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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, MAY 29, 1918

Number 1810

What Are YOU Doing?

Millions of men—among them your sons and brothers—are holding the Huns from the North Sea to the Alps.

Their battle-cry is "Freedom": ours must be "Feed 'em!"

What are YOU doing to help?

Your back yard, if only 20 feet square, will grow enough green stuff to help feed your family from June to October. A few dimes for seed and a few days of digging and hoeing will cover the cost and labor.

The exercise will help your health. The fresh truck will provide nutritive elements straight from the soil. It will save you money for Thrift or War Savings Stamps or Liberty Bonds. And what you grow will help take the place of the wheat and meat we MUST send "over there" in increasing quantities every month.

Are YOU planning to plant your back yard?

If you have more space, your responsibility is larger. To leave a big yard or a vacant lot untilled this year is to add it to the foothold of the foes of freedom—your freedom and mine.

Each idle acre in America this year will be an active acre for autocracy!

Last summer in Philadelphia 187 poor families, most of whom never before had gardened, raised \$70,000 worth of vegetables on 160 acres that otherwise would have mothered weeds and waste piles.

Are YOU spading or planning to spade your garden; plowing or planning to plow your vacant lot or your idle acres?

The food bullets that MUST be supplied—all the great generals say food will decide who wins—must come from more than back yards and vacant lots and idle acres, however.

They must come, also, in increased numbers, from hundreds of millions of acres that are not idle, but lazy!

All such must be spurred to increased production.

Every square yard of tillable soil in this land must be made to answer "On the job!" when the roll is called under the gold flag of July's life-giving sun.

Are YOU pushing and prodding your acres or planning to do so?

Don't waste time stopping to count the possible loss or gain in money. Patriotism and self-preservation have sidetracked all this for the time being.

The basic unit of our war work for the next six months is the garden, the field. The one aim is food-yield. Forget everything but this—that everything that can be grown on every piece of soil that can be tilled MUST be grown for the sake of VICTORY—and don't forget that the man with a convex front fights better than the man with a concave front!

Get behind Uncle Sam with your garden! From sea to sea, in city, town and country, plant, till and cultivate for a harvest so unprecedented as to blast the last Teuton hope of starving Justice and Liberty into submission.

Are YOU ready, or making ready? Are YOU urging and helping others to get ready? Are YOU helping to mobilize those silent, irresistible forces of nature which have annihilated empires and can to-day banish the brutal doctrine of Might?

What are YOU doing?

Leigh Mitchell Hodges in DuPont Magazine.

DIAMOND CRYSTAL

*The Salt
that's all salt.*

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

El Portana Cigar



This is size No. 5
THE POPULAR SHAPE
Handled by all jobbers—sold by all dealers

G. J. JOHNSON CIGAR CO.

Grand Rapids

Why Not Place Your Business on a Cash Basis?

Any merchant who is on the lookout for something that will take the place of the long-time charge accounts he is forced to maintain with the customers, should investigate the merits of the ECONOMIC COUPON BOOK.

With a pass book in the hands of the customer and with a mental reservation on the part of the merchant to give the customer \$5 credit, he is soon in debt to the merchant to the extent of \$25 or \$30, but with a coupon book it is different. The customer gives the merchant a note for \$5 and he can not get more than \$5 worth of goods from the store without making a new deal. In the meantime, his note is bearing interest, which, of course, is not the case with a book account.

The coupon book prevents disputes, saves book-keeping, gives the merchant an interest income on his accounts and limits credits to the point established by the merchant. In other words, the merchant is

Master Instead of Servant

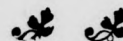
You can make no mistake in adopting the coupon book system, because it will place a business on a cash basis and enable the merchant to discount his bills and hold his head up like a man among men.

These books are made in six denominations—\$1, \$2, \$3, \$5, \$10, \$20.

All our coupon books are sold on the same list, any denomination or assorted, as follows:

50 Books	\$ 1.50
100 Books	2.50
500 Books	11.50
1,000 Books	20.00

We prepay transportation charges where remittance accompanies order.



Tradesman Company
Grand Rapids, Mich.

MICHIGAN TRADESMAN

Thirty-Fifth Year

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TIME TO RIGHT ABOUT FACE.

In the course of his address at the Chicago convention of the National Retail Grocers' Association President Schaffer remarked that the trouble with the grocers is that "the mind of the individual is still in the peace attitude and it is necessary to get it into a war frame." And apparently, from the glimpse of the convention which one gains from the daily reports, it applied to no one with greater force than the Association itself.

It is regrettable that, after a record of splendid co-operation with the Food Administration, the National Retailers should spend a large part of their convention time in squabbling as to who should be president or trustee, with no more important motive underlying the contest than personal ambition or local rivalry. If there ever was a time when petty issues and personal politics should be shelved it is now. If there ever was a time to quit fussing with such little issues as premiums, trading stamps, etc., it is now; especially since the premium question is so largely a matter for the manufacturer and the Government to settle, with no interest of the retailer seriously involved.

Perhaps there may some time come over the National retailers' conventions a broader spirit, but, as it stands to-day, the retailer is wide open to the charge of doing little things instead of big ones and doing big things in a little way. However adequate the support of the Washington office of the retailers may seem by comparison with other phases of association finance—a fund of \$8,000 or so was raised—it is a mighty small offering from the great army of 350,000 retail grocers in the country. And when an association that ought to be a really big power and of immense value to every grocer in the land has trouble in collecting a beggarly 25 cents per capita, it tends to confirm the belief that it is about time for some awakening to strike the retailers and open their eyes to bigger things.

SHOW COUNTRY OF ORIGIN.

There is awaiting action before Congress a measure to enforce the labeling of articles made in this country with a distinctive mark to show their place of origin. The proposition

is not a novel one, having been broached from time to time for several years. There is much to be said in its favor, and from more than one standpoint. The first impression of the merits of the proposal would be that its enactment would prevent the use of the sign "imported" on many things which are really made here, but which is employed as a pretext to get higher prices for them. This has resulted in a belittling or undervaluing of many meritorious goods of domestic make. But this is only one aspect of the matter. There is no questioning the advertising value in export trade of a distinctive American stamp on articles produced here. This implies, of course, that the articles themselves have merit, and it is part of the plan to see to it that they are kept up to standard. Such a control would also be of much value to domestic purchasers, assuring them of quality. The Germans, in their foreign trade, set great store on the value of the "Made in Germany" label. So much so was this the case that they did not hesitate to apply it to articles made elsewhere but which their exporters handled. In this way they managed to get a lot of business which other countries, the United States included, might have obtained direct. The Germans were mere intermediaries, but they managed to take their toll on foreign-made goods and were advertised at the same time.

CARD SYSTEM NOT A SUCCESS.

At the annual convention of the National Retail Grocers' Association held at Chicago last week, George E. Lichty, chairman of the retail division of the National Food Administration, emphatically declared that the greatest difficulty had been experienced by the Food Administration in those states and communities in which the card system prevailed. He mentioned Oklahoma as such a State, and declared that the administration in that State was abandoning the system.

"Our strength lies in our appeal to the patriotism of the people," he said. "The card system is autocracy in its worst form. We are working along democratic lines."

Hinting at new ruling which will be issued shortly by the Food Administration as to the regulation of profits, Mr. Lichty declared that the Food Administration had adopted the plan of reckoning profits on the selling price, instead of the buying price.

If a man does his little bit on little occasions he will know how to perform when the big occasion comes.

Our hands and feet were not given us to be knockers and kickers.

MEETING GERMAN CUNNING.

Incidents like the seizure of cotton stored in this country for the benefit of Germany only serve to emphasize the grip which German interests had obtained here. It had long been suspected that the big manufacturers in Germany were preparing for the resumption of work after the war by acquiring raw materials surreptitiously in this and other countries at comparatively low prices. This was in order to avoid the higher ones which a scramble would cause when peace was declared and many long-delayed demands for the materials would be put in. It would not be at all surprising if it were discovered that similar purchases had been made of copper and other metals, rubber and wool. Wherever stores can be reached which are really owned by German interests, dealing with them will be easy. They will simply be sold to Americans, and in such a way that they cannot be turned over to the Germans. Other interests in which subjects of the Kaiser are concerned are not so easily dealt with. Take, for example, the cases of going industries in this country which are virtually owned by various of the large manufacturers' trusts in Germany, and in many of which the Kaiser himself and his entourage are financially concerned. The Alien Property Custodian has taken them under his charge, and they are in many instances making large war profits. It would be a manifest injustice to let these profits inure to the benefit of those who set the war going, yet it would be an injury to this country to stop the industries themselves. Mr. Mitchell, the Custodian, believes the time has come to stop piling up profits for the Germans and that their interests should be sold out to Americans so as to put an end to German "peaceful penetration" of industries in this country. German industrial enterprises always remain German. They never become American, and must, therefore, be prevented from gaining a foothold here.

WANT THE NEEDLES BADLY.

Before the War Service Committee of the National Association of Hosiery and Underwear Manufacturers, which met in Philadelphia the other day, were presented the details of a project for obtaining 10,000,000 German-made knitting needles. These are said to be owned by jobbers in Christiana, Norway. The approval of the Government is needed and also the permission of the British government before the needles can be shipped. In support of the movement it is urged that the implements are absolutely necessary if the knitting mills of the country are to be operated at anything like capacity and that the needles made in this country are poor in quality and too small in quantity to supply the demand. The latest received

in this country came from Rotterdam before war was declared between the United States and Germany. The making of these machine needles was one of the very small industries which the Germans made peculiarly their own, and many of which are the so-called "key" industries on which others are dependent. For some reason our manufacturers have not undertaken the making of high-grade needles of the kind, finding it more profitable to make other things. But, after the imports of the German needles were stopped, it was understood that American manufacturers had gone into the field and were succeeding in producing articles as good as those which used to come from Germany. If they have not done so, what is the reason? It seems hardly possible that the skill required should be lacking. Nor could it be a fear that the enterprise would not pay. Without competition from the outside they could charge anything within reason for their output.

The sale of what is probably a majority interest in the Peace Dale Manufacturing Company, of Peace Dale, R. I., marks the passing of one of the most interesting instances in New England of long-continued control of industry by a single family. From the days of Rowland Hazard, who in the middle of the last century was quoted with respect as a philosophical writer, the Hazard family, owners of the Peace Dale wollen mills, held firmly in their keeping, for three generations, not only the industry itself, but also the little community which surrounded it. If they had, like most persons of their class in Rhode Island, little sympathy for the propaganda of the trades union leaders who are corrupted by German money, they nevertheless initiated and supported, beyond all other manufacturers in the State combined, helpful schemes of social betterment. An attractive Guild Hall as a social center, a choral society of national repute, lecture courses of high character, good schools and a county fair in which horse-racing held second place, are among the local fruits of a quasi-feudal beneficence. The late Rowland G. Hazard, whose death, with that of his brother, Frederick R. Hazard, has made necessary the change of business control which has just taken place, enjoyed a wide acquaintance among scholars both in this country and in England, and few of America's great houses have welcomed more or more distinguished guests than his. But the days of the foreign-born workingman and the labor union agitators have come on apace, and with them the passing of the old order in one of its most famous seats.

COMMENDS RETAIL GROCERS.

Splendid Co-Operation Made Food Control Success Possible.*

The splendid co-operation received by the Food Administration from the retail grocers of the country has been a source of satisfaction and great assistance: Mr. Hoover, Mr. Whitmarsh and their associates appreciate the support given and the willingness expressed at all times. I convey to you their wish for a successful meeting—one that will be educational and that will reflect its importance for many years to come.

It has been almost a superhuman task to organize the Food Administration. That you may know its importance, permit me to quote Mr. Hoover's remark to the Appropriation Committee of Congress to the effect that there were now 4,135 volunteer workers for the Food Administration. This does not include the paid workers in Washington and at the various state and county headquarters, of which there are approximately 1,500, or a total of a little less than 6,000 persons engaged. When we reflect that less than a year ago the Food Administration was not in existence, we can appreciate the energy that has been necessary to bring this organization into existence and to put it into harmonious operation and co-ordination.

You, no doubt, have felt that you and your business have been the object of suspicion and criticism that was most aggravating. The public, on account of

*Address by Geo. C. Lichty, chief of the Retail Distributive Department of the United States Food Administration, at Chicago convention of National Retail Grocers' Association.

the sudden advance in market values, when the European war started, could not understand the situation nor the necessity for such advances. In the early days a small percentage of willful and unpatriotic dealers brought odium and criticism on the trade and created suspicion and distrust. These conditions are rapidly disappearing and with your aid the people are realizing the test to which you have been subjected and that it is the patriotic intention of nearly 100 per cent. of the retail grocers to steer in straight and narrow paths and not to take advantage to abuse public trust.

That you may know something of the economical management of the Food Administration, I refer you to a statement made in the Washington Star on May 16, reading as follows:

"To establish successful distribution of foodstuffs throughout the country, Food Administrator Hoover has asked the House Appropriations Committee for \$7,000,000. This is the only increase sought by him over the appropriation for the current year. It was pointed out to the committee that with voluntary food saving by the people, the cost would be little as compared with the systems in Europe. Mr. Hoover said if the United States should adopt compulsory rationing of each individual consumer, as in England and France, it would involve a cost of approximately \$45,000,000 a year. He also stated that if the volunteers were to receive ordinary Government salaries, it would cost the Government an additional \$8,500,000 a year."

Late last September your President

was invited to come to Washington for counsel and consultation. About the middle of October he called your executive committee together for conference and general discussion, and following that conference there was a joint meeting, consisting of your president, your executive committee, representatives of the large chain stores, the large independent retailers and the mail order houses. I want to say that in that meeting the usual jealousies and trade interests were entirely forgotten. The meeting teemed with patriotism and every man was earnest and determined to do everything at his command to win the war. Had it been possible to have had all the food merchants of the country present at that meeting, the operation of the Food Administration of the past six months would have been almost devoid of work and worry.

This joint committee was in session for three days with Food Administration officials, and, in the closing hours passed a series of resolutions that I consider the "Ten Commandments of the Food Administration." These were printed by the million and distributed broadcast to the country. They were made the subject for newspaper editorials and always mentioned with commendation.

The committee that framed the resolutions was made permanent and now consists of about twenty-five representatives from every known method employed in retail distribution. Using these resolutions as a text the Food Administration and the Commercial Economy Board of the Council of National Defense are bringing the con-

sumer and the retail grocer into better understanding, to their mutual advantage.

In times like these it is necessary to conserve in every phase and manner the things that affect your expense accounts. It is just as necessary for your customers to know that they must do their part and accept regulation in the kindest spirit without criticism. There should be accorded to you their loyal support. The lack of hearty co-operation on your part can do more to undo the efforts of the Food Administration than the willful and malicious violations of those who are not in sympathy with the work.

The work and theory of the Food Administration has two underlying, important, thoughts as the basis for its work; first, that licensed food articles may go direct from the manufacturer to the consumer through the legitimate channels of distribution with the least possible expense; without speculation, and with reasonable profits to the manufacturer, the wholesaler and the retailer. The other to do everything that will conserve effort, prevent extravagance, and release men for the war. If but one man from each retail grocery in the United States is released for war work, we will have an army of about 400,000 grocer soldiers alone. What other retail industry can produce as large an army?

When the announcement was made that licensed merchandise must be sold on the basis of cost, plus a reasonable profit, without regard to market or replacement value, merchants everywhere, big and little, became incredulous and

Barney says—



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

Interest in the Grand Rapids market centers at present in the first annual Buyers' Week (June 24-29), at which time merchants from all sections of Michigan are expected to make a pilgrimage to their various wholesale houses, there to talk over conditions and pick up good values in seasonable merchandise.

In spite of all the factors which have entered into the situation to make the gathering of reserve stocks especially difficult for the wholesaler during the past few months, Grand Rapids houses have succeeded in obtaining a large amount of merchandise for this annual event.

While, of course, the prices will be high as compared with past years, the reductions and resultant values will be as pronounced and attractive as ever. A large number of visiting merchants are expected during the time of the sale.

Transportation difficulties are not improving the country over. When one stops to consider the number of railroad coaches and the number of locomotives which are required for the movement of troops to and from training camps, and the vast amount of rolling stock required for the transportation of raw materials to mill and factory, and then of finished product from factory or mill to training camp or port of overseas shipment, one wonders, not that ordinary freight is delayed, but rather that it moves at all.

Conditions in Grand Rapids appear very favorable. Reports indicate that the crops are progressing most satisfactorily and, unless some untoward circumstances and conditions arise later, the yield in this section should be exceptionally large.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

formed the general opinion that there was something wrong with the gray matter of the fellows who were running the Food Administration. The law of supply and demand had been from time immemorial the basis of market values and fluctuations. To have a new and unheard idea thrust upon the buying public seemed almost like commercial suicide.

You know what has been accomplished. It is hardly necessary for us to make any comparisons. Every man and woman in this splendid audience is aware of the fact that if it were not for the control of the Food Administration, wheat flour would sell to-day to those who have the money to buy it for more than \$25 per barrel. You know that during the past seven months, sugar would have sold at 30c per pound, and if it were not for the control that has been exerted over many other commodities, retail prices would be more than double. Conditions are such that the rice market, for standard grades for which you are now paying about 9 to 9½c per pound would be more than three times that price. Canned tomatoes, peas and corn, the three staples in the line of canned vegetables, would be sold at 50 to 100 per cent. more than your present retail prices.

With this knowledge at your command, I beg and implore you to lend to the Food Administration your efforts in educating the general public so that we can consistently and conscientiously ask for loyal support and may point to you as living witnesses to back up our requests. It is the sincere belief of the Food Administration that the retail

grocers, the average retailers engaged in the grocery business, can create proper sentiment and place the public in a loyal frame of mind that will carry us through any kind of a crisis that the fortunes of war may produce.

For Heaven's sake become enthusiastic supporters and workers with the Food Administration in all that the words imply. I appeal to you with all the earnest enthusiasm at my command to be the teachers and the educators of the general public. In all the days of the Food Administration your President has given his hearty co-operation. His advice and wise counsel had much to do with framing the regulations under which you are now operating. Your executive committee, individually and collectively, has given the Food Administration their heartiest support. Through your minor organizations, we have been able to distribute a great amount of literature and in that way carry on the process of education. We hope you will continue to organize that you may become better merchants and that you may learn from each other and thereby be able to give to the Food Administration greater support.

This war now means the very existence of the Nation. Its failure would turn back the affairs of this great republic to where it was more than one hundred years ago. The Nation is appealing to every line of work, to science, to the professions, to labor, to agriculture and to every avenue of business, for loyal support that is devoid of any selfish purpose. May I carry back to Washington evidence that, no matter what the emergency may be, the Food

Administration is privileged to call on the retail grocers of America for such support as the conditions may warrant? Will the rank and file of the great retail branch of food distribution give to the country the support to which it is entitled? I believe that you will and that you will not fail.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 29—Creamery butter extras, 43c; first, 42c; common, 38@40c; dairy, common to choice, 32@38c; dairy poor to common, all kinds, 28@30c.

Cheese—No. 1 new, fancy, 22½@23c; choice, 22c; held fancy 25@26c. Eggs—Choice, new laid, 36@37c; fancy henner, 37@38c.

Poultry (live)—Cockerels, 27@29c; old cox, 23@25c; ducks, 30@31c; fowls, 28@30c.

Beans—Medium, \$12.50@13.00 per hundred lbs.; Peas, \$12.50@13.00 per hundred lbs.; Red Kidney, \$13.50@14.00 per hundred lbs.; White Kidney, \$15@15.50 per hundred lbs.; Marrow, \$13.50@14.00 per hundred lbs.

Potatoes—\$1.35@1.55 per 100 lbs. Rea & Witzig.

Miniature Marvels.

Almost any commonplace object magnified under a good lens will reveal astonishing and unsuspected forms, structure and life. For example:

Insects of various kinds may be seen in the cavities of a grain of sand.

Mould is a forest of beautiful trees, with branches, leaves and fruit.

Butterflies are fully feathered.

Hairs are tubes filled with pith and ornamented on the outside with scales.

MERCHANDISE IS KING.

To-day Merchandise is King. Before the war money was King. You can hire money by giving notes or selling bonds, but merchandise must be on the premises.

For one thing it represents an advance purchase of labor at a time when labor will certainly be in short supply; it also represents an advance purchase of selected materials against the time when materials will be scarce; it further represents a facing of the coal and transportation situation and a receiving of supplies while the "going is good."

There is no question in our minds but what we would buy flour, sugar, etc., enough to last our families for several years, were it possible, thus covering the necessities of life for our family.

The operation of a big business with stores dependent upon it for merchandise is almost identical; the flour, sugar, etc., in that case being leather or shoes on the premises. This looks like a distinct departure from our usual advice against overstock, but the conditions facing us on account of the war are absolutely opposed to those prevailing in times of peace, and the man with the "vision" wins out. This is not speculation, it is preparation.

Oscar C. Davis.

Mr. Davis is Second Vice-President of the Geo. E. Keith Co., Brockton, Mass.

When a confirmed gossip tells you anything you can make good money betting that it isn't so.



DANDELION



NO NEED

to tell you the importance of the color of the butter you sell. You know that women demand butter with that deep rich golden June shade only obtainable by the use of Dandelion Brand Butter Color.

Keep your dairymen supplied with Dandelion Brand. Then you'll be assured that the butter you sell is RIGHT.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—State and National

WELLS & RICHARDSON CO., BURLINGTON, VERMONT

Manufacturers of

Dandelion Brand Butter Color

THE COLOR WITH THE GOLDEN SHADE






Movements of Merchants.

Grand Haven—Fred Percy succeeds Harm Koenes in the grocery business.

Detroit—Miller Bros., produce dealer, has changed its name to Miller Bros., Inc.

Scotts—Israel Powers succeeds C. S. Bentley in the ice cream and soft drink business.

Saginaw—Symons Bros. & Co., wholesale grocer, has increased its capital stock from \$300,000 to \$400,000.

Ionia—The Grand Union Tea Co. has opened a store on Main street, under the management of O. C. Wright.

White Pigeon—Thieves entered the F. A. Reynolds clothing and shoe store May 25 and carried away considerable stock.

Flint—The Shank-Coupland-Long Co., plumber at 520 Buckham street, has increased its capital stock from \$10,000 to \$30,000.

Lansing—Charles Robson, grocer at 327 North Washington avenue, died May 22 at his home, following an illness of but a few days.

Goblesville—O. E. Bradshaw has closed his meat market and removed the stock and fixtures to Concord where he will resume the business.

Vicksburg—Thieves entered the grocery store of the Max Hill Estate, May 25 and carried away the contents of the cash register, about \$20.

Hastings—W. R. Jamieson, proprietor of the Star bakery, is remodeling and enlarging his store building in order to enable him to double the capacity of his bakery.

Vicksburg—Edwin Carter, who goes to Camp Custer for military training early in June, has sold his hardware stock to R. J. Haas, who will consolidate it with his own.

Jackson—The Jackson Economy Clothing Co. has been incorporated with an authorized capital stock of \$8,000, all of which has been subscribed and paid in in property.

St. Clair—The St. Clair Co-Operative Store Co. has been incorporated with an authorized capital stock of \$4,000, of which amount \$2,000 has been subscribed and paid in in cash.

Napoleon—Palmer & Hale coal and wood dealers, have dissolved partnership and the business will be continued by E. E. Palmer, who has taken over the interest of his partner.

Vicksburg—Edwin Carter has sold his hardware stock and fixtures to R. J. Haas, who will consolidate it with his own. Mr. Carter has been called to Camp Custer for military service.

Detroit—The Robbins Co., dealer in men's clothing at 189 Woodward avenue, has been incorporated with an authorized capital stock of \$8,000, all of which has been subscribed and paid in in property.

Grand Ledge—Charles Knauss has sold his grocery stock and store fixtures to Floyd J. Watson, recently of Lansing, who will continue the business under the style of the West End Grocery.

Detroit—The National Growers & Shippers Sales Co., Inc., has been organized with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed and \$12,000 paid in in cash.

Caledonia—The Caledonia Farmers' Elevator Co. has been organized to conduct a general warehouse and elevator business with an authorized capital stock of \$30,000, \$800 of which has been subscribed.

Bloomington—The Bloomington Farms Association has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,200 has been subscribed, \$210 paid in in cash and \$1,390 in property.

Jackson—The Watts-Morehouse Co., dealer in flour, building materials and agricultural implements, has taken over the coal, wood and builders' supplies stock of the Dewey-Smith Co., Inc., and will consolidate it with its own.

Detroit—The Michigan Millinery Co. has been incorporated to conduct a wholesale and retail millinery business at 189 Woodward avenue, with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in property.

Grand Haven—John J. Mulder has merged the Central and Square drug stocks into a stock company under the style of the Grand Haven Drug Co., with an authorized capital stock of \$24,000, of which amount \$12,000 has been subscribed and \$2,400 paid in in cash.

Hillsdale—J. H. Miner has sold his interest in the stock of the Hayes Furniture & Crockery Co. to I. H. Hayes and taken over the undertaking stock of the company which he will remove to another location June 1, continuing the business under his own name.

Bay City—The manager of a local retail grocery, accused by the local food administrator of disregarding the rules and regulations of the United States food administration, rather than have his place of business closed, was allowed to donate \$18 to the Bay county chapter of the Red Cross. The only reason the dealer was permitted to do this was that it was his first offense. D. J. Buck, county administrator says that from this time on all dealers will be made to sharply toe the mark.

Manufacturing Matters.

Detroit—The Standard Motor Truck Co. has increased its capital stock from \$50,000 to \$300,000.

Kalamazoo—The Michigan Silo Co. has increased its capitalization from \$80,000 to \$150,000.

Hastings—The Consolidated Press Co. has increased its capital stock from \$300,000 to \$400,000.

Detroit—The Combination Lock Switch Co. has increased its capital stock from \$10,000 to \$80,000.

Detroit—The Blodgett-Sanderson-Williams Co. has changed its name to the Blodgett Engineering & Tool Co.

Traverse City—The Traverse City Motor Car Co. will enlarge its plant and be running at full capacity within a few weeks.

Detroit—The Wayne Chemical Products Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

White Cloud—The White Cloud Co-Operative Creamery Co. has been incorporated with an authorized capital stock of \$5,000, \$120 of which has been subscribed.

Muskegon—The Lyons Machine & Manufacturing Co. has changed its name to the Lyons Machine & Tool Co. and increased its capital stock from \$75,000 to \$150,000.

Detroit—The Excelo Beverage Co. has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and \$60,000 paid in in property.

Detroit—The George Angel Co. has been organized to manufacture and sell builders' supplies, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Holland—The Dunn Oil Engine Co. has been incorporated with an authorized capital stock of \$150,000 common and \$100,000 preferred, of which amount \$200,000 has been subscribed and paid in, \$50,000 in cash and \$150,000 in property.

Ann Arbor—The Autolog Manufacturing Co. has been organized to manufacture and sell devices for indicating speed, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in property.

Scottville—C. M. Briggs has sold his interest in the Custer Lumber Co. to the Scottville Lumber Co. and his fuel and builders' supply stock at Custer to Everett Fager and will devote his entire attention to his hardware business.

Flint—The J. E. Sells Co. has been organized to conduct a wholesale and retail electric machinery and fixtures business, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$3,500 in cash and \$22,500 in property.

The Thomas Elevator Co. has been incorporated with an authorized capital stock of \$300,000, all of which has been subscribed and paid in in cash.

George Harvey has engaged in the grocery business at Highland Park. The Judson Grocer Company furnished the stock.

Buwaldo & Co. have engaged in the grocery business near Jamestown. The Judson Grocer Company furnished the stock.

Activities in Michigan Cities.

Written for the Tradesman.

In the past nine years Saginaw has reduced its bonded debt from \$2,600,000 to \$1,425,000. Nearly a million dollars of the city's present debt is made up of bonds issued for street, sidewalk and sewer improvements and does not affect the tax rate, being paid by the property owners benefited.

The city of Hillsdale plans to build an electric line to the village of Osseo, supplying that village and about seventy farmers along the way with lights and power.

The Michigan Central Railroad will close three of its out-lying freight offices at Bay City.

The Bay City-Saginaw Railway Co. announces an advance in the wages of its 260 employees of 2 cents an hour, taking effect June 1. Saginaw has set apart \$1,500 to pay the expenses of an audit of the books of the railway company to see whether or not the company is entitled to the 4 cent car fare that is asked for.

The Romeo Foundry Co., of Port Huron, has received a two million dollar order and will add many workmen. The company is building a plant at Sarnia to take care of its Canadian business.

Marquette has barred street carnivals.

The Battle Creek City Commission has decided that it cannot grant to the Michigan Railway Co. the 6 cent car fare asked for and says that the people of Battle Creek should vote on this question.

The American Machine Corporation is completing a new plant at South Park, Port Huron, and will employ 260 men in the manufacture of shells.

Muskegon is considering plans for the systematic collection of garbage.

The Laughray Silo Co., at Sparta, has been re-organized under the name of the Sparta Silo Co., with \$6,000 capital, all paid in.

The Roach Canning Co. has acreage under contract at the Edmore plant as follows: peas, 1,100 acres; sweet corn, 1,500 acres; lima beans, 500 to 600 acres; string beans, 110 acres. This is the largest acreage in the company's history.

The Ramsey-Alton Co., furniture manufacturer at Portland, has taken a half million dollar Government contract to make wagon parts.

Battle Creek needs a thousand new houses to take care of its workmen.

Pontiac's new valuation is \$25,311,000, an increase of nearly \$3,000,000 over last year. The tax rate for July will be \$8.47 per \$1,000, or the lowest rate in four years.

Flint has granted the petition of the Michigan Light Co., asking for an increase in gas rates from 85c to \$1 per thousand cubic feet. At the same time the new ordinance fixes a standard of heat units, with a penalty of \$100 a day when gas falls below the minimum requirements.

Almond Griffen.

