjourned for five weeks.

April 29—In the matter of Ralph H. Reed, bankrupt, of Three Rivers, an order was entered calling the final meeting of creditors at the referee's office on May 13, for the purpose of passing upon the trustee's final report and account, the declaration and payment of expenses of administration and the transaction of such other business as may properly come before the meeting. Creditors were directed to show cause, if any, why a certificate should not be made recommending the discharge of the bankrupt and why the trustee should not be authorized to interpose objections to the bankrupt's discharge.

April 30—In the matter of Lee Dornan, Jerome Hamlin, Dornan & Hamlin, a co-partnership, bankrupt, of Glenn, the trustee filed his second report and account, showing cash on hand of \$2,180, whereupon an order was entered by the referee calling a special meeting of creditors at his office on May 14, for the purpose of passing upon the trustee's report and the declaration and payment of a first dividend of at least 5 per cent, and the transaction of such other business as may properly come before the meeting.

May 1—In the matter of Herriman Manufacturing Co., bankrupt, of South Haven, the trustee filed his second report and account, showing cash on hand of \$497.15, with the request that a meeting of creditors be called for the purpose of closing the estate and the transaction of such other business as may properly come before the meeting. The matter was considered and action delayed until the next adjourned meeting of creditors.

May 2—In the matter of John Crowley and the Wogoman City Bakery, a co-partnership, bankrupt, of Dowagiac, the trustee filed his final report and account, showing cash on hand of \$190.49, with the request that the estate be closed. The matter was considered and an order entered by the referee, calling the final meeting of creditors at his office on May 18 for the purpose of passing upon the trustee's final report and account, the payment of administration expenses, and the declaration and payment of a first and final dividend. Creditors were directed to show cause why a certificate should not be made by the referee, recommending the bankrupt's discharge.

May 3—In the matter of James La Verne Ludwig, bankrupt, of Otsego, the appraisers filed a report showing stock and fixtures of the appraised value of \$2,226.50; automobile, \$750, and accounts receivable \$1,000. Under the order entered at the first meeting of creditors, the stock will be sold by the trustee, Walter H. Brooks, at Otsego, Saturday afternoon, May 11, at 1:30 o'clock.

May 4—In the matter of Charles A. Snider, bankrupt, of Sturgis, the first meeting of creditors was held at Kalamazoo. Henry C. Rehm, of the latter place, was elected trustee, his bond being fixed at \$500. Walter Coombs, Sheldon E. Williams and Herbert Moulton, of the same place, were appointed appraisers. The bankrupt was sworn and examined by the referee and attorneys present without a reporter and the meeting adjourned for thirty days.

Did you ever notice that the fellow who is always in a hurry is usually late?

#### 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.

## 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



### The World's Greatest Tennis Line Michigan's Largest Distributors "Hood" Means Better Than Just "Good"



"Wurkshu"  
Great for Wear

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



"Lenox"  
Fine Quality  
Pneumatic Heel

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



"Bayside"  
Leads Them All

Men's	Bals.	Oxfs.
Boys'	.....\$0.83	.....\$0.73
Youths'	..... .78	..... .68
Women's	..... .73	..... .63
Misses'	..... .78	..... .68
Child's	..... .68	..... .58
	..... .62	..... .52

ON THE FLOOR



"Casco"  
Compare With Any

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

Grand Rapids Shoe & Rubber Co.  
The Michigan People

Grand Rapids





### Problems War Conditions Force Us to Face.

Written for the Tradesman.

Holders of railroad securities were much relieved when it was announced that the Government had assumed control and that adequate returns would be guaranteed. It now develops that the form of contract drawn up to fix the relations between the railroads and the Director General of Railroads is anything but satisfactory to the heads of the railroads and their former bankers. There is a provision whereby the Interstate Commerce Commission may reverse and correct the terms of compensation after the contract has been signed. The paragraphs relative to maintenance are also declared to be obscure and unsatisfactory. Under the contract Director General McAdoo may direct how every cent of surplus, after charges and dividends, shall be spent on the property and the railroad company is paid interest of only 3 per cent. of the cost of such additions, extensions and betterments as may be ordered or approved by the Director General. The return from such additional outlay has averaged between  $4\frac{1}{2}$  per cent. and 6 per cent. under private control. The Director General evidently has direct control over all income of the railroads and may do with it as he pleases and should a dispute arise, the Interstate Commerce Commission, never friendly to the carriers, can tear up and revise the whole basis of settlement. It can thus be seen that it will be a long time before the complications of the situation can be ironed out. What railroad shareholders want to know is whether the guarantee of a return on their property on the three year average earning basis is going to work out as promised or whether there is some financial juggling that may give them dues on paper but will rob them of a goodly share or their rights in actual practice.

Information gleaned from many sources warrants the assertion that, taken as a whole, the business of the country continues to increase, although prosperity is becoming less evenly distributed. War time restrictions are weeding out those enterprises which have no relation to the prosecution of the war. Shortage of labor is the principal obstacle to a further expansion in manufacturing. The improvement in transportation is causing fewer and less frequent complaints of shortage of fuels and raw materials. The situation in retail trade develops the fact that, although favored by higher wages, it is somewhat restricted by the inability

of retailers to secure merchandise, rather than by higher prices, although the latter has a decided effect upon the sale of luxuries. In spite of the many restraints placed on business the number of failures for the first quarter of the current year was less than for any corresponding quarter in ten years.

There is no question that the difficulty in securing materials and manufactured goods for civilian use is steadily growing greater. The Government in every department finds it necessary to raise initial estimates of requirements many times as the magnitude of the task ahead becomes more apparent. In many industries Government orders have absorbed capacity, while in others the diversion of materials and labor in war work has prevented the fulfillment of private needs. The building industry is a striking illustration which, except for factory construction made imperative by war needs, is practically at a standstill. It is estimated that nearly 60 per cent. of the year's steel output will be devoted to war work.

In the State of New York Gov. Whitman recently signed a bill permitting the savings banks of that State to invest in bankers' acceptances to the extent of 20 per cent. of their assets. Heretofore—as is the case in Michigan—the savings banks of New York have been excluded entirely from participation in short term commercial transactions, their form of investment being confined to long time bonds of states, municipal districts, railroads and a few industries. This action in amending the New York banking law will aid greatly in liquidizing savings banks' resources and offers an excellent suggestion that the next session of the Michigan Legislature follow suit. At any rate it is a subject well worth serious consid-

**T**HE average man thinks he has fully protected his family when he has taken out a fair-sized amount of life insurance. You should take a further step and arrange that your insurance money be collected, managed and invested by this company. Safety of principal and regularity of income thereby insure your dependents. It is a simple matter, easy to arrange and the cost is small.

Send for blank form of will and booklet on "Descent and Distribution of Property"

## THE MICHIGAN TRUST CO. OF GRAND RAPIDS

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

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

## THE BUSINESS MAN

who pays cash for what he buys is running unnecessary risks. Deposit your money in this bank—pay by check and you will have a record of every transaction. And you can't lose your money, for its safety is guaranteed by

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MONROE AT PEARL

NO BRANCHES



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Main Office Ottawa Ave.  
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Capital - - - - \$500,000  
Surplus and Profits - \$700,000

Resources

10 Million Dollars

**3 $\frac{1}{2}$**  Per Cent.

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The Home for Savings

## Fire Insurance that Really Insures

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

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

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

MICHIGAN BANKERS AND MERCHANTS'  
MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN



eration at the next annual convention of the Michigan Bankers' Association.

Of course we all realize the overpowering influence the war has on our industrial, commercial and financial progress. It is so interwoven with our fabric, economic and social, that the developments in the conflict must be taken into consideration in any review of the business situation. Hence it is not out of the way to here point out some factors which are influencing the market value of securities. Various estimates of the number of men in the opposing forces on the Western front are necessarily more or less conjectural. However, upon the basis of such figures it would appear that the total German forces upon the Western front, including reserves much below 5,500,000 at the beginning of the battle of Picardy, not less than 1,500,000 of these were, it is believed withdrawn from the Eastern front. Allowing 500,000 for losses in the battles beginning March 20, the best information obtainable credits the enemy with a surplus of 500,000 to strike where he pleases. This places the outlook for the present year on Gen. Foch's reserves which are estimated at 540,000 men, in addition to the American forces now on the ground. What may happen in the next month or two would be most difficult to foretell, but the fact that the American army now abroad exceeds 500,000 men, with increasing arrivals, together with the situation as above reviewed, has instilled a feeling of greater confidence, which is clearly reflected in the strength of both the bond and stock market prices. One financial authority, in speaking of the general situation, says that even after discounting all exaggeration and camouflage and looking the facts squarely in the eye, the military situation now looks distinctly better than at any time since the battle of Picardy began. Another and strong influence was the ease with which the Third Liberty Loan went over the top without overburdening the banks. The manner in which individuals, urban and rural, came forward in this loan has not only been a great demonstration of the awakening of the people of the Nation, but it will have a great influence upon the future. Men and women who knew nothing of bond purchasing are being educated to the value of making investments. As a result, an army of small investors is being created. The lessons in thrift thus learned will never be forgotten. The United States is gradually being transformed from a Nation of extravagance to one of sensible economy, both in business and social life.

Basic conditions are sound, but there are somewhat cheerless features. One of these is the difficulty corporations find in financing their need for working capital. Before our entry into the war the high cost of materials and labor, so far as they affected industrial enterprises, could be managed partly through prompt collections and the higher price of finished goods, and partly through temporary borrowing through the banks, but after our entry into the war materials went up more rapidly than

ever in price; and the banks have become heavily involved in financing war loans. This is injuring industrial enterprises, compelling many to double their investment in inventories, to greatly increase their bills receivable. For this reason many corporations are entering the financial market for new capital, really needed to finance the high cost of materials. Where notes or other pledges are issued for this purpose their intrinsic value depends upon the high prices. And these are by no means stable. Hence the difficulty encountered in securing the new capital needed. In this situation there are a number of problems very difficult to settle. They are unavoidable and are among some of the unfortunate consequences of war.

Paul Leake.

#### German Atrocities Recounted by a Victim.

I, Florence Claerhout, being first duly sworn on my oath depose and say:

That my name is Florence Claerhout. I am the wife of Emil Claerhout. I was born in Lendeled in the Province of West Vlaanderen in Belgium on December 12th, 1884. My maiden name was Florence Verschaete. I came to America about three years ago before the war broke out in 1914. I now reside on a farm in Buffalo Township, Scott County, Iowa. In August, 1914, I visited my old home at Lendeled, Belgium, in the Province of West Vlaanderen, having gone there in order to bring my children, mother and sister back here to America. I left for Belgium on the 21st day of May, 1914. On August 4th, 1914, I saw the German soldiers invade Belgium. I saw them kill and imprison the male citizens of Lendeled. I saw the German soldiers rob the people of my village, and burn their houses and cut the fingers from the women and children for the rings on them. Too young boys were imprisoned in a house which was then burned. I saw children around Leavie that had their hands cut off by the German soldiers. I saw a woman carrying two buckets of water and saw a soldier pass her and draw his sword and cut off her right hand. I saw the priest of a Catholic church plead with the soldiers to spare the lives of the women and children, and saw one of the soldiers draw his saber and cut off the priest's head.

I know two young girls 18 and 20 years of age who had to submit to the German officers after serving them their dinner. This was told to me by the girls themselves. I know shortly after this one of these two girls became insane and the other committed suicide. I saw five young boys shot by the German soldiers while out riding on their bicycles. I knew a young married couple that had retired for the night when five soldiers forced the door of their room and forced the woman to submit to them, while others stood guard over her husband with a revolver. This was told me by the woman herself.

At the depot at Vlaanderen I saw an English soldier wounded that had no hat or shoes or socks and it was cold and he complained because he suffered with the cold and I found an old blanket and covered him up and then the soldier on guard knocked me down for doing it. I saw German soldiers have in their possession the cut-off fingers of women and children with rings on them.

I saw a French aeroplane shot down and the aviator wounded and then I saw the wounded aviator thrown into a hole by the German soldiers and buried alive. I could hardly stand the sight. I saw German aviators fly over our village and drop bombs

on the people. Under penalty of death we were then forced by the German soldiers to say it was done by the English and French.

Mrs. Peter de Broon and Lillian Wineberry told me that they were forced to submit to being outraged by the German soldiers. Mrs. De Broon also told me that her husband came to her assistance and then the soldiers shot him through the head, the ball passing through both cheeks and a sheet iron stove.

I was standing at a small house with my mother, sister and children, and a German officer came in and demanded that I submit to his wishes. He forced me into a small room, but I fought with him and got away. All this happened in the town of Lendeled in Belgium.

I left Belgium on January 8, 1915, to come back to America. When I came to leave Belgium before they would give me my passports, I had to swear before a German official that I would not tell any of these things, either to the French or the English, nor to divulge anything I had seen or knew to have happened in Belgium.

I traveled on foot to my destination with my two little children from Lendeled, and when I got to my destination our shoes were worn from off our feet.

