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# MICHIGAN TRADESMAN

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Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JUNE 26, 1918

Number 1814

## Righteous Wrath

There are many kinds of hate,  
As many kinds of fire;  
And some are fierce and fatal  
With murderous desire;  
And some are mean and craven,  
Revengeful, selfish, slow;  
They hurt the man who holds them  
More than they hurt his foe.

And yet there is a hatred  
That purifies the heart,  
The anger of the better  
Against the baser part,  
Against the false and wicked,  
Against the tyrants' sword,  
Against the enemies of love,  
And all that hate the Lord.

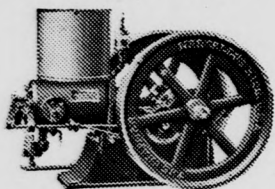
Oh, Cleansing indignation,  
Oh flame of righteous wrath,  
Give me a soul to see thee  
And follow in thy path!  
Save me from selfish virtue,  
Arm me for fearless fight,  
And give me strength to carry on,  
A soldier of the right.

Henry Vandyke.



## Chapman Economizer Engines

ARE GOOD ENGINES



Thousands of satisfied users will tell you they are the best.

They start easy, they run, they pull. They do your work at the lowest possible running expense. We demonstrate economy fuel, gasoline, kerosene, distillate. GET OUR PRICES ON ENGINES.

Our business is growing rapidly—yet on account of age and health will sell out at a reasonable price. Address H. L. Chapman, Marcellus, 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., any where 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

The trail of 10 cent smoke that costs the smoker only 6 cents at its source.



Miss  
Detroit

6c

—The 6-cent Cigar with the 10-cent Taste.

The Woodhouse Co., Distributors, Grand Rapids, Michigan

## Sales Simplicity

The selling of

## Fleischmann's Yeast

is so easy and simple. Nothing to cut, weigh, measure, or wrap up.

And the yeast, always fresh and strong, gives unfailing satisfaction to your customers.

THE FLEISCHMANN CO.

## Why Travel?---Talk



Our LONG DISTANCE LINES reach 250,000 telephones in the State, also points outside.

"It is cheaper to telephone than travel," is more true today than ever before.

USE CITIZENS  
TELEPHONE COMPANY'S SERVICE

# DIAMOND CRYSTAL

The Salt  
that's all salt.

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

# Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at  
Minneapolis, Minn.

Judson Grocer Company  
The Pure Foods House

Distributors  
GRAND RAPIDS, MICHIGAN





GRAND RAPIDS  
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# MICHIGAN TRADESMAN

Thirty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JUNE 26, 1918

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## SPECIAL FEATURES.

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## GETTING NEAR A CASH BASIS.

Any estimate of business conditions which failed to take into account the views of credit men would be incomplete because it would lack an essential element of the situation. It is therefore gratifying to find that men of that profession are expressing themselves as confident of the outlook. This was the general tenor of their observations at the meeting of the National Association of Credit Men which was held in Chicago during the past week. They are not unmindful of the pitfalls inseparable from the abnormal conditions prevailing, but they realize that, with so many industries going full tilt and with so roscate a prospect for the crops, buying is likely to be on a large scale despite the admonitions for economy. It is understood that, while there is need of curbing every extravagance, the country has not reached the stage when its inhabitants must content themselves to submit to the irreducible minimum of things necessary to sustain life. Then, too, it must be considered that attending to the reasonable wants of over one hundred millions of people calls for a large output of many things. The tendency is to overestimate the amounts spent on luxuries as compared with that expended for every day needs. A few hundred thousand persons at the most out of the vast population of the country are extravagant in normal times. Their outlay for extravagances may look large by itself, but it is comparatively trivial as against the sum total of the expenditures of the great bulk of the people for food, clothing, and shelter. This circumstance is taken into account by the credit men, as it is by merchants.

Good business and favorable prospects do not, however, blind the credit men to the added risks which present conditions foster. The higher prices for commodities call for greater capital and a restriction of credit. The nearer business gets to being done on a cash basis the less danger there will be of a crash when shrinkage comes in values or buying inclination, or both. As buying on a strictly cash basis is hardly feasible, except in retail business, the next

thing to it is to make capital more liquid and enable a merchant to have more frequent turnovers of it. He is often unable to carry his accounts until they mature, and has found that borrowing money on open accounts is expensive as well as cumbersome. The trade acceptance plan offers him relief, and this the credit men are urging as an especial need of the moment. Its general adoption would not only enable the sellers to make their capital go further, but it would help in bringing about more conservatism in buying than is apt to be the case under the system of open accounts. The acceptance calls for payment at the time specified in it, and the buyer knows he must be prepared to redeem it at maturity without recourse to any of the evasions which, in the past, have put a needless burden on business. As a safeguard against merely speculative purchases, which are so tempting under the conditions created by the war, the plan is of equal value to both vendor and vendee.

Without doubt the food situation in Austria is becoming a menace to the very existence of the Dual Empire. Hunger is the strongest argument that the dissatisfied elements can use in order to bring about a final break-up. Probably, conditions have been somewhat exaggerated by optimistic correspondents in neutral countries. Unquestionably, some relief has been afforded by way of food stolen from Russia and the Ukraine, and fresh vegetables coming into the urban markets. Moreover, a united people would be cheered to new feats of endurance by the prospect of ample crops soon to be harvested in Hungary, Bulgaria, Rumania, Bessarabia, and Russia. But Austria-Hungary is not united, and the greater part of her population has long had no heart in the war. So the food crisis, worse than that of any preceding year, gives discontent a new pretext for raising its head. Viennese workmen are enraged by Hungary's disdainful refusal to send help from her plenty. Bohemia riots because she believes the prevailing scarcity has been created by the Magyars expressly to accomplish Czech extermination. Poles refuse to help because they have not been satisfied as to their national aspirations. And above all, the radical elements, throughout the Empire, deprived of a voice in the government since 1914, use famine as their best weapon of agitation.

Can it be possible that Von Hindenburg ordered that drive because he was short of material from which to manufacture glycerin?

## "MITTEL EUROPA" A DREAM.

At a recent conference held between the Kaiser and Emperor Karl of Austria at German headquarters the rulers and their advisers agreed upon a firmer union of the two allied countries in matters of customs, military affairs and organic laws. Although this is not mentioned, there can be no doubt that a guaranty for continued unity in foreign affairs and diplomacy was also exacted and granted. This state of a closely knit union between the two countries, virtually incorporating the weaker in the stronger, which now seems to have been, in principle, accomplished—owing to the serious plight of the Austro-Hungarian empire—is identical with one of the foremost aims of the Pan-Germans, particularly those of a more idealistic type, like F. Naumann. It is the realization of the aim of consolidation of all the German-speaking elements of Austria as well as Germany in a new Federal Empire of Mitteleuropa, and their closer contact, political and economical, with each other; an aim which, so far as it is confined to working out the principle of nationality, is perfectly legitimate, and might have involved no prejudice, and little danger, to the rest of the world—but for the policy leading up to the events of the last four years, and but for the fact that Austria-Hungary is German only to about one-third of its population.

Such as the world situation is, however, it raises one of the most serious problems for the Allies and the United States. One of our express war aims is to ensure a fair opportunity for development to the Austrian Slavs by securing them an ample measure of self-government. A reformed and liberal federated Austria was the essential postulate of the democracies of the world, in order to permit the Dual Monarchy to survive. This demand becomes, however, next to impossible to secure, since the recent developments. For the closer union of Austria-Hungary to Germany, by a single code of laws, means that all attempts at local or provincial self-government must henceforth be of a very limited and precarious nature, must fall short of autonomy; because of the iron-cast legal frame which is to be erected, or extended, as the firm groundwork of the United Empires, and which would not admit of any large measure of provincial legislative powers in the matter of language and education. What is called autonomy—or, in this country, state rights—would be sadly curtailed, despite the most liberal political concessions, in an Austria subject to the Imperial German Code of Law. I do not touch upon the probable effect of a military

union between the two countries, because the danger of this step will be in exact proportion to the outcome of the war. The union of trade restrictions, duties, and customs alone may stand unchallenged as an economic measure primarily, and therefore not of vital international concern.

This new situation will have to be met by the Allies at the peace conference—Germany's scheme of world power being thwarted, and the Central Powers having been driven, by military failure and economic stress, to sue for peace—with new remedies against the threatened impairment of minority-national rights within Austria. To the Galician Poles nothing less than political union, with a thoroughly independent Poland, must be accorded. The Czechs should be secured such privileges and exemptions from the German-Austrian union as will render them safely autonomous. The Southern Austrian Slavs—Croatians, Slovenes, Serbs—should be granted full freedom of self-determination, and the Allies ought to enforce, if possible, the clearly expressed desire of those people to become united in one independent Slavic state, whether that be denominated Serbia or otherwise.

Most people, as the Thrift campaign is in progress, will underestimate their ability to save. Franklin confessed that he passed the line between frugality and luxury when he ceased eating his breakfast bread and milk from a two-penny porringer with a pewter spoon and used a china bowl and silver spoon that his wife surreptitiously bought. Many American homes have been organized upon the principle Holmes satirized in saying that he would dispense with the necessities of life if he could have the luxuries. If a man has to do it, he can cut such a margin from his expense account as will amaze himself. In rural districts and among laboring men frugality is practiced in a way that is seldom appreciated by prosperous urban folk. The danger is that the latter will think themselves absolved from buying the lowly thrift stamp by their periodical purchases of Liberty bonds—that they will look upon the stamps as for those who can save in but small amounts. But the time has come when every one must save the small amounts; and the country will find it impossible to raise \$2,000,000,000 by the Thrift campaign unless every one does.

Probably by the time we get so that we like substitutes better than wheat we won't be able to get the substitutes, and will have to put up with wheat.



## OUR WORD IS OUR BOND.

### How We Are Paying the Cost of the War.

When this war was started financiers were generally of the opinion that it could not be waged on the modern scale for more than six months, or possibly a year. But here we are, in the fourth year of the war, and there seems to be no sign of its coming to an end from financial exhaustion.