Joseph P. Lynch is conducting a sale this week for Fred W. Geddes, clothing merchant, at Alma. The stock inventories about \$30,000.

GROCERY AND PRODUCE MARKET

Review of the Grand Rapids Produce Market.

Asparagus—Home grown, 90c per doz.

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

Bananas—\$7 per 100 lbs.

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

Butter—The market is slightly easier, quotations being $\frac{1}{2}$ @1c lower. Receipts are gradually increasing, showing improvement in quality. There is a fair demand, stocks very nearly cleaning up daily. Receipts will probably increase, due to better pasture conditions. Local dealers hold extra fancy creamery at 41c for fresh. They pay 35c for No. 1 dairy in jars; they also pay 27c for packing stock.

Cabbage—Mobile stock, \$3.20 per crate of 110 lbs.; Mississippi, \$3 per crate for large size and \$2.50 for medium.

Carrots—90c per doz. bunches.

Cucumbers—\$1.50 per doz. for Illinois and Indiana grown.

Eggs—The market is steady, with quotations ranging about 2c lower than last week, due to increased receipts. There is a fair consumptive demand, the average receipts still showing up good in quality, cool weather having prevailed in most of the producing sections. Local dealers pay 30c to-day, cases included, delivered in Grand Rapids.

Figs—12 10 oz. packages, \$1.60.

Grape Fruit—\$4.50@5 per box for all sizes Floridas.

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

Green Peas—\$3 per bu. for Florida.

Green Peppers—75c per basket for Southern grown.

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

Lemons—California selling at \$3.75 for choice and \$9 for fancy.

Lettuce—8c per lb. for garden grown; \$2.75 per hamper for New York head; Iceberg, \$5.50 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, 16 $\frac{1}{2}$ c.

Onions—Texas Bermudas, \$1.85 per crate for yellow and \$2.25 per crate for white.

Oranges—California Valencias, \$6.50 @7.75 per box.

Parsnips—75c per bu.

Pieplant—75c per bu.

Pineapple—\$3.50 for 42s; \$4 for 24s, 30s and 36s.

Plants—Tomato and Cabbage, \$1 per box; Peppers, Cauliflower and Salvia, \$1.25; Geranium, \$1.50@1.75.

Potatoes—Country buyers are paying 60@65c per 100 lbs. New are now in

market, commanding \$3 per 100 lbs. for Florida.

Radishes—18c 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—90c per bu. for home grown.

Strawberries—\$5@5.50 per 24 qt. case from Bowling Green.

Tomatoes—\$7 per 6 basket crate.

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

The Grocery Market.

Sugar—With ample supplies of all grades, every one is happy again, so far as the sugar situation is concerned. Instead of reducing our consumption 20 pounds per capita, statistics show that the consumption of sugar for the year ending April 1 was 82 pounds per capita, as compared with 85 pounds the previous twelve months.

Tea—The general tone is firm, but there are no quotable price changes. The situation in Ceylons, Indias and Javas has shown no effects of the impending Government purchases. It is thought to be improbable that enough Javas in the high grade demanded by the specifications can be found to fill any considerable part of the contract, but there would be no such difficulty with Ceylons or Indias, the first named of which will probably be given preference.

Coffee—No change has occurred in the market during the week. Business is very quiet and prices are on previously quoted basis. This applies to all grades of Rio and Santos. Milds are steady to firm and unchanged.

Canned Fruits—There is a good demand for everything. Gallon apples are weak, but everything else is firm.

Canned Vegetables—The market situation remains unchanged. Tomatoes, both spot and futures, are quiet and both of them nominal on the basis of \$2.10. Southern corn is held at \$1.75, which the trade here thinks rather high. There are no peas offering at present.

Canned Fish—The only item of immediate interest is the probability of an agreement on prices for Maine sardines at to-day's conference. There is no business being done in salmon, either spot or futures.

Dried Fruits—Discussion of crop prospects is the most important feature in the dried fruit situation at the present time. This is because trading in futures is prohibited until June 1, and, with the spot market at a standstill, there is nothing else to do. Nevertheless it is rather interesting in a way,

especially as conditions in southern California are not reflected in the Northwest. Estimates of Santa Clara prunes are materially reduced so that such a high authority as Manager Coykendall of the Prune and Apricot Growers, Inc., estimates 150,000,000 pounds as the maximum for the State and offers to eat anything over that. This last is a new guaranty for crop experts and carries with it the last word in accuracy. In the meantime, Oregon and Washington are very happy over the prospects in those states, estimating as high as 60,000,000 pounds, which would exceed the banner crop of 1916 and would go a long way toward making up the loss that might be sustained in California. However, with the best that Oregon and Washington can do, any deficiency in California will be serious in view of the requirements for the army and navy. The most interesting feature in the whole situation is the probability that prices will be fixed by the Government and word to this effect is being awaited daily.

Sugar Syrups—There is virtually no market at present. The committee that will be charged with the drafting of regulations and readjustment of prices in co-operation with the United States Food Administration has been named, but probably some time will pass before it will be ready to submit its report.

Starch—The market is quiet on the basis of quotations.

Corn Syrup—The situation is unchanged, demand being active and the market firm, with little or nothing obtainable for immediate delivery. Sales are made subject to prices prevailing at time of delivery.

Molasses—There is a wide distribution of goods coming forward and a good demand for future delivery at full quoted prices.

Sauerkraut—Supplies are moderate and the market firm.

Tapioca—There is a moderate demand, which is supplied at prices within the quoted range.

Olives—The market is strong and supplies scarce. Prices are nominal.

Macaroni—The market is firm owing to the difficulty of obtaining supplies.

Pickles—The market is firm about at quoted prices.

Cheese—The market is steady on both old and new-made cheese. There is a slight increase in the receipts and a fair consumptive demand. We do not look for any material change in the near future.

Rice—There is no urgency to the demand except for screening and second heads, which are unobtainable in any quantity here, or for shipment from the South, owing to the clean-up caused by the unprecedentedly heavy demand of the past few months for rice flour as a substitute for the wheat product. Stocks of other grades of rice are small, but apparently sufficient to cover existing requirements. There is a firm undertone to the market, but spot prices are more or less nominal.

Mop Sticks—Prevailing conditions in steel and metal markets are chiefly responsible for the advance of \$1 per gross on this necessary adjunct to the well regulated household.

Tobacco—Conditions as regards shipment of new supplies are growing

worse. Some manufacturers have already made up lists of brands which the jobber must order direct, not through manufacturer's representatives. Makers have also sent out circulars listing a number of brands which are to be discontinued. On these they are accepting orders subject to stock on hand.

Chewing Gum—Popular brands have been advanced 4c per box. The Government regulations regulating the supply of sugar which gum makers may use is one factor. Cost of other raw materials, added cost of packing, boxes, etc., are others.

Spices—The possibility of action by the War Board restricting importations keeps the trade in an uncertain state, which is reflected by the disinclination to sell freely out of the limited available stocks. The trend of prices for white peppers continues upward as a result of steady buying for export and dwindling supplies. In black peppers spot stocks of Lampong are reported to be near the point of exhaustion, but several invoices are understood to be on the way, which, however, are not due to arrive under sixty to ninety days. The market has been pretty well cleared of cloves which recently arrived on the Hypatia, distillers having been free buyers. The tone is consequently firmer. Pimento is slightly easier on spot and to arrive. Nutmegs have been fairly active and prices continue to harden. Cassias are decidedly firm with most grades very scarce. Mace is in better jobbing demand and firmer.

Provisions—The market on pure lard is steady, with quotations slightly under last week, due to some slight accumulation by the local packers. The market on lard substitutes is steady, with quotations ranging about the same as last week. The market on smoked meats is steady, with unchanged quotations, there being a moderate supply and a fair consumptive demand. The market on dried beef is firm, quotations being about 2c higher than previous quotations. There is a light supply and an active demand. The market on canned meats is firm, at unchanged quotations. The market on barreled pork is firm, quotations being about the same as last week, with a fair supply and a moderate consumptive demand.

Salt Fish—There is no particular change to report in the situation. Some new shore mackerel are quoted on a very high basis: up to \$43 per barrel being quoted on No. 1s.

John L. Lynch has returned from Pontiac, where he succeeded in completely closing out a \$30,000 shoe stock owned by the Going-Parkins Shoe Co. The business was established in 1873. The time required to dispose of the stock was only four weeks.

E. Post & Son, who conduct a meat market and grocery store at the corner of Central avenue and 13th street, Holland, writes as follows in renewing their subscription to the Tradesman: "We cannot possibly get along without your paper."

Albert G. Wellbrook, who recently failed in the grocery business at Harbor Springs, died last Thursday and was buried at his former home in Rockford, Sunday.

PLEA FOR THE COW.

Why We Must Retain Our Potential Strength.

Washington, May 28.—If you could stand in the middle of Germany to-day and survey the land to the borders of Europe you would discover its whole population of 400,000,000 human beings short of food. Where Germany has overrun its borders millions of people in Poland, Finland, Serbia, Armenia and Russia are actually dying of starvation and other millions are suffering from under-nutrition. Still others of these millions outside the German lines, that is, our Allies and neutrals, are living on the barest margins that will support life and strength.

This, the most appalling and dreadful thing that has come to humanity since the dawn of civilization, is to me the outstanding creation of German militarism. Yet the Germans themselves are not the worst sufferers. They are extorting at the cannon's mouth the harvests and cattle of the people they have overrun, leaving them in desolation. I am convinced that if the war were to cease to-morrow the toll of actual dead from starvation and its attendant diseases within the German lines would double or treble the 5,000,000 or 6,000,000 of men who have been actually killed by Germany and her allies in arms. The 10,000,000 people in occupied Belgium and Northern France would have died of starvation had it not been for the action of the nations at war with Germany in the maintenance of these people of a pitiable relief. But this is only one part of the whole story of misery, for the sinking of the world's shipping is reverberating privation in some direction into every corner of the globe.

Of all the food industries of Europe, there is none which has been so stricken by the war as the dairy produce. The human race through scores of thousands of years has developed a total dependency upon cattle for the rearing of its young. No greater catastrophe can happen to a people than the loss of its dairy herds, for the total loss of dairy produce means the ultimate extinction of a people. The German people supported their herds by the import of food stuffs from their neighbors. Thus being cut off by war, their produce in meat and milk would have fallen to a low ebb indeed had they not supported themselves to a considerable degree by stealing the cattle of the countries they have overrun. I have had Polish and Serbian cattle in German pastures pointed out to me with pride by German officers. I witnessed for years the stealing of Belgian and French cattle. In Belgium alone the herd diminished from 1,800,000 to 700,000 in three months of German occupation. At that point the protests of the Relief Commission held it in check. But in Northern France absolutely all of the cattle were taken before the Relief Commission arrived. The French men had been drafted out of this region and there was, therefore, an undue proportion of women and children. There were, in fact, over 800,000 children under twelve years of age and, in addition, many old people who had to have the most careful sustenance. One of the first duties of the Relief was to undertake the import of milk in order that these children might be saved. We found that in the terror under which these people lived the average period of breast feeding was under four months. We have, therefore, for nearly four years been sending them American condensed milk, not in single cans, but by scores of thousands of tons. There has been scarcely a child born in the North of France, and many in Belgium, whose continued life has not been dependent during all this period upon American condensed milk. Every American would be thrilled could he but see the gratitude which French mothers daily express over the pitiful

able ration which enables their children to survive. This stealing of neighboring cattle by Germany will now, with Russia at her mercy, go on with an accelerated pace. Do not let us deceive ourselves that any shortage of her own cattle will bring the war to an end.

All this is an exhibit of the character of forces from which we are struggling to purge the world. To do this therefore we must concern ourselves daily with the food situation in the Allied countries. Our obligations to them are not only as a matter of humanity, but as a matter of their maintenance in our common struggle. It is worse than folly to put 5,000,000 of our boys into France if the civilian population of our Allies are not also to be maintained in strength and morale with our food. We are also interested in the neutral countries from the point of common humanity.

The Allied countries before the war supplied their dairy products from imports as well as domestic production. Their imports came from Holland, Denmark, Siberia, Australia, the Argentine, New Zealand, to some extent from Canada, but comparatively nothing from the United States. The exports from Holland and Denmark have been largely cut off by our embargo against the import of feeding stuffs to those nations in order to prevent their also supplying Germany. Siberia is, of course, isolated. Australia, New Zealand and the Argentine represent journeys which require from two to three times as much tonnage of ships as do our own market to bring the same quantities. Dairy products still flow from these remote markets to the Allies, although the transport of grain has been largely abandoned. But the growing shortage of shipping, the increased demands to transport the American Army, might at any time necessitate such a final economy in shipping as would drive these demands upon us.

The shipping problem has, however, had a wider influence than the jeopardy of direct imports of dairy products in its effect upon Allied supplies for their own cattle are much dependent upon the import of feed from overseas. In the struggle of all European populations to maintain or increase their bread grains in the face of a shortage in labor it has been necessary for them to diminish their production of feed for their animals. By the destruction of shipping it has been impossible for them to maintain the volume of their feed imports. In order to reduce this drain on shipping and to find immediate meat supplies, there has been an enormous reduction in the number of cattle in all of the countries at war. Every nation in Europe has, however, endeavored to protect its dairy herd but the reduction in feeding stuffs has necessitated the placing of cattle on rations of a more drastic proportion than that of human beings. The result has been that while the actual number of dairy cattle shows less proportional diminution than that of the total cattle, the actual reduction in the milk production is of much larger proportions. I doubt whether to-day the dairy production of Europe as a whole is 30 per cent. of the pre-war normal and that of the Allies is 50 per cent. of normal.

In consequence of all these forces the dairy supplies of the Allies are much diminished. They have met this situation by drastic reduction in consumption of dairy products by driving the fresh milk into the hands of the children and by the substitution of margarine for butter. Their position is not yet acute and while it represents privation of many individuals of their usual food, they are sacrificing it willingly to the common cause.

During this fiscal year North America will have supplied approximately 50 per cent. in nutritive values of the foodstuffs imported by the Allies and

50 per cent. came from remote markets. Before the war we contributed probably less than 10 per cent. The shipping situation or the war situation might develop to a point where these ships must be withdrawn from long journeys to the nearest market—our own. If that became necessary and if we could supply the food, the Allied food-carrying fleet could be diminished by 1,500,000 tons and still feed our associates in the war. This contingency may not arise, but if it should arise and we are unprepared to meet this demand for a doubling of the whole of the food exports from this country, it might result in the losing of the war. If these ships should, by force of necessity, come to our shores they must be loaded.

No one knows how long the war will last. If we are to win we will with four collateral weapons—men, munitions, ships and food. It may require years to win it and we intend to fight it out on this line—not if it takes all summer, but if it takes all of your lifetime and mine. We cannot anticipate that the animal situation in Europe will improve during the war. The enormous destruction must go on until the end. Through the whole of the course of the war there will be continued destruction of cattle and diminishing dairy products. There will be steady creeping of jeopardy towards the children of the Allies. North America stands unique in one great particular in this situation. We are independent of sea transport for feeding stuffs for our animals we grow them side by side. Here lies the great economic difference in these foods between ourselves and Europe and here also the one reason why we can and must be the great final reservoir of supplies.

There falls, therefore, upon us an increasing duty in the provision of food. To provide supplies we must build up reserves. The first reserve in meat and dairy products is the maintenance of our herd. The second is to build up stocks in our warehouses in seasons of surplus production. If we can maintain our herds and our production, we can, in any emergency reduce the consumption of our own people without damaging our health by margins of such an amount as will provide for the Allies.

We are to-day in the season of the largest dairy production and we have a minor surplus. I do not look upon this with alarm but with satisfaction. One result is the increase of our butter and condensed milk in storage. I wish it were larger. It is a factor of safety in the war situation that cannot be overestimated. We must not take risks in war. It may turn out that we got too much butter into storage but a General at the front who should find himself with more shells than were needed to win a battle would be in a far different state from the General who found himself short of the necessary amount. Food must be viewed from the new viewpoint of ammunition to win the war. Therefore, it is up to us as a part of our National food strategy to accumulate stocks in as large a degree as possible for any emergency that might come. I believe that the call for condensed milk, cheese and butter supplies for the Allies and our Army and Navy will be on an increasing scale. With one-third of the world's population on short rations in food and most of this one-third with less than one-half of their normal dairy products, this is no time to begrudge the minor stocks that are accumulating in our warehouses, nor is this a time to stimulate unnecessary consumption or waste.

Turning for the moment to our domestic problems, there is no other agricultural industry of such economic complexity. These complexities arise from the fact that in a considerable part of the industry the raw material in feeds, the labor, land and equipment employed, are by-products of other major agricultural operations

and the commodities produced are all in different circumstances by-products to each other. This complexity is again confounded by the fact that the by-product is different in different localities and at different seasons of the year, for instance, butter and cheese may be a by-product to city milk production, they are the major product in creamery regions.

It is an industry to certain products of which attach a peculiarly large amount of sentimental value. Fluid milk is the absolute foodstuff of our babies and is equally a necessity to the very poor as to the rich. The consequence is that a rise in the price of milk may provoke more blind and fanatic opposition than any other of the food industries, not even excepting bread. Again, fluid milk is the most perishable of all the food commodities and the easiest subjected to infection and adulteration. It is an industry thus susceptible to an extraordinary degree to the varying economic winds. The varying production of roughage, the varying prices of concentrate, the lack of balance in prices of milk, butter and cheese, all make the dairyman's life an exciting, if not a merry one.

Prior to the European war our dairy industry was practically a matter of domestic interest only. Since the war there have been increasing demands for contribution to the world's shortage of foods. This is however not the only pressure of war on this industry because an industry of so complex an economic character is peculiarly subject to the shocks of commercial dislocation that have penetrated into all quarters of our National life. It is these war desolations that gave birth to the Food Administration and it is with these problems that the Government is called upon to deal. I should like to emphasize this point. The Food Administration is not a busybody, searching for opportunities to interfere in industry and trade. Its sole pre-occupation is, so far as is physically possible, to soften the shocks of war that the food supplies of our own people and the Allies may be maintained. I can perhaps illustrate this by a review of only one or two war dislocations which have affected the industry and the steps taken by the Food Administration to ameliorate it.

At the time of the establishment of the Food Administration last summer we were confronted with a price level in feeding stuffs for animals that had not been witnessed in the United States since the Civil War. Heavy exports to Europe of all character of foodstuffs during the previous twelve months had drained the country of its surplus production of food supplies but had also even exhausted our normal annual carryover from one harvest to another. The consequence was that we entered upon the harvest of 1917 with a less supply of all kinds of feeding stuffs than at any similar period in fifteen years. In fact, had the harvest been a total failure the human beings and the animals in this country would scarcely have survived for sixty days a situation not only pregnant with speculation and high prices, but positive National danger through lack of supplies to equalize short production in any direction.

The dairyman was caught between two forces—a low price in milk, held down by inherent opposition of the consumers and high price in feeding stuffs and labor. No doubt in the long run if matters had been allowed to take their course, the dairy cattle would have decreased to a point where a shortage in milk supplies would have compelled the necessary increase in milk prices. Some of these milk prices would have risen to a point that would have again restimulated the industry and in the course of years the number of dairy cattle would have been restored and an equilibrium against established.

These are not times, however, when we can run the risk of sapping the root of our production and await years for its regrowth. We had all hoped for a considerable time that the unusually large promise of feeding stuffs last harvest would result in decreased prices in feeds and that the dairymen's position could have been saved without material increase in the price of milk to the consumer. We worried along until November when there developed so great a car shortage by the war demands upon the railways that it became evident that the crop would not move with sufficient rapidity to remedy feed prices before spring. We therefore determined that some action would be necessary in protection of the producer. To make matters worse, you will recollect we came into an unparalleled period of storm weather extending from the first of December until the middle of February that further paralyzed our railways and created a situation of practical famine prices of feedstuffs in those parts dependent on railway movement. By the middle of February the railways had moved 150,000,000 bushels of corn less than normal and correspondingly less quantities of all other feeding stuffs. There were immense stocks in the hands of our feeding stuffs' producers but it could not, through railway strangulation, reach the consumer. We had therefore to suffer from continuously ascending prices until the railways were able to offer a freer movement. Within a month after that wider movement began to take place this spring the price levels of feeding stuffs began to fall more nearly to ratios comparable with the supplies and the outlook from now on is for more reasonable prices.

Here is, therefore, one issue upon which the dairy industry has been directly disrupted by the war and if we were not to witness a large selling of dairy cattle for meat, some increase in the price of milk was vital or the city milk industry would be imperilled. Proposals to increase these prices brought about conflicts between producers, distributors and consumers, not only of the most acrimonious character but in which the law was invoked in various directions and a practical deadlock resulted.

Furthermore, I had also long held the view that various associations amongst producers were the foundations upon which a better marketing system must arise in the United States in the interest of both producer and consumer, and that, growing out of the bitter quarrels in various parts of the country, the existence of producers' associations were being endangered. I also realized that any increase in price meant fearful hardship and suffering upon some sections of the community and furthermore that any interference with the ordinary course of trade meant a series of incidental reactions all of which would be disagreeable enough but yet none of which would be so disastrous to the community as no action at all.

In other words, like all cases of interference in the normal course of supply and demand, it became the choice of evils. The issues at stake were not only from the point of view of the feeding of our own populations but the broader issues of our reserves to meet the demands of the Allies. With view to securing as favorable a settlement as possible, that should, as much as possible, be acceptable to all interests, the Food Administration appointed commissions to arbitrate a settlement in the larger cities, these commissions embracing representatives of the producer, the consumer and the distributor. The decisions of these commissions have been constructive, have been thoughtful, considerate, and, I believe you will agree with me that in the long run they are in the interests of both producer and consumer. The reactions that have grown out of this situation are inter-

esting from an economic point of view and they deserve close observation for future guidance.

The first and most immediate reaction was that with an increase in price there was a great fall in consumption and therefore a damming back of the surplus on the hands of the producer and distributor. In other words, the poorer sections of the community spent the same sum on milk and took a less quantity. There was thus the heartbreaking reaction of diminished milk feeding of our own children. That has been more or less overcome by propaganda in these sections as to the necessity for milk for children. This has led to a larger consumption. I am informed that it is now again about normal and we wish to continue the insistence as to its superior value to all foods for the little ones.

Another reaction of the war has been the decrease in shipping space that temporarily can be allotted to exports of condensed milk while the transportation of the American Army is in progress. There has been some damming back of supplies and we have taken such measures as I believe will prevent any great damage.

I could review many other minor incidents of the dislocation of war in this industry but these will be sufficient to show that we are not in normal times. We are not yet through the war. It may extend for many years. I wish to warn you that unexpected and difficult and disturbing problems will arise not only so long as the war lasts, but probably for some time after. These dislocations will give rise to anxiety and criticism. All measures in their amelioration are a choice of evils. The tests of capacity in administration connected with this industry must however be: First, has our dairy herd been safeguarded by reasonable returns to the dairyman that he can serve his purpose of feeding our own people and the Allies? Second, have the Allies been fed? Third, have our own consumers received their products at as reasonable prices as the situation warrants? Our herd is intact to-day. The Allies have been fed. Reasonable returns are being received by the dairymen.

About the consumer, our authority extends to his protection from profiteering. I do not believe any branch of the industry wishes to profiteer upon this world necessity. We have instituted measures which I believe have the support of the vast majority of middlemen and directed to make profiteering and speculation in these foods by a minority impossible. Nor do I believe the dairyman has either right or wish to receive more than necessities from this situation.

You and I have gone over this Nation and selected our strongest, our best, those just on the threshold of life and hope, and we have said to them, "Go to France. Sacrifice your life that justice may be done in the world, that those of us who stay at home may be free men." Have you and I any right to say we failed to do our part because someone did not pay us a profit? You and I will do our duty as service, not for profit.

One difficulty to both our producers and consumers is that our marketing system in dairy products is inherently a wasteful and expensive system. Our consumers need relief from the present high price levels of milk. This relief may partly come through cheaper feeds but it appears to me must be to a larger degree in reduced cost of distribution. It is a matter of vital importance to the health of the children of our poor. The enormous duplication and waste in present chaotic distribution methods need no detailed description from me. They have been ventilated by a long train of private and public investigations and by the distributors themselves. The careful enquiries

and decisions of the various committees which we established to arbitrate prices as between producers, distributors and consumers, have set the charge for distribution at, I believe, just levels as between all three parties, so far as it can be done under the present system. Yet here is a commodity in which, in New York, from 40 to 60 per cent. of the price is absorbed in distribution. I can see but one remedy that will save the position between all these vital interests and that is, complete re-organization of distribution methods. These are matters for local initiative. I do not believe in Federal paternalism. The interest of the Federal Government in these matters must extend no farther than assistance to remedy of evils of National character through the incidence of a national war. The inspiration of such re-organization must come from the producer. It might be said that the consumer should be joined in this. He should be, but I am despairing of any consumers' organization getting results. The producer's whole interest is milk, while it is but one of many interests of the consumer.

That something can be done is evidenced by the work of Professor King and his associates at Philadelphia where the producer to-day receives about the same price as at New York yet the consumer secures his milk for from one to two cents per quart less.

The distribution of milk to our city population is just as vital as the distribution of water. To have ten independent water systems cumbering our streets would be no more chaotic than our present milk distribution.

In maintaining our dairy herds that they may be ready for any demand, you face one paramount difficulty—that of labor. More men will be drafted to war, more will be required to furnish them munitions. There is only one ultimate solution in this industry—the increased efforts of our men and the additional efforts of our women. Our women are ready and willing to stand with our men in this struggle.

Far beyond our domestic difficulties, however, is our world duty. Parallel with this enormous and continuing destruction in Europe we must build our food resources so as to stand ready for any demands upon us by our Allies. It is of no purpose to us to send millions of our best to France if we fail to maintain the strength of their men, women and children on our lines of communication. After the war the time will come when we will need to replenish their herds from our own cattle. This United States is the last reservoir of men, the last reservoir of ships, the last reservoir of munitions and the last reservoir of food upon which the Allied world must depend if Germany is to be defeated and if we are to be free men.

It therefore devolves upon us to maintain our present great potential strength in herds, for they cannot be re-established for many years if once lost. Not only must they be maintained as a guarantee to our Allies but they will be vital in the world's regeneration. The day may yet come when the child life of the world will be in your hands. I place this before you on the high plane of service to the world. It is the duty of the Government just so far as we are able to maintain economic equilibrium in the industry so that it can go on without hardship to those who engage in it, but should the impact of war so dislocate the industry as to cause temporary periods when loss faces you, it is the duty of every dairyman to stand by with that courage that comes from the knowledge that he is a part of the world's reserve army that may, at any moment, be called into battle for our existence and the existence of the next generation.

Herbert Hoover.

Justice For the Negro.

At this time when all true and loyal American citizens are anxious to do their bit for the cause of democracy, and to make the world a safe place to live, it is disheartening to read of the cruel lynchings of unfortunate negroes in the South.

The American people bitterly denounce the Germans for the cruel way they treat the Belgians, but our loud protestations of our stand for humanity and justice cannot be more than idle words so long as we allow the leaders of cruel mobs to go unpunished. The negro loves his country and respects his Government and the law. He cannot understand how it is that our Government has the power to conscript soldiers and send them to France, to take over the railroads, to say how much flour a man can buy, and to say when a man can work and when he must be idle, and still not have power to protect its citizens at home.

I have before me a personal letter from the White House in which the President in reply to a letter concerning the race riots at East St. Louis and Chester last summer expresses himself as very much distressed by the terrible things that have been happening. Many persons believe that a public statement from the President at this time would go a long way towards checking the growing mob spirit.

It is one of the marvels of history that the great lovers of democracy—those whose hearts bleed for Belgium and France—the great Christian ministers, the great American statesmen, like Wilson, Clark and Gerard, are silent on this question. Has Christianity failed in America? How can we ask a just God's assistance against the Germans while we allow the most pernicious practices to meet our silent approval so long as the victims have dark skins?

Already negroes are fighting in France, and they are glad to lay down their lives for their country. Let us hope that they are not dying in vain, and that this war will mark the end of tyranny, oppression, and autocracy, not only in Europe, but in America, and that the world shall be safe for the kind of democracy that gives every man a chance.

Benjamin Alvin Arnold.

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E. A. STOWE, Editor.

May 29, 1918

INVADING GROCERY FIELD.

Considerable trade interest has been aroused by the Southern Wholesale Grocers' Association's declaration of war against certain large packing houses which have shown a disposition to enter the field of distribution. The Association proposes to "meet this issue in every legal and proper manner, so that distribution by manufacturers and jobbers be maintained under our present fair and equitable laws of competition."

While there is no wasted love lying around, in trade circles or elsewhere, for the big packing houses, and many observers have long been watching with some apprehension the steady expansion of "trust" money into food lines, it is rather hard to imagine what the Southern association or anyone else can do about it so long as the concerns at issue keep within the law, as they appear to, and remain competitive, as they inevitably must, in the open field. Besides the manifest "menace" which the resolution mentions—showing "a determination to gradually and persistently enter the various lines of the wholesale grocery trade"—has a smack of something not wholly disinterested and altruistic on the jobber's part.

No one can blame the wholesaler for disliking the competition of a manufacturer, but mere dislike does not challenge the right of the manufacturer to sell his own products if he prefers to—to the retailer direct or to the consumer if he deems best. It is even doubtful if there is anything questionable under the anti-trust doctrine in it, for the manufacturing and distributive functions are in no wise competitive, and the merging of them would not be monopolistic, as might be the case if two distributors or two manufacturers pooled. In any event, the motive for an assault would come with much better grace from a source not savoring of the "gored ox."

The resolution refers to certain "special privileges" enjoyed by these big concerns, but it fails to specify them, other than the possession of large capital, which has been invested in varied lines of production. But no one has yet proved in the courts that it is a crime to have large capital or to use it in the legitimate expansion of a business. Therefore as an expression of protest the action is appealing, but as promising

any great sensational evolution it is very much wrapped up in mystery.