Mrs. Florence Claerhout. Subscribed and sworn to before me by Florence Claerhout, this 28th day of February, A. D. 1918. (Seal) Henry Westphal. Notary Public in and for Scott county, Iowa.

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**UNITED AGENCY**

ACCURATE - RELIABLE  
UP-TO-DATE

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GENERAL RATING BOOKS

now ready containing 1,750,000  
names—fully rated—no blanks—  
EIGHT POINTS of vital credit  
information on each name.

Superior Special Reporting Service

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United States Depository



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

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

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3

Per Cent Interest Paid on  
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3 1/2

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Capital Stock and Surplus  
**\$580,000**

Assets \$2,700,000.00

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## Service to Policyholders

**\$3,666,161.58**

**Paid Policy Holders Since Organization**

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## GERMANY'S NEXT VICTIM.

## Holland Marked For Slaughter By the Kaiser.

Belgium when required by the Kaiser to permit the passage of his troops and war supplies through her territory for the purpose of invading the North-eastern provinces of France responded that the obligations imposed upon her as a neutral power would not admit of her deferring to his demands without the sacrifice of her national honor and that she would resist them no matter at what cost. She knew from the very first that she would be overwhelmed before France or Great Britain would have time to come to her assistance and that she was exposing herself to all the horrors of a German invasion in its most ruthless form. Led by her gallant King she put up a splendid fight, winning the respect and the admiration of the entire world, with the assurance that the Entente will consent to no peace which does not provide for the restoration of her independence and generous compensation for all the terrible sufferings which she has endured.

Ever since the Kaiser started his war of conquest, Holland has been confronted by a somewhat similar series of demands on the part of Emperor William, who never loses any occasion of reminding the Dutch that there is a strain of the blood of their reigning house in his veins and that he includes among his many titles that of Prince of Orange. Less jealous of their national honor than Belgium and always crafty and shifting in diplomacy and statesmanship, the Netherlands have given way to the Kaiser, and agreed to such violations of their neutrality by Germany as to warrant the Allies in ceasing to regard Holland as a friendly power.

The contrast between the conduct of Belgium and of the Netherlands in the war has been so great that speculations are rife as to the eventful fate of the kingdom of Queen Wilhelmina.

Twenty or thirty years hence are well-nigh certain to find Belgium greater in area, more prosperous, even than before the war and enjoying a position and a degree of influence in the concert of nations commensurate with the debt owed to her by the Entente.

But where will Holland be a quarter of a century from now? Will she still retain her political and economic independence? Will she still enjoy the possession of her wonderfully rich East Indian dependencies, the source of so much of her wealth? Will she still be mistress of the mouths of the Rhine and of the Scheldt? Will her provinces of Limburg in the south and of Friesland and Groningen in the north still be part and parcel of the kingdom of the Netherlands?

These are queries which must occur to every thoughtful observer of the present war or student of European history. Indeed there is no country in the world, not even Russia, the future of which during the next half century is more problematical and uncertain than that of Holland. This is largely due to the course

which she has pursued during the last four years and which has satisfied none.

Germany has made a number of demands upon the Netherlands during the last month. Her pretext for their presentation has been the acquisition by the Powers aligned against Germany of the Dutch shipping in their ports, and it is contended at Berlin that the concession to the Kaiser's requirements in the matter will be no more than an equivalent for the surrender by Holland of her ships to the Allies.

But the liners in question were not voluntarily given up by the Netherlands. Germany's enemies commandeered them, remaining, however, entirely within the recognized limitations of international law and usage in taking this step, even in the face of the protests of Queen Wilhelmina's government. On the other hand, the demands of Emperor William, to which Holland has already agreed, constitute a gross violation of the law of nations and of the Netherlands' obligations of neutrality.

The Dutch province of Limburg forms a deep enclave between Belgian Limburg, now in possession of the Kaiser, and German territory. It is an enclave that runs all the way down south to near Aix-la-Chapelle. By using the railroad traversing Dutch Limburg the distance between Antwerp and the great German industrial centers of Dusseldorf and of Essen, where all the guns and munitions are made, can be reduced by nearly half, which will be of enormous advantage to Germany, especially as all her railroad material is in a most deplorable condition through wear and depreciation.

Indeed the complete lack of axle grease for the wheels of the rolling stock has reduced the latter to a degree of inefficiency which is terribly handicapping the movement of German troops and supplies. There are also canals that cross the province of Limburg.

Holland has now given her consent to the use by Germany of the railroad and of the waterways traversing Limburg. The waterways are to be employed more especially for the conveyance to Flanders of barges laden with gravel, with sand and with lime for the construction of concrete emplacements for big guns and for those so-called concrete pill boxes which now form one of the favorite German defences along the Western front.

The transport of gravel and sand from Germany over Dutch waterways into Flanders has been going on for a considerable time, the Kaiser insisting that the materials were required for the repair and maintenance of Belgium's high roads and railroads, that is to say, for non-military purposes.

But since the Germans adopted the concrete pill box system of defence the transit of gravel and sand over Dutch waterways into Flanders has risen from 75,000 tons to 450,000 a month, and this naturally drew an angry protest from the English and French governments. Great Britain's protest was contained in a remarkable despatch signed by Arthur Bal-

four and presented to the government of The Hague in November last.

In the face of these Entente protests Holland has not given official sanction to what it has merely tolerated until now, in the matter of the transport of sand and gravel over its territory and waterways by Germany, but has even gone to the length of agreeing to the employment of the railroad across Limburg for the conveyance of manufactures—that is, war material—from Krupp's works at Essen and from the great industrial region of Dusseldorf to Antwerp.

In other words, Holland has agreed to allow to Germany an unneutral use of her territory and waterways, which Belgium sacrificed all save her national honor rather than concede.

The misuse of the railroad and waterways of the Dutch province of Limburg does not by any means constitute the sum total of Germany's demands upon the Netherlands. The Kaiser also insists upon the free use of the estuary of the Scheldt, which forms part and parcel of the territorial waters of Holland and is commanded by a powerful Dutch fortress at Flushing, armed with monster Krupp guns. The great Belgian port of Antwerp, which ranked in times of peace with Liverpool and with Hamburg, surpassing both in importance, according to most experts, lies on the Scheldt and can only be reached through the Dutch owned estuary of that river.

Had it not been for the respect accorded by the powers of the Entente to the neutrality of the Netherlands,

Great Britain would have sent warships, gunboats and heavily armed monitors up the Scheldt to Antwerp at the outbreak of the war and would have thus prevented that great seaport and military and naval arsenal from falling into the hands of the Germans.

Emperor William, fearful lest any violation of the neutrality of the estuary of the Scheldt would entail Entente reprisals in Holland, has hitherto refrained from employing Antwerp as a base for his naval and especially for his submarine operations. Indeed he went to enormous expense and trouble to connect Bruges by canals with Ostend and with Zeebrugge, both of which ports were to such an extent blockaded a month ago by the



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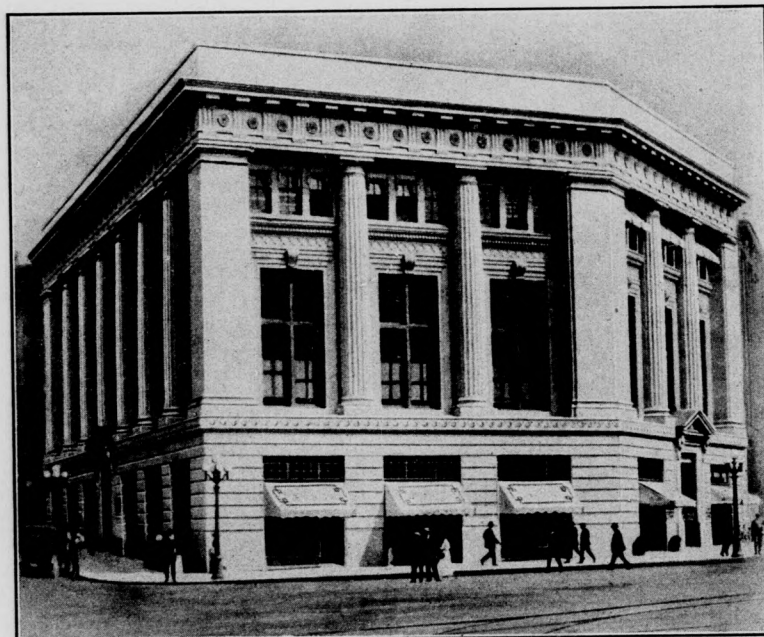
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Entente, in accordance with the methods employed to bottle up the harbor of Santiago in the Spanish-American war, that Teuton submarines can no longer enter or issue forth from Zeebrugge and Ostend.

The free use of the estuary of the Scheldt has therefore become more than ever a matter of imperative necessity to the Kaiser. Without it Antwerp is of no avail to him from a maritime point of view. It was said before the war by British as well as foreign statesmen that Germany's possession of Antwerp would be like the muzzle of a revolver pressed against the temple of England. But that revolver is as if unloaded so long as the Kaiser does not have free control of the Dutch owned estuary of the Scheldt.

It is hardly necessary to add that Emperor William will not be content with the possession of the mouth of the Scheldt. He likewise is bent upon the mastery of the estuaries of the River Meuse, which drains some of the principal industrial and mining districts of Belgium and of France, now occupied by his troops, and also the estuaries of the Rhine, the valley of which is perhaps the richest and the busiest from an industrial and commercial point of view of any stream in Europe.

These estuaries of the Rhine and of the Meuse all belong to Holland. This has ever been a source of irritation to Germany, and it must never be forgotten that Prof. Treitschke, whose teachings are so largely responsible not alone for the present war but also for the German methods of frightfulness, was wont to declare from his chair at the University of Berlin:

"Our Rhine remains the king of all the rivers. It is an infinitely precious national possession. But through our fault the greatest material advantage accruing from it has passed into the hands of a foreign state, and it is an indispensable duty of German policies to regain the mouth of that river. Small nations have no right to exist when they stand in the way of the advancement and development of God's chosen people in the work of expanding their empire and bringing all other peoples who are inferior to Germans, because they do not enjoy the blessings of God, into complete subjection to Germany."

Whether Germany, having now attained her ends in connection with the use of the railroad and waterways traversing the Dutch province of Limburg, will press matters to an immediate conclusion about the estuaries of the Scheldt and then of the Meuse and of the Rhine is uncertain. There are some who contend that the Kaiser will prefer to wait until July. In fact it is freely asserted by German officers and agents in Holland and by German prisoners who have fallen into the hands of the Entente that the last days of July next or the first days of August have been set for the move.

There are others again who argue that an occupation will take place before the end of this month—that if

the Kaiser is successful in his present drive along his Western front he will be so intoxicated with a sense of victory that there will be no holding him from the execution of his nefarious and bloodthirsty designs upon the Netherlands.

On the other hand, if the drive fails he might seize Holland at once in order to preserve his people from any sense of discouragement by showing them that, although he may not have fulfilled his cherished project of capturing Paris and Calais, he has, nevertheless, added the Netherlands to the German empire and given the latter the long sought possession of the mouth of the Rhine.

Were we assured that the Hague government in thus consenting to the violation of its solemn obligations of neutrality in obedience to the Kaiser was merely yielding to force we might feel a certain amount of pity for Holland—not unmixed with contempt at the idea that, forgetful of her glorious past, she should have refrained from manifesting the same keen sense of national honor as her sister kingdom of Belgium. But there is no room for sympathy.

The neutrality of the court, of the government and of the higher ranks of the army of the Netherlands has ever since the beginning of the present war been of a character distinctly unfriendly to the Entente. The war would have resulted in the complete defeat of Germany long ago had not Holland kept Germany supplied not alone with domestic foodstuffs but also with sea borne imports of every kind, including copper, rubber, cotton, regardless of the solemn pledges to Great Britain and France, who permitted this merchandise to reach Dutch ports through their blockade on the assurance that it would not be re-exported to the Central Powers.

For well nigh an entire year Holland kept her shipping idle at anchor in the ports of the Entente for no other purpose than to accentuate its difficulties of transport in the interests of Germany. Only recently the Hague government, with the transparent object of still further embarrassing the United States for the sake of currying favor with the Kaiser, promulgated embargo on the export of tin from Java to the United States which almost entirely dependent on the 20,000,000 tons of tin which it has hitherto drawn each year from the Dutch East Indies, its own home production being less than 100 tons a year.

When it is mentioned that American factories are now turning out tin plate at the rate of two billion pounds a year owing to the heavy call of the food canneries it will be realized how insidious is the blow which has been aimed against America by a little country which has always been treated by us with great consideration and generosity, but which has always played into the hands of the Bloody Monarch because of the personal and blood relations the Queen and ruling classes of Holland sustain to the brutal monsters of Germany.

F. Cunliffe-Owen.

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Him—Yes; and the woman may be convinced but not silenced.