The question naturally arises—Where does all of the money come from to be lent in such enormous sums to the various governments engaged in the war? An answer to this question puzzles many minds. The answer, however, is simple enough. The money does not come from anywhere. It is not a money transaction. It is a credit transaction.

Unfortunately, the terms of credit are stated and measured by terms of money. We bankers constantly speak of lending money to our customers, whereas we really lend them the bank's credit. For example: When a customer's note for \$1,000 is discounted by a bank, and the proceeds placed to the customer's credit, that bank's deposits are immediately increased by \$1,000, but there is not a dollar more or less money in the bank than before the customer offered his note. The bank, without the use of any money whatever, has created a credit of \$1,000, which serves the purpose of money to the borrower.

What the bank's customer does on a small scale, the Government is doing on an enormous scale. The bank customer's note is only a scrap of paper, but it represents the property, the character and the honor of the maker. A Government bond costs only the engraver's bill to produce, but it stands for all the taxable property, the character and the honor of the American people. But there will be neither more nor less money in the country after the present Government loan has been floated than there is to-day.

The modern credit system deals in a kind of element closely akin to water. That is why we talk of liquid assets or the floating of a loan. The modern credit system may, therefore, be likened to a sea on which there are already afloat many credit craft. All national debts, all international trade balances, all the stocks and bonds dealt in on all the stock exchanges of the world, all bank loans, all bank deposits, all paper money, all bills and accounts receivable or payable—all of these may be said to be vessels already afloat on this sea of credit. The question, therefore, is not where does the money come from, but is there still room in this sea of credit for another vessel of tremendous proportions? If there is, it may be safely floated.

Now the credit system is in the hands of the bankers—public and private. Just as production is in the hands of the farmer, the miner and the manufacturer—just as transportation is in the hands of the railroad man, so credit is in the control of the banker. In war time this is a heavy

responsibility. As a whole, bankers—chartered and private—have so far stood the test splendidly. And whereas the farmer and manufacturer are being allowed at least double their normal profits for anything they do for the Government, the bankers have given their time, their organizations and their best efforts to providing the Government with credit, not only without any remuneration, but at considerable expense and loss. While this is unfair, and quite at variance with the practice of our Allies, it is

it alone. The public, aided by the banks, must take the greater part of the bonds. If they do not, the banks will be compelled to take them. But should that happen, commercial credit would have to be so curtailed that the public would suffer greater inconvenience and much greater loss than if they took the bonds in co-operation with the banks. The undertaking is a mutual one. To the extent that the banker induces his customer to buy the bonds, the banks will be relieved from taking them, and to the

going since the war broke out, provides ample means. Can any banker imagine where we would now be without the Federal Reserve banks? Can any one imagine floating a five or six billion Liberty Loan on a suspended banking system? Then let us not only thank God for the means—but let us not be afraid to use them. One of the hardest-dying prejudices among bankers is that against showing re-discounts or bills payable. It is dying in the centers, but still very much alive in the country towns. It must be overcome if the country banker is to do his full share in support of the Government. Instead of a subject for criticism, it should be a badge of honor to show re-discounts, or bills payable, in connection with the floating of Liberty Loans.

On the other hand the question which every loyal American business man must ask himself is not—"Have I, or has my firm or my corporation any money to spare for Government bonds?" Few business men have much idle money. The question is, "How far can I use my individual credit and the credit of my business with my bank in the purchase of Government bonds?" If he carries his share for some time he may lose some difference in interest—a small sacrifice for patriotism—but if he will carry them long enough even that loss will be regained by the premium the bonds are sure to command after the war is over.

It is going to be hard to keep at par such quantities of bonds as are being issued. Business men may choose to take the loss of the market discount which will never be severe by selling their share of each issue, and thus being ready for the next. I know that such a course has been condemned in some quarters but I think unwarrantably. The final resting place for Government bonds is in the strong box of the investor. The funds of life and fire insurance companies, of educational, charitable and benevolent institutions, of rich estates and of retired business men, and that part of the increment derived from former investments which the holders do not spend—these are the final absorbers of Government bonds.

When a loan is floated by the Government, it gets the money and its need is met. Now if an active business man chooses to sell his bonds at a loss to some of the final absorbers above noted, and thus be ready to take his proper share of the next loan, I think he should be commended—not criticised. This does not apply to the small saver-investor, but the same principle holds good with commercial banks, whose funds should not be tied up permanently in Government bonds because they are needed to carry on business undertakings whose production the war demands.

It is as important for the war that Chicago banks continue loans to the packers as it is that Liberty Loans should be floated. If \$100,000 be the extreme limit that a business man can take care of through his bank, he furnishes the Government with that amount and can do no more. But by

### GOD'S FILING CASE.

When your Book of Life is written and the Judges read the same,  
Will they credit you for money or for being known to fame?  
Will they count your golden dollars as of value to your kind  
Or grant you greater credit for the offspring of your mind?

When you started out to write it, every page was clean and white,  
But I find it strangely altered as I look at it to-night;  
Many blots and blurs and blisters meet my anxious vision now  
And some marks that look exactly like the foot prints of a cow.

As a kid, you kicked your tootsies, and the angles wrote for you,  
And their writing looks much better than the part that's writ by you.  
Baby smiles and loving gurgles are recorded here in gobs  
And sometimes a squall of temper and some angry baby sobs.

Then you learned to write yourself and on the pages coming next,  
I find you've just commenced to learn about the Golden Text.  
And while there are some naughty things I find recorded here  
Your record for the most part is commendable and clear.

And now a change again comes o'er the spirit of the page,  
And you have reached full sixteen years—a most stupendous age,  
And here I find recorded deeds of every sort and kind,  
But down here on the margin: "Note, these deeds were in his mind."

Now, what is this? I find a strange, new name upon the sheet  
Prefixed by many adjectives, but principally "sweet."  
All through the deeds, all o'er the page and scattered in between  
I find the story's all about "My dear, sweet Angeline."

But why go on through all the book? The pages fill up fast  
And each new page to him who writes fills quicker than the last.  
Let's close the book—let's say it's done—let's think how it would read  
If we were looking through to judge of every act and deed.

We'll look for truth, for honor and for pure unselfishness,  
For noble deeds, for kindly acts, for words that cheer and bless,  
For duties done, for sympathy, for courage and for love,  
Just as we know the Judge, will look when we "check in" above.

What! Do you mean to say that this—this is my book of life?  
That this small, three by five card, holds the record of my strife!  
It cannot be, the book I wrote was fat and large and plump;  
To spend my whole life writing this, I must have been a chump.

"You speak the truth," the Judge replies, "our files are crowded here  
And all the good things you have done upon this card appear.  
The book you wrote was full of chaff—of stuff unworthy space;  
We've sent it to the devil for he keeps that kind of place."

And so we find that, after all, not money, wit or fame  
Will earn the space in heaven's files for our poor humble name.  
For only deeds of noble worth, of love and kindly grace  
Are worthy of recording in God's own great filing case.

A. B. Merritt.

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all the more honor to American bankers.

But with or without remuneration it is the duty of all banks and bankers to devote their resources, and bend their energies to the utmost in floating these enormous Government loans. And this must be done without undue restriction of credit to their ordinary customers, so that general business may be active and profitable as a basis for the sound financial conditions which must prevail if the war is to be won.

What is needed is the most extensive co-operation between the public and the banks. The banks cannot do

same extent will they be able to continue commercial credits to their borrowing customers.

In accomplishing the big tasks which lie before them, banks will be forced to great expansion—inflation, if you like—of credit. With costs doubled, business cannot be maintained and the Government supplied with additional billions without great expansion of credit. In a word, the war will be lost, and all will be lost, unless we find the means for tremendous expansion and are willing to use them. These means, thank God (I say it reverently), are ready at hand. The Federal Reserve system, set



selling as above suggested, he can furnish the Government with \$100,000 every time it needs it, and if he is willing to make a loss by so doing, all the more credit to him.

But Liberty Loans are not all of war finance. There are greatly increased taxes to be paid, War Savings Stamps to be sold, and war benevolences to be supported.

Increased taxes are derived from increased incomes and increased business profits—the larger the incomes and the profits, the greater the taxes for war purposes. Yet some voices are raised in favor of poorer general business. They say everything not necessary for the war should be cut down or cut out. I do not think so. About the worst thing that could happen at the present time would be a fit of blues among business men generally.

We cannot have "business as usual." Business must be modified to suit conditions; some kinds of business must suffer, and some must be abandoned, but, speaking generally, "better business than usual" would be a fine thing, that we may pay larger taxes, that we may the more easily absorb Liberty Loans, that wages may be higher and saving easier for the masses, that the huge funds for the comfort and help of our fighting men may be freely given!

David R. Forgan,

President First National Bank, Chicago.

Food wasted is food lost and no money can replace it.

#### Can Home Products For Home Use.

Unless home canners have a certain market for their goods, they are advised by the Food Administration not to attempt commercial canning. There are many difficulties in the way of disposing of small amounts of canned goods.

Home canned and preserved goods can not be purchased or accepted as gifts for the Army or Navy. No governmental department is permitted to accept any article without paying for it. Supplies of this kind must be purchased in reasonably large units and must be uniform both as to ingredients and containers in order to simplify inspection and packing and guarantee the keeping quality of the goods.

However, every additional million jars or cans that are filled by housewives for home use will release an identical quantity of commercially canned goods for export. There will also be saved the labor, space on freight cars and cost of transportation that would mount up if factory-preserved foods had to be sent broadcast throughout the country, instead of being shipped in large blocks to cantonments or abroad.

Dry, can and preserve everything possible and store in every available container. If you have a surplus of produce or can put up a surplus of fruits and vegetables, share your surplus with others. Such sharing of foodstuffs is not only neighborly and human but is true conservation, as it helps in the solution of the food and

transportation problem. Housewives might well adopt and adapt the scout slogan to "Feed a Soldier's Family."