There is, however, an unquestioned prudential menace in the steady expansion of big packing interests into more varied lines of food manufacture—without any regard to what they may be doing to compete with the Southern wholesale grocers in distributing. Any concentration of a necessary public function—and food production is such a function—into few hands is menacing. It has long been felt that there are entirely too few concerns in charge of our meat supply, but so long as there is no proof of their concert in competitive matters, it has been difficult to interfere with their operations.

Now these same concerns are becoming increasingly important factors in the canning trades, the preserving trades, the cereal trades, the egg trade, the butter and dairy field, cold storage service, medical trades, chemical industries and even in backing some of the big chains of retail stores. They are expanding in all of these lines and absorbing, one after another, small companies and plants, and co-ordinating them into large units, much more closely controlled by a few heads than heretofore. It is the menace of concentration, from a public standpoint, that makes this serious; not merely because distributors and competitors do not like their commercial prowess.

In this connection—whether it is desirable to allow concentration as a public policy or not—there is much of importance in the recent decision in the United Shoe Machinery case, just settled by the United States Supreme Court and generally regarded as indicating a completely changed attitude of that tribunal toward big business.

The court has apparently aligned the controversial issues in a new way; efficiency and economy on one side and the undesirability of consolidation (as an abstract question) on the other. The majority of the court decides that "the idea is repellent that so complete an instrumentality should be dismantled and its concentration and efficiency lost." The court goes further and admits that "the company has magnitude," but condones the mere potential menace of size by finding that "it is at once the result and cause of efficiency" and therefore should not, as a matter of public policy, be dissolved into its former relatively inefficient parts.

Now this is an entirely new note in the court's opinion; a virtual setting up of efficiency and economy as the test of the virtue or viciousness of a "trust." And that comes pretty near touching the crux of the issue raised in the case of the "food trust." In other words, "good trusts" are desirable; "bad trusts" are not. And so far as the consuming public is concerned, that is probably about the way the public will look at it. The next step will probably be the setting of some kind of Federal policeman to watch the acts of the trusts to see that they behave.

In the minds of many, this decision will be regarded as settling the long missing link in the anti-trust doctrine. As heretofore expressed, the law was intended to compel competition, but when wise and efficiency competition brought an able rival into a dominating

position, he must be assailed as undesirable, by reason of his very success, and dissolved. Now the court seems to withdraw its throttle hold on ability, so long as the public economy and convenience are served. Surely the mercantile ideals of the Nation are evolving, irresistibly if slowly.

CANNED GOODS SITUATION.

If the ideas of growers are to prevail canned goods are not going to be cheap. It is rather difficult from reports received in the trade to determine whether growers are overwhelmed with the difficulties of securing labor or whether they have an exalted idea of the profits they are entitled to for engaging in the necessary occupation of producing food for mankind. Eastern men who have recently returned from the Pacific Coast declare that farmers need no coddling, but that, on the contrary, they are working to the limit of their capacity in an endeavor to produce as large crops as possible, evidently with the idea that this is their golden opportunity. It is said that the crop of California tomatoes will be the largest ever grown in the history of the State and that the only question will be the ability of farmers to secure enough labor to harvest the crop. Beans are likewise to be a large crop, but there is no disposition on the part of farmers to accept lower prices on that account. Growers of canning peaches are naming prices at least 50 per cent. higher than last year, and because of the prospect of a similar crop seem to feel that they will have no difficulty in obtaining the higher prices demanded. That they may overshoot the mark apparently has not occurred to them, for it is possible for such items as canned peaches, for instance, to be regarded as nonessentials by the public, at any rate if prices are to be placed upon an inflated basis.

NOT CONSISTENT.

A high official of the German government recently stated that Hearst and his chief editorial writer, Brisbane, "have been auxiliaries of valued influence to Germany, especially because of the editorials in the Hearst newspapers."

Every correspondent of the Hearst newspapers in the Allied countries in Europe has been expelled.

The Hearst newspapers were barred from cable service by the Allies, but were restored to these privileges at the urgent request of the administration at Washington.

Some things are being done in Washington which do not look consistent.

THE FARMER AND THE WAR.

That the farming sections are thoroughly awake to the war is seen in the Red Cross drive, results of which last week showed far greater liberality and much freer response in the agricultural sections than the one of last fall. Just as in the Liberty Loan campaign, it is evident that the farmer is getting in touch with the war spirit, and is meeting every succeeding call with increasing willingness. He is in the swing of world events.

Experience, the dear teacher, is not always beloved.

UNIONISM AND SOCIALISM.

To-day socialism looms before the people of this country as an actuality toward which we are rapidly being swept.

It is not book socialism that is ahead of us, the socialism that is dreamed of by blind altruists who take into account only the appealing needs of humanity and shut their eyes to humanity's ugly defects. That form of government never has and never will exist outside of books, lectures and parlor conversations. What we now face is practical socialism, the socialism of the street, the socialism that is being exhibited to us by the Bolsheviks of Russia.

The vital problem for us is, Are we going to allow the tide to carry us, or, are we going to stem the tide?

One of our gravest faults as a people is that of indifference toward matters which we do not believe are of immediate concern to us individually. We may be told of conditions which need to be remedied; we may even notice certain drifts in the body politic which we know to be dangerous—usurpation of power by small minorities, intrusion upon constitutional rights, a warping of our democratic form of Government. But we regard them with complaisance so long as we can say to ourselves that they will not affect us individually. And then we are surprised and alarmed when we find that a thing that we have ignored has developed into a Nation-wide menace.

A few years ago the head of the American Federation of Labor had violent clashes with the Socialists, asserting that there could be no relation between the labor unionist and the Socialist. But to-day a study of the situation indicates that the American Federation of Labor and its allied unions are not merely coquetting with socialism, but are in intimate friendship and relationship with it and are steadily working toward the accomplishment of many of its principles.

Further, the labor unions are supporting every movement looking toward socialistic Government control of industry, a control that has been made possible by the great world war. The Tradesman makes no complaint of any control which is honestly a necessity in our present crucial situation. We must win the war and everything else must be subordinated to that end. But let us see that the control is necessary, let us see that the control is not covertly designed so that it will overstay the necessities.

If we review our industrial history we will see that the labor unions have always attempted to associate themselves with the political party which will do the most for them. Every effort has been made to convince the present Administration of the goodwill of organized labor, the crafty and unscrupulous leaders of the union propaganda feeling that it can get more from the Government as at present constituted than it can from great open-shop industries. Therefore, labor urges that all industry pass into the control of the Govern-

ment, so that it may exercise through the Government a controlling force which will increase wages, decrease hours, and bring into effect all its self-centered demands.

The attitude of organized labor in this war has been curious. The leaders recognized early in the struggle the necessity of maintaining popular approval and they sought to influence public opinion by oratory and pronouncements. We have seen a well-designed propaganda cover organized labor with a mantle of patriotism, but this mantle has not served to veil strikes, agitation, slacking, and the kindred evils which make for lack of progress in the war.

It is not to be forgotten that last November, after the Nation had been at war for seven months and the urgent need of munitions and ships was well known, the American Federation of Labor at its annual convention in Buffalo reaffirmed its position against the prevention or interference with strikes by injunction proceedings, formally resolving that it "be held as usurpation and disregarded, let the consequences be what they may." Neither is it to be forgotten that through the months of National stress and strain that have since passed organized labor has consistently lived up to that official declaration of policy by opposing the open shop, defending union men who loaf on the job and defeating the administration in every effort it made to speed up war activities.

What difference does it make if a committee of labor leaders assemble at Washington and proclaim in trumpet voices their patriotic ardor, if thousands of men, whom they are supposed to direct—workers in the shipyards, in the foundries and factories—go out on strike, tie up shipping, stop production, and paralyze the Government in so far as they are able?

The Government has failed to recognize the necessity of a clear and definite policy toward union domination, thievery and thuggery. We have had a series of compromises in different parts of the country, after great strikes, as the temporary means of solving this problem. We have seen Governmental support of the unions manifested very strongly, and as a direct result we have seen little done to bring about continuous work in the shipyards and munitions plants. The power of the Government has not been exercised to prevent strikes for outrageous and uneconomic advances in pay, whereas the manufacturer who refused to turn out work for the Government without an increase in profit would probably find his factory commandeered.

This war will be won in the workshops of the United States. Yet during the first year of our participation in the war at least ten million working days were lost by strikes for higher wages, shorter hours, recognition of the union, sympathetic strikes. Besides this, other millions of working days have been lost through deliberate slacking, through union restrictions, and through that form of sabotage which makes it possible for the

workman with an alleged grievance to do four hours actual work in ten. What is the answer to the figures recently published, which show that a study of the work of certain union riveters in San Francisco revealed an average of fifty-one rivets a day, and the announcement from a Newark shipyard that the riveters then working under open shop conditions, drive an average of 1,300 rivets per day and hope in time to make the average 1,500.

Here is union propaganda in a nutshell:

Union man, 51 rivets daily.

Non-union man, 1,300 rivets daily.

How fast can we progress under such circumstances?

In the face of such sojering on the part of union men everywhere—sojering made obligatory by union officials everywhere and enforced by severe penalties, the Tradesman is unqualifiedly in favor of the conscription of union labor in this great crisis and driving union slackers and slovens to the utmost of their strength. It believes in conserving the strength and energy of employees, but it insists that a fair day's work for a fair day's pay is not only decent patriotism in time of war, but it is also the gospel of honesty in time of peace. Only one solution of the whole problem seemed to appeal to the Government, and that was in every case where there was a strike to increase wages and with a recurring strike to increase wages again. These local applications had the effect of stimulating trouble at other places and were prolific of serious delay all along the line.

The Nation is now building its hopes for industrial peace on the recently created National War Labor Board. Both industry and labor were represented in the War Labor Conference Board out of whose deliberations the National War Labor Board grew. In recommending the creation of the latter board, the Conference Board drew up an agreement which was signed by the representatives of industry and of organized labor. This agreement had one great precept—maximum production during the war. To this end it provides for a virtual truce between capital and labor for the period of the war. It provides for the maintenance of the open shop where it exists and of the closed shop where that exists, but primarily it provides that all disputes shall be referred to the National War Labor Board.

Since the declaration of this truce—for maximum production during the war—there have been many strikes. Thus far, only the power of public opinion has prevented them from spreading. But it was the political power of organized labor that recently caused the provision forbidding munitions strikes in wartime to be stricken from the Sabotage bill. There was nothing in this provision which could mean legal compulsion to work. Its enactment would only have meant that there would be no conspiracy not to work on Government work while the Nation was in this life-and-death struggle. It was also the political

power of organized labor that recently caused the enactment in the House of the Naval Appropriation bill with its anti-efficiency rider.

This anti-efficiency clause was forced into similar appropriation bills several years ago by organized labor, its purpose being to prevent the patriotic and expert worker from doing any more work or getting any greater pay, through premiums or bonuses, than the shiftless or mediocre worker. These provisions have been carried in the naval appropriation bills heretofore, but no one imagined that when we were actually at war organized labor would attempt to make the Government stultify itself by preaching production and practicing prohibition of efficiency. Organized labor in England has withdrawn, for the period of the war, its former objection to the bonus or open-shop methods of increasing production. But organized labor in the United States refuses a like measure of patriotism.

Believe that the creation of the National War Labor Board will prove useless, utterly futile, unless the Government is prepared to stand back of it in the enforcement of its decisions. Believe that the Government ought to take the further position that strikes which are called without referring the matter in dispute to the National War Labor Board are to be suppressed ruthlessly. We cannot preach maximum production and practice the sabotage of strikes. We cannot set up a tribunal to adjust grievances and render judgment between labor and industry, and have the parties who should come before it make their own decisions in their own way. The Government will make its greatest and gravest mistake unless it makes authoritative the decisions of the National War Labor Board and from this time henceforth summarily eliminates strikes.

Such a course of action will result only if an awakened public opinion expresses itself in unmistakable terms. The present Administration has adopted no constructive labor programme. Its policy has been firm, drastic and uncompromising in so far as capital is concerned. But when it comes to labor its constant policy has been one of conciliation and coddling.

The opportunity for stabilizing labor for the period of the war was lost when the Administration humiliatingly surrendered to the extraordinary demands that were made by the railroad employees, although those demands were even then before the United States Supreme Court for adjustment. The same policy of surrender has been followed since. The ever-widening scope of Government control has invariably meant conciliation and increased pay.

We must not forget that it has been recently pointed out on the floor of the United States Senate that certain members of the President's Cabinet have evinced curious socialistic tendencies. Creel, the man chosen to head the Bureau of Public Information, has more than socialistic tendencies, and so also have certain members of the Wage Adjustment and similar

boards. Nor must we forget that the committee appointed to investigate the labor disturbances in the Southwest censured the authorities for their forcible expulsion of the I. W. W. agitators, nor that an appeal was made by the Administration for Mooney, the convicted San Francisco dynamiter, even though his case was still under consideration by the highest court in the sovereign State of California.

Our danger in the United States is not that of the soapbox orator or of the violent propagandist. It is rather in the theorists of education and culture, in the men who, having accumulated a fortune, find recreation in promoting socialism. There is also the public man who, misreading the public mind, conjures up a vision of radicalism and seeks popularity in the espousing of socialistic principles.

The real crisis will come when the war is over. We shall then have to meet the competition of the trade-hungry manufacturers of Germany and Austria-Hungary, as well as that of a mightily revitalized England. We have little definite information as to what commercial and industrial preparations the enemy countries are making; but we do know that Great Britain has nearly one hundred commissions studying every phase of the problems which will be presented after the war. We have not a single commission, and only sporadic attempts to discuss the situation academically.

When the war is over we shall have to fight the world not only for the markets which have been secured by our foreign trade, but also for our home market. In that day of commercial stress there will be a forced reaction from the high wages and low efficiency which now exists in the United States. Union labor recognizes no economic law, just as it defies every other law, human or divine. Won't it then urge the policy of Government control which has meant high wages, coddling and humiliating surrender and turn still more blindly to those political leaders who have been responsible for the establishment and maintenance of those artificial standards?

In a patriotic rally in San Francisco recently a mixed audience was in attendance, when one of the speakers, pausing for a moment to let the effect of his words sink in, lowered his tone and asked impressively but quietly: "What can be more sad than a man without a country?" "A country without a man," replied a hard-featured, unmarried lady in the audience.

They had been spooning a bit, and when she raised her face from his shoulder and they both observed the white streak on his coat he patted her affectionately, and said: "Never mind, dearie, it will all brush off." At this the young thing began to sob. "Oh, Harry," she exclaimed, hiding her head again on his shoulder, "how do you know?"

A woman should not propose until she has tried everything else.



Getting First Interest.

"I'll just be a minute, Gladys," remarked one young woman customer to another in a dry goods store. "I want to look at some ribbons."

"I'll wait for you, then," Gladys settled herself upon the nearest stool, while her friend sampled the goods at the next counter.

A few moments later the proprietor of the store happened that way. He greeted the woman pleasantly. "Quite a handsome piece of goods, don't you think?" he added with a smile, calling her attention to some dress goods displayed on the counter near by. He knew that she had not come to purchase. Nevertheless, he proceeded to point out distinctive features in the goods, at the same time asking her opinion of them.

"These goods are very nice," she answered. "But, you know, I am not buying anything to-day. I'm just waiting for Mrs. Smith."

"So I notice," returned the merchant. "I know you don't want to buy, and I'm not trying to sell, but, as you were sitting here, I thought maybe you'd like to see the goods."

He went on to discuss the fashionable colors, referring incidentally to some new distinctive shades that had just come in. The woman's curiosity was aroused. The merchant showed her several of the newest lines.

"I do believe I'll take some of this," she remarked, indicating an attractive shade.

The result of the merchant's tactful interest was that, by the time her friend had finished selecting about 20 cents' worth of ribbon, the woman who was not originally a customer had spent several dollars for dress goods.

"I guess that man hypnotized me," she remarked, in the midst of an enthusiastic description of the purchase she had just made. "When I went in, I hadn't the remotest notion of buying."

"If I never sold anything except what customers asked for," the merchant said when the incident was mentioned, "I should not have been able to stay in business a year."

W. E. Park.

Prices the Great Stumbling Block.

The question of fall garment prices is proving a stumbling block this year, both for buyers and sellers, according to the bulletin of the National Garment Retailers' Association, which says:

"The prevailing uncertain condition existing in the garment field seems to forecast a season unusual in many ways. Much more skill is required in designing garments whose prime essential is

a combination that comprises smartness of style with conservation of fabric.

"The hampering rein to-day that interferes with progress in the garment field is price. More than ever before is this factor keenly discussed between buyer and salesman, in the show-room, or on the road. In previous seasons the early road trip would include everything that has been produced in the sample rooms, regardless of price, but with consideration only for excellence of style and superiority of design. To-day the salesmen are finding that the one cardinal error is the taking of new fall numbers that are high in price, even though made of excellent fabrics and lined with silks of superior grade.

"The attitude of the salesmen is that it is really useless to take these garments along with them, and they have actually discarded several models that were considered good style by the manufacturer, although they seemed to figure too high when the selling prices were decided on.

"The extravagant silk braiding so extensively used during the last fall season is conspicuously absent in the models on view at the various showrooms. Fur trimming is not used so much as a decoration as for warmth, and plush, Astrakhan cloth, and duvetyne are used as fur substitutes. These will be greatly augmented by the introduction of Angora cloth.

"Small velour checks are used for suits in the more subdued colors, whereas quite large checks and Scottish plaids are shown in coats, with Stuart plaids predominating. Suit jackets are rather longer, following the prediction from Paris that suits will be longer this fall. The most stylish stouts shown have the knee-length lines, for their popularity is perpetual."

Where a Small Size Is Better.

An Eastern concern which makes many collections for accounts of \$1 obtains prompt remittances, it finds, by the use of an envelop one inch by two inches in size, tipped with glue to the bill. On it is printed: "We have made it easy for you to remit. Just enclose \$1 in this envelop."

The small size of the envelop seems to get more attention than the usual letter size, in spite of the fact that it cannot be mailed without a larger wrapping. H. M. Johnson.

Economy in the Long Run.

"Although we lose a little in postage by returning to enquiries their unused stamped, self-addressed envelops," says a correspondent, "we more than make it up by giving them the idea that our company is too big and substantial to use other people's postage." Hinton Gilmore.

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CITIZENS TELEPHONE COMPANY

Hilarious Doings at Muskegon Heights.

Muskegon Heights, May 28—O. L. Jackson & Son, Herschel, of the Heights, after feeding 1800 people at the noon-day hour last Saturday, motored to Spring Lake at the upper end, and each fished out their allotted number of calico bass, perch, blue gills and pickerel. Jack says there's nothing to it but real genuine American-Indian sport and being a real live Indiana Hoosier of the blueblood variety, he certainly ought to be able to speak by the card.

Al Gerst, the popular and well known tontorial artist of the Heights, says his days are numbered, ere he leaves his barber chair and meanders on to Camp Custer, for he expects to join Joe Friday and other Heights boys in the battle of Battle Creek. Al is made up of the right pep and will give a good accounting of himself in his country's cause.

Cigarettes for Joe Friday and his Armenian companions may be forwarded to him at Camp Custer, Battle Creek, No. 337 Supply Mess.

Dr. and Mrs. Arthur Kruse, Dr. and Mrs. George Hartman, Dr. and Mrs. Paul Quick, Dr. and Mrs. George Hood and Dr. and Mrs. Clyde Cunningham motored last Saturday to Triple Lake, where a large new country club will soon be opened for Muskegon people. All pronounced this lake to be one of the real pretty scenic spots of Central Michigan with its numerous springs, many of medicinal value. Triple Lake is the lower and larger of a chain of three lakes and is the feeder of Cedar Creek which empties into the South Pere Marquette River.

Word was received in Muskegon that the Blooming Valley Suburban Settlement of Shelby will do away with their house telephones and give the money to the Red Cross, and Prof. Hutchins, of Muskegon, commonly known as Doc Hutchins, says

that patriotism of this high order is very rare indeed. Now the question is, to whom will the women folks of Blooming Valley whisper or talk to?

Col. Theodore Roosevelt Verbeck, of Pentwater, owner of the old Indian wigwam camping site of old Chief Pentatoola and his beautiful daughter, the Princess Pentec, from whom the town derives its name, was a recent visitor to Muskegon and a banquet was tendered in his honor by Lieut. Irving Steindler and friends. Refreshments were served by Brebner, after which the Colonel addressed his audience on the subject of Rider Haggard's inspiration in writing his book "She." The Colonel also discoursed on ghosts, shadows, and one's ego, popular topics of the Ella Wilcox themes. The very pleasant evening was finished with progressive rum. The event will long be remembered by the guests of the evening.

Blanchard Funnell and George Haverkate have taken a house at Lakeside, where George's new position with Linderman will allow him to be at home some. Whitehall loses two sturdy citizens in their coming to Muskegon and both will make good, as their friends well know.

Charles Oviatt.

Boomlets From Bay City.

Bay City, May 28—The MacKinnon Boiler & Machine Co., established in 1867 by John D. MacKinnon, has sold its factory site to the Industrial Works and will discontinue business about July 1.

John F. Eddy and E. D. Skinner, of Seattle, Wash., former residents of Bay City, have recently become famous through their energies in breaking the world's record in the building of ships for the United States Government.

Frank Boston, this city, is selling mill supplies in Michigan territory, succeeding Al. Boston, his brother,

who is covering Ohio territory with the same line.

T. E. Holmes, Mt. Morris, has sold a half interest in his grocery stock to F. J. Lindsay. The business will be conducted under the firm name of F. J. Lindsay & Co.

M. E. Mullins, who has been engaged in the cigar and confectionery business at 302 Columbus avenue for several years, has sold his stock to Klanett Keiker, who will continue the business at the same location.

The party given by Bay Council last Saturday was well attended and the saxophone orchestra was thoroughly enjoyed. The party was held at the Fellowship club rooms.

J. W. Dunn, Alger, has sold his 700 acre farm to parties who will specialize in raising cattle.

The traveling salesmen covering D. & M. territory will regret to learn that Mrs. Armstrong, of Hotel Armstrong, Emery Junction, is seriously ill. She has been a true friend to the boys on the road for many years.

The merchants of Millersburg are well pleased because the Detroit & Mackinaw Railway Co. has erected a large station there. It is one of the finest on the line, excepting the Alpena station.

The powers that be, have decided that one railway station is sufficient to supply the needs of the business men of Cheboygan, therefore the D. & M. Co. will transact its business at the Michigan Central Railway station.

The Brewster-Loud Co., lumber, has erected a saw and planing mill at West Branch.

One of the busiest men in Michigan is J. T. Alt, clothing and shoes, West Branch, who, in addition to his multitudinous duties as Mayor of the city, is actively engaged in the Ogemaw county Red Cross drive.

R. S. Richards is still at Mercy Hospital, but is improving rapidly.

J. H. Belknap.

Propose to Contest Claims of Iowa Shysters.

Milford, May 28—We read with a great deal of interest your article, in the Tradesman regarding the Brenard Manufacturing Co., of Iowa City.

Unfortunately, we were one of three merchants in this county caught by this clever rascal, P. D. Farrell, who won our confidence through the reputation of his brothers, one of whom happens to be one of our most respected customers.

We signed up for a campaign with the Brenard Manufacturing Co. last December and were very enthusiastic until the company's solicitor came into the field. Unfortunately for this concern, the solicitor had more self respect than was necessary to conduct their programme. She laid open the whole plot, exposing their questionable methods and then severed her connection with the house. Realizing then how we had been trapped, we offered to return all the paraphernalia and pay a reasonable sum for the trouble they had been put to on our behalf. The Brenard Co. were not conciliatory, however, stating that the notes had passed out of their hands in the regular course of business and were held by an "innocent third party." We have received threatening letters from their attorney, but up to date have paid nothing.

We are in communication with other merchants in the State who are in a similar position and we believe by proper co-operation we can expose this company in such a light that further efforts on their part in this State will be fruitless.

We wish to thank you for the information you have given us through the Tradesman. Whitney Bros.

When a dog howls at the moon all night it's a sign of an insomnia epidemic.

SERVICE

QUALITY

Wash Goods Season Is Here

The warm weather of the past week has started them moving rapidly.

Are You Prepared For This Business?

We are. Our stocks are in good condition. Prices are reasonable and our lines are mostly staple goods that will show a profit for you.

See our salesman's samples or come into the house. It will pay you well to come in.

Mosquito Netting Season

is here also. Don't be out of these goods, when your trade want them. Our stock is complete.

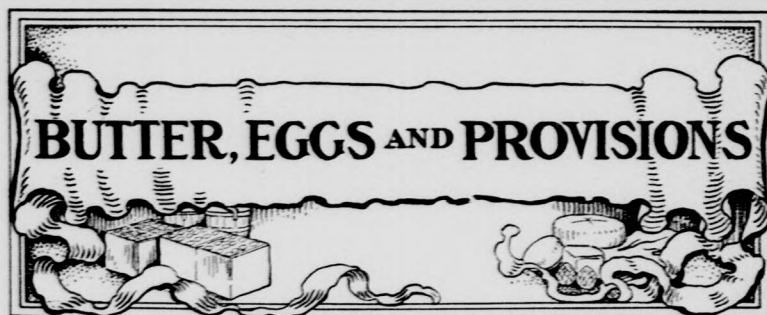
Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

QUALITY

SERVICE



Poultry Converts Waste into Food.

The central thought to be borne in mind in considering the growing of more poultry as a war necessity is the fact that the keeping of poultry is a means of converting into good food materials that can not be utilized by man, that can not be eaten by any other kinds of stock, and that, without the poultry, would be absolute waste. Very clearly, it becomes a National as well as an individual duty to keep enough poultry to take up all such waste materials. As long as fowls take the bulk of their feed from such sources and require to be fed on grain or other garnered feeds only as a finishing process, additional food is being created.

Careful planning must be done, of course, to ensure the utilization of as many kinds of waste materials as possible and to avoid overstocking with any one kind of poultry that would not be fully fed from the particular kinds of waste which it eats and would, therefore, require to be largely fed from garnered materials.

Chickens, in any general scheme of poultry production, of course, must take first place. They are best adapted to general conditions, take a wider range of feeds and convert them, perhaps, with the greatest margin of profit. Chickens, better than any other class of poultry, utilize table scraps and the general run of waste from the kitchen door, all the way from apple and potato parings to sour milk. Chickens far surpass all other kinds of poultry in salvaging waste grain from the stables, from the shed or lot where the cattle are fed, and from hog pens. During the winter months, on farms where any considerable number of live stock are kept, the 100 hens suggested would take their living from these sources with only slight additional feeding from time to time. Chickens are great destroyers of insects, including many injurious forms, in yard, pasture, and orchard. They utilize, also, many grasses and weeds, and seeds from the same, that would otherwise be of no use. Except in isolated instances, the part of wisdom would be, undoubtedly, to keep more chickens than all other kinds of poultry combined, but there should be, in a majority of cases, some of all the other common kinds of poultry.—From Circular 107, U. S. Department of Agriculture.

National Need For More Poultry.

Meat can be produced from poultry more quickly than from any other source. One of the necessities imposed upon the United States by its entrance into the world war is to produce more meat than it has ever pro-

duced before. This is essential not only to meet its own greater needs because of being on a war basis, but also to save the countries with which it co-operates in the war from defeat through lack of food.

Meat is one of the most essential of food products. Of such meats as can be cured and kept in compact form, larger quantities than ever before must be sent to the armies overseas, and the proportion of these exports to the total production in the United States is likely to increase steadily and even rapidly, as larger armed forces from this country are sent to the fighting front in Europe.

In order to leave available for the forces overseas as large a proportion as possible of the output of cured and compact meats, it is desirable that there be a decided increase in both the home production and the home consumption of white meats such as poultry. To that end it is imperative that the productive stock on general farms and in the back yards of the Nation be rather largely increased during the current year. It has always been and will always be true that the great bulk of this country's poultry is produced not on specialized poultry farms but in the dooryards and farm lots of the diversified farms. Establishments devoting their attention exclusively to the production of poultry have been and will continue to be of rather large importance, but they can hardly be looked to for any very great part of an emergency increase in production sufficient to constitute a noticeable factor in feeding the world at war. That demand upon the Nation's potential production capacity can be met, however, by the farmers and home makers of the country without any sort of strain and with compensation in poultry profits more than commensurate with the outlay of money and effort.—From Circular No. 107, U. S. Dept. of Agriculture.

Change in Methods of Handling Meat.

Officers of the Omaha Retail Grocers' Association assert, says the Bureau of Markets, that many grocery stores in the city which have maintained retail meat departments in the past have been handling meats at a loss. This and the recent sharp advance in wholesale prices of meats, it is said, is causing the development of much sentiment among members of the association in favor of abandoning the meat departments of such stores, at least during the war, and turning the business over to exclusive meat dealers. The latter, who generally cut their own meats and

carry a larger stock than is possible for the average neighborhood grocery dealer, are regarded as being in a better position to cope with wartime conditions by curtailing operating expenses.

Hens Should Not Be Hurried to Market.

"A rush of too many fowls to market as soon as the restriction against selling laying hens is removed, may result in fowl losses," says the United States Department of Agriculture. "Think twice before selling a hen that is still laying. Green food is becoming more plentiful and the demand for eggs continues. Universal marketing of fowls may react on prices as well as cause spoilage of dressed poultry."

Knox Sparkling Gelatine

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

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, 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.

Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters

Correspondence Solicited



Vinkemulder Company

GRAND RAPIDS

:-:

MICHIGAN

Send us your orders

ALL KINDS FIELD SEEDS

will have quick attention.

Both Telephones 1217

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

E. P. MILLER, President

F. H. HALLOCK, Vice Pres.

FRANK T. MILLER, Sec. and Treas.

Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

SERVICE PIOWATY QUALITY

Largest Produce and Fruit Dealers in Michigan

Wholesale Distributors for

Loganberry Beverage and Phez—The Concentrated Juices

Booklets for making drinks, flavoring purposes, pastries, ices, salads, jellies, etc., furnished free.

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.

Garbage Conservation Through Poultry Feeding.

Successful results announced by the U. S. Food Administration following the feeding of city garbage to hogs, have stimulated interest in the use of garbage along other lines. An interesting contribution to the pool of experience, is a letter from a Massachusetts poultryman who outlines his results from feeding garbage to poultry on a large scale. Two kinds are fed—"house" garbage and "hotel" garbage. The latter is secured from hotels, restaurants and clubs, and contains a greater proportion of edible food than the "house" garbage which is obtained from private homes.

"I feed a flock of 1,500 free-range pullets," this poultryman writes, "for four months (July, August, September and October) each year on house garbage, and in November they go into the laying house in excellent condition. I do not feed garbage to chicks until they are strong and well feathered. Furthermore, it can be fed successfully to young stock only during the warm months. Eating wet garbage chills small chicks in the cold spring or fall months.

"We have two movable platforms on our range in which the garbage is fed. A two-horse team drives up and deposits the loads in barrels on each platform. We then spread the garbage out on the platforms two or three times a day, and let the chickens pick it over thoroughly each time. At the end of the day we scrape the platforms clean. So thoroughly is the garbage picked over, that there remains scarcely a bushel from an entire load.

"The other grade of garbage—hotel garbage—is fed young stock in V-shaped troughs. When feeding hotel garbage which has much water in it, I stir in twelve quarts of bran to about sixty quarts of garbage and mix well before feeding.

"We have our layers in free-range flocks, 1,000 in a flock. Their feed consists for each flock of seventy-two quarts (six pails) of hotel garbage in the morning. At noon they are fed the same and at night about thirty-six quarts of grain. Dry mash is kept before them at all times. Flocks fed this way have laid better for me than those fed entirely on a grain ration."

The chief precautions to be considered in feeding garbage to poultry are these:

It is not a suitable feed for chicks less than ten weeks old, nor for breeding stock.

Platforms or troughs used for garbage feeding should be moved frequently, and the ground worked to prevent souring of the soil as well as more thoroughly to distribute the added fertility.

There must be sufficient land for keeping garbage-fed stock separate from breeders and baby chicks.

When more than one grade of garbage can be secured, give the better grade to the laying hens.

The Food Administration believes this subject of sufficient importance to merit the consideration of poultry-

men, and will receive with interest, any additional experience in this branch of garbage utilization. Details of methods and results are especially desired.

Facts About Requisitioning Wheat.

To secure a better understanding among farmers of its purpose and authority for requisitioning wheat, the Food Administration outlines the circumstances under which such action has been taken.

By section 10 of the Food Control Act, the President is authorized "to requisition foods, feeds, fuels and other supplies necessary to the support of the Army or the maintenance of the Navy or any other public use connected with the common defense." A just compensation for such supplies is provided for.

With respect to foods and feeds, the President has delegated his powers to the Food Administrator, who in turn has authorized the Federal Food Administrators of the various states to act in his behalf. Thus far the voluntary marketing of wheat by patriotic farmers has made any order for general requisitioning unnecessary. The pressing need of the Allies for this important cereal has received Nation-wide recognition and farmers have responded loyally. They have not only placed most of their wheat on the market within the time specified—May 1 in the Southern states and May 15 in the Northern states—but they have brought in surplus flour for redistribution and in many cases purchased substitute cereals in its place.

In the relatively few instances where wheat has been requisitioned, the amounts withheld were considerable and there was evidence of disloyalty, ranging from indifference to open defiance. In one case the owner of the wheat challenged the Food Administrator of his state to "come and get it"—which the Food Administrator did the next day.

Although the power to requisition wheat is sweeping in its scope, the Food Administration has preferred to rely on the loyalty and humanity of American wheat growers rather than to use force. That confidence in these elements of democracy has not been misplaced is apparent from the gradual movement of wheat from farm to market.

In some localities where liberal stocks of wheat were believed to be still held, inventories have been taken and the majority of owners, to whom the great necessity of the Allies was explained, promptly responded by marketing their wheat. The problem is somewhat different in each state and methods of procedure are consequently varied.

In outlining these facts the Food Administration also expresses its desire that farmers who still have wheat on hand, including seed for the next crop, place it on the market at once. Never before has there been such urgent need for wheat and with every indication of a good harvest, scarcity of seed for the succeeding crop is a remote contingency.

What Cheese Brought in 1845.

Three-quarters of a century ago cheese in Lewis County, N. Y., was manufactured on the farm, and it is rather interesting to know how much farmers received for their labor and milk in those days. Herman N. Shumway, of Lowville, N. Y., has in his possession a bill of sale for a shipment of cheese made by his father, the late Chester Shumway, of West Martinsburg, to John Boyce, of New York, on August 23, 1845. The bill covers a shipment of fifty-four boxes of cheese, 2,222½ pounds; tare, 314 pounds, leaving 1,908½ pounds of cheese, which at 6½ cents per pound figured \$124.05, and for damaged cheese \$7.95, making a total of \$132 for the lot, against which was a freight charge of \$5.38; cartage, 63 cents; storage, and labor, \$2.25; commission, 2½ per cent., \$3.33; total, \$11.53; net for fifty-four boxes, \$120.42. Are farmers any better off or happier in these days than they were in 1845?

Carrots Used As Substitute For Eggs

In these days of high prices, anything that can be used as a substitute, and give good results at the same time, will be a welcome addition in helping to keep down the high cost of living. Boiled carrots, when properly treated, form an excellent substitute for eggs in puddings, etc. Boil the carrots until they are tender and nearly ready to fall apart; drain carefully, and mash and press through a coarse cloth or strainer. The pulp is then introduced among the other ingredients of the pudding and the eggs totally omitted. Puddings made in this manner are lighter than where eggs are used, and are more palatable. The carrots also impart a fine yellow color to the pudding so that

nobody can tell whether eggs were used or not.

Artificial Meat in Germany.

German newspapers are full of advertisements of synthetic substitutes for articles that have become rare, says a British daily.

A recent addition to the list is an artificial meat, to which the name of milfix has been given. It is sold in tins, each of which costs 84 cents. Milfix is advertised as the best possible substitute for fresh meat.

Sea Ballad.

A quick little, slick little
Shot well sent
From a U. S. gun by a
U. S. gent;
A bubble of oil,
A swirl of sea—
Regards to "Bill" of
Germany.

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



Store and Window Awnings

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

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

G. B. READER

Jobber of

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

1052 N. Ottawa Ave.

Grand Rapids, Michigan

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

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

Kent Storage Company,

Grand Rapids, Michigan

Perkins Perfect Salted Peanuts

are sold to those who demand high grade goods.

Order from your jobber today.

Perkins Brothers, Inc.

Bay City, Michigan



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.

Hints in Regard to Hardware Trade in June.

Written for the Tradesman.

It is always good policy to push seasonable goods at the very commencement of the season. This applies to "hot weather" lines which may be regarded as fairly in season at the present time.

Especially under existing conditions, it is desirable to secure a quick turnover wherever possible. The time has gone by when it was desirable to purchase in large quantities with a prospect of carrying things over from year to year. Goods nowadays tie up more capital than they used to; and the shrewd hardware dealer aims to keep his capital constantly at work, and to turn over his investment as frequently as possible.

To this end, it is exceedingly desirable to put a lot of punch into selling methods in so far as they concern seasonable goods. Push them hard. Display them at every opportunity, in the windows, and inside the store. Use aggressive selling methods all along the line. Encourage the salespeople to call the attention of individual customers to these seasonable lines.

And do it now. Don't wait until the season is half over to make your big drive. Start a little ahead of time, if possible. By so doing, you will get a lead-pipe cinch on the trade while your less far-sighted competitor is just drifting along, waiting for the seasonable business to come to him.

In the course of the coming month, there are many articles that should be in demand. Refrigerators, ice cream freezers, lawn seats, garden hose, lawn mowers, hammocks, and the like, are all seasonable.

But to sell these things, under existing conditions, may require more effort than it required a few years ago. To get results, you must utilize every agency at your disposal—circular and newspaper advertising, window and interior display, personal suggestion. All these help to get customers interested, and to urge them along until they are in the buying mood.

Try, in displaying these seasonable lines, to make your window arrangement just a little more attractive and appealing than you made the last one. You remember what you put on last year. Isn't there some little item

that can be added which will enhance the appeal of your display?

Thus, a hardware dealer who was accustomed to just arrange the seasonable lines in the window, last year put a little extra effort into his display. He carpeted the window with sod. Out of a granite-ware dish with sand and shells he contrived a little pool in the center. Around this he arranged seats and tables. A lawn mower with a grass catcher half full of recently cut grass was another item in the display. Then there was an ice-cream freezer, and an imitation dish of ice cream—this chap used plaster of paris, I think. There was a lot of summer suggestion in that display, yet it did not take such a terrible lot of work to put together. As I recollect, that display was talked about, and attracted more attention, in that hardware dealer's little town, than anything in months.

These little realistic touches that go far to attract attention. A new effect like this stops the passer-by, in spite of himself. He looks, grasps the suggestion, and then gets an eye on the goods displayed. Whether he buys or not, whether he goes in or not, depends, of course, on his individual requirements at the moment. But any man needing an ice cream freezer, or a lawn seat, or a mower, would be started on a fair way to purchasing at that particular store just through seeing that display.

Remember, always, that while novelty is splendid to attract attention, the display must relate to the goods you have to sell. Just to illustrate the point. If I put a miniature chicken run with a dozen new hatched chicks in my window, a lot of people will stop, and take a look. But that doesn't sell goods; it merely attracts attention. But when I add to my chicken run and chicks a display of baby chick feed, poultry panacea, oyster shell, grit, and the like, with price cards and some particulars as to what they are and what they're for, then my chicks are attracting attention to some practical purpose.

So, when you devise novel effects, be sure to link them up with the goods you're selling, in a clear, convincing, logical way.

The gift trade is of course an important item in June business. By this time the average hardware dealer should be making his first display of presents for the June bride. The call of the hour is for practical gifts; and here is where the hardware dealer has the advantage over most competitors. He handles gift lines without which no home is complete.

They run all the gamut from a kitchen range to an egg beater.

Drive home this fact in your June gift advertising—that your stock includes the widest range of gift goods. And see that your salespeople familiarize themselves with the lines suitable for gift purposes, so that they can readily make suggestions to the intending purchaser.

Sporting goods windows should be

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.

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.



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 & SEHLER CO.
 GRAND RAPIDS, MICHIGAN

HARNESS OUR OWN MAKE

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

SHERWOOD HALL CO., LTD.
 Ionia Ave. and Louis St. Grand Rapids, Michigan

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.

Foster, Stevens & Co.

Wholesale Hardware

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

SEASONABLE GOODS

We make a special effort to be able to fill orders complete on all seasonable goods, so do not hesitate to send us your mail orders or telephone us for any article in this line that you will require for prompt shipment.

We bring to your attention the items to which we are referring: Lawn Mowers, Steel Goods, Shovels, Lawn Hose, Window Screens, Door Screens.

In all items in connection with the above that are seasonable we have a complete stock and orders will be shipped the same day they are received.

Michigan Hardware Company
 Exclusively Wholesale Grand Rapids, Michigan

continued through the month. Boating, canoeing, tennis, croquet will be in full swing; the summer exodus will have commenced; and there will still be some call for baseball and other accessories. Fishing tackle is always in demand; and in these times the piscatorial art has new devotees who are interested in the practical food value of the catch. Then camping out and picnic parties should be catered to. There are, indeed, a host of lines to choose from in making your June displays.

Incidentally, when the weather gets good and warm, don't let things go. There is an irresistible tendency to do so; and it is fatal to good business. Keep yourself and your salespeople right up to the mark.

This doesn't mean that you should refuse to indulge yourself in a summer holiday. Every merchant needs a holiday—not for the rest from actual work, so much as for the change from the everyday grind. Give yourself—and incidentally your salespeople—the regular holiday; and, in return, keep or try to keep your everyday work up to the standard which represents your very best. The money you make will do a lot of good in Liberty Bonds. Victor Lauriston.

Merchants Working in Harmony With the Government.

The Government demands are increasing in all divisions of the trade. The Red Cross is giving notice of more goods that will be needed when present contracts expire. During the day notices were received calling for the June production of 30-inch 2.85 and 3-yard drills, 36-inch 3-yard sheetings and heavier, 40-inch sheetings of proportional weights, 37-inch 2.35 yard drills and heavier drills, not already allocated for the Government, the intimation being that urgent orders for immediate Government shipment will be forthcoming.

Wherever notice comes in that knitters or cutters working on Government business are short of raw materials in the form of yarns or fabrics, no time is lost in getting in touch with the goods nearest to those mills, and immediate steps are taken to see that production is not stopped. Civilian business is being set aside without question whether goods wanted are found at a mill, a finishing works or en route. The Government work is functioning better every week, but all the while it is restricting the activities of normal civilian business. Jobbers and retailers who make complaints of delays in delivery are now being told in numbers of instances to make their appeals to Washington, as goods have long since gone beyond the control of mills and selling agents, if they are at all adaptable to Government purposes.

Many merchants are finding it easier to co-operate with the various committees assisting the Government than it is to try to attempt to go on doing business in a normal way.

The numberless changes that are taking place in sales notes in cotton goods markets are bringing confusion to brokers and others. It is now suggested that the best thing to do

in the present situation is to simplify the brokers' sales notes, leaving out all clauses in reference to war contingencies, freight, etc., and give the buyer and seller a memorandum that a transaction has taken place, giving quantity, price, delivery, etc., and have printed on the same note that it is a memorandum or binder, stating that the official contract will be issued by the mill direct to the buyer for his signature. This is called something similar to the issuance of binders by insurance brokers, the actual policy or contract being consummated between the company and the insured.

Cotton goods manufacturers in different centers, commission houses and selling agents are all issuing different forms of sales notes to meet their own conditions, and it is contended that brokers should merely issue notes that will in effect express their service as real brokers, and at the same time bind the sale pending the final acceptance of the form of contract sought by the seller.

It is still more difficult to find goods than customers for them. Several mills decline to consider business until popular drives and revenue tax payments are out of the way, and until it becomes clearer what form Government control is going to take in all fields. The recent draft requirement providing for the care of "loafers" or nonessential workers, has served to unsettle many men in dry goods lines, as it is patent that a great deal of unessential work is being done in war time in dry goods manufacturing and selling lines.

Some forces have been at work persistently to deflect men in dry goods from war time activities. Merchants are beginning to recognize it more keenly and some of them are searching out the sources of some of the propaganda designed to maintain non-essential production in the face of the growing call for assistance to the Government. The positive action that is quietly being taken to lessen the need for price fixing is bringing to the attention of the trade more and more the need for working to prevent useless production when Government calls for merchandise are so far reaching. Second hand and speculative trading is more difficult and traders who have run loose upon the civilian mercantile world are being circumscribed in their activities.

Raw silk is more unsettled, further declines being noted in Yokohama and in this market. The recent reports of March foreign trade show in figures that trade currents are changing a great deal, both imports and exports being lessened materially.

Tit For Tat.

A man left his umbrella in the stand in a hotel with a card bearing the following inscription attached to it: "This umbrella belongs to a man who can deal a blow of two hundred and fifty pounds. Will return in ten minutes."

On returning for his property he found in its place a card inscribed: "This card was left here by a man who can run one mile in four minutes. I shall not be back."

Signs of the Times Are Electric Signs

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

THE POWER CO.

Bell M 797

Citizens 4261

TAKING INVENTORY

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

Sand Lime Brick

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

Brick is Everlasting

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

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.

Attention Merchants!

Insure with the Grand Rapids Merchants Mutual Fire Insurance Co.

We will insure you at 25% less than Stock Company rates.

No membership fee charged.

We give you 30 days to pay your premium and do not discriminate.

We are organized to insure Buildings, Stocks, etc., anywhere in the State of Michigan.

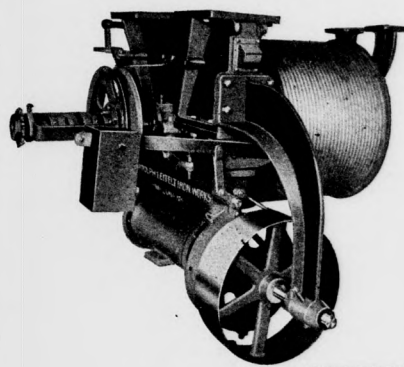
Since our organization we have saved our members Thousands of Dollars, and can do, proportionally, the same for you.

Home Office, Grand Rapids

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

237-239 Pearl St. (near the bridge) 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

TANGLEFOOT

The Non-Poisonous Fly Destroyer

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

GRAND RAPIDS SAFE CO.

Agent for the Celebrated YORK MANGANESE BANK SAFE

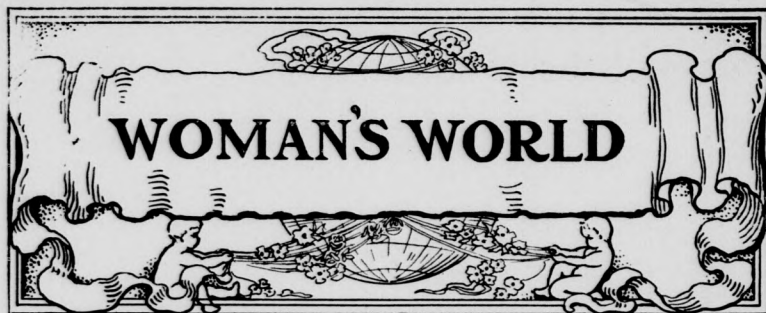
Taking an insurance rate of 50c per \$1,000 per year. What is your rate?

Particulars mailed. Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN

Use Tradesman Coupons



Best Kind of Legacy a Woman Can Have.

"I shall not be able to leave you much of a legacy in the way of property or money," my father said to me once, when I was quite a young girl, "but I want to give you the best education a young woman can have."

So many times in school and college his words came back to me; so many times since, as I have come to realize the value of my education to myself and to those under my influence. I know now, too, the value of those hours and opportunities that I let pass by. Something else my father gave to me: the desire to keep on, after school and college were over for me, and after I married and had a family of my own, with study and reading and efforts to cultivate whatever I might have in the way of capacity. In the earlier years of my grown-up life, I felt that I must make the most of myself for the benefit of my children; now I have to keep on with it, lest they leave me behind.

Parents can make no greater mistake than to permit themselves to drop into ruts while their children go on with education. There is no reason in the world why ordinarily intelligent adults should regard their education as finished, and allow their children to pass on along the road of self-development and leave them far behind. It seems to me that mere self-respect, proper personal pride, ought to impel mother and father to try to keep up with their children in intellectual progress, breadth, and alertness of mind. What can be sadder than the sight of a home, happily centered and solidified while the children are young, from which the latter are slowly but surely drifting because the "old folks" stolidly stand still while the younger ones go, and grow, away?

For the legacy that we leave our children, aside from material wealth, includes not only the education with which it has been our duty and our pleasure to equip them, but a thing often forgotten in our thought about these matters, namely, their impressions of our personality, their respect for our mental capacity and equipment—in short, their memory not alone of what we did for them, but of what we were on our own account. Are you quite willing to have your children presently look down upon you from the awful heights of their own erudition, perhaps with affectionate tolerance considering your past services to them and your admirable qualities of character, but with reservation of apologies for the limitations of your culture?

And if not for their sake, why not for your own? Even in these busy days of Red Cross and other war service, you can find, or make, a little time—even a very little counts amazingly—to keep your mind busy and refreshed by a steady stream of new information and inspiration from the world's treasures of knowledge. Now that the children, or some of them, anyway, have gone away to school or college—or even if they have only gone to the public school or kindergarten a few blocks off—you can bethink yourself of your own intellectual interests. By miserly treasuring of the minutes that you have been wasting in reading poor stuff or none, you can waken your mind and defy these youngsters to set you down as a mental "has-been."

It can be done. I know, for I have done it every winter, and I am counted a pretty busy woman, with many interests outside of my home as well as in it. I have found, too, that everything I studied opened up new worlds for me and for the children I had about me. A course in household economics one year taught me the practical and scientific side of housekeeping, which, added to the ordinary experience that I had, made me, I like to think, a better home-maker. Certainly it gave me a better grasp upon my profession of "housewife," as the census calls it.

A course in English literature taken by correspondence with one of the great universities, amplified what I had had in my own college course, gave me delightful hours of reading and close study, and enabled me to help all the members of my family in the choice of their own reading. My boy of 9 got much of the best of it at first-hand that winter, and it bore fruit later in enabling him at school to "double-up" in some of his English work. A course in the history, literature, and music of Russia which I took with two friends another winter has given me a fine background this year for the wonderful happenings in Russia; my family has got the benefit of that, too. Even the little folks were immensely interested in comparing the sombre Russian myths with the Greek, Norse, and Roman myths they were then reading. The following year we did similar work with Japan.

Nature-study offers an endless scope for reading and home discussion. Surely you do not go away for all summer, or even stay at home with the front lawn or backyard or city parks as your sphere of observation, without having the pleasure of finding new birds, flowers, ferns, trees,

Most Families Are Now Finding That Crescent Mapleine



The Delicious "Golden Flavour"

is a splendid savor 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.

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design



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

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

Fleischmann's Yeast

and War Flours
make excellent

Conservation Bread



mushrooms, butterflies, moths, toads, and knowing about them a little that you did not know the year before. Get some of the readily accessible books about these things, and record the dates and names of the specimens that you observe.

This very week I was walking in a bit of woods with a girl of 16 who has had every advantage of education that unlimited wealth could have bought for her; I pointed out five different kinds of ferns.

"Why," she cried, "I thought ferns were just ferns! I didn't know there were different kinds."

A little later we saw the exquisite butterfly called the Camberwell Beauty hovering near a willow tree. When we got home, I showed her the colored picture of it and of its caterpillar and cocon, and read of how it feeds upon the willow and the poplar. I venture to say that girl has a new interest in the willow tree now, and will see the insects that she never saw before.

I think that every woman should have a course in kindergarten before she marries. But she can get its essentials through reading. There are scores of wonderful books on child-training. The nearest library has the best of them. Just read one such book as Elizabeth Harrison's "Study of Child-Nature" or Preyer's "The Infant Mind," and you will not be able to stop with it.

Write to any of the universities for an outline of their correspondence courses. If you happen to strike one that has no such courses, you will be promptly referred to one that has them.

Anyway, don't be content to settle down in a rut and let your children outstrip you in mental eagerness and activity. It is well to give them the best in education that the world affords, so far as your means can do it. Give them also the memory of parents who kept themselves mentally fit and growing to the very last.

Prudence Bradish.

Wanted to Hear Him Say It.

Rev. A. W. Wishart was getting his garden ready for the summer. He was nailing up some climbing roses alongside the house when he noticed a small boy watching him intently.

"Well, young man," said the Doctor, are you surprised at seeing a minister do work like this?"

"Nope," replied the boy, with a grin, "I was just waiting around to hear what you'd say if you hit your fingers."

The American in England affords cause for much perplexity and astonishment to his English kinsmen. A Yankee soldier was being shown over an old church wherein hundreds of people were buried. "A great many people sleep between these walls," said the guide, indicating the inscription-covered floor with a sweep of his hand. "So?" said the Sammy. "Same way over in our country. Why don't you get a more interesting preacher?"

Self-improvement should precede social reform.



Ramona Park

"The Park Beautiful"

Maintained and operated by the Grand Rapids Railway for the benefit of the citizens of Grand Rapids and their friends—carefully and strictly conducted.

A Park where children may go with safety.

A Park where ladies may go unescorted without fear.

A Park where "Courteous Treatment" is the motto.

A Park without an admittance charge whether one comes in a street car or an auto or walks and you don't have to spend a penny if you don't want to—and if you do, you will get your money's worth and more—"The Park That's Different."

For Your Outing an Ideal Spot

Three car lines—with minute service when necessary—a 5c carefare—a Free Gate—with 3 Beautiful Picnic Groves—with Plenty of Tables and chairs—splendid water—all the comforts for the little ones.

Swimming, Boating, Fishing,
Amusement Devices,
Dancing, Theater

NO PLACE ANYWHERE TO
EQUAL RAMONA

and you get home in a few minutes.

Especially popular in seasons past is the

Dancing Casino

And it should be more so this year with its largest dancing floor in Western Michigan—with its finest dancing floor to be found anywhere—with its popular prices—with its strictly conducted "atmosphere"—the Park management commends it to lovers of the dance.

This year again under the management of

MR. and MRS. FRANK HARRIS PEAK,
of Chicago.

With Miller's Orchestra in attendance.

Dancing Nightly—Sunday excepted.

The Derby Racer

No Better or More Sensational Ride
Anywhere.

The Merry-Go-Round

NUMEROUS, REFINED MUSICAL FEATURES
COMBINING TO MAKE RAMONA THE

Ideal Picnic Place

Ramona Theater

"Where They Hang Out the
Sign of Good Shows"

The finest Summer Theater in the United States (bar none) and right here in Grand Rapids—Presenting twice each day—during the summer season

VAUDEVILLE of Real Merit

The kind that has made this summer theater one of the most talked of theaters in the amusement field.

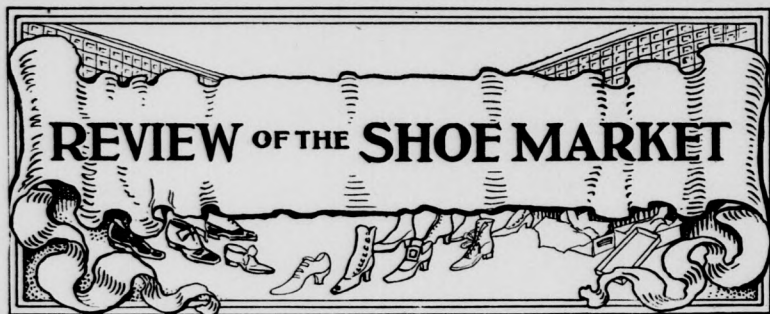
Not How Many Acts---
But How Good.

SAME OLD POPULAR PRICES PREVAIL AS
IN PAST SEASONS—Matinees at 3:00—

10c, 25c, 35c.

Evenings at 8:30—10c, 25c, 35c, 50c.

Seat Reservations may be made at Peck's Drug Store, Wurzburg's Dry Goods Store, or at Ramona Theater. Citiz. Tel. 1321; Bell M. 350.



REVIEW OF THE SHOE MARKET

Wholesome Business Stimulants.

Written for the Tradesman.

To go back to the beginning in our enumeration of wholesome business stimulants, the merchandise must be right; or, in other words, the lines must be dependable. Nothing can atone for the lack of actual value—i. e. reasonable wear—in the shoes one sells.

Owing to the rather general standardization of shoe values which now obtains, shoes put out by reliable houses are not often disappointing. Before introducing new leathers, finishes, leather substitutes, or making other radical departures in materials or processes of manufacture, experiments are commonly made with a degree of thoroughness that precludes the likelihood of disappointment; and yet mistakes are made, and things don't always work out as well as they promised.

But the dealer who makes it the rule to buy merchandise from reliable houses—concerns that are willing to make good any inherent defects due to bad material or faulty workmanship—is in a position to protect himself and his customers. He makes it a rule to buy only shoes that are right—i. e. shoes made of suitable material, shoes made in a workmanlike manner, shoes made on proper lasts—and in those exceptional cases where they are not as they should be, he is in a position to prove a clean bill of health.

In order to provide wholesome business stimulants, the lines must not only be right in themselves, but they must be right with respect to each other. In other words the stock must be well balanced. Lines should be supplemental. Some shoes carry length, and others carry width; and in order to ensure accurate fitting, one's stock should be judiciously assembled.

Many stores—especially the smaller ones—are full of odds and ends, and rich in out-sizes, but weak in between in the popular sizes and widths. If one must choose between a multitude of incomplete but varied styles and lasts and full lines (although perhaps less showy) of leading styles, there can be no question as to which is the better policy. As the latter plan makes for correct fitting it provides an essential condition of what I have termed the wholesome business stimulant.

Seasonable Shoes in Season.

It is a mighty good plan to clean out broken lots and poor-selling styles as soon as they begin to lag. Lagging is a bad symptom. It suggests a drastic cure. The only cure is price-reduction. The longer you carry such

stock the more you lose. And your loss is cumulative, for you are out both the interest on your money and its earning capacity.

But that isn't exactly what I started out to say. I had in mind the pushing in season of seasonable wares. The time to sell fall shoes is in the fall—and begin early. In low-cut time is the time to sell pumps and oxfords. And begin early, and push them steadily.

The calendar is good to the shoe dealer in that it provides him with seasons wherein seasonable merchandise may be sold to advantage; but don't get half a jump behind the calendar.

Open the season early. Plan far enough ahead of get your customers interested in the forthcoming event—the opening of the new season.

Begin a systematic and aggressive campaign of advertising before the season actually opens. Put on a fetching trim showing up the new goods in the strongest light possible.

Put the major emphasis where it belongs—on the seasonable stuff.

Plan separate and distinct events for the same season; as, for example, an All-tan Sale with an All-tan Trim, and an All-white Sale etc.

Increase the number of special days, special weeks, special efforts. Keep something doing all the while. Don't be content to lie in the trenches and wait for the other fellow to start something. Be on the offensive.

Leaders and Specials.

But in order to make a successful and satisfactory ado about specials you've got to have something special.

What is a special? Something new and passably good, as I conceive it; but especially something that can be prices a bit more attractively than the usual run of lines. Something that has snap and go to it; and than something that will not prove disappointing.