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June	4.17	Sept.	4.20	Dec.	4.23
W. S. S. WORTH \$5.00 JANUARY 1, 1923					





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

### Musings From the Shores of White Lake.

Montague, May 14—Joe Watkins, of Whitehall, paid a farewell visit to old Montague ere the white ribbons took charge of it and all merchants were glad to see Joe. He is some better since his accident (deafness) and delights in still showing his friends on starlit nights the Milky Way. His friend, old George Dusty Barr, now no more, was the only one who could pick out all the angles and triangles of the Milky Way correctly, according to Joe. He says it is some astronomic trick to do it right. He expects to visit Northern Norway this coming summer, if the submarines will let him, as he wants to study up on the Aurora Borealis and other atmospheric mirages. May good luck attend him on his journeys!

A new song entitled "Here's to the breezes that blows through the trees," has been compiled by Charles E. Harley, the ever popular meat market proprietor of Montague. Charlie expects to Edisonize it on the records.

Jesse Carney, a former resident of Montague, but now of Sawyer, paid the old town a flying visit last week. He expects to take over two or three new lines in South Bend, Ind.—hotels, matrimony, etc. It is never too late to get acquainted with all such institutions.

William A. Engle, commonly known as Sheriff Bill in Muskegon, was an over night visitor at Montague last Thursday. He missed train connections and said walking was bad at this season of the year. Incidentally, he made a U. C. T. call upon all the merchants of the town. Mr. Engle says Montague to him is next thing to being home and there are others who believe the Sheriff is just about right.

Gasparic Hawkins, of the United Telephone Co., a disciple of old Isaac Walton, recently found a grassy spot in White Lake near its upper end and succeeded in intimidating or enticing about two dozen pickerel to "hook the hooks." Then Hawky did the rest. Mr. Hawkins was dee-lighted and expects to return soon with his family and friends to repeat the task.

Jacob Jager, the Montague meat market baron, has lately returned from a business trip to Montana and is very enthusiastic over the country, having arranged to take over 640 acres of fine virgin grazing lands, and as a representative in a way for the meat trust, he expects to return to Montana in the near future and go in to the herding business on a large scale. May good fortune attend him in his new enterprise. Jake is an erstwhile veteran of the Montague Lighthouse Coast Guards, having

promenaded for about fifteen years the long-silent-stretches of the sandy beaches of the shores of good old Lake Michigan, knowing, so to speak, the color and shape of every little grain of sand, the foot-prints and the warble of the various beach and water birds, the chirping of the polly wog, the music of the bully frog; in fact, he has a Beethoven understanding of the wild, wild wave the coast guard has to brave.

The Wee-hee-hee Inn, at the beautiful Maple Grove resort, has been taken for the summer by the Leanah Beverly family, of Alma.

General Sears and staff, consisting of Maj. Bob O'Brien, Colonel Verbeck, Captain Hurley, Lieut. Bowman and Corporal Benjamin, all of Pentwater, passed through Montague en route by automobile for the front. They will make a tour of inspection of all military and naval stations up and down the East shores of Lake Michigan. Captain Bowman is a veteran of the Mexican, as well as the Civil War and a well-known Indian fighter of the plains. It is exceedingly interesting to hear him tell his reminiscences of Kit Carson, Texas Charlie, Buck-Skin Sam and other well known scouts and Indian guides of the early days of Fremont's explorations.

Little Mr. Hueston was a hurried visitor to the White Lake Inn on last Sunday. Why does Willie hurry so?

E. C. Banker, of Grand Rapids, lectured last Thursday night before a large sized Montague audience on the war and liberty loan. All were pleasantly entertained and regretted his inability to stay longer. It is good solid men like Mr. Banker who go to make up a solid community.

William Monroe.

### Activities in Michigan Cities.

Written for the Tradesman.

The Port Huron Chamber of Commerce has opened a farm labor office and will assist in securing help for farmers.

No extensions of street car lines will be made in Flint this year, according to statements of the D. U. R.

President O'Hara, of the American Club, Menominee, has appointed a committee of fifty men to visit every home in that city to see that an American flag is on display. This will be the first work of the new Club, to help dress up Menominee 100 per cent. in the Stars and Stripes.

The Flint Common Council has appointed a committee to investigate and report on plans for a city market.

Mayor Smith and Police Chief Morey will oppose the granting of permits for carnivals in the future in that city.

The Plainwell Chamber of Commerce has been formed, with officers as follows: President, W. R. Pell; Secretary, Roy S. Hambleton; Treasurer, H. L. Bliss. The business men have voted to keep their stores open three evenings a week, Monday, Wednesday and Saturday, until Dec.

1. They are planning to give free public entertainments every Wednesday night.

Muskegon has over 300 negroes and they are being crowded into an undesirable district in the East end which formerly bore a bad reputation. Some of the leading colored people are asking the aid of the Chamber of Commerce to better their condition. They do not expect to invade the city's residential districts, but they do want the privilege of acquiring property and of establishing a church.

Central Lake is growing, reports showing that twenty-two families have located there in the past three months.

Vocational training in the grade schools along mechanical lines, to interest the boys in skilled trades and professions, with the ultimate aim of building up the local labor market, is advocated by the manufacturers' committee of the Port Huron Chamber of Commerce. The manufacturers have organized and have adopted the policy of employing young men and then moving them from one machine or task to another until they have knowledge of the entire business.

Wages of the 10,500 employees of the Calumet & Hecla Co. have been advanced again about 5 per cent., favorably affecting the entire copper country.

Ann Arbor will be the musical center of the State May 15-18, on the occasion of the May festival.

The Peninsular Ship Building Corporation is building a plant at Muskegon and will employ 500 men, at the start.

Birmingham will dispose of its sewage by means of a septic tank and expects to have the plant running by June 1.

Pontiac's bids for a public comfort station ran far ahead of the \$6,000 appropriation and the specifications will be cut down and new bids asked for.

Lansing is taking a leading place in garden work this spring, having thirty-six clubs with average of forty members in each organization. Fifty-six high school girls have organized and will cultivate a big tract of land east of the city, putting it in to potatoes.

Owosso will pave with brick a mile of Corunna avenue, at the cost of \$55,617.

The Greater Hart Association has elected Frank L. Gates President. He will also take care of the duties of Secretary for the present. Membership dues are cut in two this year.

Almond Griffen.

### He Has the Brand.

A cigar dealer in a city where many tourists visit reasoned that tourists would come in and buy of him if he had the brands they knew at home. From traveling salesmen he learned the best selling brands in several of the cities from which his town draws visitors. He then bought a few of these. The result is a wonderful summer trade from strangers. He also stocks up with "foreign" brands when a convention is coming.

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No one should attempt to bake yeast bread with the cereal substitutes alone as they have no rising quality, and the addition of wheat with its gluten is necessary for a successful loaf. For home baking it is safe to use up to 25% to 30% of the other cereals.

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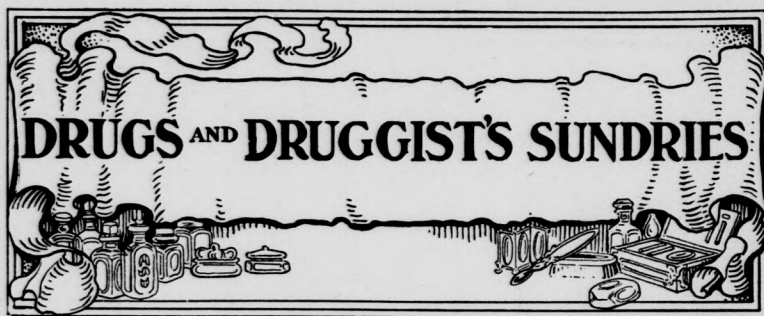
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 Treasurer—George F. Snyder, Detroit.  
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**Michigan State Pharmaceutical Association.**  
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 Treasurer—E. E. Faulkner, Delton.  
 Next Annual Meeting—Detroit, June 25, 26 and 27, 1918.

**Michigan Pharmaceutical Travelers' Association.**  
 President—W. F. Griffith, Howell.  
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

### The Discovery of Benzene.

How much modern warfare depends upon the utilization of the by-products of the manufacture of coal gas is but dimly realized by many people. Yet the products separated from gaseous liquors yield the greater part of the high explosives employed in the present war. Picric acid (trinitrophenol) and trinitrotoluol ("T. N. T."), which are being used in enormous quantities, are both obtained from the same source. The lighter portions of the tar-residues consist of benzene (benzol), toluol, and xylol, which are separated by distillation in an apparatus working on the same principle as the coffee still used in the purification of alcohol. (Since the war began British distillers have operated a new process and the people are benefiting.) Benzene was discovered about ninety years ago by Michael Faraday, who at the time was Director of the Laboratory of the Royal Institution, London. It was on June 16, 1825, that Faraday read his paper before the Royal Society which announced the discovery. The title of the paper was "On New Compounds of Carbon and Hydrogen and on certain other Products obtained during the Decomposition of Oil by Heat." The circumstances of the discovery are best told in Faraday's own words:

My attention was first called to these substances formed in oil at moderate and at high temperatures in the year 1820, and since then I have endeavored to lay hold of every opportunity for obtaining information on the subject. A particularly favorable one has been afforded me lately, through the kindness of Mr. Gordon, who has furnished me with a considerable quantity of a fluid obtained during the compression of oil-gas, of which I had some years since possessed small portions, sufficient to excite great interest, but not to satisfy it. It is now generally known that in the operations of the Portable Gas Co., when the oil-gas used is compressed in the vessels a fluid is deposited which may be drawn off and preserved in the liquid state. The pressure applied amounts to thirty

atmospheres, and in the operation the gas, previously contained in a gasometer over water, first passes into a large strong receiver and from it by pipes into the portable vessel.

Faraday stated that one gallon of the fluid is obtained from 1,000 c. f. of good gas, and he gave the physical characters of the "thin light fluid." He clearly recognized that the liquid is a compound as he said:

This fluid is a mixture of various bodies, which, although they resemble each other in being highly combustible and throwing off much smoke when burnt in large flame, may yet by their difference in volatility be separated in part from each other.

Faraday then relates how by a system of fractional distillation he obtained a substance of definite boiling-point, "a new compound of carbon and hydrogen which I may by anticipation distinguish as bi-carburet of hydrogen." This is the substance now known as benzene. It was afterwards obtained from benzoic acid and called "benzin," a name which Liebig changed to benzol, which is still the commercial name of what scientists call benzene. It was soon afterwards recognized in the products of coal-distillation. In the oil-gas liquid Faraday detected another "new carburet of hydrogen," which he did not further distinguish, but which is now known as butylene. Faraday, in his paper, gave many details of how he arrived at the chemical composition of his bicarburet of hydrogen. He noted that it crystallizes at about 32 degrees, and in referring to the action of acids upon it mentioned that with nitric acid "the odor of the substance with the acid is exceedingly like that of almonds, and it is probable that hydrocyanic acid was formed." This we now know to be nitrobenzene (oil of mirane), the discovery of which is usually attributed to Mitcherlich in 1834, but there can be little doubt that Faraday first made it. He did not at the time recognize the importance either of his discovery of benzene or of nitrobenzene, but he mentioned that the bicarburet had been found to be a solvent for caoutchouc "surpassing every other substance in this quality." It was also suggested as a solvent for making varnishes and as being suitable as an illuminant in a vapor-lamp.

It is interesting to add that Ostwald, the German chemist who, by devising methods of employing poison gas in warfare, has done more to disgrace Germany and German chemistry than any other man, when lecturing before the Columbia University, New York City, in 1906, placed the scene of the use of oil-gas referred to by Faraday in Berlin!

### Paste to Stick Labels on Tin.

Many expedients have been offered to enable paper labels to adhere to tin containers. A simple plan is to roughen the surface of the tin by rubbing with a piece of sand or emery paper, then applying the label in the usual manner. Or apply to the surface of the tin a slight coating of a resinous tincture, such as tincture of benzoin of myrrh, allowing the tin to dry and then applying the label as before. Or rub the tin with hydrochloric acid or with tincture of iron and then applying the label as before.

If solution of silicate of sodium be used instead of mucilage or paste, the label will adhere indefinitely, but this preparation has some disadvantages, such as its strong alkalinity and the difficulty of applying it satisfactorily.

It is also said that labels peel off from the tin surface because of the drying of the paste and that if some ingredient were present in the paste which would cause it to remain permanently moist, this peeling would not occur. Such substances are glycerine and calcium chlorid. Another substance which has been suggested as a good addition to ordinary paste to make it adhere to tin is solution of antimony chlorid.

The following formula is said to afford excellent results:

Flour ..... 8 ozs.  
 Alum ..... ½ oz.  
 Caustic Soda ..... 1 dr.  
 Water ..... 2 pts.

Dissolve the alum and soda in the water and add the flour. Rub to a smooth mixture, strain through a

cheese cloth and wash the residue left on the strainer with the strained liquid until the flour is all through. Now apply heat, stirring constantly meanwhile.