#### Selfishness Must Give Place To Broadness.

Speaking of the United States Chamber of Commerce, Farm and Fireside, of Springfield, Ohio, says:

"If the farmers of the United States will form a similar organization, unbounded by fixed opinions of any sort, founded merely for the purpose of expressing the farmers' uninfluenced judgment, it will command the attention of every legislative body in the country. It will command the attention of American society as a whole if it represents all the farmers.

"There are many good organizations among the farmers, but they represent ideas that not all farmers favor. What is needed is an organization whose platform is so broad that every farmer will want to belong to it. Such an organization can express the sentiment of the farmers of the Nation. No other can."

The Rapid Change Wheel Co. has been incorporated to manufacture auto accessories and appliances, with an authorized capital stock of \$50,000, of which amount \$27,000 has been subscribed and \$7,000 paid in in cash.

You can't spike the enemy's guns by spiking your pocket book to the inside of your safe deposit box.

Know your garden and make it produce a balanced ration.

#### BANKRUPTCY MATTERS.

##### Proceedings in the Western District of Michigan.


Grand Rapids, June 25—A petition for adjudication in bankruptcy has been filed against Peterson & Bryant, druggists of Grand Ledge, by their creditors. The order of adjudication has been made and the matter referred to Referee Corwin. Mr. Corwin has also been appointed receiver, and Mr. Norcross is in charge as custodian. An order has been made directing the bankrupts to file their schedules of assets and liabilities on or before July 1. An order has also been made and served on the Loan & Deposit Bank of Grand Ledge, for them to show cause on July 15 why they should not be restrained from entering into possession of, removing, disturbing or disposing of the property of said bankrupt estate, by reason of a chattel mortgage running to them from the said bankrupts and which provides that in default of payment of the note given with said mortgage, within 90 days from the date thereof, that said Loan & Deposit Bank could enter into, take possession of and sell the assets of said mortgagors in satisfaction of said note. The ninety days provided for expires on June 21, and until said time fixed for the show cause, said Loan & Deposit Bank are stayed, and restrained from disturbing or disposing of the assets of this article.

The creditors of Frank E. Slater of Coopersville, have filed a petition for his adjudication in bankruptcy. The order of adjudication was entered on June 21 and the bankrupt has been ordered to file his schedules on or before July 2.

In the matter of Matthew Williams, bankrupt, Grand Rapids, a special meeting of creditors was held to-day. The matter of the sale of the assets was considered. The highest bid which was received was that of John O. Clark of \$360, which offer was accepted and the former offer of G. W. Williams for \$300 was rejected. The sale was immediately confirmed.

In the matter of Schafer Brothers, bankrupt, Ionia, a special meeting of creditors was held this day. Certain claims were allowed and the order for distribution entered. Certain administration expenses were ordered paid and a first dividend of 5 per cent. declared and ordered paid.

In the matter of Olmstead & Olmstead, bankrupt plumbers of Grand Ledge, the assets, consisting of stock in trade and fixtures, were sold for 50 per cent. of inventory price, or \$375.72. The offer was from James Winnie and the sale was immediately confirmed.



# DANDELION



## Assured Butter Sales

Your butter sales are assured only when your butter has that rich deep golden June shade.

Dandelion Brand Butter Color gives just that right shade.


So keep your dairyman supplied with "Dandelion Brand." It means bigger butter sales for him as well as for you.

---

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

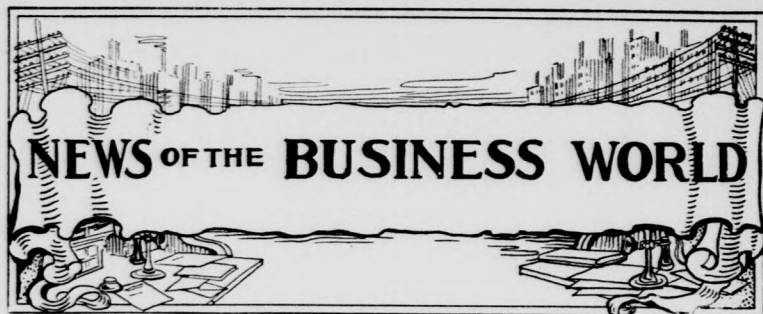


# Dandelion Brand Butter Color

THE COLOR WITH THE GOLDEN SHADE







### Movements of Merchants.

Elk Rapids—Earl Rowe has opened a restaurant, ice cream and soft drink parlor.

Pullman—Miss Jessie Hurlbut has engaged in the ice cream and confectionery business.

Galesburg—Elmo Mantel, formerly of Delton, has opened a garage and auto supply station.

Crystal—W. O. Rippey has purchased the Lakeside House and will continue the business.

Ishpeming—John Skoglund, shoe dealer for the past fifteen years, died June 18, following a short illness.

Paw Paw—Sanger & Gardner succeeded Mrs. Edwin Quartermas in the millinery and fancy goods business.

Manistee—Hallock & Chisel, shoe dealers, have dissolved partnership and will close out their stock at special sale.

Jackson—C. W. Ballard, shoe dealer at 125 West Main street, is closing out his stock and will retire from retail trade.

Jackson—The Fletcher-Alderman Co., conducting a department store, has increased its capital stock from \$50,000 to \$150,000.

Fremont—Fire destroyed the store building and stock of general merchandise of Derk Smallegan, at Brookside, June 20.

Howard City—Thieves entered the jewelry store of F. M. Crooks June 19 and carried away stock to the amount of about \$100.

Jackson—The Elliott-Greene Co., dealer in clothing and men's furnishing goods, has increased its capital stock from \$3,000 to \$6,000.

Schoolcraft—W. F. Notley has sold his meat stock and butcher's equipment to H. Lackey, of Vicksburg, who will continue the business.

Hartford—R. C. Woods has closed out his stock of general merchandise and removed to Kalamazoo, where he has taken a position in a department store.

Petoskey—Miss Susan Van Heulen, who has conducted a millinery store here for the past eight years, has closed out her stock and will retire from business.

Detroit—The Cadillac Tire & Rubber Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Detroit—F. J. Shaffer & Co., wholesale distributors of dairy and food products, have merged their business into a stock company under the same style, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$5,000 in cash and \$45,000 in property.

Ishpeming—The grocery and crockery store of Bayard & Hasselblad has been closed for inventory, preparatory to being sold by Hans Gunderson, mortgagee.

Port Huron—The Port Huron Storage & Bean Co. has opened its plant for business, having purchased and newly equipped the old plant of the Port Huron Canning Co.

Lansing—Alexander Kaperonis has sold his interest in the Star restaurant to his partner, James Lianos, who will continue the business at the same location, 220 East Franklin avenue.

Detroit—Levitt & Co. has been incorporated to conduct a general second-hand merchandise business with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—The Rubber Distributing Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$1,040 paid in in cash and \$20,570 in property.

Northport—Magnus Fredrickson has sold his meat and grocery stock to the former owner, Charles H. John, who has taken possession. Mr. Fredrickson has been called to Camp Custer for training.

Port Huron—Gus Fenner and Farand Ballentine have formed a co-partnership and will engage in the shoe business in the Union Hotel block about July 6 under the style of Fenner & Ballentine.

Battle Creek—The Battle Creek Co-Operative Society has been organized to conduct a general mercantile business, with an authorized capital stock of \$3,000, of which amount \$1,600 has been subscribed.

Hastings—Fire destroyed the millinery stock of Mrs. C. W. Wespinter June 22, entailing a loss of about \$2,000, and the millinery stock of Miss M. E. Hubbard, who suffered a loss of about \$500. Very little insurance was carried by either.

Detroit—The Manufacturers & Dealers' Association has been organized to buy and sell cigars, tobacco, non-alcoholic beverages, coffees, teas and spices, with an authorized capital stock of \$1,000 common and \$2,000 preferred, all of which has been subscribed and paid in, \$1,000, common, in cash and \$2,000, preferred, in property.

### Manufacturing Matters.

Kalamazoo—The Kalamazoo Carton Co. has changed its name to the Southerland Paper Co.

Lansing—The Lansing Foundry Co. has increased its capital stock from \$100,000 to \$150,000.

Port Huron—The Moak Machine & Tool Co. has increased its capital stock from \$25,000 to \$75,000.

Detroit—The Steel Treating Equipment Co. has increased its capital stock from \$10,000 to \$50,000.

Ludington—The Stearns & Culver Lumber Co. has increased its capital stock from \$165,000 to \$300,000.

Detroit—The Detroit Applied Ready Roofing Co. has changed its name to the Detroit Roofing Co.

Bay City—Eddy Bros., Ltd., manufacturer of salt and lumber, has decreased its capital stock from \$1,000,000 to \$500,000.

Edmore—The Michigan Dairy Products Association has purchased the warehouse of the Snyder estate, which it will occupy as soon as it has been remodeled.

Detroit—The Lafrey Metal Co. has been incorporated with an authorized capital stock of \$8,000, of which amount \$4,000 has been subscribed and paid in in property.

Detroit—The Wedgerite Piston Ring Co. has been incorporated with an authorized capital stock of \$200,000, all of which has been subscribed and \$151,000 paid in in property.

Detroit—The Giern & Anholt Co. has been organized to manufacture tools and machinery, with an authorized capital stock of \$175,000, of which amount \$123,000 has been subscribed and \$60,200 paid in in property.

Romulus—The Romulus Machine Co. has been incorporated to conduct general machine shop works, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Saginaw—C. W. Henning & Sons, sausage manufacturers, have purchased the old Mayflower elevator at the corner of Water and Fitzhugh streets and will occupy it as soon as it has been remodeled and enlarged.