It depends largely upon the price and style of shoes you carry in stock. I know one concern, for instance, that is running a men's special this week—an oxford in gunmetal, tan and mahogany calf, priced at \$5.75. It is a well made shoe, fairly serviceable, and carries lots of style. It is offered by a concern interested for the most part in high grade stock. Their men's shoes run as high as \$15 a pair. This



SUMMER WEATHER WILL STIMULATE THE DEMAND FOR SEASONABLE GOODS

Keds, Pumps, Sandals, Oxfords, White Canvas and Tan Numbers, All will have their call.

We have on the floor and on the way from our factories a good supply of the above lines.

We strongly urge you to figure your probable needs to find if your supply is going to see you through the season.

See our catalogue or salesmen, or write us stating your requirements now. Your orders will have our prompt attention.

Be prepared for the big demand which is sure to come.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

Foot Ease Plus Conservative Elegance



Two good numbers in stock you are always having calls for.

No. 8721

Glazed Colt Welt, Last 104, Sizes 6 to 11, Widths B to E, Blucher Cut.

Price \$4.00

No. 8722

Glazed Colt Welt, Last 104, Sizes 6 to 11, Widths B to E, Bal Cut.

Price \$4.00

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

special is featured for their popular-price basement. It looks as if it ought to be a puller.

This concern, by the way, has a special—several of 'em, in fact—every week. There are specials for men, specials for women, and specials for misses, and specials for children.

Progressive dealers in the big centers are interested in leaders and specials—something that is new, snappy, and designed to go quickly.

The fellows who are making the big money in the shoe game are those who see possibilities in specials—who know how, where, when and what to buy in order to put pep in their selling.

This policy enables them to turn their money quickly.

It is part of a carefully thought-out programme of clean stock-keeping.

It isn't the amount of stock you start out with at the beginning of the season that tells the story of your profits, it is the number of pairs you sell—the number of times you turn your stock—that counts.

And it is the wise and judicious application of this principle that does perhaps as much as any other one thing to add stimulus to the selling.

And the best thing about it is that this kind of stimulant is wholesome. It has no bad after-effects.

It can be built up entirely on truth.

It can—and does—offer substantial shoe values.

At the same time it provides a fair and legitimate profit to the retailer.

You don't have to cut profits to the bone in order to get business; and anybody who is trying to stimulate selling in that way is pursuing a mistaken policy. Such business isn't wholesome.

Cid McKay.

Oldest Rubber Boots.

Somewhere in print the other day we saw a statement that a Pennsylvania man owns a pair of rubber boots which he bought nineteen years ago and that another man in the same town had a pair that he bought twenty-eight years ago, and that "both pairs of boots look like new and do not leak."

A country editor in Massachusetts saw the story and promptly claimed to be able to heat it. He bought a pair of rubber boots in his own town forty years ago and has used them more or less every year since, and they are still in good condition.

Now we suppose that this rubber-boot competition will go on until somebody claims to have a pair that came over in the Mayflower and are still in first-class condition after 298 years of practically continuous use.—Providence Journal.

The Cost of Hauling.

The prevailing cost of hauling over the public roads of the United States is about 23 cents per ton per mile. More than 350,000,000 tons are hauled over these roads each year, and the average haul is about eight miles, from which it can readily be seen that our annual bill for hauling over the public roads is nearly \$650,000,000.

Live Notes From a Live Town.

Owosso, May 28—Owosso Council held their annual meeting last Saturday evening. The ladies met a few hours earlier to organize a Ladies' Auxiliary and at 6:30 served a pot luck supper that we are unable to definitely describe. Anyway, after being fed on war bread at 65 cent restaurants all winter, it seemed to us to have been a pretty fair sort of a feed. After lodge had closed a sort of free-for-all social function was held in the lodge room. Fred Hanifan's Sextette separated themselves from several musical selections that were applauded and encored. In closing J. B. McIntosh, as chorister, and Ma Haskell, at the organ, the lodge sang the Star Spangled Banner and every one went home happy except A. D. Chase, who ate too many pickles.

Cates & Blossom, of Morrice, have painted and decorated the interior of their grocery and meat market. Gee, but they now have some swell place and are enjoying a nice business.

One morning last week a tired mother and a sobbing baby from off the Michigan Central train at Owosso Junction boarded the Northbound motor on the A. A. R. R. The babe was moaning pitifully, to the annoyance of some passengers, and the interest and sympathy of others. Uncle Bill Conroy, the gentlemanly conductor, came to the rescue by robbing his dinner pail of a can of milk. He filled the baby's empty bottle and in fifteen minutes the babe was sleeping peacefully on a cushion. The weary mother enjoyed a much-needed rest and Bill was wearing the Divine smile of "Suffer little children to come unto me." Shake, Uncle Bill. It is the little deeds of kindness to others that make up a grand life.

Several coaches of farm hands from Milwaukee were unloaded last week along the T. S. & M., at Middleton, Perrinton and Ashley.

William Vreeland, the Mitchel auto salesman, has moved from Ionia to Owosso. Beats all how they come, soon as they hear of us. Welcome to our city, Bill!

E. A. Rutherford, proprietor of the Hotel Sheridan, has moved into his new quarters in the brick block on Main street. He has steam heat, hot and cold water, good rooms and, under the supervision of Ma Rutherford, the best chuck between Muskegon and Montreal. Open from 5:30 a. m. until every body is in.

J. D. Royce, of Corunna, spent Saturday and Sunday at home with his family. He put in his time Saturday afternoon in the cellar, dehorning potatoes.

The State of Michigan went dry May 1 and on May 6 Bill Levitt sold his \$1,500 soda fountain for junk. Bill bears a splendid reputation around town, but you can see how things look to us.

Honest Groceryman.

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.

Patent Oxford, Stock No. 3527

Single Sole, Louis Heel, Plate in Heel, Plain Toe, McKay sewed, 4-8 A, B & C, 3½-7 D \$3.60

Dark Grey Kid Oxford, Stock No. 3542

Single Sole, McKay Plain Toe, Louis Heel, Plate in Heel, 4-8 A, B & C, 3½-7 D \$4.00

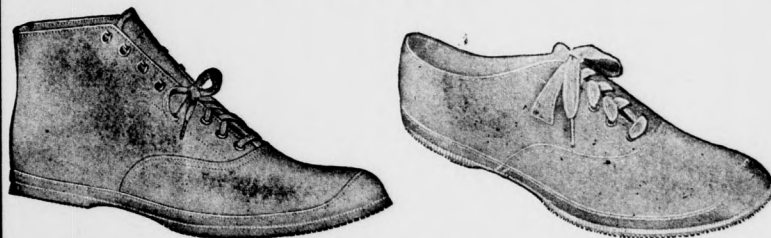
Plenty of both above numbers now in stock. Two very new and attractive numbers, as well as many others.

Hirth-Krause Company

Shoe Manufacturers

Grand Rapids, Michigan

HOOD BAYSIDE BRAND A Startling Value



STUDY THIS LINE CLOSELY

The duck is white. The sole is white. The shoe is constructed by the "pressure-cured" process. This means wear—wear like the soles of the "Bullseye" Boot.

The prices are LESS than competing shoes which are all made by the "old bake" and "stuck" construction.

	Bals	Oxfords
Men's.....	.83	.73
Boys'.....	.78	.68
Youths'.....	.73	.63
Women's.....	.78	.68
Misses'.....	.68	.58
Children's.....	.63	.53

The Largest Stock and Largest Line of
Tennis Goods in the State

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



How Big Business Is Winning the War.

Written for the Tradesman.

In order to account for the increasing confidence of the people in the present and for the future, as reflected by the general trend of the securities markets, it is necessary to take into consideration all factors influencing the situation. One of these factors is the waning force of the German submarine warfare. New data of sinkings and ship building, as given by Moody's Investors' Service, now make it appear that for the calendar year 1918 ship building should—and very likely will—exceed the sinkings by 1,980,000 tons. Taken together with recent successful attacks on the enemy's submarine bases, this clearly proves that Germany has been beaten on the sea, and that, as a military weapon, the submarine has passed its zenith. It must not be considered that the sinkings are not still important. They are, but decreasing, while the building of new ships is steadily growing. A tonnage of 4,000,000 this year is the confident prediction of G. J. Baldwin, of the American International Shipbuilding Corporation. This tonnage, even on the basis of the sinkings so far this year, would exceed the sinkings by 1,980,000 tons. Such tonnage alone would be sufficient to take care of an army of 1,000,000 men in France. It also means that by the end of the year the world's shipbuilding would be at the rate of 8,000,000 tons per annum, as compared with 2,000,000 tons in 1916, and that the shipbuilding will exceed the sinkings by 4,000,000 tons per year. The increase in the ship supply by the end of this year should be sufficient to take care of a yearly increase of 2,000,000 men of our armies in France. It is true that our Allies are suffering a shortage of food supplies in order that their ships and ours may take over American soldiers, but if the results above outlined are attained, by the end of the year there should be enough ships to take over American soldiers, but if the results above outlined are attained, by the end of the year there should be 170,000 additional American troops per month and also to transport a full and complete supply of foodstuffs.

General business is, of course, still being restricted by the inability to get goods transported and many domestic businesses are carrying on a smaller trade than if times were normal. The railroads are still unable to promptly handle raw material or finished products. Especially is this the case where the goods come from abroad. Up to the present time our

exports of foodstuffs are showing decreases due to the same causes. It is for this reason that the increase in our shipbuilding is a most encouraging factor. It means a larger volume of business beginning in the near future. This again would mean larger profits and earnings and a greater surplus of new capital to be devoted either to war purposes or industrial expansion. The same is true of our domestic trade, taking into consideration the Government approval of expenditures of \$479,686,531 for railroad equipment, \$440,071,013 for additions and betterments and \$18,203,774 for extensions. There has already been ordered equipment amounting to \$250,000,000. While the steel companies are necessarily slow in filling the orders, the fact that construction has been begun is encouraging.

As shown by reports of earnings, the industrial situation is much better than was anticipated. The only fly in the ointment is the question of increased taxation now under tentative consideration by Congress which may cut in two the great earnings now being reported. It is believed, however, that there are sufficient brains in the administration to prevent the killing of the goose which lays the golden egg; in other words, wisdom enough not to so heavily tax the money producing industries as to cripple further financing of the war and to destroy business completely.

Outside of Government requirements, building construction for the month of April clearly indicates the stagnation in this division of industry. As a part of the Government programme a warehouse with 11,000,000 square feet of floor space is to be erected near New York City. The magnitude of this undertaking can be appreciated when the Equitable building, known as the largest structure of its kind, contains only 5,000,000 square feet of space. Going further for the purpose of showing what a factor Government demand for building material has been in the movement of prices, building reports show that in a single cantonment 30,000,000 feet of lumber, ten carloads of nails, a car of wire screening, 1,557,977 feet of electric wiring, 191,565 feet of water supply pipe, etc., were used; and it required 2,903 freight cars to move the materials such as cement, brick, plaster blocks, etc., needed in the basic construction. There are now eighteen of these cantonments. Some of them are larger than the one mentioned.

A new issue of Treasury certificates of indebtedness acceptable in payment of income and excess profits taxes has been announced by Secretary Mc-

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Adoo. These certificates bear date May 15 and will mature June 25. In his announcement the Secretary says they bear 4 per cent. interest and are identical with the certificates dated April 15 except as to the date of issue and from which they bear interest. Federal Reserve banks are authorized to issue interim receipts. The total amount of certificates maturing June 15, 1918, up to date amounts to \$1,430,000,000.

The United States Senate has adopted a resolution of great interest and perhaps beneficial to farmers—an investigation as to the prices of farm implements; whether they are unfair and to ascertain if there exist any conspiracies, combines or agreements whereby farmers are compelled to pay higher prices than are reasonable and just for implements and tools of all kinds used on the farm. There is also being considered a cut in the output of farm tools. This is being considered by the Commercial Economy Board of the Council of National Defense in co-operation with the implement industry. The idea is to eliminate types, sizes, etc., the absence of which will not interfere with proper work on the farm, and to conserve labor, capital and manufacturing facilities for war use. Paul Leake.

Despite the reports of the German food shortage, it would be unwise to conclude that any immediate political developments will result from the failure of much-heralded relief out of Rumania and the Ukraine. With a domestic crop almost in sight, with hopes of exploiting the vast agricultural resources of what formerly was Western Russia next year, it is not to be expected that the German people will break down because of a lean month or two now, added to those they have already lived through. On the other hand, constantly increasing hardships, the pressure of hunger and want growing heavier from week to week and year to year, despite tales of glorious victories in every direction, coupled with the consciousness that the war, for Germany, stands revealed as one of bare-faced aggression, these facts must in the end have an effect both on the people, and, through the radical elements, on the government.

A story is told in the National capital of a diminutive young thing, with snowwhite furs around her neck, who impatiently waited her turn in the line before the stamp clerk's window. When her turn came she stepped up with a thoughtful air. "Have you any two-cent stamps?" This sweetly. An answer in the affirmative brought this request: "Will you let me see some?" Here the clerk gasped, but he was obliging. Picking up a sheet of the red stamps he laid it before her. A moment of intense thinking. She made her selection. She was blocking progress, but the impatient squirming of those back of her didn't seem to molest the fair purchaser. "I think I'll take three out of this raw, please."

Relatives butt in where devils fear to tread.

DANGER IN OVERCONFIDENCE

To the credit of the United States it may be set down in truth that neither contempt for the German arms nor boastful talk about American prowess has been conspicuous in the discussions accompanying our preparation for strife. A becoming modesty has generally marked our progress in the great struggle. Men in responsible places have set the fashion; others have followed their lead. Yet there are individual Americans who occasionally assert that "one American is the equal of six Germans," and give tongue to similar nonsense.

In fact the German army is composed of strong, capable, admirable drilled soldiers, commanded by experienced non-commissioned officers and highly trained commissioned officers. The German high command is intelligent, resourceful, far sighted. The technical equipment of the army is practicable and modern to the last button. The non-combatant corps are drilled in their duties until to match their expertness is a triumph of organization.

The same is true of the navy. Unhindered by preconception and tradition, its creators have brought it to a state of splendid efficiency. They have been quick to experiment with novelties and eager to adopt useful innovations.

To belittle such a foe is the height of folly. To underestimate his power is to invite disaster. A manufacturer, a business man, or a professional man who competes with a rival in a spirit of condescension and holds in contempt his ability is beaten at the start. The same is true of a nation that underestimates the strength of its adversary in war.

But a braggadocio spirit in America, with regard to the German military power, at this time would be highly unfortunate for other reasons than those associated with national self-preservation. The war began almost four years ago. Since then the German armies have contended against the French and English unceasingly. The French, with their unapproachable gift for war as an art and a science; the British, with their undying tenacity, have prevented the enemy from accomplishing his principal objects, but they have not been able to defeat him. If anybody says an American soldier is better than half a dozen Germans, he implies that the American soldier possesses an infinite superiority over the French and the British soldier. But this is not so; we know it is not so.

We believe an American will make as good a soldier as any in the world; we believe he will, with proper instruction and leadership, make a better soldier, because of his inherent self-reliance, when that self-reliance is brought within proper bounds. But no sane man would say that the American soldier is now superior to the French or the British, comparing army with army. We are going to school with French and British teachers now; we are proud of what has been done, and confident of what will be done; but this is not the season to boast.

We know, and the army knows, that it must learn its trade. The army knows, and we should know, the

strength of the enemy and the difficulties that beset the path to victory. The army knows what the French and the British have done; it knows that if one American were as good as six Germans, the French and the British would have wiped the German government out of existence not months ago, but years ago. Every American ought to know this and every American should recognize that boastfulness ill befits us, who have been sheltered behind the French and English, and who, after years of neglect, are now preparing to bear our fair share of the burden shoulder to shoulder with them.

The War Hit Him Hard.

Soon after the war broke out a friend called on an English merchant who did a large continental business.

"The war must have hit you hard," he ventured.

"Very hard," said the merchant. "I've got over \$10,000 owing me in Germany, and it's touch-and-go whether I ever get a penny of it. Still, we've got to put up with something for the country."

"I am glad you take it so cheerfully," said the friend.

"Well, of course there's profit and loss in war-time. I owe \$18,000 in Germany."

Finest Gun Made by the French.

What the Scientific American calls "a gun without a peer" is the new 520 millimeter mobile howitzer built by the Creusot Works for the French army. This is mounted on a railroad carriage and fires a shell 20.47 inches in diameter. It is a fort wrecker and one shell from it is said to have sufficed to reduce Fort Malmaison, on which the Germans had expended many years of time and labor, to a pile of dust and debris.



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WHITE FLAG OF GERMANY.

Prediction It Will Be Hoisted Next Fall.

Although nearly all the territory which it took British arms two years to secure has gone back to the Germans, although there has been a big retreat, vast loss of life and stores, and the English hospitals are packed to-day with the wounded, you will not find a British soldier who will not answer your enquiry with the familiar refrain, "Oh, we've got Fritz beat, all right, you bet we have; and, what is more, Fritz knows it."

It seems a stupid kind of optimism. Yet it represents the spirit of the race. If Hindenberg cleft the Allied lines and got the British troops between himself and the deep sea the British soldier would be quite confident about the result. Was it not Napoleon who delivered the dictum, "The English lose all their battles—except the last one?"

Hindenburg hurled his legions on the Allied front because, so far as Germany's calculations count, the war must be decided this year. He gathered tens of divisions from all the other fronts and concentrated on the British in France and Flanders because he reckoned that with Britain reeling in disorder the rest would be easy. The German force was the greatest ever assembled under a single command. He put forth all his strength not only with the conviction that by his customary tactics of hammer blows on particular areas he would cause the line of the Allies to snap but because Germany undoubtedly wants to get the whole business finished before the United States can place an army of millions in France.

If there is one country Germany does not want to fight, it is America. The reasons are not entirely military—although in the pressed ultimate issue power of arms is the deciding factor—but economic.

Germans have confidence in their war machine. But they are not anxious to have a victory over the Americans through the effectiveness of their war machine—I put it in the German way—because a triumph for them on the battlefield will be ruin for them in future commercial relationship with America. The greatest contest in the world, therefore, was primarily sought by the Germans because they do not wish to fight America. That is a fact.

And if I may travel into the region of speculation I hazard the opinion that there will never be a clash between the troops of the United States and Germany as there has been between the French-British soldiers and those of Germany. I have the belief that Germany will never give America the satisfaction of beating her in battle, but that when the time comes for the United States to show the stuff of which it is made Germany will "throw up the sponge."

It is good in war, as it is in the ordinary affairs of life, to get a proper perspective by endeavoring to understand "the other fellow's point of view." Now, Fritz does not know he is beaten, and I doubt if there is one

man in a thousand throughout the Kaiser's empire who has any suspicion that Germany can be beaten. We may say to Germany, "Look at your casualties," when she invites us to look at the map of Europe. Nations, like individuals, always count the points which score to their credit and minimize those on the other side of the sheet.

But the Wilhelmstrasse knows the price that is being paid and knows that when the German people are not shouting over victories they are reckoning the cost. Although German arms have accomplished much, they have not achieved a single one of their main and decisive objectives. Germany's casualties are probably about 3,000,000. The best of her seasoned troops are dead. Conscripts of the 1920 class are now in the theater of war. It is probably true that the sea blockade is not reducing the German people to the straits of dire starvation, but they have been compelled to economize and pinch, adopt unsatisfying substitutes in foodstuffs, and have been increasingly made to feel the pressure of iron regulations.

All the internal evidence we can extract from official circles in Berlin demonstrates that there is no hope left that Germany will win on the field of battle. Austria is of little military aid and is apparently on the edge of revolution. The ramshackle empire of Charles is not only shaking, it is tottering, and it will only be by a miracle or by a display of astute statecraft, of which Austria seems incapable, that the tragedy of anarchy will be averted.

For Austria to tumble out of the war, with the starving populations rioting, with Hungary seizing opportunity to assert autonomy, with the small races at one another's throats fighting for independence or for overlordship—that will have a more dire effect on the fortunes of Germany than the Bolshevik disruption in Russia had on the plans of France and Great Britain. For the withdrawal of Austria—and the prospect haunts the Government circles of Berlin like a nightmare—will mean a cessation of hostilities in the Southeastern area. It is known Turkey is only waiting a chance to negotiate a peace with the European Allies. Ferdinand of Bulgaria, rather than the Bulgarian people, remains loyal to the Kaiser because his existence as a monarch is dependent upon the success of Germany. The Bulgarians themselves have never had any real affection for their monarch. They realize that a victory for their side will not assure them independence, but reduce them to a vassal State under Germany.

Germany has to hurry, has to be desperate and spectacular, in order to inspire her own people and to encourage her Allies that fortitude and patience will have a speedy reward. The war must be over before Austria goes out; it must be over before America effectively comes in.

Germany has no intention of continuing the war until she is broken. Apart from platform heroics, there will never be any marching of the Allied troops into Berlin. I doubt if

ever the Allied troops will cross the Rhine.

But how is it, is the familiar question, that Germany—if she has suffered so much in casualties, if she is outnumbered in men, if the Allies are more powerful in guns, and have the supremacy of the air—can put up so stern a fight and make advances, despite fierce resistance, over vast tracts of war-tortured country? The answer is in one word: Concentration.

I know there have been times when the British Army could have broken through the German lines. But for what? To have spent man power in the proportion of five to two—which is the average price for attacking in modern warfare—to have acquired terrain that is comparatively useless so far as pressing a conclusion! To capture strategic points is vastly serviceable because they count in the pressure toward a conclusion. But more it has become apparent that the thing which counts most in this war is not the securing of territory but the attrition of men and the demoralization of the antagonist.

The attrition of Germany's war power is tremendous. Whenever there is not some feat at arms to buoy up the German people there is swift evidence of demoralization. The German authorities know, if the German people do not, that events on the Western front represent the last efforts of a frantic foe. Hindenburg is staking his all. It is known he is willing to sacrifice a million and a half of German soldiers if his objective is achieved, dividing the British and French

forces and cornering the former in the Northwest of France, or, what he clearly would prefer, seize Calais and Boulogne and cut off the British from their principal channels of supply.

Is such a thing possible? Well, in war all things are possible. One penalty of such a gain would be turning that corner of France into a shambles. But that would count little in the minds of the Kaiser and Hindenburg if the gain stimulated Austria to continue her fealty, if it hypnotized the German people and if it compelled Britain and France to express willingness to discuss terms.

Nobody but hot-headed Junkers imagine that Germany would hold Northern France except as an instrument to get good terms in the settlement. But the war is not going to

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end, not if it lasts a generation, so long as French and Belgian territory remains in the occupation of the enemy. Whatever the end is going to be, that most certainly will never, never be conceded by the Allies.

While the Allies are fighting on many fronts, Germany, practically, is fighting only on one. But it is the all-important front. So Hindenburg concentrates, struggling to give a staggering blow on the heart. So long as this expectation holds, the German people will continue to make sacrifices and the nations subservient to Germany may be persuaded to hold on a little longer.

But those who have the opinion that affairs in Russia will be of assistance in relieving Germany from the food problem are mistaken. No doubt the German masses are told that come next harvest there will be a colossal supply of wheat from the black lands of Southern Russia.

I know of no wheat lands in the world more fertile than those lying between Kiev and Odessa. The region, however, is in anarchy; the Russian mujik is an indifferent farmer at the best. Yet even, come next Autumn, if there were a favorable crop, the Russian peasant, like the German peasant, will hoard for his own use. Railway transport has got all out of gear, and the rolling stock is in a hopelessly dilapidated condition. If Germany took the Russian railways in hand wonders would be achieved. But that would mean an army of occupation, and such a thing would cause the mujik to be sullen and raise no more than for his own needs, whereas if force were attempted the Germans would find themselves confronted by innumerable subtle obstacles, if not an actual uprising against invaders.

I have written that the German government has abandoned the high hope of securing what the Berlin newspapers call a "German victory," namely, the imposition of German conditions upon the rest of the world. The object during the next few months is to force the pace so that the end will be "a drawn game," an inconclusive peace, with Germany giving up what she will never be allowed to hold but still able to point to the map of Europe and tell her people that the war has left the empire more powerful than it was in 1914, and therefore that victory has crowned the ambitions of the Hohenzollerns and the existence of the military caste has been justified.

If Germany can secure an accommodating peace which may be interpreted as a German win, the appalling loss of life and the prolonged sufferings are likely to be forgotten amid the general jubilation. But let the war be prolonged until the United States can put her hosts of heroes into the field, until next spring, when there will be an assembled American force of 2,000,000 men and every month bringing another 200,000 men.

Then Germany will have little to say in the terms of peace, except by agreeing to the dictates of the Allied War Council.

Disastrous though the German out-

look is, if the war is prolonged into next year, what is likely to disturb the mind of Emperor William most is his own personal fate, the fate of the Hohenzollerns and the fate of the war machine at the hands of an outraged and disillusioned democracy.

Accordingly we have a right to conclude that the thrusts and the blows on the Western front represent Germany's supreme effort, not to win the war, for that she can never do, but to create a situation which will save her from losing it. Amid all the slaughter and woe, the Wilhelmstrasse keeps one eye on Washington. There are the mainsprings of the tremendous war machine which America can direct against Germany. Every day, despite the launching of costly onslaughts, the army of the Kaiser is weakening, and every day, with the increasing aid of the United States, the combined army of the Allies is waxing stronger.

The conclusion is therefore obvious, that the more America speeds her preparations, the quicker she plants her drilled and daring legions in France, the sooner will the war be concluded.

When will that be? Again it is dangerous to prophesy. But knowing something of the temperament of Germany, of the rising discontent of the people at hopes falsified, of the frenzy of the military party to reach a decision soon before a decision dictated by the Allies is secured, I hazard the speculation that the strife on the Western front will proceed with varying fortunes until the peace offensive next Autumn fails, and then until America is in a position to deliver the aggressive blow. Then, without any forced crossing of the Rhine or any march to Berlin, the white flag will be hoisted.—John Foster Fraser in New York Times.

Rules For Manufacture and Sale of Cereals.

Washington, May 28—On and after July 1, 1918, the licensee shall not quote or sell products of corn under the following designations unless the products conform to the specification indicated thereunder.

The texture of product shall be determined by sifting with hand sieves clothed with the cloth specified, which shall be the standard bolting cloths now in use, whether of woven wire, grits gauze or bolting silk.

The analyses of products for moisture, fat, carbohydrates, fibre, ash or other quality or content, shall be made by the official methods of the American Association of Agricultural Chemists.

Pearl or table hominy shall be degerminated hulled corn, screened or dusted over a No. 10 wire cloth or 5/64 inch perforated metal, and shall not contain more than 14 per cent. moisture and 1 per cent. fat, by ether extraction.

Coarse table grits shall be made from hominy or clean, sound corn, ground and screened through No. 12 wire cloth and dusted over No. 16 wire cloth, and shall contain not more than 14 per cent. moisture and 1½ per cent. fat by ether extraction.

Medium table grits shall be made from hominy or clean, sound corn, ground and screened through No. 14 wire cloth and dusted over No. 20 wire cloth, and shall contain not more than 14 per cent. moisture and 1½ per cent. fat, by ether extraction.

Fine table grits shall be made from hominy, or clean, sound corn, ground

and screened through No. 16 wire cloth and dusted over No. 28 wire cloth, and shall contain not more than 14 per cent. moisture and 1½ per cent. fat, by ether extraction.

Cream meal shall be made from hominy or grits, screened through No. 22 wire cloth and dusted over No. 72 grits gauze, and shall contain not more than 14 per cent moisture and 1½ per cent. fat, by ether extraction, or 12½ per cent. moisture and 2¼ per cent. fat.

Corn flour shall be made from hominy, grits, or cream meal, and shall be of a texture fine enough so that not less than 75 per cent. will sift through No. 9XX bolting silk and balance shall sift through No. 72 grits gauze; shall be of an even color and shall contain not more than 13½ per cent. moisture and 1½ per cent. fat, by ether extraction, or 12½ per cent. moisture and 2 per cent. fat.

Standard meal shall be made from clean, sound corn with approximately 10 per cent. of feed removed and approximately 45 per cent. of cream meal or grits extracted, and shall contain not more than 13 per cent. moisture, and 2 per cent. fat by ether extraction.

Pearl meal shall be made from clean, sound corn with approximately 15 per cent. of the bran and germ removed, and if sold for export shall contain not more than 10 per cent. moisture.

Plain or unbolted meal shall be made from clean, sound corn with approximately 5 per cent. of bran and germ removed, and if sold for export shall contain not more than 9 per cent. moisture. "Whole," "old fashioned," or "water ground meal"—Shall be clean, sound corn ground to a "soft" meal, and if sold for export shall contain not more than 9 per cent. moisture.

The moisture content for hominy, grits, cream meal and corn flour has been placed at the outside limit, and

is not intended to limit contracts expressly providing for a lower moisture content. Exporters customarily require ½ of 1 per cent. lower than the above limitations and many domestic buyers also properly demand the lower maximum. The Food Administration has fixed the maximum at the higher level with a view to protecting the smaller millers with less complete equipment engaged in local trade in which durability is not so essential. The larger millers with wider distribution should note the advisability of adhering to the lesser maximum in protecting their customers and their own trade.

Rule 7. Package differentials on corn meal. The licensee shall not sell corn meal, corn grits, or hominy, except on the basis of the following differentials:

Basis 100 lbs. Cotton or Jute Bags.
50 lb. cotton 5c per 100 lbs. over basis
25 lb. cotton 15c per 100 lbs. over basis
10 lb. cotton 35c per 100 lbs. over basis
5 lb. cotton 70c per 100 lbs. over basis
50 lb. paper 10c per 100 lbs. under basis
25 lb. paper 5c per 100 lbs. under basis
10 lb. paper 10c per 100 lbs. over basis
5 lb. paper 20c per 100 lbs. over basis
3 lb. paper 45c per 100 lbs. over basis

Extra charge for burlapping, baling or double sacking 35 cents per 100 lbs.

Rule 8. Corn products must arrive in good condition. The licensee shall ship all corn products in such condition that they shall arrive at destination point in the United States, cool and sweet and in merchantable condition, unless there is an express agreement in writing to the contrary.
Herbert Hoover.