### White Shoe Dressings.

The following are said to make satisfactory preparations:

1. Shellac, White ..... 2 ozs.  
 Borax ..... 6 ozs.  
 Water ..... 32 ozs.

Pipe Clay or Chalk .. sufficient

Dissolve the shellac in the borax water by the aid of heat, adding water from time to time to make up for that lost by evaporation, then add the pipe clay or chalk in sufficient quantity.

By using less water and adding a little soap, a paste preparation may be obtained.

2. Water ..... 136 parts  
 Fine Pipe Clay ..... 454 parts  
 Bleached Shellac .... 136 parts  
 Powdered Borax .... 68 parts  
 Soft Soap ..... 8 parts  
 Ultramarine Blue .... 5 parts

Boil the shellac in the water, add the borax and keep up the boiling until a perfect solution is obtained. Then stir in the soap (in place of the soft soap a white soap of good quality, from five to six parts, shaved and melted, with two or three parts of water, may be used), the pipe clay and the ultramarine. Finally, strain through a hair-cloth sieve. If the shoes become stiff after the application of this mixture, a little glycerine may be added.

Why is it that everyone suspects fraud in maple syrup?

## Many Have Delayed The Season Has Been Backward

Prohibition became effective May 1st.

Demand for soft drinks increases, naturally, necessarily and automatically.

We are in a position to serve you now, viz:

**Soda Fountains**  
**Tables Chairs Stools**  
**Mixers Holders Dishes**  
**Spoons**

Also

**Syrups, Fruit Juices,**  
**Chocolate Flavors, Etc.**

Write our Mr. Arthur W. Olds for a date.

**Hazeltine & Perkins Drug Co.**  
 Grand Rapids, Michigan



## BANKRUPTCY MATTERS.

## Proceedings in the Western District of Michigan.

Grand Rapids, May 7—An involuntary petition in bankruptcy has been filed against Nels J. Larsen, a merchant of Manistee, by his creditors. Adjudication has been made and the matter referred to Referee Corwin. The bankrupt has been ordered to file schedules which schedules show the following: liabilities amounting to \$2,614.74; assets amounting to \$1,146.70, which consists of the following: Cash on hand, \$246.33; household goods, \$200; books, \$5; choses in action, \$655.37. Following is a list of the unsecured creditors:

F. C. Larsen, Manistee	\$394.14
Judson Grocer Co., Grand Rapids	330.00
Watson Higgins Co., Grand Rapids	30.00
J. Van Westenbrugge, Grand Rapids	39.00
Buckley & Douglas, Manistee	77.89
Plankinton Company, Milwaukee	32.62
Robert A. Johnston, Milwaukee	48.00
Nat'l. Biscuit Co., Grand Rapids	42.37
National Grocer Co., Traverse City	52.16
Straub Bros. & Amiot, Traverse City	31.78
M. Giffre, Traverse City	13.35
A. J. Deer Company, Nornell, N. Y.	55.00
C. W. Mills Paper Co., Grand Rapids	23.75
Ben T. Hosking Bros., Chicago	49.26
Cudahy Bros., Milwaukee	52.03
Voigt Milling Co., Grand Rapids	18.35
H. J. Heinz, Grand Rapids	26.65
Vinkemulder Company, Grand Rapids	214.25
Oriental Mills, Manitowac	53.69
McLaughlin Co., Chicago	36.90
Puhl-Webb Co., Chicago	65.50
Bell Conrad Company, Chicago	85.00
Armour & Company, Chicago	60.00
Bergwall Company, Milwaukee	5.45
Jos. Kirster, Manistee	1.90
Aug. Redman, Manistee	300.00
Charles Peterson, Manistee	350.00
R. D. Christianson	100.00
Manistee Co. Bank, Manistee	25.70
Valley City Milling Co., Grand Rapids	

The first meeting of creditors in this matter has been called for May 23. Jacob Bolema and William H. Holke, copartners as the American Laundry, of Muskegon, filed a voluntary petition for adjudication in bankruptcy. Adjudication has been made and the first meeting of creditors called for May 24. The schedules show the following: liabilities, \$3,115.97; assets, outstanding accounts, \$174.52 and stock in trade, consisting largely of fixtures, \$3,570.

Following is a list of the creditors of said bankrupts:

Preferred Creditors.	
Muskegon Rag & Metal Co., Muskegon	\$700.00
Unsecured Creditors.	
Proctor-Gamble Co., Cincinnati	\$29.36
H. Kolmstamm Co., Chicago	115.03
Troy Laundry Machinery Co., Chicago	125.00
Louis J. Larson, Muskegon	60.00
The Wiselgel Co., Muskegon	22.78
Muskegon Chronicle, Muskegon	19.84
J. B. Ford Company, Wyandotte	5.60
John Riordan Company, Muskegon	15.00
Langkewell-Schwabach Co., Muskegon	22.78
Schuitema Electric Co., Muskegon	34.64
American Laundry Machinery Co., Chicago	60.14
Eagle Chemical Co., Milwaukee	29.55
Muskegon Awning Co., Muskegon	9.75
C. W. Mills Paper Co., Grand Rapids	8.01
Reliable Tire Co., Muskegon	40.68
Roebuck Garage, Muskegon	25.72
I. Rubinsky, Muskegon	19.40
S. Steindler Paper Co., Muskegon	15.00
Stewart & Son, Muskegon	61.00
Stekete Printing Co., Muskegon	6.00
Crystal Oil & Paint Co., Cincinnati	15.30
Towner Hardware Co., Muskegon	8.00
John Wagner, Muskegon	42.27
Western Auto Co., Muskegon	25.55
Great Western Oil Co., Grand Rapids	6.29
L. F. Addison, Muskegon	4.00

Leahy Company, Muskegon	50
Pine Street Furniture Co., Muskegon	2.25
Muskegon Master Welders, Muskegon	25.00
Phoenix Printing Co., Milwaukee	22.00
Burnham Stoepe Co., Detroit	32.00
William Boumya, Muskegon	4.78
Curtis Fire Stove, Muskegon	19.75
Nat'l Cash Register Co., Dayton	40.00
Swift Co., Chicago	20.00
Standard Oil Co., Muskegon	18.00
Lange Transfer Co., Muskegon	5.00
Henry Wit, Muskegon	1,400.00

Carl Zarbock, doing business as Zarbock & Sons, who conducted a plumbing and heating company in this city, has filed his voluntary petition in bankruptcy. No meeting of creditors has as yet been called. The schedules show liabilities amounting to \$8,053.66 and assets amounting to \$5,800, which sum includes real estate valued at \$5,000; horses, cows and other animals, \$500; and farming implements, \$300; and of which \$300 is claimed as exempt, together with household goods valued at \$250.

Following is a list of the creditors listed by said bankrupt, all located in Grand Rapids:

Secured Creditors.	
Frank J. Cook, Grand Rapids	\$720.00
Unsecured Creditors.	
Grand Rapids Gas Light Co.	\$5.85
Standard Oil Company	281.77
Grand Rapids Bldg. Supply Co.	400.00
Ferguson Supply Co.	750.00
Fred Kramer	50.00
Wm. La Ban	150.00
E. W. Jongejan	250.00
Jno. Sehler, Sr.	500.00
Burton Spring	45.00
Wealthy St. Floral Co.	35.00
Clark E. Higbee	1,300.00
Donker & Mol	67.00
James Mol	35.00
Jno. Engelhart & Co.	300.00
Mrs. L. Petzold	200.00
Peter Michael	105.00
Brummeler & Van Strien	9.00
F. Westmas	6.00
G. R. Austin	43.00
Dr. L. Barth	125.00
St. Mary's Hospital	35.00
Dr. Jno. Vanderstolp	35.00
Dr. LeRoy	3.00
Hanford Lumber Co.	100.00
G. R. Lumber Co.	40.00
Verhey & Nordhoek	46.09
Consumers Power Co.	10.00
S. G. DeVries	15.00
Greater G. R. Ass'n.	25.00
G. R. Insuring Co.	29.00
Wurzberg Company	29.00
Heyman Company	200.00
J. M. Heyden Co.	146.00
Rapid Heater Co.	30.00
Monarch Storage Co.	26.25
Driesan & Son	35.00
Everett Stadt	32.00
London Bros.	326.00
Frank J. Cook, Cashier	720.00
G. R. Oil Co.	10.50
E. J. McKee	20.00
E. Nippes	35.00
Up-to-date Vulcanizing Co.	20.00
Thomasma Bros.	10.00
Stouten & Son	15.00
Warden Grocer Co.	75.00
Wilson & Co.	35.00
Venstra & Son	65.00
S. Huizinga	6.50
Dr. Fortin	15.00
Citizens Telephone Co.	9.70
Charles Lilly	10.00
L. C. Herman	12.00
Grand Rapids Press	70.00
Grand Rapids Herald	45.00
Wagner Bros.	80.00
Grand Rapids News	25.00
Harry Zaaff	75.00
Grand Rapids Savings Bank	20.00
Leonard Pauwe	100.00
Hillebrand & Bylsma	50.00

You have not done your duty by merely buying wheat substitutes. You are supposed to eat them. No loyal American will hoard or destroy them.