Foreign Secretary von Kuhlmann probably expressed prevailing German sentiment with a fair degree of accuracy when he intimated that Germany's attitude towards her Allies, Turkey and Bulgaria, in the division of territorial spoils, was entirely impartial. The Kaiser's government could not, by any stretch of the imagination, lay claim to such stolen goods as the Dobrudja, Thrace or Macedonia. Therefore let, Bulgaria and Turkey divide the swag between them; but, for Heaven's sake, without coming to blows. Czar Ferdinand, however, appears to be rather greedy. He wants not only the whole of the Dobrudja, parts of Serbia and Grece, but he will not, by way of compensation, hand back part of Thrace, won during the Balkan wars from the Turk. He does not like to see the latter's precarious foothold in Europe strengthened. Let the Ottoman people be satisfied with Batum, the Crimea, the Caucasus and the northern half of Persia. Von Kuhlmann appears grieved at these family differences.

You may make more money to-day by loading up a customer with all he can be induced to buy, but if you oversell him, he may never come back to give you another chance.

### Late Banking News.

Hanover—The Peoples' Exchange Bank owned by Joslin, Bauer & Co., of Adrian, will hereafter be known as the Hanover State Bank with a capital stock of \$25,000.

Bronson—The Peoples' National Bank is going to increase its capital from \$25,000 to \$50,000. Stock will be sold to make up the amount.

Saginaw—Through consolidation with the American State Bank, the Saginaw Valley Trust Co. has passed out of existence, transferring all its moneys and trusts to the American State Bank, which in the little more than six years of its existence has become one of the city's largest and most prosperous banking houses. The trust company had been doing a fairly good business, but, in common with all other trust companies, received a hard blow when the supreme court held that under the federal reserve act it was permissible for National banks to engage in trust company business. W. J. Rachow, Vice-President and Secretary of the Saginaw Valley Trust Co., has been offered a responsible position with the First and Old Detroit National Bank, and will leave at once to take up his duties in Detroit.

### The Unjust Discrimination Is a Legislative Enactment.

The Tradesman has repeatedly protested against the action of the old Dairy and Food Department under Commissioner Helme, prohibiting the use of apple parings and cores in the manufacture of vinegar. Several letters of protest have been sent Mr. Helme's successor, Fred L. Woodworth, who finally—after many importunities—found time to write the Tradesman as follows:

Lansing, June 24—The rule you refer to as promulgated by my predecessor was not a Department ruling at all. It was simply a construction that was placed upon the present State's vinegar law, same being Act 384, Session Laws of 1913. Mr. Helme's contention was that this legislative enactment permitted of no construction which would allow the manufacture of cider vinegar from apple cores and parings; that vinegar was clearly defined in said statute and that he, as Commissioner, was not empowered to abrogate a statutory requirement. I cannot find but what his contention was entirely right.

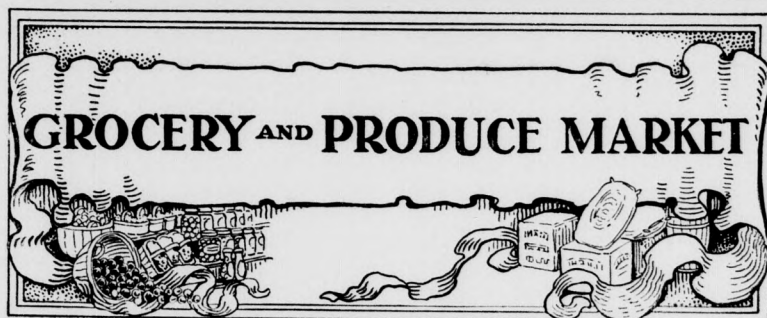
So long as this law remains on the statute books, there is nothing for the Food and Drug Commissioner to do except to enforce it as the Legislature intended it should be enforced.

Fred L. Woodworth,  
State Food and Drug Commissioner.

Maurice Dark, son of Moses Dark (Vinkemulder Co.), has received word from the War Department that his application for employment under the selective service division has been accepted. He is ordered to proceed at once to Camp Dodge, near Des Moines, Iowa, where he is expected to report to the Camp Quartermaster next Monday.

C. C. Follmer has been placed in charge of the welfare work of the Red Cross at Camp Bureaugard at Alexandria, La. He assumed the duties of his new position about a week ago.





### Review of the Grand Rapids Produce Market.

Asparagus—Home grown, \$1 per doz.

Bananas—\$7 per 100 lbs.

Beets—Home grown, 50c per doz. bunches.

Butter—The market is firm at  $\frac{1}{2}$ @ 1c advance over last week on all grades. The market is in a healthy condition at the advance. Some butter is being sold for cold storage. The quality arriving is very good. We look for a continued good market, but do not look for much change from the present conditions for another week. Local dealers hold extra fancy creamery at  $42\frac{1}{2}$ c for fresh. They pay 38c for No. 1 dairy in jars; they also pay 30c for packing stock.

Cabbage—Louisville or Mississippi, \$4.50 per large crate and \$3 for medium.

Cantaloupes—California Standards, \$4.50 per crate; ponies, \$4 per crate; flats, containing 10 to 12, \$2.

Carrots—25c per doz. bunches.

Red Currants—\$2.25 per 16 qt. crate.

Cucumbers—Home grown hot house command \$1.15 per doz. for No. 1 and \$1 per doz. for No. 2.

Eggs—The market is firm at an advance of about 1c over last week. The receipts continue to be fairly liberal. The quality is holding up very good, and the weather conditions are very good for transportation. The market is likely to remain stationary for a week at least. Local dealers pay 35c to-day, cases included, delivery in Grand Rapids. Country dealers are rejoicing over the new food ruling regarding candleing, because it enables the honest dealer to reject bad eggs without being placed at a disadvantage by brother merchants taking in the eggs, and paying full prices therefor.

Figs—12 10 oz. packages, \$1.75.

Gooseberries—\$2 per 16 qt. crate.

Grape Fruit—\$4@5 per box for all sizes Floridas.

Green Onions—18@20c per doz. for home grown.

Green Peas—\$2@2.50 per bu. for home grown.

Green Peppers—\$4 per crate, Southern grown, \$1.60.

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

Lemons—California selling at \$10.50 for choice and \$11 for fancy.

Lettuce—Garden grown, 75c per bu.; home grown head, \$1.25 per bu.

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, \$2.25

per crate for yellow and \$2.50 per crate for white.

Oranges—California Valencias, \$7.50@8 per box.

Peaches—\$3.75 per 6 basket crate from Georgia.

Pieplant—\$1 per bu.

Pineapples—\$4 for 42s; \$4.50 for 24s, 30s and 36s.

Plants—Tomato and Cabbage, 90c per box; Peppers, Cauliflower and Salvia, \$1.25; Geranium, \$1.50@1.75.

Potatoes—Old command \$2.50 per 100 lbs. and new \$3.50 per 100 lbs., new Virginia in 11 peck barrels, \$5.75 @6 per bbl.

Radishes—15c per doz. for home grown hot house.

Raspberries—\$4 per 16 qt. crate for either red or black.

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.

Sour Cherries—\$2.25 per 16 qt. crate.

Spinach—75c per bu. for home grown.

Strawberries—Home grown range from \$3.50@4 per 16 qt. crate.

Tomatoes—Six basket crate from Texas, \$4; home grown hot house, \$1.65 per 7 lb. basket.

Water Melons—60@75c apiece for Florida.

Wax Beans—Florida stock commands \$3.75@4 per hamper.

### The Grocery Market.

Sugar—Troublous times are in store for the sugar trade—from consumer to refiner. Mr. Hoover announces that a new method of distribution will go into effect July 1, after which no one will be able to obtain sugar without a card or certificate. The consumer must have an order to obtain sugar from the retailer. When these certificates are to be obtained has not yet been disclosed. No retailer can obtain any sugar from the jobber except as he presents these certificates representing a corresponding amount of sugar at the time of purchase. The jobber can obtain shipments from the refiner only on presentation of certificates representing in the aggregate a carlot shipment or an equivalent order from his State Food Administrator. This means that there will probably be a great scarcity of sugar, pending the accumulation of enough certificates by the retailer to entitle him to make a purchase from his jobber. The official announcement as to details has not yet been made by the

Hoover administration and the best minds in the sugar trade are all at sea as to what methods will be adopted for the distribution of certificates to the consumer. The refiners have advanced their prices 5c, but this advance will not take effect with the jobber until he disposes of the stock he has on hand, purchased at the old price.

Tea—Stocks which are unusually light at this season of the year, have in some instances reached a point of almost complete exhaustion. In Japan, for instance, there is now very little left except in the very low grade, while standard and medium Formosas are equally well cleaned up. There has also been a run on Oolongs and the supply of gunpowders is said to be reduced to exceedingly small proportions. The basis of this activity is found in the high prices prevailing on new crop teas in the primary markets. The market is decidedly strong with the general trend toward higher levels.

Coffee—Coffee is still very dull and Rio No. 7s are now quoted on the basis of 83 $\frac{1}{2}$ c. Unless the situation changes the market will probably go lower in a little while, as the available supply is very large and the demand comparatively small. Milds are steady and unchanged, with a moderate demand.

Canned Fruit—The Government is in the market for large quantities of jellies and jams and it is expected that there will also be heavy demands for all kinds of canned fruit. Nothing is being done in regard to futures as yet.

Canned Vegetables—The market is very quiet for future canned goods with a somewhat easier feeling for tomatoes and many canners quoting on a \$2 basis for standard No. 3 Maryland f. o. b. factory.

Canned Fish—Further developments in the salmon situation are being awaited with interest. Nothing is being done in regard to tuna, while Maine sardines are still in light supply.