The goods you never display, that are sold only when people walk in and demand them, will never sell to any such extent as they might easily be made to sell.

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Has This Ever Happened To You?

I arrived at the light office all out of breath. I was outraged. I was there not only to right my own wrong, but the wrongs of countless other consumers. I tackled the first party I met, who happened to be a street-car conductor who was just coming out after paying his bill; I grabbed him by the lapel.

"Say, you are a gang of highway robbers!" I said. "You got an awful nerve to think —"

"You can't prove it," he said, breaking away from me.

"What is it?" demanded a sweet voiced young woman who sat near.

"My light bill is too high. Last month we didn't burn half as much as we did the —"

"You will see Mr. Meekman, please, enquire at desk on your right." I found Mr. Meekman after an anxious search covering twenty minutes. I had grown more indignant every minute. I burst in on him with:

"It's a scandal the way the ultimate consumers are being flimmed these days, and I'm here to put a stop to it. Now, my bill —"

"Was there something wrong with your bill?" he asked pleasantly.

"Something? Everything," I snorted.

I felt down in my bones that this man was going to explain my bill in a manner that would make me feel ashamed of myself. He looked like the sort of a man who could explain why Russia falls for the Bolsheviks, or why the manufacturers always put 197 pins in every new shirt. He looked like a regular 14-karat, self-starting explainer. I knew the battle was lost, but I kept up a brave front in spite of my helplessness.

"What in particular is wrong with your bill?"

"It is too high," I replied indignantly.

"Oh, is that all I thought perhaps the figures were wrong."

"I haven't examined them thoroughly," I said.

"Do you understand the computation of figures on a meter?"

"No, I don't think anybody in the world understands that."

"I do," he said, calmly, as though he were announcing a very minor and unimportant achievement. "That is my business. I have made it a life study. Now, you say you think your bill was too high?"

"I didn't say I thought it was too high. I said it was too high," I replied, with some public spirit still rampant. "We burned only half as much —"

"I know, I know," he said, as though he heard the same thing a hundred times a day.

He spoke in a soothing tone, like that used by a photographer when he pats the scared baby on the head and tells it to watch for the little birdie. I wouldn't have been surprised if Mr. Meekman had said "T-w-e-e-t, t-w-e-e-t."

"Now, to begin with," he said, "do you know what a kilowatt is?"

"Yes," I said. "What is it?"

"Well, you pay for a certain number of kilowatts and I am now about to tell you how we arrive at the number of kilowatts. First, we take the number of light globes in your apartment, and then we multiply that by your age and deduct the number of teeth you have had filled during your life. Do you understand that?"

"Perfectly," I replied. "You may proceed."

"Then we take this sum and divide it by the number of feet your house stands from the nearest light pole and add the number of your automobile license tag. Then we divide this by your grandfather's age at the time of his death and multiply it by the number of children in your family."

"It sounds like one of the food dictator's recipes for war pudding without eggs," I said.

"Much more simple," he smiled. "Then we take this sum and add the date of your birth, divide by the number of times you have been married, add your street number, multiply by your telephone number, divide by the number of Liberty Bonds you have bought, subtract your wife's age and multiply by the size of your hat, and then we have your bill."

"But," I objected, "while all that is very plain and I catch your idea perfectly, I would like to have you explain, why when we were away two months last summer with our apartment closed, our bill was \$6.10 a month and when we came back and stayed at home and burned all the lights until midnight our bill was only \$3.35. Is there any moral to that?"

"Yes, indeed," he exclaimed. "The moral is to stay at home."

I took my hat and thanked him. "I trust we have come to a better understanding, and that the matter of your bill is explained satisfactorily?" he said.

"The explanation was all that could be desired," I said, and I groped my way to the door.

The Myth About Ministers' Sons.

I would like to say a few words along a somewhat threadbare line—that of clergymen's sons. And right at the start I unhesitatingly state that of all the grotesque obfuscations lampooning the popular mind none equals in outlandishness the idea that ministers' sons, as a class, are ne'er-do-wells. The fact is that in proportion to their number the sons of clergymen turn out better than the sons of other people.

In his "Study of the United States Census," Lowell has shown that in every company of 221 men of special distinction there should be one minister's son, that is, if ministers' sons bear their full share of the responsibility and honors of the Nation. According to this the proportion of ministers' sons in "Who's Who in America" should be 51, whereas the record shows 898, or nearly 18 times as many as the normal proportion calls for.

It is notable also that of the names in the Hall of Fame at New York University ministers' sons compose one-fifth. It is scarcely necessary to mention the fact that our President is a minister's son, as is also the man who opposed him on the Republican ticket at last Presidential election. In light of these indisputable facts, the question naturally arises as to the cause of the almost phenomenal success that attends the sons of the manse. A fair consideration of the question would admit of at least two primary causes: First, the high moral influence of an upbringing in a clergyman's home and family life; second, that owing to the social standing of clergymen they are usually able to have their sons rightly introduced into worth-while business circles.

Among other contributory causes of lesser importance might be included the fact that more is expected of a minister's son, and noblesse oblige. It is no doubt due to the prevalence of this last mentioned idea that when he fails to make good or becomes involved in a scandal a minister's son becomes the object of more than the usual amount of notoriety. And it is the occasional repetition of just such an instance that has given rise to the phrase, "a regular minister's son." This case, however, is only the exception that proves the rule.

In the Dictionary of National Biography (Britain) are to be found the names of men and women who have rendered distinguished service to the Nation, and among these the children of lawyers number 510, the children of physicians 350, while the children of clergymen number 1,270, this despite the fact that there are about ten times as many lawyers as clergymen, and that the ratio of doctors to clergymen is at least 2 to 1. Some one (was it Gladstone?) has said that we can never adequately estimate the loss to

the world through the Catholic Church having made celibacy binding on its priesthood, and surely in the light of the distinguished record of ministers' sons, it is too profoundly true.

Benjamin M. Morgan.

A Look Into the Future.

The good families
 Of the future
 Will not date from the time
 Their ancestors came across
 But from the time
 They went across.

HOTEL HERKIMER
 GRAND RAPIDS, MICHIGAN
 European Plan, 75c Up
 Attractive Rates to Permanent Guests
 Popular Priced Lunch Room
 COURTESY SERVICE VALUE

CODY HOTEL
 GRAND RAPIDS
 RATES \$1 without bath
 \$1.50 up with bath
 CAFETERIA IN CONNECTION

OCCIDENTAL HOTEL
 FIRE PROOF
 CENTRALLY LOCATED
 Rates \$1.00 and up
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 Muskegon Michigan

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GRAND RAPIDS, MICHIGAN

Good Food
 Prompt Service
 Reasonable Prices
 What More Can You Ask?
 LADIES SPECIALLY INVITED

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, May 27—Alfred Pare, well-known merchant here, died last Friday. Mr. Pare came to the Soo in 1893. He established a flour and feed store on Portage avenue, known as the Soo Commission House, and later went into the grocery and hardware business. For the last twenty-five years he ran this grocery and hardware store in the East end of the city, selling out the grocery department to P. T. McKinney & Sons the first of the year. He served as an alderman for two terms. He leaves to mourn his loss one son who is a law student in the University of Detroit and one daughter, Miss Loretto, of Lotbineur, Que., also one sister. Mr. Pare was active in public affairs and will be greatly missed by a large acquaintance.

As a result of the meeting of the Chippewa County Automobile Club, recently held here, a movement is now under way to organize a similar club in Luce county, with headquarters at Newberry, to work in harmony with the Chippewa county organization. The prime object of this organization is the promotion of a system of good roads connecting up the three counties. This is a good work and we hope that the combined efforts will bring about the desired results.

"Buying on another man's advice is alright, but there aren't many calories in a promise."

Neebish is to have a hotel this summer. George Golding will be the proprietor. He will also operate the machine and boat house as well. This will fill a long felt want at the summer resort and add much to the comfort of the guests.

The Erickson Grocery Co., at Dafter, has installed a large gas tank which will be greatly appreciated by the autoists touring the country. This will fill the missing link between Rudyard and the Soo, also Pickford.

The friends of George Bailey, who for the past few years has been Assistant Cashier of the Central Savings Bank, will miss his cheerful smile for some time to come. George has resigned to enlist in the navy. Uncle Sam is to be congratulated upon so cheerful a sailor which will be a joy to any squad which may be fortunate enough to claim his services.

The Sooiters are rejoicing over the announcement that the State Fuel Administration is fixing the price of soft coal for Michigan at \$7 per ton. This is not so bad considering the many other things we have to be thankful for.

The Union Carbide Company has engaged a special nurse to care for the families of the company's employees.

"Fame usually comes to those who are thinking of something else."

S. D. Newton, of the Booth & Newton Co., has been elected chief orator to deliver the farewell address to the new recruits leaving for the front. Stan is coming to the front as an orator of no mean ability, according to the press reports, and we feel that it is a compliment to his early training which was in the meat line.

Murray Bros., well known pioneer merchants of St. Ignace, are making improvements to their place of business on State street. A large number of men are employed on the work and, when the building is completed, it will be a credit to this hustling town above the Straits.

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

John Anguilm, who for a number of years conducted a thirst emporium at Trout Lake and one of the most popular men around that section of the country, has gone into the timber business and is now a full fledged lumberman, having enough work to keep him busy for a number of years. He has a fine set of camps, plenty of timber, good roads and everything to help make the new enterprise a success, which is making him happier than ever before.

Mackinac Island loses one of her esteemed citizens in the death of Patrick Karrigan, who died Tuesday of heart failure. He had been a resident of the island since 1890, engaged in the livery and hotel business. He was a member of the G. A. R. and was given a military funeral. A widow and three children survive.

William Kirkbride, pioneer meat merchant of Pickford, has added a Winton automobile to his present equipment. He believes in getting one of the best makes of automobiles in the country, as it pays in the long run. He has discarded his ford. William G. Tapert.

Late News From Michigan's Metropolis.

Detroit, May 28—To secure war orders for Detroit manufacturers who are not now engaged in making supplies for the Government, J. Hubbert Cullen, Industrial Secretary of the Board of Commerce, has gone to Chicago, in an effort to obtain contracts from the depot quartermaster for the district. Special efforts will be made by Mr. Cullen to secure contracts for army caps, leggings, cotton shirts, tent duck, mitten and similar supplies.

Detroit restaurants are falling in line with the suggestion of Davis E. Heineman, Federal food administrator for Wayne county, that they serve free portions of potatoes with meat, egg and fish orders. The food administrator is still looking for a warehouse to store forty cars of potatoes bought in Michigan for dehydrating purposes. The State has bought \$25,000 worth of Michigan potatoes.

Richard T. Southgate, a well-to-do traveling man, whose wife, Aileen, was granted a divorce by Judge Dingeman, April 4, filed a motion in Circuit Court last Friday for a modification of the decree. He seeks a reduction in alimony from \$40 to \$20 a month and an accounting as to the way the money is applied to the care of his 5-year old son. The motion states that Southgate gave his wife \$4,100 fixed alimony in addition to the \$40 a month, and that under the terms of the decree he or his parents were to be allowed to take the little boy from Saturday morning to Sunday night each week during the warm months. He alleges that he was denied custody of the child on several successive Saturdays on various pretexts and that when he did get possession of the little boy he found him poorly cared for.

Charles V. Clarke, 70 years old, Assistant Commissioner of Industries for the Grand Trunk Railway, with which corporation he was connected forty-six years, died at his home, 685 Twelfth street, Friday. The funeral was held Monday afternoon at the house. Mr. Clarke was born in Clarkston, and shortly after leaving school entered the employ of the Grand Trunk Railway. He was successively telegraph operator, agent, traveling freight agent and division freight agent until his appointment a few years ago as assistant commissioner of industries. He was a member of Ovid lodge, F. & A. M.

In 1870, he married Miss Alice Fritchard, of Detroit, who survives him. Two children, Dr. George W. Clarke, first lieutenant, medical reserve corps, and Mrs. C. A. Bean, of Marine City, also survive him.

The Security Trust Company, receiver for the Regal Motor Car Company, will sell the property of the latter at public auction, June 26, under an order entered in the United States District Court by Judge Arthur J. Tuttle. The order was obtained on a motion of Clark Emmons, Bryant & Klein and Stevenson, Carpenter, Butzel & Backus, attorneys for the receiver. The receiver was appointed February 12. The Regal plant is located on Piquette avenue. It is made up of several parcels, all of which face Piquette avenue, except one parcel of vacant land which faces on Harper avenue. The main

plant, on the north side of Piquette avenue, adjoins the Michigan Central railroad at the rear. The receiver proposes to offer the real estate for sale in several parcels. The personal property also will be put up in several parcels, consisting of machinery, merchandise, office and shop equipment. According to a recent statement prepared by the Security Trust company, and sent out to the creditors, total assets of the Regal company are appraised at \$1,155,710.13. The liabilities are given at \$631,990.82, of which about \$400,000 is secured by a bond mortgage on the property and by other lines. The capital stock of the company comprises 1,131,600 shares of preferred and 1,500,000 shares of common stock. The company has been in business a number of years, and its total output of cars was about 30,000. The receiver has been carrying on the service business actively since its appointment, but has not manufactured cars.

Ideal weather continues to stimulate the sale of summer footwear, and retailers say that if it will just stay seasonable for another few weeks they will be able to do as much business by June 15 as they ordinarily transact during May, June and July. So far May has been the most seasonable Detroit has enjoyed in years, and there is great rejoicing among shoe retailers. Business has been splendid, everything selling in the line of light footwear, oxfords, tennis shoes, etc.

Robert H. Clancy, in charge of the Detroit branch of the War Trade Board, says the Italians are sending their old shoes abroad instead of throwing them away. It is reported among local Italians that shoes in Italy are retailing for \$20. During the last six months thousands of old shoes have gone across the water, according to Mr. Clancy, who adds: "These shoes usually are not worn out, but in many cases have just gone to the point where they generally are half-soled and we have found many cases where the sender has had needed repairs made. It was in the early winter that Federal authorities felt there might be questionable reasons behind the movement, and frequently the shoes were ripped open at heel and sole to search for secret messages, but such were never found."

Gabby Gleanings From Grand Rapids

Grand Rapids, May 28—Thomas Ford is now in charge of a Y. M. C. A. hut "somewhere in France," dealing out stationery, postage stamps, cigarettes and smiles. Mrs. Ford has given up her studio on North Lafayette street and joined the family of Dr. Wolfe for the summer.

Cornelius Crawford (Hazelton & Perkins Drug Co.) has the sympathy of a large circle of friends and acquaintances in the affliction which has visited his household. Mrs. Crawford was stricken with apoplexy last Thursday and lies in a critical condition at the family home on Paris avenue. Mrs. Crawford was down town on a shopping expedition only a few hours before the malady put in an appearance and was congratulated on how well she was looking and how much enjoyment she was getting out of life.

The destruction of the Lake Harbor Hotel is a heavy blow for Landlord Swett, of the Occidental Hotel, Muskegon. He made the Lake Harbor hostelry famous from one end of the country to the other. As the burned structure will probably not be rebuilt, Mr. Swett will probably now devote all his energies to the reconstruction of the front portion of the Occidental, so it will be as modern in every respect as the rear portion is. With the rapid and substantial growth of Muskegon, Mr. Swett has a wonderful opportunity to grow with the city and become to Muskegon what Boyd Pantlind is to Grand Rapids.

It is reported that the Linderman Steel & Machine Co., at Muskegon,

has decided to call in its preferred stock at 107 and accrued interest. If this is a fact, it will tend to make the common stock very valuable.

A young couple can get things arranged so two can live as cheaply as one, and then the fool Stork comes along and throws a monkey wrench into the arrangements.

The story is told of two traveling salesmen detained in a little village hotel in the Upper Peninsula. They were introduced to a crazy little billiard table and a set of balls which were of a uniform a dirty-gray color. "But how do you tell the red from the white?" asked one of the drummers. "That's easy," said the landlord. "You soon get to know 'em by their shape."

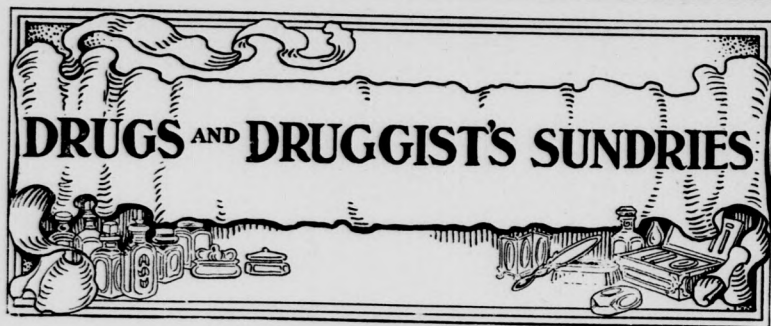
About three hundred members of the United Commercial Travelers of America are expected to attend the twenty-fifth annual state convention of the organization which is to be held Friday, June 7, and arrangements for the entertainment of the visitors are being made by Jackson Council, No. 57. In accordance with a resolution adopted at the last session, there will be no extensive entertainment programme, but the money which would ordinarily be used for such purpose will, instead, be expended by the grand executive committee for the care of dependent members or their families when such dependency is caused by the war. While it is expected that about three hundred members of the organization will attend the Jackson session, the attendance may be decreased because of war conditions. There are nineteen subordinate councils in the State. A meeting of the jurisprudence, finance committee and grand executive board will be held at the Otsego Hotel on the evening prior to the day of the convention. The convention headquarters will be located at the Otsego Hotel and the opening session will be held at 10 o'clock Friday morning. The convention will be called to order by Sr. Counselor W. M. Kelly of Jackson, and the address of welcome will be delivered by Mayor William Sparks. The annual session will then be called to order by Grand Counselor John A. Hach of Coldwater. On Saturday afternoon, at 1 p. m., Absal Guild, A. M. O. B., from Grand Rapids, will institute a Guild of Bagdad in U. C. T. hall. The Ladies' Auxiliary will entertain the visiting ladies on Friday. In the morning, at 10, they will be given an automobile trip about the city, starting from the Otsego Hotel. At 8.00 p. m. there will be a grand ball in U. C. T. hall, corner of Mechanic and Washington streets.

Harrison Parker Always Getting In Bad.

Montague, May 28—A bit of excitement was caused over an encounter recently in the Farmers' State Bank here, when two members of the Fruitvale colony met Harrison Parker, who is the local manager, and Edward Raymond, who is manager of the poultry ranch. On entering the Bank Raymond asked Parker if he was going to give him a check he had promised him on Sunday. When Parker answered "No," Raymond grabbed him by the coat collar and began to strike him with his fist, Parker, meantime, trying to get free. Finally Parker ran in to the cashier's private office as Cashier Anderson called to them to stop. Raymond has gone to Muskegon and Parker, when last heard of, was trying to get a warrant for his arrest.

Some men are selfish even in their prayers—they pray for rain so they won't have to shovel snow.

After getting the average man started on his hobby nothing short of a steam roller can stop him.



Is the Preceptor an Asset or a Liability?

From the definition of the word "preceptor" given by standard authorities, theoretically, there should be but one answer to this query; an affirmative one as an asset; but from customs in vogue in some establishments, branded drug stores, and from experiences had with employes from such shops, one is compelled, with reluctance, to decide that some preceptors are liabilities to those who have the misfortune to be in their employ.

The preceptor in the drug business should realize that he assumes a moral responsibility to his employes, who place a measure of faith in his integrity and business judgment when he takes them into his employ; hence he should exercise great caution that the embryo pharmacist, at the most impressionable time in his life, be directed along proper lines of action, which action upon the clerk's part will depend in large measure upon the customs that prevail in the establishment over which the proprietor has supreme command, as the rules of the store will automatically be indelibly impressed upon the mind of the faithful employe.

The advantages (or disadvantages) of the direction of the preceptor will be in direct proportion to the faithfulness of the employe, and we all know that the faithful employe is the only sort the good pharmacist is solicitous of employing.

When serving my apprenticeship, I was skeptical concerning rumors to the effect that in some few establishments very low wages were received by the tyro-pharmacists there employed, but after a quarter century's active service in the role of a pharmacist, and observing the varying value of various employes, I have no doubt as to the aforesaid rumors, and the great advantages enjoyed by those who had the good fortune to be under the direction and supervision of truly representative, responsible employers, who were mindful of the obligations to their employes. The advantages of such a line of action are not unfair or unbalanced ones, as far as the preceptor is concerned, for the proverbial shortage of good help is one that does not annoy such a one; because there will be competition to enter his employ upon the part of intelligent employes, and other employers make appeals to him for positions for their wards when attending college, if located in a city where a college of pharmacy is operated.

As it will be necessary for the employe to carry out the processes of

manufacture in a drug store that is properly conducted, it is self-evident that he will become familiar with such processes and facilities for manufacturing, which knowledge and practice will prove to be of lasting benefit to him as a clerk or as an employer.

It is said that the clerk of to-day is the proprietor of to-morrow, hence it can readily be seen that he stands to gain very materially by having been in the employ of a first-class pharmacist.

Reversely, it is advantageous to the employer to properly train his employes, for, if they become proprietors, they will assist in keeping up the standards of the business as a matter of custom or second nature, and he surely will feel the advantages that such customs will produce.

If the clerks have had desirable practices to follow when employed, they are not likely to want to follow less desirable ones when directing their places of business. They will be more prone to yearn for, and determine upon more pleasing and more comfortable conditions, which will lead to a far better state of affairs for all followers of the calling.

As a Nation, we have been notorious as squanderers of our resources, showing but little regard for the affairs of tomorrow, but, with the advent of the unprecedented conditions that prevail to-day, it is very important that we take time to take account of stock, as it were, and plan with far more deliberation for the future than we have done in the past.

These are stirring and heart-rending times and each and every one should as a patriotic duty seriously consider how he can contribute to the welfare of the Nation.

If careless financial methods have been followed, they should be discontinued immediately in self-defense to proprietor and clerk, for then the proprietor may be able to pay the clerk a better salary.

If slovenly practices have been followed, to the great detriment of the budding pharmacist, the proprietor should "wake up" or competition will eliminate him as an employer in the near future, for business is making very rapid strides along the lines of cleanliness and order.

If questionable business morals are the basis on which a drug store is conducted, the sooner a clerk severs his connection with the place the better it will be for him, as he cannot afford to run the risk of the evil effects of such environment.

If an employer does not prove to be what he morally obligates himself to

be to the clerk—a preceptor or teacher—when he requests him to enter his employ, the drug clerk is being treated dishonestly and unfairly and should keep on the lookout for an employer who will faithfully carry out his part of the bargain made when hiring the novice.

As the majority of employers are close observers of the habits of their employes and realize their obligations to their worthy employes, it is incumbent upon the latter to prove their worthiness of confidence, and to instill into the minds of their masters the fact that it will not be a waste of time and effort upon the part of the preceptor to allot a certain portion of each day's time, if possible, to the improvement of their pupils, realizing that they will receive the benefit from such action by the improved service the employes can and will render to them.

I shall never forget the systematic course of study I was compelled to follow by my first employer in the drug business, and I feel certain that the habits then formed have been a lasting benefit to me, and I certainly recommend that all employers, if possible, demand that a certain course of reading and study be followed by their employes—particularly so by those just entering the drug business.

The ex-employes of some of our first-class drug stores are known as one of—'s boys, to which they allude with pride (and in many instances with great profit), as they now ap-

preciate the great opportunity it was to them to have been in the employ of such an employer.

As the brand trade-mark on some lines of manufacture inspires confidence in the goods bearing said marks, so the record of having served a satisfactory apprenticeship with proprietors of certain standing gives their ex-employes credentials that are of great benefit and value; hence the selection of a preceptor is a very momentous question for the young man entering pharmacy, and no hasty decision should be made upon this question, for the years of employment, while acquiring the degree of pharmacist, are but a small portion of the years the average clerk is connected with pharmacy.

Preceptors in pharmacy should realize the moral obligations they assume when employing clerks and should govern themselves accordingly. A full realization of these obligations will soon bring about a decided improvement in the quality of clerks; also establish the drug business upon a higher plane, with better financial rewards.

The opportunity is at hand. Will it be embraced?

Time only can give the answer; but may our generation not be compelled to be ashamed of its record, and deliberately throw away the golden opportunities that are at hand, for America has a new era awaiting for all alert, honorable, intelligent workers.

Franklin M. Apple.

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

Butcher Bill Laughs at Devil's Offer to Abdicate.

The letter written by his Satanic Majesty, Lucifer Satan, to Kaiser Wilhelm in which the former suggested abdicating in favor of the Emperor, has reached its destination, and after due consideration the tempting offer made by the devil has been rejected. The following letter attributed to the Kaiser has been made public:

Berlin, Germany, May 26—Your offer to abdicate the throne of Hades in my favor would be interesting were it wholly serious, but conditions are implied that make it inadvisable that I accept. I do not think much of Gehenna, anyhow. It is a second-class State at best, and I would not care to live there permanently.

As a matter of fact, I have made a splendid start toward a hell of my own—we call it Bottomless Prussia. It has all the modern improvements, such as running hot water, red fire, cyanide gas, calcium lights, wide open plumbing and vacuum cleaner. At the present time we are getting practically all of the business, and when it comes to a matter of competition, it is my opinion that we would have pushed you off the map.

To be perfectly frank with you, we have considered the advisability of taking over your plant about the time it is ripe for bankruptcy. You are not making expenses, while we are turning them away. Everyone says I am a much bigger devil than you ever dared to be, and there is not a day goes by without my pictures being in the papers.

You may have once thought you were a hell of a fellow, but you have nothing on me. Your place is a back number, and when the time comes we will move in and take possession—if we think it worth while. It is not usual for Prussians to give warning or apology. We usually do things and leave it to the world to explain, but I am telling you because I realize that you can do nothing to forestall or prevent our action. Abdicate in my favor. Why, you poor old stiff, you have nothing to abdicate. You couldn't float a bond issue in your plant in a million years. In the commercial market it would be called junk. You have a bunch of ancient floor-walkers like Judas, Nero, Ananias, Caligula, Richard III. and Capt. Kidd, and they are really driving business away from the place. Talk about the Huns! Why, I wouldn't let Atilla bring my shaving water.

If you had a few scouts like Von Tirpitz or Von Hindenburg you might talk on a basis of equality. They are the boys who bring home the bacon, and they are filling our hell with talent of their own creation and development. But while they are finished performers, of course, I am still the boss of the whole works. It is my genius and inspiration that has made our new hell possible. Hell without me would be merely a word. I have made it a torrid reality. You may as well understand first as last that you cannot run a hell without some of our Prussian efficiency. In a competitive race with us you would probably bring up as a second rate cold storage plant.

By reason of our former friendship, however, I am willing to recognize your moth-eaten throne as one with which diplomatic relations may be maintained. I am sending Count Bernstorff as my Ambassador with authorities to make treaties compatible with our mutual interests. Under certain circumstances it might be possible to negotiate a union between our crown prince and your messalina. They might make a good team. He may also take on Lucretia Borgia and make it a double-header. How would it do for me to hook up with one of your Catherine—this Medici person, for instance? Of course, this would only be for the campaign and subject to cancellation at my will. Count Bernstorff is permitted to talk of these as well as other matters, and has himself hinted to me the advisabil-

ity of an exchange of transfers. This, however, would be with the idea of the gradual absorption of your hell by my own. I am to be perfectly frank with you. You must realize, my own dear Lucifer, that you are getting old. You are not up to our modern methods and when you wander around with your spiked tail, people only smile in a good-natured way, and murmur, "Who the Hell is he," or "I wonder what mischief Satan is up to now?"

You are all right for running a kindergarten, but as the boss of a real, blood-red, rip-snorting, concert-pitch hell you are mostly rabbit. You are altogether too easy. Why, I understand you even shy at cooking children in their own grease. You ought to have seen the way I cleaned them up in Belgium. Women first? Well, I guess. Any old way. We turned it into a patch of Bottomless Prussia overnight. That ancient party who ran wicks through Christians and used them to light up his grounds was a poor fish at thinking up things. We could show him a few things that would make him green with envy. He never poisoned a whole regiment with gas bombs and he never sank and blew up a shipload of women and children with a torpedo from a submarine.

You mean well, Lucifer, but are a slow performer. Take a week off and come over to a real hell. We will show you the time of your life and you can see what you are up against. You can discover why your proposition to abdicate in my favor doesn't interest me. However, I am a real sport and I'll tell you what I'll do. I'll play you a game of pitch to see whether you abdicate me or I throw you out. In either case you are welcome to a permanent home with me and I'll show you a hell of a time.

Kaiser Wilhelm.

Coloring Lamp Bulbs.

Aniline dyes are used for coloring the bulbs of incandescent lamps. The dye is made by dissolving the aniline color in alcohol, and mixing it with shellac varnish to the desired tint. A better adhesion may be had by dipping the bulb in a solution made by mixing the white of an egg in a pint of water and letting it dry on the bulb. A second dipping insures a more complete covering. The lamp must be clean and perfectly dry when it is dipped.

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Sold by All Jobbers

Peter Dornbos

Cigar Manufacturer

16 and 18 Fulton St., W.