## WHOLESALE DRUG PRICE CURRENT

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

<b>Acids</b>		<b>Cubebs</b> ..... 9 25@9 50	<b>Capsicum</b> ..... @2 15
Boric (Powd.) .. 18@ 25		Eigerson ..... 2 75@3 00	Cardamon ..... @2 10
Boric (Xtal) .... 18@ 25		Eucalyptus .... 1 25@1 35	Cardamon, Comp. .... @1 60
Carbolic ..... 78@ 81		Hemlock, pure .. 1 75@2 00	Catechu ..... @1 60
Citric ..... 1 10@1 15		Juniper Berries 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	Cubebs ..... @2 35
Oxalic ..... 60@ 70		Lard, No. 1 ..... 1 85@1 95	Digitalis ..... @1 90
Sulphuric ..... 3 1/2@ 5		Lavender Flow. 7 00@7 25	Gentian ..... @1 50
Tartaric ..... 1 05@1 10		Lavender, Gar'n 1 25@1 40	Ginger ..... @2 50
<b>Ammonia</b>		Lemon ..... 2 00@2 25	Gualac ..... @1 90
Water, 26 deg. .... 12@ 20		Linseed, boiled bbl. @1 61	Gualac, Ammon. .... @1 80
Water, 18 deg. .... 10 1/2@ 18		Linseed, bld. less 1 71@1 76	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 60
Chloride ..... 63 @ 70		Mustard, true, oz. @2 25	Kino ..... @1 65
<b>Balsams</b>		Mustard, artifl oz. @2 00	Myrrh ..... @2 50
Copaiba ..... 1 40@1 65		Neatsfoot ..... 1 80@1 95	Nux Vomica ..... @1 75
Fir (Canada) .... 1 25@1 50		Olive, pure ..... 6 00@8 00	Opium ..... @9 00
Fir (Oregon) .... 40@ 50		Olive, Malaga, yellow 4 65@4 75	Opium, Camph. .... @1 50
Peru ..... 5 25@5 50		Olive, Malaga, green 4 65@4 75	Opium, Deodorz'd ..... @9 50
Polu ..... 1 75@2 00		Orange, Sweet .. 3 25@3 50	Rhubarb ..... @1 65
<b>Barks</b>		<b>Origanum, pure</b> ..... @2 50	<b>Paints</b>
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. 40c) @ 35		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
<b>Berries</b>		Sandalwood, E. I. .... 17 50@17 75	Putty ..... 3 1/4@ 6
Cubeb ..... 1 60@1 70		Sassafras, true 2 75@3 00	Red Venet'n bbl. 1 1/4@ 5
Fish ..... 30@ 35		Sassafras, artifl 65@ 85	Red Venet'n less 1 1/2 @ 5
Juniper ..... 9@ 15		Spearmint ..... 4 75@5 00	Vermillion, Amer. 25@ 30
Prickly Ash ..... @ 30		Sperm ..... 2 70@2 80	Whiting, bbl. .... @ 3
<b>Extracts</b>		Tansy ..... 4 25@4 50	Whiting ..... 3 1/4@ 6
Licorice ..... 60@ 65		Tar, USP ..... 45@ 60	L. H. P. Prepd. 2 40@2 75
Licorice powd. 1 05@1 10		Turpentine, bbls. @ 57	<b>Miscellaneous</b>
<b>Flowers</b>		Turpentine, less 62@ 67	Acetanalid ..... 1 10@1 20
Arnica ..... 1 50@1 75		Wintergreen, tr. 5 50@5 75	Alum ..... 12@ 15
Chamomile (Ger.) 75@1 00		Wintergreen, sweet birch 4 00@4 25	Alum, powdered and ground ..... 14@ 17
Chamomile Rom. 1 75@2 00		Wintergreen art 1 25@1 50	Bismuth, Subnitrate ..... 4 00@4 10
<b>Gums</b>		Wormseed ..... 12 00@12 25	Borax xtal or powdered ..... 10@ 15
Acacia, 1st ..... 75@ 80		Wormwood ..... 6 00@6 25	Cantharides po 2 00@6 50
Acacia, 2nd ..... 65@ 75		<b>Potassium</b>	Calomel ..... 2 56@2 60
Acacia, Sorts ..... 40@ 50		Bicarbonate ..... 1 90@2 00	Capsicum ..... 35@ 40
Acacia, powdered 60@ 70		Bichromate ..... 60@ 70	Carmine ..... 6 50@7 00
Aloes (Barb. Pow) 30@ 40		Bromide ..... 1 30@2 10	Cassia Buds ..... @ 40
Aloes (Cape Pow.) 30@ 35		Carbonate ..... 1 85@2 00	Cloves ..... 77@ 85
Aloes (Soc. Pow. 90) @ 85		Chlorate, gran'l 95@1 00	Chalk Prepared .. 12@ 15
Asafoetida, .... @2 25		Chlorate, xtal or powd. 70@ 75	Chalk Precipitated 12@ 15
Asafoetida, Powd. Pure ..... @2 50		Cyanide ..... 70@ 90	Chloroform ..... 90@ 97
Campor ..... 1 35@1 40		Iodide ..... 4 59@4 66	Chloral Hydrate 2 17@2 27
Guaiac ..... 1 10@1 00		Permanaganate 5 50@5 60	Cocaine ..... 13 05@13 60
Guaiac, powdered @ 1 10		Prussiate, yellow @ 1 75	Cocoa Butter ..... 50@ 60
<b>Alno</b> ..... 70@ 75		Prussiate, red .3 75@4 00	Corks, list, less 55% ..... @ 3
Kino, powdered .. 75@ 80		Sulphate ..... @ 90	Copperas, bbls. .... @ 3
Myrrh ..... @ 70		<b>Roots</b>	Copperas, less .. 3 1/2 @ 8
Myrra, powdered @ 75		Alkanet ..... 3 25@3 50	Copperas, powd. .. 4 @ 10
Opium ..... 33 00@33 50		Bitoid, powdered 30@ 35	Corrosive Sublim. 2 30@2 40
Opium, powd. 36 00@36 50		Calamus ..... 50@50 50	Cream Tartar ..... 78@ 85
Opium, gran. 36 00@36 50		Elecampane, pwd. 15@ 20	Cuttlebone ..... 75@ 80
Shenac ..... 85@ 90		Gentian, powd. 25@ 30	Dextrine ..... 10@ 15
Shellac, Bleached 90@ 95		Ginger, African, powdered 25@ 30	Dover's Powder 5 75@6 00
Tragacanth ..... 2 50@3 00		Ginger, Jamaica .30@ 35	Emery, All Nos. 10@ 15
Tragacanth powder 2 50		Ginger, Jamaica, powdered 22@ 30	Emery, Powdered 8@ 10
Turpentine ..... 15@ 20		Goldenseal pow. 8 00@8 25	Epsom Salts, bbls. @ 4 1/2
<b>Insecticides</b>		Ipecac, powd. .... 4 00@4 25	Epsom Salts, less 5 @ 8
Arsenic ..... 20@ 30		Licorice, powd. .... 48@ 50	Ergot ..... 1 25@1 50
Blue Vitriol, bbl. @11 1/4		Licorice, powd. .... 48@ 50	Ergot, powdered 2 75@3 00
Blue Vitriol, less 12@ 20		Orris, powdered 40@ 45	Flake White ..... 15@ 20
Bordeaux Mix Dry 20@ 25		Poke, powdered 20@ 25	Formaldehyde, lb. 23@ 30
Hellebore, White powdered 38@ 45		Rhubarb, powd. 75@1 25	Gelatine ..... 1 75@1 90
Insect Powder .... 40@ 60		Rhubarb, powd. 75@1 25	Glassware, full ca. 55%
Lead, Arsenate Po 34@ 44		Rosinweed, powd. 25@ 30	Glassware, less 50%
Lime and Sulphur Solution, gal. .. 20@ 35		Sarsaparilla, Hond. ground 75@ 80	Glauber Salts, bbl. @ 2 1/2
Paris Green ..... 48 1/2@54 1/2		Sarsaparilla Mexican, ground 1 00@1 10	Glauber Salts, less 3 1/2 @ 7
<b>Ice Cream</b>		Squills ..... 35@ 40	Glue, Brown ..... 25@ 35
Piper Ice Cream Co., Kalamazoo		Squills, powdered 45@ 65	Glue, Brown Grd. 25@ 35
Bulk Vanilla ..... 95		Tumeric, powd. .. 20@ 25	Glue, White ..... 30@ 35
Bulk Special Flavored 1 00		Valerian, powd. .. @1 00	Glue, White Grd. 30@ 35
Brick, Plain ..... 1 20		<b>Seeds</b>	Glycerine ..... 78@ 95
Brick, Fancy ..... 1 60		Anise ..... 42@ 45	Hops ..... 60@ 75
<b>Leaves</b>		Anise, powdered 47@ 50	Iodine ..... 5 60@5 90
Buchu ..... 1 85@2 00		Bird, ls ..... 13@ 19	Iodoform ..... 6 50@6 74
Buchu, powd'd 2 00@2 10		Canary ..... 20@ 25	Lead, Acetate ..... 22@ 30
Sage, bulk ..... 67@ 70		Caraway ..... 85@ 90	Lycodium ..... 2 25@2 50
Sage, 1/2 loose .. 72@ 78		Cardamon ..... 1 80@2 00	Mace ..... 85@ 90
Sage, powdered .. 55@ 60		Celery (Powd. 65) 55@ 60	Mace, powdered .. 95@1 00
Senna, Alex ..... 1 40@1 50		Coriander ..... 38@ 45	Menthol ..... 4 50@4 75
Senna, Tinn. .... 40@ 45		Dill ..... 30@ 35	Morphine ..... 15 60@16 00
Senna, Tinn. pow. 50@ 55		Fennel ..... 90@1 00	Nux Vomica ..... 22 1/2@ 30
Uva Ursi ..... 30@ 35		Flax ..... 10@ 14	Nux Vomica, pow. @ 20
<b>Oils</b>		Flax, ground ..... 10@ 14	Pepper, black pow. 35@ 40
Almonds, Bitter, true ..... 18 50@18 75		Foenugreek pow. 22@ 30	Pepper, white ..... @ 15
Almonds, Bitter, artificial 7 00@7 20		Hemp ..... 8 1/2@ 12	Pitch, Burgundy .. @ 45
Almonds, Sweet, true ..... 1 75@2 00		Lobelia ..... 40@ 50	Quassia ..... 12@ 15
Almonds, Sweet, imitation 65@ 75		Mustard, yellow .. 35@ 40	Quinine ..... 1 00@1 05
Amber, crude ..... 2 00@2 25		Mustard, black .. 25@ 30	Rochelle Salts .-] 54@ 60
Amber, rectified 2 50@2 75		Mustard, powd. .. 35@ 40	Saccharine, oz. .... @1 75
Anise ..... 2 00@2 25		Poppy ..... @1 00	Salt Peter ..... 36@ 45
Bergamont ..... 8 00@8 25		Quince ..... 1 40@1 50	Seidlitz Mixture .. 45@ 50
Cajuput ..... 2 00@2 25		Rape ..... 15@ 20	Soap, green ..... 20@ 30
Cassia ..... 3 50@3 75		Sabadilla ..... 35@ 45	Soap mott castile 22 1/2@ 25
Castor ..... 3 40@3 65		Sabadilla, powd. 35@ 45	Soap, white castile case ..... @27 00
Cedar Leaf ..... 1 75@2 00		Sunflower ..... 8 1/2@ 12	Soap, white castile less, per bar ..... @2 85
Citronella ..... 1 00@1 25		Worm American .. @ 25	Soda Ash ..... 4 1/2@ 10
Cloves ..... 4 50@4 75		Worm Levant .. 1 00@1 10	Soda Bicarbonate 3 1/2@ 7
Cocoonut ..... 40@ 50		<b>Tinctures</b>	Soda, Sal ..... 3 @ 5
Cod Liver ..... 5 60@5 75		Aconite ..... @1 65	Spirits Camphor .. @1 25
Cotton Seed ..... 2 00@2 10		Aloes ..... @1 35	Sulphur, roll ..... 4 1/2 @ 10
Croton ..... 2 00@2 25		Arnica ..... @3 15	Sulphur, Subl. .... @ 10
		Asafoetida ..... @4 40	Tamarinds ..... 15@ 20
		Belladonna ..... @2 85	Tartar Emetic ..... @ 30
		Benzoin ..... @2 50	Turpentine, Ven. 50@ 75
		Benzoin Compo'd @2 80	Vanilla Ext. pure 1 50@2 00
		Buchu ..... @2 40	Witch Hazel ..... 1 35@1 75
		Cantharides ..... @3 90	Zinc Sulphate ..... 10@ 15

PLACE YOUR ORDER NOW FOR

## Soda Fountain Fruits and Syrups

We Are Distributors of

J. Hungerford Smith Co.'s Fruits and Syrups

Royal Purple Grape Juice

Welsh Grape Juice

Hire's Syrup

Coco Cola

We Also Carry a Full Line of Soda Fountain Accessories

WRITE FOR PRICE LISTS

Putnam Factory Grand Rapids, Michigan



# GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Axle Grease Bakers' Coconut Cream Tartar Molasses Rice Mustard Seed Galv. Pails Galv. Tubs		Twine	Holland Rusks
<hr/>			
<b>AMMONIA</b> 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		<b>Clams</b> Little Neck, 1 lb. .... 1 60 Clam Bouillon Burnham's 1/2 pt. .... 2 25 Burnham's pts. .... 3 75 Burnham's qts. .... 7 50	
<b>AXLE GREASE</b> Diamond, 1 lb., 4 dz., dz. 55 Mica, 1 lb., 4 dz., dz. 1 10 Mica, 3 lb., 2 dz., dz. 2 75 Mica, 25 lb. pail ..... 1 40		<b>Corn</b> Fair ..... Good ..... 1 85 Fancy ..... <b>French Peas</b> Monbadon (Natural) per doz. .... Gooseberries No. 2, Fair ..... No. 2, Fancy .....	
<b>BAKED BEANS</b> No. 1, per doz. .... 1 35 No. 2, per doz. .... 2 25 No. 3, per doz. .... 3 60		<b>Hominy</b> Standard ..... 1 25 <b>Lobster</b> 1/2 lb. .... 1 90 1/4 lb. .... 3 10 Picnic Flat ..... 3 75	
<b>BATH BRICK</b> English ..... 95		<b>Mackerel</b> Mustard, 1 lb. .... 1 80 Mustard, 2 lb. .... 2 80 Soused, 1 1/2 lb. .... 1 60 Soused, 2 lb. .... 2 75 Tomato, 1 lb. .... 1 50 Tomato, 2 lb. .... 2 80	
<b>BLUING</b> Jennings' Condensed Pearl Bluing Small, 3 doz. box .... 2 25 Large, 2 doz. box .... 2 60		<b>Mushrooms</b> Buttons, 1/2 ..... 2 50 Buttons, 1s ..... 2 50 Hotels, 1s ..... 2 44 <b>Oysters</b> Cove, 1 lb. .... 21 20 Cove, 2 lb. .... 21 80	
<b>BREAKFAST FOODS</b> 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 10 Krinkle Corn Flakes .. 3 80 Mapl-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		<b>Plums</b> Plums ..... 1 50@3 00 <b>Pears in Syrup</b> No. 3 can, per ds. 2 50@3 00 <b>Peas</b> Marrowfat ..... 1 35@1 55 Early June ..... 1 60@1 70 Early June siftd 1 70@1 85 <b>Peaches</b> Pie ..... 1 50@1 75 No. 10 size can pie @ 4 25 <b>Pineapple</b> Grated ..... 1 75@2 10 Sliced ..... 1 45@2 60 <b>Pumpkin</b> Fair ..... 1 80 Good ..... 1 40 Fancy ..... 1 50 No. 10 ..... 4 00	
<b>BROOMS</b> 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		<b>Raspberries</b> No. 2, Black Syrup ... 2 40 No. 10, Black ..... 10 50 No. 2, Red Preserved 3 00 No. 10, Red, Water ... 10 50 <b>Salmon</b> Warrens, 1 lb. Tall .. 3 35 Warren's, 1 lb. Flat .. 3 45 Red Alaska ..... 2 85 Med. Red Alaska .... 2 60 Pink Alaska ..... 2 20	
<b>BRUSHES</b> 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		<b>Sardines</b> Domestic, 1/2 ..... 6 50 Domestic, 1/4 Mustard 6 50 Domestic, 1/4 Mustard 6 25 Norwegian, 1/2 ..... 15@18 Portuguese, 1/2 ..... 30@35 <b>Sauer Kraut</b> No. 3, cans ..... 1 65 No. 10, cans ..... Shrimps Dunbar, 1s doz. .... 1 50 Dunbar, 1 1/2 doz. .... 2 80 <b>Succotash</b> Fair ..... 1 90 Good ..... 1 90 Fancy ..... 1 90	
<b>BUTTER COLOR</b> Dandelion, 25c size .. 2 00		<b>Strawberries</b> Standard ..... 2 50 Fancy ..... 2 90 <b>Tomatoes</b> No. 1 1/2 ..... 1 40 No. 2 ..... 1 75 No. 10 ..... 8 00	
<b>CANDLES</b> Paraffine, 6s ..... 12 1/2 Paraffine, 12s ..... 13 1/2 Wicking ..... 65		<b>Tuna</b> Case 1/2s, 4 doz. in case .... 4 50 1/2s, 4 doz. in case .... 7 50 1s, 4 doz. in case .... 10 00 <b>CATSUP</b> Van Camp's, 1/2 pints 1 90 Van Camp's pints .... 2 85	
<b>CANNED GOODS</b> 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 85 String ..... 1 50@2 00 Wax ..... 1 50@2 00 Blueberries Standard ..... @1 75 No. 10 ..... @1 00		<b>CHEESE</b> Acme ..... @29 Carson City .... @28 Brick ..... @25 Leiden ..... @ Limburger ..... @28 Pineapple ..... @ Edam ..... @ Sap Sago ..... @ Swiss, Domestic .. @	
		<b>CHOCOLATE</b> Walter Baker & Co. German's Sweet ..... 2 Premium ..... 3 Caracac ..... 2 Walter M. Lowney Co. Premium, 1/2s ..... 3 Premium, 1/4s ..... 3	
		<b>CLOTHES LINE</b> 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	
		<b>Galvanized Wire</b> No. 20, each 100ft. long 1 80 No. 19, each 100ft. long 2 10 No. 20, each 100ft. long 1 60 No. 19, each 100ft. long 2 10	
		<b>COCOA</b> Baker's ..... Bunte, 10c size ..... Bunte, 1/2 lb. .... 2 Bunte, 1 lb. .... 4 Cleveland ..... Colonial, 1/2s ..... Colonial, 1/4s ..... Epps ..... Hershey's 1/2s ..... Hershey's 1/4s ..... Huyler ..... Lowney, 1/2s ..... Lowney, 1/4s ..... Lowney, 1/2 lb. cans ..... Lowney, 5 lb. cans ..... Van Houten, 1/2s ..... Van Houten, 1/4s ..... Van Houten, 1s ..... Wan-Eta ..... Webb ..... Wilbur, 1/2s ..... Wilbur, 1/4s ..... <b>COCONUT</b> Dunham's per 1/2s, 5 lb. case ..... 1/2s, 5 lb. case ..... 1/2s, 15 lb. case ..... 1/2s, 15 lb. case ..... 1s, 15 lb. case ..... 1/2 & 1/4, 15 lb. case .. 5 and 10c pails ..... 4 Bulk, pails ..... 24 Bulk, barrels ..... 25 Baker's Brazil Shredded 70 7c pkgs., per case 4 36 14c pkgs., per case 4 16 14c and 33 7c pkgs., per case ..... 4 Bakers Canned, doz. 1	
		<b>COFFEES ROASTED</b> Rio Common ..... 10 Fair ..... 10 Choice ..... 10 Fancy ..... 10 Peaberry ..... 10 Santos Common ..... 20 Fair ..... 20 Choice ..... 20 Fancy ..... 20 Peaberry ..... 20 Maracalibo Fair ..... 20 Choice ..... 20 Mexican Choice ..... 20 Fancy ..... 20 Guatemala Fair ..... 20 Fancy ..... 20	