Dried Fruits—The developments in the dried fruit situation are now becoming more interesting, and although orders for futures cannot be placed before July 15 the trade is now figuring its requirements and probable costs. Packers' margins have not yet been announced but some members of the trade here are estimating what the prices for prunes on the new basis will be when laid down in New York. Old crop Santa Clara prunes are held ex storage in 25-pound boxes, faced, at 15 $\frac{1}{2}$ c for 30s and 40s. The new price, unfaced, is estimated at 15c. The old price for 40s to 50s is 13 $\frac{3}{4}$ c and the new price 14c. The old price for 50s to 60s is 12 $\frac{1}{2}$ c and the new price is 12 $\frac{1}{2}$ c. The old price for 60s and 70s is 10 $\frac{1}{2}$ c and the new price 12c. The old price for 70s to 80s is 9 $\frac{1}{2}$ c and the new price 11 $\frac{1}{2}$ c. These new prices have as their basis the estimated packers' profit which may be as high as 5 per cent., but on the other hand it may be nothing more than the profit to be derived from ordinary packing charges. It is possible, however, that a full

revision of these new prices will be made, for it is the desire of the Administration to place these prunes in the hands of consumers at no greater cost than the old crop. There has been a much better spot demand during the week or since the announcement of these prices, and it is said that the quantity of faced goods remaining is very small. Reports concerning the Oregon crop are much more favorable and the present outlook is for a very large crop. It is still possible, however, that considerable damage can be done before maturity. Prices have not yet been named on apricots or peaches.

Rice—The tone is firm, but prices are nominal. Late advices from New Orleans state that "the market is drawing near its finish," receipts being light, making no business of any consequence.

Molasses—There continues a steady demand for everything offered and the firm tone of the market is retained.

Sugar Syrups—Another week has passed without the expected announcement of maximum prices and standardized grades under Food Administration regulation. There is practically no market and prices are nominal.

Corn Syrup—Spot stock is still difficult to obtain, but orders for future delivery are still being freely booked subject to prices prevailing at time of delivery.

Provisions—Everything in the smoked meat line is firm. Pure lard is steady at a decline of  $\frac{1}{2}$ c, while compound is firm at unchanged prices. Canned meats are firm. Dried beef and barreled pork firm, quotations being about 1c per pound higher on each.

Cheese—The market is firm at an advance of from  $\frac{1}{4}$ @ $\frac{1}{2}$ c per pound on all grades, with a good consumptive demand, as well as a good demand for storage purposes. The quality is running very good. Prices are not likely to change during the coming week.

Salt Fish—There is practically no change in the mackerel situation since last week, although the outlook is strengthened by the submarine situation. Prices are very firm, with no indication of any particular recession.

All the reports the Tradesman can obtain from Germany indicate that the weekly ration of the German civilian weighs about fourteen pounds, 80 per cent. of which is potatoes. In Austria the weekly ration is three and one-half pounds. Contrasted with the ration of the American soldier—four and one-half pounds per day or thirty-one and one-half pounds per week—it is clear to see why the people who were promised the earth by the venal rulers of both countries are wondering if world domination is worth the price they are expected to pay therefor.

"America is God's last chance to save the world."—Emerson.

"Over the Top" is the shortest way home.



## FEDERAL FOOD CONTROL.

### Profiteering and Speculation Prohibited By Uncle Sam.

Established by act of Congress passed in August of last year, the United States Food Administration under the leadership of Herbert C. Hoover has expanded its authority and functions through a broad interpretation of the Food Control Law, until now practically every phase of the Nation's food industry, except fresh farm truck, if not actively controlled or strictly regulated through the licensing system, is under Government supervision. The source of Mr. Hoover's power lies in the licensing system; but his control is, perhaps in even greater measure, based upon voluntary agreements with the trade and upon his appeal to the honor of the men concerned.

The success of the Food Administrator, in meeting the complex and widely varied problems in the trades with which he has had to deal, has developed largely from the practical working out of his belief that at least 95 per cent. of the business men of the country can be counted upon to place the Government's interest above their own. Actual price fixing has been attempted only on wheat and sugar, the more usual method being to arrive at a margin of profit accepted by the trade as fair and enforced through the anti-profiteering provision of the law. Regulation of distribution and prices is governed by the licensing system, control being extended by indirection to retailers doing less than \$100,000 business annually and others not immediately under the scope of the law.

A feature of Mr. Hoover's administration from the outset has been his reliance on men experienced in the food trades in building up his organization. He has adhered to this policy in the face of much criticism, as in the case of sugar and the packing industry, and in contrast to the practice of certain other Government agencies.

#### Wheat.

Wheat is absolutely under Government control. The price is arbitrarily fixed by Presidential proclamation under legislative authority, and it is sold and delivered to the mills, and all export sales are made by the Government. The organization for this purpose exists in the United States Food Administration Grain Corporation, capitalized at \$50,000,000. The Department of Agriculture is co-operating in the effort to increase production, which has resulted in a wheat crop this year possibly exceeding 1,000,000,000 bushels and estimated conservatively at more than 900,000,000 bushels.

#### Wheat Flour.

Through its control of the wheat supply, the Food Administration is able to exercise 100 per cent. regulation over wheat flour. Mill profits have been fixed, distribution closely restricted and milling standards modified by the Milling Division of the administration. Distribution is effected through the regular trade channels, but the licensing system has been

employed to curtail consumption and prevent profiteering and hoarding. Other wheat products are subject to practically the same degree of regulation.

#### Other Cereals.

No attempt has been made to regulate or control directly the distribution or prices of cereals other than wheat beyond establishing the requirement of combination sales, consumers being obliged to purchase an equal amount of corn, barley, etc., with all wheat products bought. Regulations have also been issued calling for the use by bakers of a definite percentage of wheat substitutes. Inclusion of rye in the combination sales is no longer permissible. A considerable quantity of corn was diverted from Eastern markets for export to the Allies during the early spring by voluntary arrangement between Mr. Hoover and the purchasers here. This is an isolated instance of an attempt to regulate the distribution of cereals other than wheat.

#### Sugar.

From its crude state to the time it reaches the consumer, sugar is controlled both as to price and distribution by the Government, through voluntary agreement of producers, refiners and jobbers with the Food Administration. Control of imported raw sugars is exercised by the International Sugar Commission, composed of two American refiners, a representative of the Food Administration and two representatives of the British Royal Sugar Commission. The price of Cuban raw sugars has been fixed by negotiation between the commission, acting for the Food Administration, and a committee of Cuban producers under the jurisdiction of the Cuban Government. A similar arrangement covers the Porto Rican supply. A refining margin of \$1.30 per one hundred pounds has been accepted by American refiners and a further voluntary agreement with wholesale dealers and jobbers fixes the difference between their buying and selling prices at 25c per one hundred pounds. Control of the distribution and prices of refined sugars is imposed under the licensing system, retailers being reached through the provisions of the law against hoarding and profiteering. Beet sugar producers have voluntarily agreed to sell their product at a fixed price, based on the uniform f. o. b. price for cane refined at Atlantic ports, a plan which has also been acquiesced in by the Louisiana cane producers.

#### Meat.

Purchases of the Allies and of the army and navy are centralized under the direction of the Food Administration. Effective regulations to check profiteering have been instituted, but no definite policy has yet been determined as to price control. In the case of pork products, when it became apparent last fall that Allied buying would be a controlling factor in the market, the Food Administration arranged with swine producers to maintain a minimum price. This was carried out with difficulty, but with marked benefit to production. Mr. Hoover has no authority to fix

the prices of meats, but in a letter to President Wilson at the end of March stated as his view that with Government purchases steadily increasing a price policy was essential. As alternatives to a continuance of control of the demand without control of prices, he suggested Government operation of the packing industry or price fixing on meat products. At his request a committee was appointed to investigate the situation and recently presented recommendations, which have been approved by President Wilson, calling for the licensing and supervision of the great central stock yards of the country and the agencies working in and through them. The task of putting this recommendation into effect is now proceeding.

#### Canned Goods.

Virtually all items of the canned goods trade are regulated to the extent that (a) goods must pass from producer to consumer in as direct a line as possible; (b) hoarding is prohibited as such; (c) resales are prohibited within the same trade except where absolutely necessary; (d) margins of profit are specified by agreement; (e) future sales are permitted but prices are subject to revision if they prove to be unreasonable and canners are expected to have definite contracts with growers before making such sales. Approximately 90 per cent. of the canned goods trade is under Government regulation. For some classes of canned fish such as sardines and salmon, maximum prices have been established beyond which any charge is viewed as profiteering. Large percentages of the canned goods output has been diverted from ordinary commercial channels to meet the heavy army and navy demands. Production is being encouraged.

#### Dried Fruits.

Much of the same form of regulation applies to the trade in dried fruits, inhibitions being set up against hoarding, resales and speculation. Margins of profit are required to be reasonable and future sales are prohibited prior to July 15 in all licensed items. It is planned to regulate by agreement the prices of growers to packers and the establishment of packers' margins is also contemplated. The licensing system extends to most items of the trade, and the packers have voluntarily placed all remaining items under the same regulation. Submission of growers to regulation is purely voluntary, the Food Control Act specifically exempting them from control. Prices are held in check through the orders against profiteering. The industry is almost 100 per cent. controlled and the supplying of civilian needs has been subordinated to army and navy requirements.

#### Milk.

While wholly distinct from the National aspects of food control, action of the Food Administration bearing upon milk prices has been of importance to the communities involved. The price of this commodity has been fixed for several of the larger cities, New York being a case in point.

Here the situation between the producer and distributor was extremely difficult and an appeal was carried to Mr. Hoover for adjustment of the differences. A milk commission was appointed and a price established, subject to periodical revision. The Food Administration has adopted no broad policy toward the milk situation but has acted when requested by particular communities.

#### Green Coffee.

A voluntary agreement has been effected between the Food Administration and the green coffee trade fixing a maximum price for the current month's dealings in futures on the public exchanges, based on the price of spot coffee on February 7, 1918, which was 8½ cents, with fifteen points difference allowed for each succeeding month. Imports are controlled through the licensing system. Maximum ocean freight rates on coffee have been established by the War Trade Board and no shipment is allowed to enter an American port on which a higher rate has been paid. Regulation of the coffee trade was instituted to stop speculation and further development is regarded as likely.