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Boric (Powd.) .. 18@ 25		Eigerson 3 00@3 25	Cardamon @2 10
Boric (Xtal) .. 78@ 81		Eucalyptus 1 25@1 35	Cardamon, Comp. @1 60
Carbolic 1 10@1 15		Hemlock, pure 1 75@2 00	Catechu @2 35
Citric 3 1/2@ 5		Juniper Berries 17 50@17 75	Cinchona @2 40
Muriatic 10 1/2@15		Juniper Wood 2 75@3 00	Colchicum @2 35
Nitric 60@ 70		Lard, extra 2 10@2 20	Cubebs @1 90
Oxalic 3 1/2@ 5		Lard, No. 1 1 85@1 95	Digitalis @1 60
Sulphuric 3 1/2@ 5		Lavender Flow. 7 00@7 25	Gentian @2 50
Tartaric 1 10@1 15		Lavender, Gar'n 1 25@1 40	Ginger @1 90
		Lemon 2 00@2 25	Gualac @1 80
Ammonia		Linseed, boiled bbl. @1 61	Gualac, Ammon. @1 50
Water, 26 deg. 12@ 20		Linseed, bld. less 1 71@1 76	Iodine, Colorless @1 75
Water, 18 deg. 10 1/2@ 18		Linseed, raw, bbl. @1 60	Iron, clo. @1 60
Water, 14 deg. 9 1/2@ 17		Linseed, rw. less 1 70@1 75	Kino @1 65
Carbonate 16 @ 20		Mustard, true, oz. @2 25	Myrrh @2 50
Chloride 1 00@1 10		Mustard, artifl. oz. @2 00	Nux Vomica @1 75
		Neatsfoot 1 80@1 95	Opium @9 00
Balsams		Opium, pure 6 00@8 00	Opium, Camph. @1 50
Copaiba 1 40@1 65		Olive, Malaga,	Opium, Deodora'd @9 50
For (Canada) .. 1 25@1 50		yellow 5 35@5 50	Rhubarb @1 55
For (Oregon) .. 40@ 50		Olive, Malaga,	
Peru 5 25@5 50		green 5 35@5 50	Paints
For 1 75@2 00		Orange, Sweet .. 3 25@3 50	Lead, red dry .. 12 1/4@12 3/4
		Origanum, pure @2 50	Lead, white dry 12 1/4@12 3/4
Barks		Origanum, com'l @2 75	Lead, white oil 12 1/4@12 3/4
Cassia (ordinary) 35@ 40		Pennyroyal 2 25@2 50	Ochre, yellow bbl. @ 1 1/2
Cassia (Saigon) 90@1 00		Peppermint 4 25@4 50	Ochre, yellow less 2 @ 5
Elm (powd. 35c) 30@ 35		Rose, pure 30 00@32 00	Putty 3 1/2@ 6
Sassafras (pow. 40c) @ 35		Rosemary Flows 1 50@1 75	Red Venet'n bbl. 1 1/2@ 5
Soap Cut (powd.) 35c 27@ 30		Sandalwood, E. I. 17 50@17 75	Red Venet'n less 2 @ 5
		Sassafras, true 2 75@3 00	Vermillion, Amer. 25@ 30
Berries		Sassafras, artifl. 65@ 85	Whiting, bbl. @ 3
Cubeb 1 60@1 70		Spearment 4 70@5 00	Whiting 3 1/2@ 6
Fish 30@ 35		Sperm 2 70@2 80	L. H. P. Prep'd. 2 55@3 00
Juniper 10@ 15		Tansy 4 25@4 50	
Prickley Ash @ 30		Tar, USP 45@ 60	Miscellaneous
		Turpentine, bbls. @ 57	Acetalid 1 10@1 20
Extracts		Turpentine, less 62@ 67	Alum 12@ 15
Licorice 60@ 65		Wintergreen, tr. 5 50@5 75	Alum, powdered and ground 14@ 17
Licorice powd. 1 05@1 10		Wintergreen, sweet birch 4 00@4 25	Bismuth, Subnitrate 4 00@4 10
		Wintergreen art 1 25@1 50	Borax xtal or powdered 10@ 15
Flowers		Wormwood 12 00@12 25	Cantharades po 2 00@6 50
Arnica 1 50@1 75		Wormwood 6 00@6 25	Calomel 2 56@2 60
Chamomile (Ger.) 75@1 00			Capalcum 35@ 40
Chamomile Rom. 1 75@2 00			Carmine 6 50@7 00
		Potassium	Cassia Buds @ 40
Gums		Bicarbonate 1 90@2 00	Cloves 77@ 85
Acacia, 1st 75@ 80		Bichromate 60@ 70	Chalk Prepared 12@ 15
Acacia, 2nd 65@ 70		Bromide 1 30@2 10	Chalk Precipitated 12@ 15
Acacia, Sorts 40@ 50		Carbonate 1 85@2 00	Chloroform 90@ 97
Acacia, powdered 60@ 70		Chlorate, gran' 95@1 00	Chloral Hydrate 2 17@2 27
Aloes (Barb. Pow.) 30@ 40		Chlorate, xtal or powd. 70@ 75	Cocaine 13 05@13 60
Aloes (Cape Pow.) 30@ 35		Cyanide 70@ 90	Cocoa Butter 50@ 60
Aloes (Soc. Pow. 90) @ 35		Iodide 4 59@4 66	Corks, list, less 55% @ 3
Asafoetida, @2 50		Permanganate 5 50@5 60	Copperas, bbls. @ 3
Pure @2 50		Prussiate, yellow @1 75	Copperas, less 3 1/2@ 3
Pure @2 50		Prussiate, red .. 3 75@4 00	Copperas, powd. @ 10
Camphor 1 35@1 40		Sulphate @ 90	Corrosive Sublim. 2 20@2 40
Gualac @2 10			Cream Tartar 80@ 86
Gualac, powdered @1 10			Cuttlebone 75@ 80
Kino 70@ 75		Roots	Dextrose 10@ 15
Kino, powdered .. 75@ 80		Alkanet 3 25@3 50	Dover's Powder 5 75@6 00
Myrrh @ 70		Blood, powdered 30@ 35	Emery, All Nos. 10@ 15
Myrrh, powdered @ 75		Calamus 50@55 00	Emery, Powdered 8@ 10
Opium 30 00@30 50		Elecampane, pwd. 10@ 20	Epsum Salts, bbls. @ 4 1/2
Opium, powd. 32 50@33 00		Gentian, powd. 20@ 30	Epsum Salts, less 5 @ 3
Opium, gran. 32 50@33 00		Ginger, African, powdered 25@ 30	Ergot 1 25@1 50
Snellac 80@ 90		Ginger, Jamaica, powdered 30@ 35	Flake, powdered 2 75@3 00
Snellac, Bleached 90@ 95		Ginger, Jamaica, powdered 22@ 30	Flake, White 15@ 20
Tragacanth 2 50@3 00		Golden seal pow. 8 00@8 25	Formaldehyde, lb. 23@ 30
Tragacanth powder 2 50		Ipecac, powd. 4 00@4 25	Gelatin 1 75@1 90
Turpentine 15@ 20		Licorice 45@ 50	Glassware, full ca. 55%
		Licorice, powd. 40@ 45	Glassware, less 50%
Insecticides		Morris, powdered 20@ 25	Glauber Salts, bbl. @ 2 1/2
Arsenic 20@ 30		Poke, powdered 75@1 25	Glauber Salts, less 3 1/2@ 7
Blue Vitriol, bbl. @11 1/4		Rhubarb 1 00@1 50	Glue, Brown 25@ 25
Blue Vitriol, less 12@ 20		Rhubarb, powd. 1 00@1 50	Glue, Brown Grd. 25@ 25
Bordeaux Mix Dry 20@ 25		Rosinweed, powd. 25@ 30	Glue, White 30@ 35
Hellebore, White powdered 38@ 45		Sarsaparilla, Hond. ground 75@ 80	Glue, White Grd. 30@ 35
Insect Powder 40@ 60		Sarsaparilla Mexican ground 1 00@1 10	Glycerine 75@ 92
Lead, Arsenate Po 34@ 44		Squills 45@ 65	Hops 60@ 75
Lime and Sulphur Solution, gal. .. 20@ 35		Squills, powdered 45@ 65	Iodine 5 60@5 90
Paris Green 48 1/2@54 1/2		Tumeric, powd. .. 20@ 25	Iodoform 6 59@6 74
		Valerian, powd. .. @1 00	Lead, Acetate 25@ 30
Ice Cream			Lycopodium 2 25@2 50
Piper Ice Cream Co., Kalamazoo 95		Seeds	Mace 85@ 90
Bulk Vanilla 1 00		Anise 42@ 45	Mace, powdered 95@1 00
Bulk Special Flavored 1 00		Anise, powdered 47@ 50	Menthol 4 50@4 75
Brick, Plain 1 20		Bird, ls 13@ 19	Morphine 15 45@16 00
Brick, Fancy 1 60		Canary 20@ 25	Nux Vomica 22 1/2@ 30
		Caraway 85@ 90	Nux Vomica, pow. @ 20
Leaves		Cardamon 1 50@2 00	Pepper black pow. 35@ 40
Buchu 1 85@2 00		Celery (Powd. 65) 35@ 60	Pepper, white @ 45
Buchu, pow'd 2 00@2 10		Coriander 30@ 35	Pitch, Burgundy @ 15
Sage, bulk 67@ 70		Dill 90@1 00	Quassia 12@ 15
Sage, 1/4 loose 72@ 78		Fennel 10@ 14	Quinine 1 28@1 58
Sage, powdered 55@ 60		Flax 10@ 14	Rochelle Salts 54@ 60
Senna, Alex 1 40@1 50		Flax, ground 10@ 14	Saccharine, oz. @1 75
Senna, Tinn. 40@ 45		Foenugreek pow. 22@ 30	Salt Peter 36@ 45
Senna, Tinn. pow. 50@ 55		Hemp 9@ 15	Seidlitz Mixture 45@ 50
Uva Ursi 30@ 35		Lobelia 40@ 50	Soap, green 20@ 30
		Mustard, yellow 35@ 40	Soap mott castile 22 1/2@ 25
Oils		Mustard, black 25@ 30	Soap, white castile case @29 00
Almonds, Bitter, true 18 50@18 75		Mustard, powd. 35@ 40	Soap, white castile less, per bar @3 00
Almonds, Bitter, artificial 7 00@7 20		Poppy @1 00	Soda Ash 4 1/2@ 10
Almonds, Sweet, true 1 75@2 00		Quince 1 40@1 50	Soda Bicarbonate 3 1/2@ 7
Almonds, Sweet, imitation 65@ 75		Rape 15@ 20	Soda, Sal 30@ 35
Amber, crude 2 00@2 25		Sabadilla 35@ 45	Spirits Camphor @1 25
Amber, rectified 2 50@2 75		Sabadilla, powd. 35@ 45	Sulphur, roll 4 1/2@ 10
Anise 3 00@3 25		Sunflower 8 1/2@ 10	Sulphur, Subl. @ 10
Bergamont 2 00@2 25		Worm American @ 25	Tamarinds 15@ 20
Cajeput 3 50@3 75			Tartar Emetic @ 90
Cassia 3 40@3 65		Tinctures	Turpentine, Ven. 50@4 75
Castor 3 40@3 65		Aconite @1 65	Vanilla Ex. pure 1 50@2 00
Cedar Leaf 1 75@1 85		Aloes @1 35	Witch Hazel 1 35@1 75
Citronella 4 50@4 75		Arnica @1 35	Zinc Sulphate 10@ 15
Cloves 4 40@ 50		Asafoetida @2 40	
Cocunut 5 60@5 75		Benladonna @2 85	
Cod Liver 2 05@2 20		Benzoin @2 50	
Cotton Seed 2 00@2 25		Benzoin Compo'd @3 30	
		Buchu @3 40	
		Cantharadics @3 90	

GROCERY PRICE CURRENT

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

ADVANCED

Some Cigars
Some Soaps
Butter Plates
Clothes Pins
Some Washing Powder

DECLINED

AMMONIA
Arctic Brand
12 oz. 16c, 2 doz. box 2 70
14 oz. 25c, 1 doz. box 1 75
32 oz., 40c, 1 doz. box 2 85

AXLE GREASE
Diamond, 1 lb., 4 dz., dz. 55
Mica, 1 lb., 4 dz., dz. 1 10
Mica, 3 lb., 2 dz., dz. 2 75
Mica, 25 lb. pall 1 40

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

BATH BRICK
English 96

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

BREAKFAST FOODS
Bear Food, Pettijohns 2 85
Cracked Wheat, 24-3 4 60
Cream of Wheat 7 50
Quaker Puffed Rice 4 35
Quaker Puffed Wheat 4 35
Quaker Bkfst Biscuit 1 90
Quaker Corn Flakes 2 90
Washington Crisps 3 40
Wheatena 5 40
Grape Nuts 2 85
Sugar Corn Flakes 3 25
Holland Rusk 4 10
Krinkle Corn Flakes 3 80
Maple-Flake, Whole
Wheat 4 85
Minn. Wheat Food 6 50
Ralston Wheat Food
Large, 1 lb. 3 90
Ralston Wht Food 1 lb. 1 55
Rosa's Whole Wheat
Biscuit 4 50
Bacon Wheat Food 4 50
Shred Wheat Biscuit 4 35
Triacult, 18 3 25
Pillsbury's Best Cor'l 2 50
Post Toasties, T-2 4 10
Post Toasties, T-3 4 10
Post Tavern Porridge 2 90

BROOMS
Fancy Parlor, 25 lb. 9 50
Parlor, 5 String, 25 lb. 8 75
Standard Parlor, 23 lb. 8 50
Common, 23 lb. 8 00
Special, 23 lb. 7 75
Warehouse, 23 lb. 10 60

BRUSHES
Solid Back, 8 in. 1 00
Solid Back, 11 in. 1 25
Pointed Ends 1 00

STEVE
No. 3 1 00
No. 3 1 50
No. 1 3 00

Shoe
No. 1 1 00
No. 3 1 30
No. 8 1 70
No. 4 1 90

BUTTER COLOR
Dandelion, 25c size 2 00

CANDLES
Paraffine, 6s 14 1/2
Paraffine, 12s 15 1/2
Wicking 65

CANNED GOODS
Apples
1 lb. Standards 1 60
No. 10 1 75

Blackberries
3 lb. 1 25
Standard No. 10 1 50

Beans
Baked 1 25
Red Kidney 1 25
String 1 50
Wax 1 50

Blueberries
Standard 1 75
No. 10 1 00

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

Corn
Fair 1 85
Good 1 85
Fancy 1 85

French Peas
Monbador (Natural)
per doz. 1 85
Gooseberries
No. 2, Fair 1 85
No. 2, Fancy 1 85

Hominy
Standard 1 25

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

Mustard
1 lb. 1 90
2 lb. 2 80
Soused, 1 lb. 1 90
Soused, 2 lb. 2 75
Tomato, 1 lb. 1 50
Tomato, 2 lb. 2 90

Mushrooms
Buttons, 1/2 lb. 1 90
Buttons, 1 lb. 3 50
Hotels, 1 lb. 4 44

Oysters
Cove, 1 lb. 1 20
Cove, 2 lb. 1 30

Plums
Pears in Syrup
No. 3 can, per dz. 3 60

Peas
Marrowfat 1 35
Early June 60
Early June sifted 1 70

Pineapples
Pie 1 50
No. 10 size can pie 4 25

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

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

Salmon
Warrens, 1 lb. Tail 3 35
Warrens, 1 lb. Flat 3 45
Red Alaska 2 85
Med. Red Alaska 3 60
Pink Alaska 3 30

Sardines
Domestic, 1/2 lb. 6 50
Domestic, 1 lb. 6 50
Domestic, 1/2 lb. 6 25
Norwegian, 1/2 lb. 15 15
Portuguese, 1/2 lb. 30 35

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

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

Succotash
Fair 1 85
Good 1 90
Fancy 1 90

Strawberries
Standard 2 50
Fancy 2 90

Tomatoes
No. 1 1 40
No. 3 1 75
No. 10 5 00

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

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

CHEESE
Acme 2 25
Peerless 2 25
Brick 2 24
Loiden 2 26
Limburger 2 26
Pineapple 2 26
Edam 2 26
Sap Sago 2 26
Swiss, Domestic 2 26

CHEWING GUM
Adams Black Jack 70
Adams Sappota 75
Beeman's Pepsin 70
Beechnut 70
Doublemint 70
Flag Spruce 65
Hershey Gum 55
Juicy Fruit 70
Sterling Gum Pep. 70
Spearmin, Wrigleys 70
Spearmin, 6 box jars 4 00
Yucatan 70
Zeno 70
O. K. Gum 75

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

CLOTHES LINE
Per doz.
No. 40 Twisted Cotton 1 80
No. 50 Twisted Cotton 2 10
No. 60 Twisted Cotton 2 75
No. 80 Twisted Cotton 2 90
No. 50 Braided Cotton 2 25
No. 60 Braided Cotton 2 60
No. 80 Braided Cotton 3 10
No. 50 Sash Cord 3 00
No. 60 Sash Cord 3 50
No. 70 Jute 1 45
No. 72 Jute 1 60
No. 60 Sisal 1 60

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10
No. 18, each 100ft. long 1 00
No. 17, each 100ft. long 2 10

COCOA
Baker's 39
Bunte, 10c size 83
Bunte, 1/2 lb. 2 20
Bunte, 1 lb. 4 00
Cleveland 41
Colonial, 1/2 35
Colonial, 1/4 33
Epps 42
Hershey's 1/2 32
Hershey's 1/4 30
Huyler 36
Lowney, 1/2 33
Lowney, 1/4 37
Lowney, 1/2 lb. cans 37
Lowney, 1/4 lb. cans 12
Van Houten, 1/2 18
Van Houten, 1/4 36
Van Houten, 1s 65
Van-Eta 36
Webb 33
Wilbur, 1/2 33
Wilbur, 1/4 32

COCOANUT
Dunham's per lb.
1/2, 5 lb. case 33
1/2, 5 lb. case 31
1/2, 15 lb. case 31
1/2, 15 lb. case 30
1/2, 15 lb. case 30
1/2, 15 lb. case 30
Bulk, pails 24 1/2
Bulk, barrels 25
Baker's Brazil Shredded
70 7c pkgs., per case 4 30
36 14c pkgs., per case 4 30
16 14c and 33 7c pkgs.,
per case 4 00
Bakers Canned, doz. 1 20

COFFEES ROASTED
No. 19 19
Fair 19 1/2
Choice 20
Fancy 21
Peaberry 28

Santos
Common 20
Fair 20 1/2
Choice 21
Fancy 22
Peaberry 28

Marselles
Fair 24
Choice 25

Mexican
Choice 25
Fancy 26
Peaberry 28

Guatemala
Fair 25
Fancy 26

Java
Private Growth 36 1/2
Mandling 31 1/2
Aukola 30 1/2

Mocha
Short Bean 35 1/2
Long Bean 34 1/2
H. L. O. G. 34 1/2

Supplies
Fair 34
Fancy 35
Exchange Market, Steady
Spot Market, Strong

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 foll. 1/2 gro. 85
Hummel's tin, 1/2 gro. 1 43

CONDENSED MILK
Carnation, Tall 5 25
Carnation, Baby 4 40
Hebe, Tall 5 00
Hebe, Baby 4 90
Pet, Tall 5 25
Pet, Baby 3 30
Van Camp, Tall 5 25
Van Camp, Baby 3 30

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

Mixed Candy
Broken 18
Cut Leaf 19
French Cream 20
Grocers 13
Kindergarten 20
Leader 18
Monarch 16
Novelty 19
Paris Creams 22
Premio Creams 24
Royal 17
Special 17
X L O 16

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

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

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

Cough Drops
Putnam Menthol 1 25
Smith Bros. 1 25

COOKING COMPOUNDS
Crisco
26 1 lb. cans 10 25
24 1 1/2 lb. cans 10 25
6 1/2 lb. cans 10 25
4 9 lb. cans 10 25

Mazola
5 1/2 oz. bottles, 2 doz. 3 60
Pints, tin, 2 doz. 7 50
Quarts, tin, 1 doz. 7 00
1/2 gal. tins, 1 doz. 13 25
Gal. tins, 1/2 doz. 13 25
5 Gal. tins, 1-6 doz. 13 60

NUTS—Whole
Almonds, Tarragona 21
Almonds, California
soft shell Drake 19
Brazil 19
Filberts 20
Cal. No. 1 & 2 24

Walnuts, Naples 22
Walnuts, Grenoble 22
Table nuts, fancy 16 1/2
Pecans, Large 17
Pecans, Ex. Large 30

Shelled
No. 1 Spanish Shelled
Peanuts 16 1/2
Ex. Lg. Va. Shelled
Peanuts 16 1/2
Peanut Halves 19 00
Walnut Halves 19 70
Filbert Meats 19 42
Almonds 19 00
Jordan Almonds 19 00

Peanuts
Fancy H P Suns
Raw 18 1/2
Roasted 20 1/2
H P Jumbo
Raw 19 1/2
Roasted 21 1/2
Spanish Shelled,
No. 1 18 1/2

CREAM TARTAR
Barrels or Drums 70
Boxes 74

DRIED FRUITS
Apples
Evap'd, Choice, blk 16
Evap'd Fancy blk. 9

Apricots
California 21

Citrus
California 18 1/2

Currents
Imported, 1 lb. pkg. 25
Imported, bulk 25 1/2

Peaches
Muirs—Choice, 25 lb. 12
Muirs—Fancy, 25 lb. 13
Fancy, Peeled, 25 lb. 14

Pear
Lemon, American 22
Orange, American 23

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

California Prunes
90-100 25 lb. boxes 10 1/2
80-90 25 lb. boxes 10 1/2
70-80 25 lb. boxes 10 1/2
60-70 25 lb. boxes 10 1/2
50-60 25 lb. boxes 10 1/2
40-50 25 lb. boxes 10 1/2

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

Farina
25 1 lb. packages 3 65
Bulk, per 100 lb. 2 65

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

Hominy
Pearl, 100 lb. sack 4 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

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

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

Tapoca
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 1-6, per 100 9
Size 3-6, per 100 10
Size 3-8, per 100 11
Size 4-8, per 100 14
Size 5-8, per 100 15

Sinkers
No. 1, per gross 60
No. 2, per gross 60
No. 3, per gross 60
No. 4, per gross 75
No. 5, per gross 80
No. 6, per gross 80
No. 7, per gross 90
No. 8, per gross 1 00
No. 9, per gross 1 10

Old Wool
Lamb 75 1/2
Shearings 50 1/2

Tallow
Prime 12
No. 1 12
No. 2 11

FLAVORING EXTRACTS
Jennings D C Brand
Pure Vanilla
Terpenol
Lemon

FLOUR AND FEED
Grand Rapids Grain &
Milling Co.
Winter Wheat
Purity Patent 12 00
Fancy Spring 12 50
Wizard Graham 12 70
Wizard, Gran. Meal 12 00
Wizard Buckw't cwt 4 00
Rye 14 50

Valley City Milling Co.
Lily White 12 25
Graham 12 70
Granena Health 12 00
Gran. Meal 12 70
Bolted Meal 12 20

Watson-Higgins Milling Co.
New Perfection 12 00
Worden Grocer Co.
Quaker, 1/2 cloth 12 00
Quaker, 1/2 cloth 12 00
Quaker, 1/2 cloth 12 00
Quaker, 1/2 paper 12 00
Quaker, 1/2 paper 12 00

Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/2 11 00
American Eagle, 1/2 10 95
American Eagle, 1/2 10 90

Spring Wheat
Worden Grocer Co.
Wingold, 1/2 cloth 11 00
Wingold, 1/2 cloth Sold Out
Wingold, 1/2 cloth Sold Out

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

FLOUR AND FEED
Grand Rapids Grain &
Milling Co.
Winter Wheat
Purity Patent 12 00
Fancy Spring 12 50
Wizard Graham 12 70
Wizard, Gran. Meal 12 00
Wizard Buckw't cwt 4 00
Rye 14 50

Valley City Milling Co.
Lily White 12 25
Graham 12 70
Granena Health 12 00
Gran. Meal 12 70
Bolted Meal 12 20

Watson-Higgins Milling Co.
New Perfection 12 00
Worden Grocer Co.
Quaker, 1/2 cloth 12 00
Quaker, 1/2 cloth 12 00
Quaker, 1/2 cloth 12 00
Quaker, 1/2 paper 12 00
Quaker, 1/2 paper 12 00

Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/2 11 00
American Eagle, 1/2 10 95
American Eagle, 1/2 10 90

Spring Wheat
Worden Grocer Co.
Wingold, 1/2 cloth 11 00
Wingold, 1/2 cloth Sold Out
Wingold, 1/2 cloth Sold Out

Meal
Bolted 11 00
Golden Granulated 12 00

Wheat
Red 1 05
White 1 35

Oats
Michigan carlots 12 00
Less than carlots 10 00

Corn
Carlots 1 45
Less than carlots 1 00

Hay
Carlots 25 00
Less than carlots 2 00

Feed
Street Car Feed 60 00
No. 1 Corn & Oat Fd. 60 00
Cracked Corn 71 50
Coarse Corn Meal 71 50

FRUIT JARS
Mason, pts., per gro. 7 40
Mason, qts., per gro. 7 50
Mason, 1/2 gal. per gr. 10 15
Mason, can tops, gro. 3 50

GELATINE
Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90
Knorr's Sparkling, doz. 1 75
Knorr's Sparkling, gr. 20 50
Knorr's Acid'd doz. 1 55
Minute, 1 doz. 1 25
Minute, 3 doz. 3 75
Nelson's 1 60
Oxford 75
Plymouth Rock, Fla. 1 40
Plymouth Rock, Fla. 1 40
Waukesha 1 60

GRAIN BAGS
Broad Gauge, 12 oz. 11
Climax, 14 oz. 11
Stark, A, 16 oz. 11

HERBS
Sage 15
Hops 15
Laurel Leaves 20
Senna Leaves 45

HIDES AND PELTS
Hides
Green, No. 1 15
Green, No. 2 14
Cured, No. 1 17
Cured, No. 2 16
Calfskin, green, No. 1 25
Calfskin, green, No. 2 25 1/2
Calfskin, cured, No. 1 30
Calfskin, cured, No. 2 33 1/2
Horse, No. 1 6 00
Horse, No. 2 5 00

Pelts
Old Wool 75 1/2
Lamb 50 1/2
Shearings 50 1/2

Tallow
Prime 12
No. 1 12

Wool
Unwashed, med. 25¢
Unwashed, fine 35¢

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

HORSE RADISH
Per doz. 30

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

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

JELLY GLASSES
5 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 doz. 16 50
32 oz. bottles, per doz. 30 00

MINCE MEAT
Per case 3 88

MOLASSES
New Orleans
Fancy Open Kettle 60
Choice 58
Good 50
Stock
Half barrels 5¢ extra
Red Hen, No. 2 2 70
Red Hen, No. 2 1/2 3 20
Red Hen, No. 3 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 30
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, 10 oz. 1 35
Stuffed, 14 oz. 2 75
Pitted (not stuffed)
14 oz. 3 75
Mansanilla, 5 oz. 1 25
Lunch, 10 oz. 1 75
Lunch, 14 oz. 2 75
Queen, Mammoth, 19
oz. 5 50
Queen, Mammoth, 28
oz. 6 75
Olive Chow, 3 doz. ca.
per doz. 2 50

PEANUT BUTTER
Bel-Car-Me Brand
5 oz. 1 doz. in case 2 90
12 oz. 1 doz. in case 2 50
12 1/2 lb. pails 5 75
5 lb. pails, 6 in crate 7 00
10 lb. pails 2 14
15 lb. pails 2 1
25 lb. pails 20 4
50 lb. tins 20 4

PETROLEUM PRODUCTS
Iron Barrels
Perfection 12 3
Red Crown Gasoline 22 3
Gas Machine Gasoline 39 7
V. M. & P. Naphtha 32 3
Capitol Cylinder, Iron
Bbls. 39 4
Atlantic Red Engine,
Iron Bbls. 26 4
Winter Black, Iron
Bbls. 12 9
Polarine, Iron Bbls. 44 4

PICKLES
Medium
Barrels, 1,200 count 12 00
Half bbls., 600 count 6 50
5 gallon kegs 2 80

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

Gherkins
Barrels 25 00
Half barrels 12 00
5 gallon kegs 4 50

Sweet Small
Barrels 25 00
5 gallon kegs 5 00
Half barrels 14 50

PIPES
Clay, No. 216, per box
Clay, T. D. full count 30
Cob, 3 doz. in box 1 25

PLAYING CARDS
No. 50 Steamboat 2 25
No. 50 Bicycle 2 50
Pennant 2 25

POTASH
Habbitt's, 3 doz. 2 65

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

Dry Salt Meats
S P Bellies 21 00@22 00

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

Smoked Meats
Hams, 14-16 lb. 30 @31
Hams, 16-18 lb. 29 @30
Hams, 18-20 lb. 23 @29
Ham, dried beef
sets 29 @30
California Hams 21 @21 1/2
Picnic Boiled
Hams 31 @32
Boiled Hams 39 1/2@40
Minced Hams 20 @21
Bacon 37 @45

Sausages
Bologna 15
Liver 13
Frankfort 13
Pork 14 @15
Veal 11
Tongue 11
Headcheese 14

Beef
Boneless 25 00@27 00
Rump, new 20 00@21 00

Pig's Feet
1/4 bbls. 1 75
1/2 bbls. 40 lbs. 3 40
1/4 bbls. 9 00
1 bbl. 18 00

Tripe
Kits, 15 lbs. 30
1/4 bbls. 40 lbs. 1 00
1/4 bbls. 50 lbs. 3 00

Casings
Hogs, per lb. 35
Beef, round set 15 @35
Beef, middles, set 40 @35
Sheep 1 15@1 25

Uncolored Oleomargarine
Solid Dairy 20 @ 20
Country Rolls 25 @ 25

Canned Meats
Corned Beef, 5 lb. 6 50
Corned Beef, 1 lb. 8 75
Roast Beef, 5 lb. 6 50
Roast Beef, 1 lb. 8 75
Potted Meat, Ham
Flavor, 1/4 55
Potted Meat, Ham
Flavor, 1/2 55
Deviled Meat, Ham
Flavor, 1/4 53
Deviled Meat, Ham
Flavor, 1/2 1 00
Potted Tongue, 1/4 55
Potted Tongue, 1/2 1 00

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

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, 30 Family 5 00

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. 3 40
Snider's, small, 2 doz. 1 48

SALERATUS
Packed 60 lbs. in box.
Arm and Hammer 3 15
Wyandotte, 100 1/2 3 00

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

SALT
Solar Reek
56 lb. sacks 50

Common
Granulated, Fine 2 00
Medium, Fine 2 10

SALT FISH
Cod
Large, whole @14
Small, whole @13
Strips or bricks 16 @19
Pollock @12 1/2

Herring
Full Fat Herring, 350
to 400 count 35
Spiced, 5 lb. pails 35

Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 3 25
No. 1, 10 lbs. 90
No. 1, 5 lbs. 70

Mackerel
Moss, 100 lbs. 22 00
Moss, 50 lbs. 11 00
Moss, 10 lbs. 3 00
Moss, 5 lbs. 2 00
No. 1, 100 lbs. 21 00
No. 1, 50 lbs. 11 10
No. 1, 10 lbs. 2 50

Lake Herring
5 lb. 54

SEEDS
Anise 35
Canary, Smyrna 15
Caraway 75
Cardamom, Malabar 1 30
Celery 45
Hemp, Russian 8
Mixed Bird 9
Mustard, white 25
Poppy 90
Rape 15

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

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

SODA
Bi Carb. Kegs 34

SPICES
Whole Spices
Allspice, Jamaica, 9 @10
Allspice, lg. Garden @11
Cloves, Zanzibar @55
Cassia, Canton @30
Cassia, 5c pkg. doz. @25
Ginger, African @15
Ginger, Cochiti @30
Mace, Penang @30
Mixed, No. 1 @17
Mixed, No. 2 @16
Mixed, 5c pkg. dz. @45
Nutmegs, 70-80 @45
Nutmegs, 105-110 @40
Pepper, Black @22
Pepper, White @22
Pepper, Cayenne @22
Paprika, Hungarian
Pure Ground in Bulk

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

SYRUPS
Corn
Barrels 72
Half barrels 75
Blue Karo, No. 1 1/4,
2 doz. 2 85
Blue Karo, No. 2, 2 doz. 3 20
Blue Karo, No. 2 1/2, 2
doz. 4 10
Blue Karo, No. 5, 1 doz. 3 25
Blue Karo, No. 10, 1/2
doz. 2 70
Red Karo, No. 1 1/4, 2
doz. 2 80
Red Karo, No. 2, 2 doz. 2 85
Red Karo, No. 2 1/2, 2 doz. 4 40
Red Karo, No. 5, 1 doz. 4 25
Red Karo, No. 10 1/2
doz. 4 00

Pure Cane
Fair
Good
Choice

TABLE SAUCES
Halford, large 3 75
Halford, small 3 35

TEA
Uncolored Japan
Medium 20 @25
Choice 20 @25
Fancy 20 @25
Basket-fired Med'm 20 @25
Basket-fired Choice 20 @25
Basket-fired Fancy 20 @25
No. 1 Nibbs @23
Stiffings, bulk @14
Stiffings, 1 lb. pkgs. @17

Gunpowder
Moyuna, Medium .. 25 @32
Moyuna, Choice .. 25 @35
Ping Suet, Medium 25 @35
Ping Suet, Choice 25 @35
Ping Suet, Fancy .. 45 @50

Young Hyson
Choice 25 @30
Fancy 40 @50

Osolong
Formosa, Medium .. 25 @35
Formosa, Choice .. 25 @35
Formosa, Fancy .. 50 @50

English Breakfast
Congou, Medium .. 25 @35
Congou, Choice .. 25 @35
Congou, Fancy .. 40 @50
Congou, Ex. Fancy 40 @50

Ceylon
Pekoe, Medium 25 @30
Dr. Pekoe, Choice .. 30 @35
Flowery O. P. Fancy 40 @50

CIGARS
Peter Dornbos Brands
5c Dornbos Sin. Bdr. 40 00
5c Dornbos Perfecto 40 00
5c Van Dam 42 50

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
Made 42 50
Dutch Masters Baby
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 40 00
C. P. L. 43 00
Court Royal 43 00
Hemmett's Cham-
pion 42 50
Iroquois 42 50
La Azora Agreement 42 00
La Azora Bismarck 70 00
Whaleback 42 50
Worden's Hand Made 36 00
B. L. 40 00

TWINE
Cotton, 3 ply 45
Cotton, 4 ply 45
Hemp, 4 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 pickles
Packages free.