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 Cases Jumbo 19 Big Stick 19 Mixed Candy Pails Broken 18 Cut Loaf 19 French Cream 20 Grocers 20 Kindergarten 20 Leader 18 Monarch 16 Novelty 22 Paris Creams 22 Premio Creams 24 Royal 17 Special 17 X L O 16 Specialties Pails Auto Kisses (baskets) 21 Bonnie Butter Bites 23 Butter Cream Corn 24 Caramel Bon Bons 22 Caramel Croquettes 21 Coconut Waffles 20 Coffy Toffy 22 National Mints 7 lb tin 26 Fudge, Walnut 22 Fudge, Choc. Peanut 21 Fudge, White Center 21 Fudge, Cherry 22 Fudge, Coconut 22 Honeyuckle Candy 22 Iced Maroons 22 Iced Orange Jellies 19 Italian Bon Bons 20 AA Licorice Drops 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 Pails 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 Boxes Putnam Menthol 1 35 Smith Bros. 1 35	Walnuts, Naples 22 Walnuts, Grenoble 22 Table nuts, fancy 16 1/2 Pecans, Large 17 Pecans, Ex. Large 20 Shelled No. 1 Spanish Shelled Peanuts 16 @ 16 1/2 Ex. Lg. Va. Shelled Peanuts 16 1/2 @ 17 Pecan Halves 20 Walnut Halves 20 Filbert Meats 42 Almonds 60 Jordan Almonds 60 Peanuts Fancy H P Suns Raw 18@18 1/2 Roasted 20@20 1/2 H P Jumbo Raw 19@19 1/2 Roasted 21@21 1/2 Spanish Shelled, No. 1 18@18 1/2 CREAM TARTAR Barrels or Drums 70 Boxes 74 DRIED FRUITS Apples Evap'd, Choice, blk @ 16 Evap'd Fancy blk. @ Apricots California @ 21 Citron California 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 18 Loose Muscatels, 4 Cr. Loose Muscatels, 3 Cr. 9 1/2 L. M. Seeded 1 lb. 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 15 Farina 25 1 lb. packages 2 65 Bulk, per 100 lb. 2 65 Original Holland Rusks 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 30 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, sack 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 65 No. 4, per gross 75 No. 5, per gross 80 No. 6, per gross 90 No. 7, per gross 125 No. 8, per dozen 1 65 No. 9, per gross 2 40
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**Wool**  
Unwashed, med. ... @60  
Unwashed, fine ... @55

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

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

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

**Jiffy-Jell**  
Straight or Assorted  
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 .... 58  
Stock .... 58  
Half barrels 5c extra

Red Hen, No. 2 .... 2 70  
Red Hen, No. 2 1/2 .... 3 20  
Red Hen, No. 5 .... 3 35  
Red Hen, No. 10 .... 3 25  
Uncle Ben, No. 2 .... 2 70  
Uncle Ben, No. 2 1/2 .... 3 20  
Uncle Ben, No. 5 .... 3 35  
Uncle Ben, No. 10 .... 3 25  
Ginger Cake, No. 2 .... 3 25  
Ginger Cake, No. 2 1/2 .... 4 20  
Ginger Cake, No. 5 .... 4 15  
O. & L. Open Kettle,  
No. 2 1/2 .... 5 25

**MUSTARD**  
1/2 lb. 6 lb. box .... 30

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

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

**PETROLEUM PRODUCTS**  
Iron Barrels  
Perfection .... 12.2  
Red Crown Gasoline .... 23.2  
Gas Machine Gasoline .... 39.7  
V. M. & P. Naphtha .... 22.7  
Capitol Cylinder, Iron  
Bbls. .... 39.4  
Atlantic Red Engine,  
Iron Bbls. .... 26.4  
Winter Black, Iron  
Bbls. .... 13.9  
Polarine, Iron Bbls. .... 44.4

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

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

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

**Sweet Small**  
Barrels .... 28 00  
5 gallon kegs .... 5 00  
Half barrels .... 14 50

**PIPES**  
Clay, No. 216, per box  
Clay, T. D. full count 80  
Cob, 3 doz. in box .... 1 25

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

**POTASH**  
Babbitt's, 2 doz. .... 2 65

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

**Dry Salt Meats**  
S P Bellies .... 31 00@32 00

**Lard**  
Pure in tierces, 27 1/2 @28  
Compound Lard 23 1/2 @24  
80 lb. tubs .... advance 1/2  
60 lb. tubs .... advance 1/2  
50 lb. tubs .... advance 1/2  
10 lb. pails .... advance 1/2  
5 lb. pails .... advance 1/2  
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 Boiled  
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  
3/4 bbls., 80 lbs. .... 3 00

**Casings**  
Hogs, per lb. .... 85  
Beef, round set .... 19 @20  
Beef, middles, set .... 45 @55  
Sheep .... 1 15@1 35

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

**Canned Meats**  
Corned Beef, 2 lb. .... 6 50  
Corned Beef, 1 lb. .... 3 75  
Roast Beef, 3 lb. .... 8 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 1/2 @9 3/4  
Blue Rose .... 7 1/4 @7 1/2  
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. .... 6 00  
Quaker, 18 Regular .... 1 75  
Quaker, 20 Family .... 5 60

**SALAD DRESSING**  
Columbia, 1/2 pint .... 2 25  
Columbia, 1 pint .... 4 00  
Durkee's large, 1 doz. 5 25  
Durkee's med, 2 doz. 5 75  
Durkee's Picnic, 2 doz. 2 75  
Snider's large, 1 doz. 2 40  
Snider's small, 2 doz. 1 45

**SALERATUS**  
Packed 60 lbs. in box.  
Arm and Hammer .... 3 15  
Wyandotte, 100 1/4s .... 3 00

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

**SALT**  
Solar Rock  
56 lb. sacks .... 50  
Common  
Granulated, Fine .... 2 00  
Medium, Fine .... 2 10

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

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

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

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

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

**Lake Herring**  
8 lbs. .... 54

**SEEDS**  
Anise .... 35  
Canary, Smyrna .... 15  
Caraway .... 75  
Cardamon, Malabar 1 20  
Celery .... 45  
Hemp, Russian .... 7 1/2  
Mixed Bird .... 9  
Mustard, white .... 25  
Poppy .... 80  
Rape .... 15

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

**SNUFF**  
Swedish Rapee, 5c, 10 for 40  
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, Cochlin .... @20  
Mace, Penang .... @90  
Mixed, No. 1 .... @17  
Mixed, No. 2 .... @16  
Mixed, 5c pkgs. dz. @45  
Nutmegs, 70-80 .... @45  
Nutmegs, 105-110 .... @40  
Pepper, Black .... @32  
Pepper, White .... @32  
Pepper, Cayenne .... @22  
Paprika, Hungarian .... @45

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Paprika, Hungarian .... @45

**STARCH**  
Corn  
Kingsford, 40 lbs. .... 9 1/4  
Muzzy, 48 lb. pkgs. 9 1/4  
Kingsford  
Silver Gloss, 40 lb. .... 9 1/4  
Argo, 48 5c pkgs. .... 2 40  
Silver Gloss, 16 8lbs. .... 9 1/4  
Silver Gloss, 12 6lbs. .... 9 1/4  
Muzzy  
48 lb. packages .... 9 1/4  
16 8lb. packages .... 9 1/4  
12 6lb. packages .... 9 1/4  
50 lb. boxes .... 6 3/4

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

**Pure Cane**  
Fair ....  
Good ....  
Choice ....

**TABLE SAUCES**  
Halford, large .... 3 75  
Halford, small .... 2 25

**TEA**  
Uncolored Japan  
Medium .... 20 @25  
Choice .... 28 @33  
Fancy .... 36 @45  
Basket-fired Med'm .... 28 @30  
Basket-fired Choice .... 35 @37  
Basket-fired Fancy .... 38 @45  
No. 1 Nibbs .... @32  
Siftings, bulk .... @14  
Siftings, 1 lb. pkgs. @17

**Gunpowder**  
Moyune, Medium .... 28 @33  
Moyune, Choice .... 35 @40  
Ping Suey, Medium 25 @30  
Ping Suey, Choice 35 @40  
Ping Suey, Fancy .. 45 @50

**Young Hyson**  
Choice .... 28 @30  
Fancy .... 45 @55

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

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

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

**CIGARS**  
Peter Dornbos Brands  
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 Master Grande 72 00  
Dutch Masters Lond. 72 00  
El Portana .... 42 50  
Gee Jay .... 42 50  
Dutch Masters Six .. 42 50  
Dutch Masters Hand .. 42 50  
Made .... 42 50  
Dutch Masters Baby .. 42 50  
Grand .... 42 50  
Little Dutch Masters 42 50  
S. C. W. .... 42 50  
Dutch Masters  
Seconds .... 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 .... 65  
Cotton, 4 ply .... 65  
Hemp, 6 ply .... 34  
Wool, 100 lb. bales .... 18

**VINEGAR**  
White Wine, 40 grain 17  
White Wine, 80 grain 22  
White Wine, 100 grain 25

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

**WICKING**  
No. 0, per gross .... 50  
No. 1, per gross .... 65  
No. 2, per gross .... 90  
No. 3, per gross .... 1 45