In addition to these commodities control of the Food Administration is extended to a wide range of other items covered by the licensing system. Government supervision is increased through the regulation of foreign trade. Teas, spices, tapioca and molasses may be mentioned among the commodities affected by dealers' and import licenses. Rice is also influenced by the control of exports. The price of corn syrup is regulated by voluntary agreement between producers and the Food Administration at a fixed margin above the prevailing cost of corn and standardization of grades and price-fixing is also under way for sugar syrups.

No less effective than the measures against profiteering and speculation has been Mr. Hoover's appeal to the people to conserve food. Without resorting to rationing or compulsion beyond the combination sales plan for wheat flour and products, he has succeeded in winning the support of the Nation for wheatless and meatless days, first, and latterly for saving every day, in this way building up a reserve from which our Allies have been fed.

It is intended that food control as at present organized shall end by proclamation of the President after the war; but the general opinion in the trade is that some measure of regulation will be retained. It is expected, for example, that speculation will be restricted, and that the policy of moving goods from the producer to the consumer is as direct a line as possible will be continued. This does not mean that a free market will not be revived after the war but that such minimum regulation as experience suggests may persist. The drift of the packing industry toward monopoly also raises questions as to Government control of the meat industry, although no definite movement in that direction has yet been made.



### Rulings and Penalties of State Food Control.

#### Adrian Bakery Closed.

Gemple's bakery, the largest baking establishment in Lenawee county, was Saturday ordered to close Monday morning and remain closed for six days, by the State Food Administrator, for violation of the order requiring the use of a stated proportion of substitutes. This is the first offense of its kind in the county.

#### Grocery Store Closed.

Samuel Razz, a leading Three Oaks grocer, was ordered to close his place of business for a period of one week, beginning Monday. In addition to this, Razz must pay \$25 to the Three Oaks Red Cross chapter for violation of the food regulations, upon the order of George A. Prescott, State Food Administrator.

#### Upper Peninsula Food Violators Fined.

Four Marquette county, Michigan, grocers were disciplined by G. W. McCormick, Food Administrator for the Upper Peninsula, and seven others were required to give pledges of loyal co-operation in the future, as a result of the investigations of J. S. Kennedy, the field agent for the district, in the county the past two or three weeks.

The Finnish Workingmen's Association, of Republic, was the hardest hit, it being put on the unfair list, which means that it is shut off from the purchase from the wholesalers of all the Government controlled foods, including sugar and flour and a list of some sixty staples of the grocery

trade. Wholesalers are forbidden to sell this store, under heavy penalty of forfeiture of their licenses, while the prohibition against dealing with it stands. Among the offenses of the association was a false affidavit that it had on hand certain amounts of substitutes, against which wheat flour was purchased.

Winter & Suess, of Negaunee, were required by Mr. McCormick to pay a fine of \$300 in the form of subscription to the Red Cross.

Lakkarinen & Matson, of Negaunee, and Bayard & Hasselblad, of Ishpeming, were assessed nominal fines of \$10, in the form of a subscription to the Red Cross.

In addition, Henry Takkanen, of Champion, John Ollila, of Negaunee, Mitchell Brothers, of Negaunee, George Haupt, of Negaunee, Curley Brothers, of Negaunee, T. C. McGuire, of Marquette, and George J. Oakes, of Stack, were required, because of minor violations, to sign pledges to support the food administration in every way, particularly to observe the fifty-fifty rule in the sale of flour, and to use their best endeavors to secure the largest of food conservation.

#### Investigating Coupon Schemes.

The Federal Trade Commission announces that it has disposed of fifteen of the twenty-three complaints against certain companies engaged in putting up food products through orders to them to desist from "attempting to or securing trade by giving to customers coupons or certificates re-

deemable in prizes of varying values, the allotment of which is determined by chance or lot." This proceeding deals with the gift enterprise evil, and if a fight is made by the eight concerns whose cases are not yet disposed of some interesting developments may be expected.

The Federal Trade Commission is clothed with comprehensive powers to prevent "unfair competition"—a somewhat vague but undoubtedly exceedingly comprehensive term. While an element of considerable importance in the cases referred to is the fact that the prizes given with merchandise are distributed more or less by chance, it is hardly to be assumed that this element alone controls the commission in the action taken.

The Federal anti-lottery law, which has so often been invoked, is certainly ample to meet cases in which the complaint is based solely upon the fact that chance is the chief element in the distribution of prizes. It would, therefore, follow that the Commission is taking a broader view of the matter, and that it is disposed at least to investigate the fundamental principles of the coupon gift enterprise.

Following its usual practice, the Commission has served the defendant companies with copies of the charges and has advised them that they are at liberty to file answers, after which, unless the practices complained of are abandoned, there will be a formal hearing before judgment is rendered. Inasmuch as the Federal Trade Commission was organized with a view to

reforming questionable business practices, the outcome of these cases will be of great significance.

### Women Produce Sugar and Starch At Home.

Women in Uinta county, Utah, are going to make sugar at home. The great interest taken in sugar-beet production for sirups by the women of that county has led to the planting of from 75 to 100 pounds of sugar-beet seed. This is the direct result of the work of the county home-demonstration agent, who has demonstrated the use and making of the sirup to each of the fifteen organizations in the county with whom she works. The women have also made between 2,000 and 2,500 pounds of potato starch, averaging 25 pounds to 4 bushels of potatoes. This means the saving of 400 bushels of potatoes that otherwise would have been wasted.

### Potato Campaign Increases Sales and Lowers Prices.

A recent week's potato campaign conducted in Pocatello, Idaho, under the supervision of the county home-demonstration agent of the Department of Agriculture and the State agricultural college resulted in large increased consumption of potatoes. All grocers reported a great increase in potato sales throughout the week, one reporting 10,000 pounds increase, another 8,000 pounds and a third 1,500 pounds. Competition was so great that the price was reduced from \$1 a hundred pounds at the beginning of the week to 65 cents at the close.



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

### Barney says—

*I think the patriotic creed prepared by William Tyler Page is one of the finest pieces of writing in the English language.*

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

*I therefore believe it is my duty to my country to love it; to support its constitution; to obey its laws; to respect its flag; and to defend it against all enemies.*

## WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



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OF BUSINESS MEN.

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E. A. STOWE, Editor.

June 26, 1918.

## KARL'S COMPLETE COLLAPSE.

For their recent achievement the Italians deserve no end of praise, which need in nowise be abated because of the aid rendered by British and French troops. To have reconstituted their army and to have re-established its morale and spirit after one of the most crushing defeats in history, and to win so decisive a victory—of how few vanquished is this recorded in history!

But while we are still awaiting the details of the Austrian route to gauge the extent of this unexpected military achievement, it is at once plain that the political effects of the complete collapse of German hopes of crushing Italy will be profound and far-reaching. Coming when the situation on the western front remains one of exceeding gravity, the encouragement to our own forces and those of the Allies can hardly be over-estimated. Paris and London are surely breathing more freely than for weeks past. They know that the Kaiser had determined to eliminate one of the belligerent nations this year, as he had been able to eliminate the Russians and Rumanians. With either Italy or France crushed, he would be able to offer another reason to his deluded people for holding on. The hope of crushing Italy is now definitely gone, and the fact that the Austrians have again shown their utter inability to carry on an offensive without the aid of German soldiers and generals will increase the feeling of contempt in the German General Staff for their Teutonic ally.

On the other hand, the effect in Austria itself is bound to be grave. Discounting much of what we hear as to food conditions, there still remains enough to make it plain how uneasy must lie the head which wears the Austrian crown. There are serious suffering and want, and there have been riots and large-scale strikes. The appeal to Ludendorff for food was refused, and his cold reply widely printed. The unrest is steadily growing, and the people are more and more worn down by their sufferings. The laxity of morals is as appalling there as in Germany, and the discordant elements in the Dual Monarchy are beginning to speak out more defiantly than ever. The public

knows that the Kaiser Karl's heart is not in the war, and he must realize clearly that every day which postpones peace weakens the throne. Who would say, therefore, what startling results may not follow when the real truth of the Piave disaster becomes known, when the populace realizes that another 150,000 or more men have been sacrificed without bringing the end of the war a day nearer? The long-awaited revolution may, it is true, not be forthcoming so long as German troops are at hand to stay the malcontents. But Russia is there to show that the day can come when a wrecked and exhausted nation collapses of its own weight. There is proof positive that Austria is heading in that direction.

As for Berlin, it is perfectly obvious that it is now more than ever do or die for the militarists. We must look for the early starting of another offensive against either Paris or the Channel ports. The time of fighting for 1918 is slipping away fast, and the Kaiser, as well as Ludendorff, knows that if some tangible results are not shown when winter comes, all Germany will flame with indignation at the failure of the militarists to keep their promises to wind the whole thing up this year. This disastrous failure of the U-boat can no longer be concealed, as the news of the landing of 900,000 Americans with practically no losses spreads abroad throughout the land. How much longer will the starved people of Germany then consent to have the war go on in which a victory for them will plainly be utterly impossible?

## WORKING WITH UNCLE SAM.

The Government is a very large buyer of different kinds of dry goods and those who are in closest touch with Government needs say purchases will increase very fast in the next two or three months. Merchants are anxious about the effects of new draft regulations on the personnel of their establishments. New freight and passenger regulations are also causing many minor difficulties and forcing many minor changes in the methods of doing business. The limited quantities of goods that can be offered for civilian needs are lessening the necessity of as large traveling forces as in normal times.

Cotton mills making heavy goods are being asked to set aside larger portions of their machinery for Government business and the tendency among Government buyers is to keep a mill running on Government business once it has demonstrated its ability to make just what is required. In some instances mills do not find fault, but where Government buyers exact that prices shall be pared down to the bone, while other mills are allowed to exploit the civilian trade to the limit, resentment is expressed and matters are being taken to the authorities over the heads of the buyers. The latter could readily assist in making things fairer to all if they would seek the assistance of the engineers of production who can change over various mills and thus equalize the output.