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

WOODENWARE
Baskets
Bushels, wide band 1 50
Bushels, wide band 1 60
Market, drop handle 70
Market, single handle 75
Splint, large 5 75
Splint, medium 5 25
Splint, small 4 75

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

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

Wire End
1 lb., 250 in crate 50
2 lb., 250 in crate 55
3 lb., 250 in crate 65
5 lb., 20 in crate 75

Churns
Barrel, 5 gal., each .. 2 40
Barrel, 10 gal., each .. 3 55

Clothes Pine
Round Head
4 1/2 inch, 5 gross 1 10
Cartons, No. 24 2 1/2 bx. 1 15

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, 5 in. 80
Cork lined, 10 in. 90

Mop Sticks
Trojan spring 1 50
Eclipse patent spring 1 50
No. 1 common 1 50
No. 2, pat. brush hold 1 50
Ideal, No. 7 1 50
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 25

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

Tube
No. 1 Fibre 14 50
No. 2 Fibre 15 00
No. 3 Fibre 15 50
Large Galvanized 15 00
Medium Galvanized 13 00
Small Galvanized .. 11 50

Washboards
Banner, Globe 4 75
Banner, 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 45
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. .. 24

SOAP
Lautz Bros. & Co.
Acme, 100 cakes 5 40
Big Master 100 blocks 6 00
Chimax 5 00
Queen White 5 00
Oak Leaf 5 40
Queen Anne 5 40
Proctor & Gamble Co.
Lenox 5 00
Ivory, 6 oz. 5 00
Ivory, 10 oz. 9 00
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 boxes 3 70
Black Hawk, ten boxes 3 65

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

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

Soap Powders
Johnson's Fine, 48 2 575
Johnson's XXX 100 .. 5 75
Rub-No-More 5 50
Nine O'Clock 4 00
Lautz Naphtha, 60s
Oak Leaf Soap Powder,
24 pkgs. 4 25
Oak Leaf Soap Powder,
100 pkgs. 5 50
Queen Anne Soap Pow-
der, 60 pkgs. 3 60
Old Dutch Cleanser,
100s 3 60

Washing Powders
Snow Boy, 100 pkgs. .. 5 65
Snow Boy, 60 pkgs. .. 3 55
Snow Boy, 24 pkgs. .. 5 00
Snow Boy, 20 pkgs. .. 5 25

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
250 lb. bulk butter 3 38
250 lb. bulk cheese 3 38
250 lb. bulk shaker 3 38
25 lb. cotton sk. butter 40
56 lb. cotton sk butter 85
35 lb. D. C. coarse 45
70 lb. D. C. coarse 90
D. C. stock briquettes 1 20
D. C. block stock, 50 lbs. 40

Morton's Salt



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

ARCTIC
EVAPORATED MILK
Tall 6 00
Baby 4 25
Manufactured by Grand
Ledge Milk Co.

Sold by all jobbers and
National Grocer Co., Grand
Rapids.

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

THE ONLY
5c CLEANSER



Guaranteed to equal the best 10c
brands. 50 can cases \$3.40 per case.

AXLE GREASE



1 lb. boxes, per gross 11 40
3 lb. boxes, per gross 20 10

Bay City Grocers Touch Elbows With Food Experts.

Bay City, May 28—Co-operation between the manufacturer, the wholesaler, the retailer, and the housewife in the matter of using sugar and wheat substitutes was the keynote of the grocers' meeting which was held recently in the Elk's hall for the purpose of discussing the many new food regulations which have been established by the Hoover food administration to conserve the supply of sugar and increase the use of wheat substitutes. D. J. Buck, county food administrator, acted as chairman of the meeting.

Copies of the new regulations covering sugar and flour sales were issued to the grocers present. J. C. McKee, of McKee, Reed & Co., read the rules governing flour, and explained the amount of substitutes to be sold in proportion to the flour purchased. In the absence of F. W. Atkins, of the National Grocery Co., who was programmed to talk on "Sugar," A. R. Lowry of the same concern, read the rules governing this commodity.

A representative of the Corn Products Co., of Chicago, who was in the city on another speaking engagement, was secured to give some remarks, and chose "Co-operation," as his subject. He told of the imperative need of co-operation for the successful close of the war, and said the manufacturers all over the country were more and more trying to co-operate with the salespeople. "The war has taught us the fruits of co-operation," he said, "and has shown the value of personality in all dealings."

J. W. Simons, Jr., food administrator for Saginaw county, was also one of the speakers on the programme and gave an interesting talk on the food situation throughout the country. "At the present time we are fortunate in having plenty of meat, flour and other commodities," he said, "but this is because we have not enough ships to carry them across. The problem to England and France is vastly different. We must get food to them to maintain their morale, and just because we have food is no reason why we should not conserve it. One of the most successful accomplishments of the food administration was fixing the price of wheat and the sale of substitutes, which, it was said at first, would result disastrously."

C. M. Cook, of H. Meisel & Sons, discussed the subject of "Profits" at length and showed how this was the life-blood of business. "A business that can't make profits ought to get out of business," he asserted, "but better yet, a business that can't make profits must get out of business. Just now it seems most salespeople are trying to make profits up on things which the Government has asked them not to." He urged reducing expenses, and also spoke on the question of discount. James R. Tanner of Tanner & Daily, spoke on the wholesalers' problems, which have arisen due to the situation of food-stuffs.

Among the other speakers at the meeting were James C. McCabe, of the Board of Commerce, who told how co-operation was chosen as the symbol for Bay City. M. L. DeBats, who gave some of the difficult problems confronting the retail merchant in disposing of substitutes, and ex-president of the Board of Commerce, Homer E. Buck, who gave a very fervent patriotic talk, appealing to the grocers present to help protect the foodstuffs, and showing that this is a true patriotic endeavor.

County Fuel Administrator D. J. Buck in his remarks stated the position he would take in regard to the new food regulations. "These rules I am going to enforce to the letter," he said, "and those who fail to comply with them will find themselves in a pretty precarious situation."

There will eventually be sugar hoarders, but they won't get far when they are discovered. Any indication of this practice will be thoroughly investigated. A hoarder is a slacker and should be dealt with accordingly.

"The regulations provide that sugar should be sold to town and city consumers in not more than two to five-pound quantities. Those who wish to secure twenty-five pounds at a time must swear that they are going to use it for canning purposes only, the certificates which they sign to be filed by the grocers every Monday morning with the State food administration headquarters at Lansing. For merchants who use more than twenty-five pounds at once, as in the case of the ice cream manufacturer, a special certificate must be secured from me, and before he is granted this privilege must show the amount of sugar used in his business in the last two years."

F. D. Fitzgerald, executive secretary to State Food Administrator George Prescott, was present at the meeting and described in general just what the administration was and how it is carried on, and what it expects to do. He outlined the use of the sugar certificates which were distributed at the close of the meeting, and then conducted a general question and answer discussion of the regulations and other problems.

One Day Trade Extension Trip.

Grand Rapids, May 28—The Government has put a stop to all trade extension tours with special equipment and over steam roads. That is why the Wholesale Department of the Association of Commerce did not take its usual trip last fall.

The members of the Wholesale Department are of the opinion, however, that during the war the boys should keep together and that we should take several one day trips, either by automobile or interurban, to take the place of the big trip in the fall.

The first of these one day trips will be held on Monday, June 3. We will leave in the morning via the Michigan Railway interurban, making the stops between Grand Rapids and Plainwell, where we will have lunch. We will leave for Allegan about 2 p. m., call on the trade in the afternoon and have our dinner in Allegan with the business men of that city as our guests. Heber A. Knott,

Chairman Trade Extension Committee.

Pinch Coming in 1919.

"Although materials are scarce this year," said a large manufacturing jobber recently, "most of us are fairly well taken care of for next fall, and even for next spring. Most of the large jobbers and manufacturers have managed to keep their stocks of fabrics pretty well up until now. Henceforth, however, we are going to have to cut into these surplus materials more and more, and I am very much afraid that by this time next year we are going to be in a pretty bad way for supplies. With a constantly growing army and navy Government requirements are bound to continue to increase as they have been doing in the past and, if the situation in fabrics is bad now, it is bound to be worse later on."

"Charley, dear," said young Mrs. Torkins, "I have been informing myself on current affairs." "Have you, indeed?" "Yes. I know the difference between a standpatter and a progressive." "I should like to have your idea of it." A standpatter is a person who comes to a stop and can't be started, and a progressive is one who gets started and can't be stopped."

Buyers' Week In Grand Rapids

Grand Rapids wholesalers have set aside June 24 to 28 as Buyers' Week for themselves and their customers. As the name implies, this will be a week of trading with many attractive inducements for the live merchants in the Grand Rapids wholesale territory to come to Grand Rapids on those days to "look 'em over" and see what surprises their friends, the wholesalers, have prepared for them.

More Than a Buying Week

But it will be more than a buying week, for aside from the trading, there will be man-to-man talks on the world situation as it is to-day by men of national and international reputation. These will not be "lectures" or "speeches." They will be right from the shoulder talks on the world situation—commercial, military and otherwise—and all will be well worth the time of the liveliest and best men in the retail and wholesale trade throughout Michigan. Then, too, the Grand Rapids wholesalers, with their daily contact with the markets of the world, will have an opportunity to discuss personally with the live and representative retail merchants whom they serve the actual conditions and actual needs in the thousands of townships, towns and cities where their friends, the retail merchants, are located. Through these conferences, it will be possible to so co-ordinate efforts as to bring out of the present situation and the months of uncertainty to come, the very best results for the retailers, their customers and the Grand Rapids wholesalers who supply their needs. The retailer who misses this week of conference and discussion of his problems and his neighbor's problems will be doubly a loser, for he not only will lose his opportunity to get into touch with things as they are, but he also will lose what is equally important, the chance to lend his voice and judgment to helping the week of conference to hold the Grand Rapids merchandising district on an even keel during war times and to hold it together in a co-operating body, and thus enable it to serve itself and those dependent upon it, to the fullest possible degree.

So Buyers' Week will mean more than bargains, and there'll be plenty of them. It means that every wholesaler and retailer who puts his shoulder to the wheel during Grand Rapids Buyers' Week, June 24, 25, 26, 27 and 28, is going to be in shape to meet his problems more intelligently and more successfully. This means more service to his customers, more dollars in the cash register and more satisfaction to himself.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Established, paying Missouri drug store, eighteen miles from Kansas City. Small investment, no competition, full prices, low expenses. Good place for doctor. W. J. King, Owner, Martin City, Missouri. 731

For Sale—\$5,000 stock of men's, women's and children's shoes in good location in city of 6,000 inhabitants. Best farming country in the State. Reason for selling, am 72 years old and cannot attend to business longer. Jacob Summers, 141 South Main St., Charlotte, Michigan. 733

52,000 ACRES CHOICE WESTERN PINE Timber tall, thrifty, clean-bodied, soft and light. Logging conditions excellent. Land well watered and valuable.

TWENTY THOUSAND ACRES

DOUGLAS FIR Tall, thrifty timber suitable for ship stock. Fine logging chance. Well located; immediately accessible to railroad transportation.

M. C. Griswold (Managing owner)
505 Fenton Bldg., Portland, Oregon. 734

For Sale—Shoe stock in large Northern Indiana city, doing a fine business. Clean \$10,000 stock. Can reduce if desired. Called by Government reason for selling. Address No. 736, care Michigan Tradesman. 736

Hospital For Sale Or Lease—Fully equipped; located Southwestern Kansas city 12,000; center of Kansas and Oklahoma oil belt; 7 R. R., 5 manufactories, natural gas and water power; hospital is in first-class running order and was left full of patients by the owner, who has accepted a commission and is now an officer in the U. S. army; left also a practice of \$15,000 yearly; equipped with automatic elevator X-rays, instruments, bedding, linen, drug room well filled with drugs; with capacity of 50 beds; 2 uptown offices, equipped for two doctors, located over bank, center of city. Will lease for three years, with privilege, reliable parties; bonded lease required; terms are right for right party. No agents. Address Owner, Box 524, Arkansas City, Kansas. 737

For Sale—Grocery stock and fixtures, rent low, location good. Extra good proposition for man and wife. Reason for selling other business. Address Lock Box 247, Owosso, Michigan. 738

I have an old established restaurant, been doing business for 20 years in one place; present owner was there ten years; is going to retire. He will sell for \$700 cash. It nets cash \$100 per week. For further particulars see Jos. Kirchoff, 330 Bridge street. 739

Collections—Claims, collected everywhere on commission; no collection, no charge. Tri-State Mercantile Agency, P. O. Box 1023, Detroit. 740

For Sale—Butterkist Popcorn Machine with peanut roaster attachment, all electric; bargain; bought new October. Will trade for merchandise. Box 141, River Falls, Wisconsin. 741

Wanted—To buy a stock of dry goods for cash, or trade a farm for merchandise. Wm. N. Bengel, Milan, Mich. 742

\$20 Little Giant Automatic Soda Fountain, \$10 cash. Order direct from factory, save agent's commission. Established fifteen years. Grant Manufacturing Co., Pittsburg, Pa. 743

Cash for men's and boys' new and second hand clothing, furnishings, shoes. M. Kahn, 504 Washington Ave., Bay City, Michigan. 744

For Sale—Counter fixtures, cheap. One Burroughs adding machine, 1 Underwood typewriter, 1 individual 5 drawer National Cash Register, 1 individual 6 drawer National Cash Register, two 16 ft. Sherer-Gillett Patent grocer counters. Jim McGuire, Buckley, Michigan. 745

Wanted—To buy veneer or lumber, any widths, any lengths, any thickness; job lots; state lowest price. Western Veneer Products Co., 907 S. 22nd St., St. Louis, Missouri. 746

For Sale—3-5 foot show cases, 1 computing scale in perfect order, 1 iron safe, fireproof (Cary make). Will sell very reasonable. For particulars write to Charles Danin, Owendale, Mich. 747

For Sale—Large ¾ H. P. Electric-cut combination coffee grinder and meat chopper new and in first class condition. Roy Eicher, Lansing, Michigan. 727

For Sale—An up-to-date grocery and meat market, high-class trade. Stock and fixtures will invoice around \$4,000. Address Box 195, Independence, Kansas. 729

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—Blacksmith shop, 24 x 38. Also tools. Will take Ford machine as part payment. O. P. Alman, Ross, Mich. 695

If you want to buy, sell or trade your business, see Hallock, 135½ East Fulton street, Grand Rapids, Michigan. 654

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

For Sale—A rare opportunity for the right party to step into an old established and good paying business. Harner's Book Store, Petoskey, Mich. 721

For Sale—Hotel and restaurant fixtures. Open night and day. American or European. Business \$1,800 and up a month. These can be obtained by right parties. Big money maker. Brown's Hotel, 107 S. Mitchell, Cadillac, Michigan. 722

For Sale—Stock of general merchandise and fixtures in small town with good school and churches in center of splendid farming community. No opposition in dry goods. Good reasons for selling. Stock will inventory about \$5,600. Will reduce. Address No. 725, care Michigan Tradesman. 725

For Sale—Grocery stock and meat market. Good business—reason for selling, sickness. Best location in town. Stock and fixtures invoice about \$2,500. Can be reduced. Only \$8 per month rent. Only cash deal desired. Wellman & Barber, Mulliken, Michigan, Lock Box 47. 726

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

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

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 757

For Sale—A complete band sawmill and planing mill, consisting of two boilers, Clark engine, Clark 8 ft. band mill, Mer-shon resaw, edger, slasher, automatic 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 sawing in November, 1917. Will sell complete only. United States Spruce Lumber Company, Marion, Virginia. 718

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

POSITION WANTED.

Wanted—By one experienced in the shoe business a position as traveling salesman or salesman in a retail store. References furnished on request. G. E. Clutterbuck, Corunna, Michigan. 728

SEE NEXT PAGE.

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

Economic Coupon Books

They save time and expense

They prevent disputes

They put credit transactions on cash basis

Free samples on application



Tradesman Company
Grand Rapids, Mich.

The Iron Safe Clause

in Fire Insurance Policies, which is frequently used as a club by unscrupulous insurance adjusters to coerce merchants who have suffered loss by fire to accept less than the face of their policies, has no terrors to the merchant who owns a York fire proof safe.

This safe is carried in stock and sold at factory prices by the Western Michigan representative of the York Safe & Lock Co.

GRAND RAPIDS SAFE CO.
GRAND RAPIDS, MICHIGAN

Little Done But Wrangling and Wire Pulling.

The twenty-fifth annual convention of the National Retail Grocers' Association, which was held at Chicago last week, accomplished no good for the trade at large and presented a sorry spectacle of controversy, crimination, recrimination and bad blood generally. Interest centered solely in the election of President. There were 184 delegates present. John H. Schaefer was elected President by the narrow margin of eight votes over Sol Westerfeld. Expression was common among the grocers that had it not been for the appeal to the delegates that the United States Food Administration asked for the return of Schaefer as President that he would not have been re-elected because of the sentiment in the Association against the third term, the same as it is in the big political party elections. This combined with the criticisms by the delegates, whether justified or not, it is generally believed, would have elected Westerfeld if it had not been for the claim that Hoover favored no change in the National presidency. However, this was denied by an authority in the Food Administration who made the statement that Hoover was neutral as to who the officers of the National Association should be.

The other officers elected were: John A. Ulmer, Toledo, Ohio, Vice-president; L. M. Hattenbach, Denver, Trustee; Wm. Jeffery, Cornell, N. Y., Treasurer.

Salt Lake City obtained the next convention without opposition.

Throughout the convention there seemed to be a feeling that the organization needed rejuvenation and on a number of occasions the delegates stated that there must be a new deal with a more aggressive policy for constructive work if the organization is to grow. These criticisms were leveled at the injection of too much politics, the lack of concentrated effort in building the association to enable the retail grocers to better handle themselves in order that they might better meet the new conditions that have arisen in the trade.

Jobbers Not Eager to Buy Canned Goods.

Just what to look forward to in the canned goods situation is a subject that is puzzling jobbers and in fact everyone else in the canned goods trade. Jobbers are frankly afraid of the high prices that are being quoted now despite the fact that they apparently have the sanction of the Government. This of course is not literally true, inasmuch as such prices as have already been named have not as yet been officially passed upon and cannot be until all costs are definitely known. Such prices as have been made are as near as the canners can come to estimates of what their costs will be. Naturally, allowances have been made for the most unfavorable circumstances that can develop both in the line of crop costs and labor difficulties. Jobbers are afraid to buy too freely, fearing that more favorable circumstances may develop later

resulting in a reduction in prices. In fact, there is some little indication already that tomatoes are too high, for the refusal of jobbers to buy freely at \$2.10 for standard No. 3s f. o. b. Maryland factories has resulted in hints from canners that they might consider firm bids at a slight concession. Even this, however, is not sufficient to tempt jobbers to buy much ahead of their requirements. The general idea seems to be to limit purchases to 50 per cent. of last year's distribution and to take chances on the remaining 50 per cent.

Buyers' Week Already Being Discussed.

Information from many towns in Michigan indicate that the week of June 24-29 will be a notable one for the Grand Rapids market. From the standpoint of bargains alone, it behooves every merchant this year to lay his plans to be among those present at this merchandising event. There are other sides to the matter, however. This year, probably as never before, the retailer needs first hand information regarding the conditions in the merchandise world. He needs to come into touch with the "men higher up," that he may learn from them what course is the best for him to choose as a guide for his merchandising plans and operations of the next few months. While the Tradesman every week carries a large amount of information regarding market changes, trend and future probabilities, a little bear to heart talk with buyers, department managers, executives and others in your wholesale house will give you an even keener insight into the way in which these various factors affect your individual business.

Help Us.

A fond, dear mother, old in years,
Her longing eyes are filled with tears,
For her boy, her son, is going to-day
Across to France, so far away.
A sweetheart too, is in the throng,
Their hopes are bright, their hearts are strong,
The parting words, the parting gong,
And then he sings this parting song:

"We're going across the deep blue sea,
To help in the fight for Liberty,
We're going to stay there to the end,
Help us, father, mother, friend,
We cannot do that job alone,
Help us, and we'll soon come home."

He is now "somewhere in France"
Along with the rest, taking his chance,
Taking his crack at the dirty Huns,
In the trenches, beside the roar of guns,
The whiz of many an enemy's shell,
And the spattering of the Hun's shrapnel,
Maybe your boy is there to day,
And this is what the Sammies say:

"We're far across the deep blue sea,
Helping in the fight for Liberty,
We're going to stay here to the end,
Help us, father, mother, friend,
We can not do this job alone,
Help us, and we'll soon come home."
Jack C. Spindler.

Too Close For Friendship.

Mistress—When I engaged you, Mary, you said you had no male friends. Now, almost every time I come into the kitchen I find a man there.

Mary—Lor' sakes, he ain't no friend of mine!

Mistress—Then who is he?

Mary—My husband.

The winning by a negro of the first international prize for riveting completes the circle. The negro was the central feature of the greatest piece of unriveting performed in this country since July 4, 1776.

Mr. Hutchins Electrified Muskegon Chamber of Commerce.

Muskegon, May 28—Lee M. Hutchins, of Grand Rapids, who delivered the principal address at the Chamber of Commerce banquet, proved an intellectual giant, a self made man who has developed ideals with business and who brought to his hearers not only one, but as Toastmaster Paul Beardsley stated in thanking him for his service to Muskegon last night, many messages. Repeatedly Mr. Hutchins' forceful delivery brought rounds of applause.

"Plain Speech" was the subject of his address and that is just what it was all the way through.

In the ordinary occurrence of life, there is nothing more tragical than the fall of a trusted man, with the defeat of hope, betrayal of faith, surrender of principle, disturbances of oral values," he said.

"When such a man falls, he falls like Lucifer."

The speaker recalled the reconstruction period after the Civil War, and discussed the matter of the same period which is sure to follow when this great conflict is over. He pointed out that in Germany war is business and that, at last, right in our own country and in the countries of the Allies, business is war. The thing has not been haphazard as was the case in the days of the Civil War and by keeping steadily to the task in hand and fighting on, not for the sake of profits but for the sake of winning the war; conditions will be such that at its close, there will be no years of depression, distress and financial ruin as at that time, he declared. The new Federal reserve banking system he gave credit for the predicted stability.

Mr. Hutchins pointed out that after the war, America will be more than ever the land where it is no further from towpeth to the White House than it is from the gilded mansion to the White House and where this spirit must be radiated out to all the world.

A regular war dinner of corn beef, baked beans, mashed potatoes, brown gravy, pickles, Boston brown bread, jelly, apple pie and coffee was served. That's all there was to the "feed," but the crowd was kept too busy singing "What Are You Going To Do To Help the Boys," "Tipperary," and an up-to-date version of it; "Dixie Land" "My Muskegon," "Keep the Home Fires Burning," "Old Black Joe," "Hail, Hail, the Gang's All Here," that it took as long to finish the meal as would have been the case had a pre-war seven course dinner been served. "Sing this one just between the mouthfuls," Leader George Davis would order and he never let up. A song had to go with a bang before it was left if it required a half dozen trials.

This "Tipperary" up-to-date undoubtedly scored one of the biggest hits of the evening. Even after the crowd had sung it until hoarse, someone in the crowd called for it again and once more it was repeated. It ran like this:

It's a long way to St. Helena,
It's a long way to go;
It's a long way to St. Helena,
To an island that I know,
Good-bye, German Emperor, farewell Kaiser Bill,
If you don't know the way to St. Helena
You DAMN well, soon will.

Before the numerous agencies engaged in making a success of the drive for the Third Liberty Loan had had the chance to recover from their exertions, the intensive campaign for raising the Red Cross Fund was under way, and so, last week, the energies of many industrial leaders were given over to other matters than those of trade. The time, however, was

opportune because so many business matters are now in abeyance, either waiting for their decision on official action or being readjusted to the new conditions which such action already taken has brought about. The curtailment of production, or an allotment of it for civilian purposes, so that war needs may be fully met, is one of the ends in view. Another is the troublesome one of further price fixing. Neither seems likely to be dealt with in any general manner, or according to an arbitrary ratio, the disposition being to handle one thing at a time and with special reference to the needs of the moment. But the general situation appears to be improving very much, especially because of the extremely favorable crop reports which the Government has been issuing. The outlook for the yields of the grains and cotton seems to be getting better each week, and this has produced a feeling of confidence in all circles of business, which is strengthened by the hopeful reports from European battlefield.

The Tradesman publishes this week the longest editorial it has ever presented to its readers—Unionism and Socialism on pages 8 and 9. It is published for a twofold reason—to prove that unionism is the first step to socialism and also to warn its readers that the coddling of unionism during the war by the present administration means an economic war after we win the Kaiser's war if the liberties we fight for in Europe are to be preserved in this country. Unless we do this life in America will not be worth the effort we are now making to shake off the shackles of the Beast of Berlin, because government by Gompers will be no more agreeable than the rule of blood and iron attempted by the Kaiser. No more striking illustration of the difference between free, open shop labor and slave union labor was ever presented than the comparison of the relative accomplishments of each in driving rivets on Government ships.

The Transport Truck Co. has been organized to manufacture vehicles, parts and accessories, with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and paid in cash.

You may agree with a customer in a very plain spoken fashion, but, when it comes to disagreeing, dip deep into courtesy.

BUSINESS CHANCES.

Wanted—Men to work in produce house; also teamsters. Vinkemulder Company, Grand Rapids, Mich. 748

Summer Cottage For Sale

Two-story frame summer home at Traverse Point, adjoining Neahtawanta. Fully furnished. Running water in sink and toilet. Only a mile from Marion Island, recently purchased by Henry Ford. Will exchange for Grand Rapids City or suburban property.

E. A. STOWE, Grand Rapids.