**WOODENWARE**  
Baskets  
Bushels, wide band .. 1 50  
Bushels, drop handle .. 1 60  
Market, single handle .. 70  
Splint, large .... 5 75  
Splint, medium .... 5 25  
Splint, small .... 4 75  
Willow, Clothes, large  
Willow, Clothes, small  
Willow, Clothes, me'm

**Butter Plates**  
Ovals  
1/4 lb., 250 in crate .... 45  
1/2 lb., 250 in crate .... 45  
1 lb., 250 in crate .... 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 85  
No. 2, pat. brush hold 1 85  
Ideal, No. 7 .... 1 85  
12oz. cotton mop heads 2 75

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

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

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

**Tubs**  
No. 1 Fibre .... 16 50  
No. 2 Fibre .... 15 00  
No. 3 Fibre .... 13 50  
Large Galvanized .... 15 00  
Medium Galvanized 13 00  
Small Galvanized .. 11 50

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

**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 .... 9 1/2  
Wax Butter, short c't 20  
Farchm'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 5 75  
Johnson's XXX 100 .. 5 75  
Rub-No-More .... 5 50  
Nine O'Clock .... 4 00  
Lautz Naphtha, 60s .. 4 25  
Oak Leaf Soap Powder,  
24 pkgs. .... 5 50  
Queen Anne Soap Pow-  
der, 60 pkgs. .... 3 60  
Old Dutch Cleanser,  
100s .... 3 60

**AXLE GREASE**  
MICA  
1 lb. boxes, per gross 11 40  
3 lb. boxes, per gross 29 10

**THE ONLY**  
5c CLEANSER

**KITCHEN**  
KLENSER  
CLEANS-SCOURS  
SCRUBS-POLISHES  
PATENTED BY  
KITCHEN KLENSER CO.

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

**AXLE GREASE**  
MICA  
1 lb. boxes, per gross 11 40  
3 lb. boxes, per gross 29 10

**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 38  
**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**  
NEVER CAKES OR HARDENS  
FREE RUNNING  
SALT  
IT POURS  
MORTON SALT COMPANY

**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



### Retail Merchants Have Many Problems to Meet.

With the time arrived for making plans for next fall and winter, it is felt that the retail dry goods merchants of the country now are facing one of the most critical periods in the whole history of the trade. Caution is being urged on every hand, and it is pointed out that sound judgment was never so necessary as it is to-day in solving the problem, not only of what and how much to buy, but of when to buy it. The changing complexion of business due to war conditions which, it is thought, will become more pronounced as time goes on, and the uncertainties as to future supplies and prices, must all be given the most careful consideration if false steps which might prove fatal are to be avoided.

Retail merchants may imagine that they have had problems to meet in the past. Such problems, however, were of small importance, whatever they may have been, compared to the problems which merchants must solve in the future. Ever since the opening of the war I have used every available opportunity to emphasize the fact that business was going through a great readjustment, that business would be good but different, and that the merchant who would make good would be the one with sufficient vision to foresee the changes and plot his work accordingly. A great many of these changes have already come, but not until now has retail business begun to feel the full pressure of war conditions.

Precedent is of practically no value at the present time in making future plans. We are sailing an uncharted sea. For example, the retail merchant must meet the changed conditions occasioned by the placing of embargoes by the War Trade Board upon imports and exports. It is quite probable that such restrictions will tighten rather than loosen while the war lasts. The plans of the Government have to change to meet the changes in the various theaters of war. Probably a million more men than was originally planned will be called to the colors this year. Thus will require more material, more food, more supplies of every sort, and more transportation both by land and sea. Practically every industry in the country will feel the change.

The Government has taken charge of the wool supply and may very likely take similar action regarding cotton and cotton manufacturing. Pressure to reduce the production of non-essentials will undoubtedly tighten so that labor and raw materials may be diverted to more necessary articles. It is not unlikely that merchants will face simplified styles or at least some restriction in the range or variety. They will most certainly face a change in the character of the merchandise which will be wanted. The people will purchase freely, but their purchases will be confined more to staples and to necessities. The labor situation is one that must also receive careful consideration. It is not likely to improve while the war lasts.

Merchants are now facing the nec-

essity of making plans for next fall. There are those who are in a position to be well informed who believe that the market on some merchandise will change in a price way, and that we shall see lower prices in the not far distant future. This is a phase of the situation which merchants cannot afford to ignore. The question of future prices must be weighed against the prospects for future supplies. Merchants must decide for themselves whether it is best to pay present prices in any given line and be assured of their stocks or whether it would be wiser to wait until some idea as to what course prices will take can be obtained. We have for some time urged merchants to give careful consideration to transportation by motor trucks, and this subject will be discussed most thoroughly at the meeting of our association to be held in Chicago the latter part of this month.

During the last year we have seen some phenomenal advances. I have just received a telegram from a merchant in California, who states that an ordinary nightgown of 64 count muslin, for which he paid \$5 a dozen in the beginning of the season, was invoiced to him the other day at \$11.50 a dozen. A standard make of cambric waists that was \$2.35 is now \$4.50. All of these advances compel the retailer who has to pay them to charge a proportionate increase to his customers, and he is likely to be blamed by them and accused of profiteering when such is not the case. The purchasing public must feel that prices coming to them are fair, otherwise there is bound to be harmful reaction.

Summoning up, the retailer is facing problems that must be solved, and in solving them he must have vision and must take into consideration every angle of commercial and political life. Merchants are facing more than a mere buying and selling proposition. Personally, I believe that they appreciate the conditions and that they are using every endeavor to solve these great problems. E. L. Howe,

Sec'y National Retail Dry Goods Association.

### New Scheme for Pickling Olives.

The University of California has discovered a method of pickling ripe olives which will increase the capacity of the factories over 200 per cent. Heretofore it has taken fifteen days to pickle ripe olives, now it can be done in six days or less. The process is the result of four years of experiments.

In order that it may not be possible for any private individual to patent the process for individual gain, the university has obtained a Public Service patent on it, dedicating it to public use. Copies of this patent, describing the process, may be obtained for 5 cents of the United States Commissioner of Patents, and the method is described in Bulletin 289 of the University of California Experiment Station, Berkeley.

The method depends upon the use of higher temperature and aerated liquids in pickling. It has been tested in a number of factories and found commercially feasible, the university says.

### Chained to the Chariot of the Combine.

Bloomington, May 14—Through the columns of your paper I would like to ask some Senator or Representative of the State of Michigan why these two kinds of class legislation are allowed.

1. Why binder twine manufactured at the prisons is allowed to be sold direct to the farmer at \$22.85 per hundred at the expense of the taxpayer, while twine manufactured in legitimate factories which employ honest and skilled labor costs the dealer \$23.25 per hundred, plus the freight? At the present time, the retailer is allowed by the Government to add only 1½ cents per pound or 6 per cent. on the money invested, while it costs him 18 per cent. to do business.

2. Why have laws been passed in this State to protect the insurance companies from all competition? Every insurance company now must write the insurance at the board rate arbitrarily established under State auspices and this board has the right to increase or decrease rates as it sees fit.

The mutual companies are also writing insurance at the same rate as the old standard companies are doing, but at the end of the year they refund to the insured from 25 to 50 per cent. of the premium paid and are still making money. Where I paid \$1.50 a few years ago I am now paying \$4.38 on the same property. At the low rate my buildings were covered with a shingle roof. At the present time they are covered with slate and steel and the risk is by no means so hazardous.

Please remember, reader, that these conditions existed before we were involved in war, so there are no war time conditions attached to the above questions.

E. J. Merrifield.

The Tradesman will submit question No. 1 to several members of the Legislature and solicit their replies for publication in our next issue.

Regarding question No. 2 the situation has been repeatedly exploited in the columns of the Tradesman several times during the past dozen years. It has been precipitated by concert of action among the stock fire insurance companies in stacking up the members of the Legislature so they can secure the enactment of any kind of legislation they seek to accomplish. They do this primarily by getting the Speaker of the House and the Lieutenant Governor, who presides over the Senate, to appoint men on the Legislative Committee of each body who are the henchmen of the insurance monopoly and can be depended upon to do their master's

service. This done, it is comparatively easy to put across almost any kind of measure the combine seeks to have enacted. All of the legislation relative to insurance which has been placed on the statute books during the past twenty years bears the earmarks of monopolistic control on the part of stock companies. During the past two sessions of the Legislature, the combine has been especially in evidence, having secured the enactment of much one-sided legislation which places many unnecessary burdens on the shoulders of the mercantile interests of the State. This condition will probably continue until the merchants arouse from their lethargy and assert themselves. Until they do this they have only themselves to blame if they find themselves chained to the chariot of the most unscrupulous combine which ever menaced the independence of the people—next to the Kaiser.

### World's Greatest Corn Growing Nations.

Approximately three-fourths of the world's corn is both produced and consumed in the United States, according to the United States Food Administration. The Western European Allies produce less than one-half of their total corn requirements, which exceed 250,000,000 bushels.

Hungary produces 200,000,000 bushels of corn, and is the largest producer of this grain outside of the United States. Argentina is third. These facts explain the importance for the United States, where corn is plentiful, to use the corn crop more largely for human consumption than in the past in order that we may export wheat.

### U. S. Output of Substitute Flours.

Reports received by the Food Administration from more than 4,000 mills show an abundance of corn for the manufacture of corn meal and corn flour. Stocks of rye and barley, however, are limited. The average output of cornmeal during January and February exceeded 114,000 barrels daily.

Corn flour was milled at the rate of about 14,400 barrels daily. The contemplated entire output of corn flour, which mills in the United States are believed to be capable of producing, exceeds 37,000 barrels daily.

## Fleischmann's Yeast

and War Flours  
make excellent

## Conservation Bread





# 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.

### OPPORTUNITY OF A LIFETIME.

My partner has been in training at Camp Custer since last November. Last September, when we were both called in the draft, I had the assurance that I could stay and run the business. Yesterday, after ten days' uncertainty, I received final notice that my classification had been changed from Class 4A to Class 1 and I would have until July 1 to close out our business. We are doing now a business of \$45,000 to \$50,000 yearly at an expense of from 9 to 10 per cent. Our store itself is not so fancy, but its location can not be beat in town (ask the bankers or salesmen). We are on a four corners in a neighborhood district, where most people own their homes and directly across from central and grade schools, on main street and right in the path of men and women going to and from five or six factories. Our nearest competitor is seven blocks away and the town is nearly one-half mile distant. Our city has no empty desirable houses for rent. The demand for houses is fine. Wages are good and population is around 6,000 people, of whom 500 families are in territory tributary to the store. The opportunity is good for a strictly cash business. We are equipped with Stimpson, Detroit automatic and Dayton scales, Hobart electric coffee mill, Borsen oil and gasoline outfit, Peerless display counter, Belding-Hall refrigerator, floor cases, National all electric three drawer cash register, McGraw account register, etc. Our stock will invoice close to \$7,000, exclusive of fixtures. We will close out rather than sacrifice, but \$10,000—and not less than \$9,000—will take everything as it stands, excess equipment and surplus stock purchased at low prices (groceries). Mr. Monroe, of the Jennings Extract Co., and Mr. Van Der Wyden, of Rumford Chemical Works, as well as the Worden Grocer Company of Kalamazoo, knows us quite well. Address Drafted Grocer, care Michigan Tradesman.

To Exchange—Business block in city for farm or stock of merchandise. Box 245, Grand Rapids, Michigan. 708

To Exchange—Stock of heavy hardware and agricultural implements in city for house and lot or other good income property; also stock of drugs, wall paper and jewelry in small town for residence in city. See me Monday or Tuesday of next week. O. M. McLaughlin, 216-217 Widdicombe Bldg. Citizens 9334. Bell Main 4680. 709

Two second hands on bread and one second hand on cakes wanted. Permanent employment. Peerless Baking Co., Waterloo, Iowa. 710

For Sale—Three ten-barrel gasoline or kerosene tanks with long distance Bowser pumps complete, in fine condition, price \$150 each. Address Ed. A. Mitchell, Emporia, Kansas. 711

Wanted—Salesmen to handle our Alsteel Paper Baler and other specialties. Write for proposition. Alsteel Manufacturing Co., Battle Creek, Mich. 712

For Sale—Grocery, doing \$30,000 business. Stock and fixtures about \$2,000. Long lease and cheap rent. Booming city of over 3,000 in Central Michigan. Poor health demands quick sale. Address Opportunity, care Michigan Tradesman. 713

For Sale—Puffer Sealed Type Pava-mazza and Italian marble soda fountain, direct icing system, 12 feet long, 5 feet wide, with 3 feet return on opposite end. Special mahogany back bar. Price very low. The Fahien Tehan Co., Springfield, Ohio. 714

Forced Sale—I have a branch store, dry goods, groceries and shoes, located in a small town, doing a profitable business in one of the best shipping towns in Hillsdale county. My son, who has charge of this store, is in line to be called into the service soon and there will be no one left to run the store. This is a nice clean little stock about \$10,000 in a brick store building that was built about six years ago. Rent, \$25 per month for the first year, with privilege of \$30 after first year thereafter. Only a cash deal desired. Address No. 715, care Michigan Tradesman. 715

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., 2400 East Gd. Blvd., Detroit, Michigan. 673

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 SALE

The following show cases, in first-class condition, account of rearrangement of our equipment.