In the wool trade the summer output of mills will be wanted for the Government in a large way, and it is not yet clear how much machinery can be supplied with wool for civilian purposes. In the sweater division it is already apparent that there must be a cutting out of the fancy goods that have flooded the markets in the past few years. Many other fancy knit goods for children will also have to be abandoned as it will not be possible to supply the wool required, when it can be used for more staple and necessary products. Many of the fancy wool fabrics used for cloakings are being discontinued and mills are being advised to put their machines on other work. There is so much need for many of the heavy staples in coats and cloakings, that the fancy business must be forgotten during the war period.

Some nervousness is shown from time to time in the silk trade on account of the popular belief that all silks are luxuries. The Government is being carefully advised of the distinctions between essential and non-essential silks. Up to the present time the authorities have left it with trade authorities to adjust their output in keeping with the economical needs of the time and if a proper degree of co-operation is given by manufacturers a very large part of the silk industry can be kept in motion. As Japan is one of the Allies and it is desirable that its largest raw silk outlet shall not be shut off, there is a strong disposition among raw silk dealers to assist in fighting the speculation that has been driving raw silk prices to very high levels. Unless this speculation can be controlled within the trade it is certain that a demand will be made that the Government shall undertake control of the situation. By fuel and other regulations the Government can make it very difficult for any single industry to encourage extravagance.

From time to time in the dry goods trade reports are circulated that co-operation with the Government in war industries is being made difficult through a subtle form of German propaganda. Anything that will delay and upset Government plans is encouraged. Even under the best conditions possible adjustment of so technical a business as dry goods to war time necessities is bound to be difficult. It can be made much more difficult than it needs to be by the constant harping on objections arising from the unwillingness of some one or other to abandon old plans and adopt new ones.

It rests with the trade itself to point out and ferret out why certain objections are being magnified to any plan suggested. The Government through its secret service department may be trusted to apply pressure where it is needed to prevent propaganda of an enemy character from gaining a foothold in the country. It is known that in some of the divisions of the ready-to-wear trade loyal men in the business have been able to crush out Bolshevism that was threatening, and it is probable that in other divisions more attention will

be given to the acts of those who are slow to move when the Government asks trade assistance.

## CONSCIENTIOUS OBJECTORS.

It seems strange that in the State of Texas forty-five men could be found who had conscientious objections against taking human life. It was not so in the old days. It may be that these men were headed for Mexico, got held up on the border, and Texas is compelled to bear the stigma of having raised the whelps.

But the fighting men of Texas have handled them as intelligently as the law will allow. They have chosen a Government uniform that is seen only on the stage, or in establishments prepared especially for its wearers, and they will have twenty-five years to serve, instead of only the duration of the war.

What really should be done with these fellows is to put them in uniform, give them a gun, shove them "over the top," and then let them use their own judgment as to whether or not to fight.

There is no room in this world of ours for the conscientious objector. Were we not organized, were we without Government, he would either be made a slave, to be kicked and cuffed about, and do the bidding of his lord and master, or he would have his head beaten in with a club.

We must all do our part to support the Government which guarantees us the rights which we enjoy. At times little is asked of us. But there comes a time like the present when we must all do our utmost. Some escape lightly. They have to give only money. Some are better off than they ever were before in their lives. They are the skilled workers in districts where few hardships are visited upon them. And some must give their all. The selection has been made as fair as it could possibly be. Those who are called upon to serve the colors have no option but to obey the summons.

Of our two million young men who are serving in the army and navy the chances are that there may possibly be half a dozen who don't care whether or not they kill a man. There may not be any. But it is a cinch that there is not one who does not object to being made a target by the Boches. But these men will fight. They will fight because it has been put up to them that they must kill in order to save their loved ones from a fate worse than death. They will fight to protect their country. But they are not partial to fighting to protect the craven and useless things which are not willing to fight to save themselves. Nor should it be asked of them.

Don't blame these curs off on religion. That has nothing to do with it. The gospel of Jesus Christ does not make that kind of a creature out of what was intended to be a human being. He was that way in the first place, and religion has failed to awaken either his manhood or his pride. Only a miracle can make a man out of a piece of rotten cheese, and this is not the age of miracles.



## UNIVERSAL FOOD SHORTAGE.

The press reports of the recent meeting of agricultural experts in Paris reiterate the serious and alarming aspect of the world food-shortage conditions.

In time of war, munition supplies often have preference as of first necessity, especially where nations are unprepared and labor is drawn indiscriminately from the farms, regardless of the more necessary food supplies; notwithstanding that, without any adequate supply of food, the whole national structure, either for the offensive or defensive, is broken down.

Every expert in soil production appreciates the startling facts brought out at the Paris meeting. As the war goes on, it is obvious that the Allies, especially this country, must take up this question of increasing agricultural production. As was brought out at the conference, "The adequate production from the soil is chiefly due to the increased use of artificial manure;" that "it is impossible to produce crops of sufficient size without a fair amount of labor and fertilizer," and that, "if there was a sufficient supply of farm machinery, the deficiency of men would not be felt so keenly."

How keenly the world food shortage is now becoming felt is forcefully described by Frederic C. Wolcott, of the United States Food Administration in his illustrated article, "Forerunners of Famine," in the April number of the National Geographic Magazine. Dr. Wolcott described how Germany uses food shortage and famine as an effective weapon, and with diagrams and statistics makes the appalling statement that famine and starvation have "actually caused as many deaths as has all the fighting in Europe during the last three and a half years."

The burden thrown upon this country toward alleviating, so far as may be, these terrible conditions is being constantly reiterated in the daily appeals for food conservation. Mr. Hoover has frankly given the public the facts. Some of the more impressive statements may be briefly summarized, viz: "In France, the harvest last year was less than 40 per cent. of her prior-to-the-war harvests and less than one-quarter of what she needs to feed her own people, besides the one-thirtieth of her population who are refugees from the war zones, their homes having been destroyed and their fields devastated. Italy has never been able to produce enough food for her population. The shortage of food in the Southern provinces is heart-breaking. A half-million refugees have been driven southward by the Austrian drive of October, 1917. One hundred millions more men, women and children have come to depend upon America for their daily bread. It is of no purpose to send millions of our best men to France if we fail to maintain the strength of their men, women and children. The 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 going to be free men." Bonar Law recently stated that if they "could not feed the populace,

the war was over" so far as they were concerned.

The contention of the agricultural experts that governments should co-ordinate food production as munition supplies and other war necessities are co-ordinated and controlled, is a point well taken. Unless something is done, the indications are that this food crisis situation will go from bad to worse. Some plan must be worked out for producing more foodstuffs. As the cereal foods are the most vital human foods, the most readily produced and transported, two blades of wheat should be grown where one is now produced.

While potash and nitrogen, with the requisite phosphoric acid, are used largely in Europe for fertilizer purposes, and before the war entered largely into the fertilizer formulas sold in this country, it has been found that for wheat growing and many other crops phosphoric acid—and, for heavy soils, a suitable mixture of lime—makes one of the most effective fertilizers for increasing crop production without either potash or nitrogen.

The prevailing high prices since the war have largely precluded the use of potash and nitrogen ingredients for fertilizers for general use by the farmers, and the prices for most fertilizers are now quite beyond the reach of a very large percentage of the farmers of the country.

Unless the Government should take over the fertilizer business or adopt some comprehensive policy of supplying the necessary fertilizers for increasing grain production, under the abnormal labor conditions everywhere prevailing, it is difficult to discern an effective improvement in this food crisis.

Farmers cannot get labor to increase their field cultivation. Intensive farming without fertilizers under war conditions is, therefore, largely impracticable or impossible. Up to the outbreak of the war, France and Germany, largely by the use of fertilizers, produced an average of 34 to 35 bushels of wheat per acre, while in this country the average for the same year, 1913, was but 15.02 bushels per acre.

The Allied countries are impoverished, both in man power and in crop areas. And unless the Government and the people of this country wake up to a fuller realization of the food-famine conditions now prevailing, what has the future in store? What can it avail, with all the Government energies back of the munition factories, for our armies, unless the increasing food-producing factors are placed fairly behind our farmers for increasing the agricultural output to the utmost?

The most pathetic sight on the face of the earth is the middle-aged man who would like to do something to help America win the war, but has never learned to do anything worth while.

The Kaiser says he did not will this war. Not this one, or any other one like it. It was a war that would take him to Paris and victory in thirty days that he willed.

The "Back to the Soil" movement certainly "gained ground" by the war-garden drives.

## BACKWARD OR FORWARD?

Not long ago a farmer had a fine bunch of hogs for sale and a local buyer offered him a certain price for local delivery. He refused the price, stating that his paper showed considerably higher quotations in Chicago. The dealer wanted the hogs very much, so he took some pains to explain that the offered price was better than the Chicago price when freight, shrinkage, accidents and other expenses are considered. But the stock raiser was obdurate and finally decided to ship the hogs himself whatever profit the dealer would make. So the hogs were brought in, weighed and started for market.

It so happened they struck blizzard weather and a bad market. Two hogs were injured in some way and unusual shrinkage was reported. The farmer had no one representing his interests in the city, so he had to take the word of the commission man regarding the condition of the stock. When the returns came in the stockman figured he had lost \$27.90 by not selling to local buyer. Now, of course, this is an extraordinary case—but it illustrates why there must necessarily be a specialist between the producer and the preparer. A man who makes it his sole business to buy stocks keeps his finger on the fluctuating pulse of the market—he would probably have been able to foresee and in a measure offset the conditions which worked to the detriment of the former.

Whenever a job becomes large enough to require the entire attention of one man, he can do all the work cheaper than a hundred or a dozen men who only work at it occasionally. He is a specialist, with all the advantages that naturally follow therefrom, while the dribbler cannot possibly be so well informed of the intricacies of the work. Of course the specialist's knowledge and services demand reward, but unless he is extortionate, the people with whom he deals gain as much as does he. There is no better illustration than this particular sale of hogs. Both shipper and farmer undoubtedly lost by the deal, while, had it been handled through the regular channel, each would probably have gained.