6 cases each 12 ft. long  
6 cases each 10 ft. long

All of the above cases are mahogany finished, set-in plate tops and plate fronts, mirror back, receding base.

Will sell all to one customer, or in small lots. Very low price quoted to interested merchants.

Ready for delivery now.

THE HOME STORE  
THE FAHIEN TEHAN CO.,  
SPRINGFIELD, OHIO.

For Sale—Fine store property, consisting of store, dwelling, barn and lot, also stock of merchandise, in one of the best farming sections in Michigan. For further information and terms enquire of U. Cross & Co., Maple Ridge, Arenac Co., Michigan. 717

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—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. B. 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

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

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

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

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

Cash for men's and boys' clothing, furnishings, shoes. Parts or entire stock. M. Kahn, 504 Washington Ave., Bay City, Mich. 701

Garage for Sale—Doing good business on Santa Fe Trail; priced to sell quickly; cash. Trail Garage, Wilsey, Kansas. 691

160 acres land to trade for stock general merchandise. Clay loam soil, new house worth \$2,000, good barn and out-buildings, 400 rods good woven wire fence. Improvements alone worth \$4,000. Three miles from good main line railroad town. \$62.50 per acre, mortgage \$1,500. This is a valuable farm and will deal with owner only. W. J. Cooper, Mt. Pleasant, Michigan. 716

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

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

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

For Sale—Clean grocery stock, inventorying about \$3,500. Doing a good cash business in town of 1,400 population. Owners subject to military service. 530

Collections—We collect anywhere. Send for our "No Collection, No Charge" offer. Arrow Mercantile Service, Murray Building, Grand Rapids, Mich. 390

For Sale—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, 135 1/2 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

### SEE NEXT PAGE.

Advertisements received too late to run on this page appear on the following page.

**Watson-Higgins Mfg. Co.**  
GRAND RAPIDS, MICH.

**Merchant Millers**

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

**New Perfection Flour**

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



## 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.



### Late News From Michigan's Metropolis.

Detroit—May 14—Herbert H. Hoffman, the Sandusky druggist, has just completed an inspection of the retail drug stores of the city in the interest of the Michigan Board of Pharmacy. He found irregularities in about thirty stores, which he succeeded in squaring around to conform to the law.

Newcomb, Endicott & Co., who have been urging people to bring in their old shoes for the French and Belgian families, now make this announcement: "If you desire to purchase one or more pairs of shoes of us, we will allow you 50 cents on the price of each pair purchased for each pair of old shoes brought in. You may buy them at your convenience. This allowance is for women's shoes only." The new building at Woodward and Grand River for this concern, which will mean the removal of the shoe department to some other part of the store, will be started not later than the first of July.

R. Waldman, for the past eight years employed at Parke, Davis & Co., has opened a drug store at 760 Hastings street.

Bertram Bros. moved their drug stock May 1 to their new location just below Grand Circus Park, at 268 Woodward avenue. The new store is a commodious, convenient and very attractive place. Scarcely had the last of their stock and temporary fixtures been removed before wreckers were busy tearing down the building to make way for the R. H. Fyfe & Co. skyscraper.

The Ernst Kern Co., retailer of dry goods, which has a lease on the sixty feet on Woodward avenue, adjoining its present building towards the south, has decided to use the store at 163 Woodward avenue for the sale of shoes to women and children. The company is remodeling the store which was formerly occupied by Churchill's Cage. It will be known as the "Detroit Shoe Market," and it is expected to be ready for business inside of the next two weeks. Later on this concern will erect a handsome new mercantile building on the sixty feet referred to above.

Phil Belanger, formerly engaged in the drug business at River Rouge, is now in business in Hamtramck, having purchased J. Vincent Burg's two stores. Mr. Burg has not been in good health for some time and decided to sell out to secure a rest. Mr. Belanger sold out some two years ago for the same reason.

The work of demolishing the building at the northwest corner of Woodward and Adams avenues started at midnight May 1st, and already the building is nearly down to the ground. It is being razed to make way for the new ten-story mercantile building for R. H. Fyfe & Co., which will be entirely devoted to shoes for men, women and children, making it the largest institution of its kind in the country. It is expected to have the new store ready for business by Dec. 1.

Will J. Malhas has opened up the drug store formerly owned by W. M. Merithew at the corner of Highland and Woodward avenues. Mr. Malhas has been out of the business for some time.

### Letter to State Agent Adams Express Co.

Grand Rapids, May 10—C. F. Mansfield, of Lakeview, writes me that he has a claim against the Adams Express Co. for eggs long ago lost in transit, which he has been unable to collect without suit. He appeals to me for assistance, probably because I achieved something of a reputation some years ago by suing the U. S. Express Co. for the value of a basket of peaches, which was incorrectly delivered, and carried the matter to the Supreme Court, which clearly defined the rights of the shipper and what constitutes delivery by a common

carrier. Incidentally, the case resulted in the payment of \$700 by the Express Co. for a basket of peaches originally worth \$1.50.

Yesterday Mr. Longwood, of the Kuyers-Longwood Co., Grant, showed me a check for \$8 he had just received from R. E. Scott, Chicago, in satisfaction of a claim against your company TWO YEARS OLD! I mention this matter to warn you that I will not longer tolerate such unnecessary delays on the part of settling just claims. There is a way that settlements can be expedited, but I hesitate the use of drastic methods if I can have your positive assurance in writing that mercantile claims put in by my friends and customers will have prompt attention hereafter.

Kindly let me know by return mail the exact date on which the Lakeview claim will be paid. E. A. Stowe.

The reply to this letter being somewhat evasive and decidedly unsatisfactory, second letter was dispatched to the State Agent of the Adams Express Co., as follows:

Grand Rapids—Replying to your letter of recent date I beg leave to state that the shipment of eggs by Mr. Mansfield, of Lakeview, which was lost in transit, was made Dec. 15, 1917. The shipment was consigned to the American Butter and Cheese Co., Detroit.

The receipt and all the correspondence connected with the shipment were promptly placed in the hands of your Lakeview agent, who promised to give Mansfield a receipt for the documents, but has since declined to do so, saying that the claim is in process of BEING ADJUSTED.

As five months have elapsed since this loss occurred, I ask you to kindly give me the exact date on which the claim will be paid to Mr. Mansfield. If it is not paid to him by May 20, I will ask him to assign it to me and I will start suit against the Adams Express Co. here. Judging by past experience, I will have no misgivings as to the outcome. E. A. Stowe.

### Of Course He Contributed.

A wholesale grocer of Indianapolis sold sugar to three consumer friends in 100 pound lots last winter, when the Government was restricting sales to consumers to 2 pounds. A few days ago the jobber received the following letter, which received immediate attention:

Indianapolis, May 10—Acting under the authority vested in me as Federal Food Administrator for Indiana, and by the order of the Division of Enforcement of the United States Food Administration, you are hereby instructed to pay the sum of \$3,000 in equal proportions to the authorities in charge of the work of the Red Cross, the Y. M. C. A. and the Knights of Columbus, engaged in army work.

It is not compulsory upon you to pay the fine assessed against you. In the event, however, that you do not make the payment you are advised that your license will be revoked.

This order is issued you in accordance with instructions received this morning from the United States Food Administration.

H. E. Barnard,  
Federal Food Administrator for Indiana.

### Traveling Salesman Dies in Houghton.

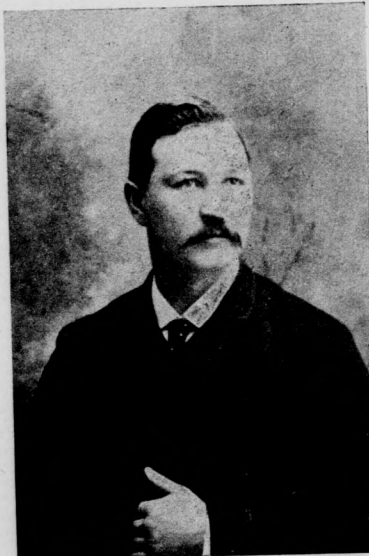
Houghton, May 10—James C. Martin, aged 48 years, and a traveling agent for the Standard Computing Co., of Detroit, dropped dead in Ruelle's grocery store here last night. Death was probably due to heart failure. He is survived by a widow and family in Spokane, Wash.

Mr. Martin had been coming to the Upper Peninsula in the interest of his business for about twenty years, and was well known to the trade.

### Death of P. M. Vandrezzer.

Prentice M. Vandrezzer died at the family residence at Grand Haven this morning as the result of kidney trouble which forced him to leave the road October of last year. He leaves a wife and two children—a boy in the service of Uncle Sam and the daughter who resides at home. The funeral will be held at the family residence Saturday afternoon.

Mr. Vandrezzer entered the employ of the Judson Grocer Company as traveling salesman July 1, 1894, retiring after a continuous service of twenty-



The Late P. M. Vandrezzer.

three years and three months. He was a man of integrity and dependability. He never deceived a customer or disappointed his employer. He was loyal to his family, his house, friends and his customers. He leaves the memory of a well-spent life.

### Grand Rapids City Licenses Not Recognized.

Wilbur Burns, the soap salesman and Howard Ives, also a Grand Rapids resident, were both arrested last week for driving into town without automobile license numbers on their cars. Both had city licenses, but the authorities here do not consider such licenses applicable outside of the cities in which they were issued. Burns registered a voluble protest, but paid \$6.20. Mr. Ives decided to fight the charge and pleaded not guilty. He gave bonds of \$100 to appear for trial on May 18.—Hastings Banner.

### Enameled Ware Makers to Reduce Their Output.

It is stated that the manufacturers of enameled ware will largely meet the request of the Government to reduce their output by cutting down their assortments. This will be done by dropping entirely slow-selling lines and articles for which there is but little call, and which cater more to the whims and fancies of consumers than to their actual needs. They will also eliminate many useless sizes in the better selling lines—sizes, for instance, that are so near each other in actual measurement that one size may readily answer for the two which are now made.

Another effective method is that of reducing the various styles of articles

which practically answer the same purpose, and which differ only in some detail that has no relation to its actual use. There are, for instance, an infinite variety of covered buckets and dinner buckets, both as to styles and sizes, and this assortment can be greatly curtailed and still have enough for every practical purpose. This cutting down of assortments will reduce the output by making the ultimate consumer use one article for the purpose for which he now uses two when one answers every purpose.

### I Need Not Fear.

If I live a life that is clean and square  
And I love my fellow-man,  
And I lend him a hand to help him bear  
His burden whenever I can,  
I need not fear what the future holds,  
Nor what the reward shall be,  
For the mighty love that all enfolds  
Will most surely care for me.

If I speak a good word of cheer to one  
Whose sorrows have borne him down,  
And I give him new hope to journey on  
And change to a smile his frown,  
I shall not dread when the shadows fall  
And the end of life draws near,  
For that wondrous love that shelters all  
Will drive away my fear.

For my life is measured by what I mete,  
And I earn my own reward,  
So the love I give makes my heart complete,  
And through it I gain reward,  
For whether I dwell in a house by the road  
Or far from the haunts of men,  
If only my love makes bright the abode  
No fear shall enter it then.

Wilson & Company, which has been known as a packing house and jobber of meats and provisions, announces that it will engage in the wholesale grocery business here within the next three months. It has already on sale a line of canned goods, preserves, cheese, butter and eggs and will add teas, coffees, spices, sugar, molasses and other staple articles which make up a wholesale grocery stock as soon as connections can be effected and shipments gotten in. The house handles groceries in a jobbing way at all of its branches in the South and will pursue the same policy at its branches in the Northern States as soon as the necessary preliminaries can be arranged.

Herbert H. Hoffman, the Sandusky druggist, is in the city this week in the interest of the Michigan Board of Pharmacy. He addressed a meeting of local druggists at the Pantlind Hotel Monday afternoon, urging that the prohibition law be construed broadly and liberally, instead of narrowly and technically. Incidentally, he is looking up violations on the pharmacy law, having recently devoted three weeks to that work in the city of Detroit.

L. E. McLenthian has opened a grocery store at Corinth. The Judson Grocer Company furnished the stock.

In the real merchandise of life the buying power of wealth is pitifully small.

### BUSINESS CHANCES.

For Sale—A complete band sawmill and planing mill, consisting of two boilers, Clark engine, Clark 8 ft. band mill, Merckon resaw, edger, slasher, automaton trimmer, dynamo and engine, steam log turner, loader, etc., complete filing room equipment, lath mill and bolter, fire pump, shafting, conveyors, transfers and belting. Woods double surfacer, L. Power matcher, American resaw. All machinery has been kept in first-class condition in our own shops. Mill completed in November, 1917. Will sell complete only. United States Spruce Lumber Company, Marion, Virginia.