Every man is a consumer, but as a consumer he is also either a producer, a preparer, a distributor or a professional man. These four divisions practically cover the wide field of man's endeavor. When our civilization was primitive and population scattered one man might have produced the food, prepared it himself, and perhaps by teaching his children to read and write, performed the functions of a professional man. But as civilization became more complex, men began to specialize in each of these divisions of labor. The farmer, the stock raiser, the building contractor, the laborer, are the producers; great flour mills, meat packing houses and other factories are preparers; jobbers, wholesalers and local merchants are the usual distributors; lawyers, doctors, dentists, writers, teachers, ministers, etc., largely compose the professional classes.

In most work we realize the need of specialists. We do not try to fight our own cases in the courts; no one these days attempts to fully teach their own children; few men grind into flour the

grain they grow. And still, there are those who, like the man who sold his stock direct, think they can eliminate one or two specialists and do the work themselves. Is it a step backward or forward?

## ALCOHOL AS MOTOR FUEL.

While no immediate cause for curtailment of gasoline for automobile use exists, it is interesting to note that many experiments for substitute fuels or combinations are being made by various agencies throughout the country. The National Automobile Chamber of Commerce, recognizing the possibility of employing substitute fuels, is conducting investigations to determine the practical use of alcohol and gasoline mixtures. The production of industrial alcohol on a large scale, it is pointed out, would materially increase the supply of motor fuel.

Nearly all the automobiles in Norway and Sweden are operating on alcohol made from waste sulphite liquor from paper pulp mills. Alcohol is also used in automobiles in Spain, where the sale of gasoline for use in passenger cars has been prohibited.

Alcohol can be produced at the paper pulp mills at a cost of 15 to 20 cents a gallon at the present time, and if all the paper mills suitable for the purpose were equipped with the necessary plants they would have a combined capacity of 15,000,000 gallons a year.

Alcohol can be blended with gasoline to produce a suitable fuel that will avoid the difficulties of starting a cold motor on alcohol alone, and without any change in the carburetor or the compression of the engine.

## RURAL EXPRESS BENEFITS.

In recognition of the value of rural express lines and their benefits, especially in agricultural sections, the National Automobile Chamber of Commerce has appointed district representatives in various parts of the country to suggest the most satisfactory routes over which such lines might be operated successfully.

Farmers now served by motor express lines state that without the trucks they would hardly be able to ship milk or garden produce and that their production has largely increased.

The rural express business has reached an interesting development in Maryland, where twenty lines carrying supplies into Baltimore and Washington have a daily capacity of 115, 690 ten-miles, and can haul more than 100 tons a day into those markets and carry an equal amount of merchandise back to the farmers and country merchants.

The United States Food Administration has asked local food administrations to assist the rural motor express plan, pointing out that one man with a truck can haul as much farm produce as three men with wagons and cover three times the distance.

The Kaiser is offering Gibraltar to Spain, but neglects to say whether he will deliver it, or expects Spain to go and get it.





### Conservation Ideas Shown in New Fall Dresses.

Conservation of materials, which at the same time does not detract but rather adds to the smartness and beauty of youthful styles, is the outstanding characteristic of the early models of fall dresses which are now being shown by a great many of the leading manufacturers. The saving of woolen fabrics has been effected not only by the use of fewer models this year than were ever before made up for the fall trade, but by the employment of from one to one and three-quarter less yards in each garment. And because of the scarcity of materials there is a smaller variety of fabrics used this season. Conservation has even been carried to the extent of restricting the variety of shades to a narrower range than was ever put on display in the past for any season.

Serges, broadcloths, wool velours, and wool jersey fabrics are used, of course, in all lines, but in a great many instances substantial savings of materials have been effected by combining them with appropriate silk fabrics, as was done during the spring season just ending. Then, too, facings are usually of a silk material instead of being of the same wool fabric as the rest of the dress, and great care has been exercised in making all seams so that the minimum of material is used. There have been many such minor savings as these accomplished, which individually might not seem of importance, but which taken collectively amount to a great deal. Silks are used alone in a great many more instances than was ever before done in fall models. Heavy silks are quite frequently combined with a silk weave of lighter weight, producing what is thought to be a very attractive effect. Satin models are prominently displayed by a majority of the manufacturers, and it is thought that they will be among the leaders in fall business.

As a rule, colors are confined to the darker shades. And material designs are usually of a more subdued nature. This is particularly true of street and afternoon frocks. Navy blue is the leader, as usual, and tan is played up with more prominence than ordinarily. Lavender, dark green, dark red, and other leading fall colors are all seen. Combinations of dark rich colors are very much in evidence, and many of them are exceptionally well worked out by designers. Authorities in the trade believe that, as the season develops, there will come a call for some of the more striking color effects, but just at present "strikingly

inconspicuous" shades are the order of the day.

The general silhouette is not materially changed from that which has been in vogue for several seasons. Long, straight lines are favored, and the slim, youthful figure is developed to perfection. There are many frocks shown with long, unbroken lines from head to foot, produced frequently by front and back panels hanging down from the shoulders. In such models, full length sleeves of a fitted character are used, and sometimes the waist is indicated rather than accentuated by a heavy silk cord or a narrow strip of material strung loosely around the figure just above the hips and hanging down on the side or in the back almost to the knees. Some of these dresses are made with V necks, some with rounded, some with U-shaped necks, and most of them are to be worn with fine net collars of one sort or another. Embroidered decorations are used extensively on the panels, on the sleeves, and on the bust of the dress.

Fringe is being used lavishly for trimming on a great variety of frocks for street and afternoon wear, as well as for more formal evening wear. In the opinion of several of the large manufacturers of this city, fringe promises to be one of the most conspicuous style features of the coming season. It is conceded, of course, that it may be worked to death in the earlier models and not last out the full season. But it is said to be very acceptable to buyers just now, and it is thought to add considerable distinction to many very beautiful creations. In some models fringe terminates long panels which extend from the shoulders almost to the hem of the skirt. It also appears on the bottom of tunics, whether they are spiral-shaped, irregular and pointed, or perfectly even. Aprons and other skirt draperies are also trimmed with fringe, and sash ends, where sashes are used, are almost invariably of fringe.

There are a great many very attractive serge frocks shown in smartly tailored effects which promise to be unusually popular not only with the great army of women who have gone into business, for whom these frocks are primarily designed, but with women generally. The tendency in these dresses seems to be toward fitted bodices and tight sleeves. Both high and low waist lines appear in these models. Where the waist line is high, girdles or sashes are used a good deal, the sashes frequently being tied in large bows in the back and the ends being of fringe. Many of

these dresses are in various surplice styles and have pointed or spiral tunics on which fringe appears as trimmings. There are plain skirts and pleated skirts and skirts in which panels have been worked by using short pleats. Skirts of this latter sort are seen frequently on the models made with a low waistline. Some of these are made with high collars and bottom in front down to the waistline.

### Man Who Wishes That Buttons Were Food.

Of all trivial abominations the greatest to my mind is—if a trivial abomination can ascend to greatness—the "coat shirt." For buttons, in themselves, are an abomination, therefore a coat shirt merely serves to multiply buttonical loathsomeness, to say nothing of that horrid split apart feeling when the laundry has claimed its quota. For myself, in these war times, I am seeking a shirt that will pull comfortably over the head, close caressingly about the neck and forearms, and so leave me undistracted by a sense of buttons. Briefly, I believe I am looking for an undershirt of outward respectability.

But what's the use? The haberdasher destined, or buttoned, as he is to his lot, must have his strut before his wavy mirror of fads and fancies.

A charge against him of profiteering in buttons might avail, if buttons only could be construed as a food product. But, although I had a Texas cousin once who insisted that the suckling lambs on his ranch sought his buttons, in evident consciousness of what their coats must face, that would hardly support such an interpretation by the powers that be, would it?

John Worthy.

### Keeping Sales in Sight.

In addition to a form which shows the daily cash and credit transactions for the month, a Canadian merchant keeps a record of his daily total business that enables him to see at a glance how his sales compare one day with the next.

He uses a sheet of cross-section paper; vertically the squares indicate the amount of business in dollars, and horizontally each square indicates a day of the month. Across the sheet, about in the center he draws a horizontal line to indicate the average daily business. Then he plots the business each day.

Sometimes the point which the amount of business in dollars indicates falls below the horizontal line; sometimes above. But the balance between them shows the merchant how near his sales come to the average he has set as desirable.

W. S. Zimmerman.

Even the customer who never seems to buy anything is worth treating well, because that kind of a customer will exercise an influence that counts with other folks who buy more generously.

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

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

## The Book That Takes the Risk Out of Buying

For many years "OUR DRUMMER" with its net guaranteed prices has been famous for taking the risk out of retail buying. This is more than ever the case now in these unusual times. It not only makes buying secure from the price standpoint, but it removes uncertainty in the way of getting goods. Back of the prices in this book are huge open stocks of the merchandise it advertises.

## Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas

## RIBBON

Our line of ribbons in all selling numbers such as plain Satins, Taffetas, Moire, Grosgrain, Velvets and a beautiful line of fancies is most complete, at prices that are very reasonable.

Send for samples of our "No. 36 Leader" Wash Ribbon assortment.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



### Appreciation From England of America's Self-Sacrifice.

You have been saving wheat and meat and fats and sugar at your table. You have not thought of this as an act of very great self-sacrifice. You have been glad to do it because your country, through Mr. Hoover, has asked you to do it. Perhaps you have wondered whether it was worth while, whether it has had any effect. You can hardly remain in doubt about this when you read the following statement. Harold Begbie is a London journalist who has a special acquaintance with the poor of London. His book "Twice-Born Men" has had very wide circulation because it is a human and vivid description of the transformation that often takes place in human life; and his later book, "The Little That is Good," is equally graphic as a picture of the London underworld, showing some of its best side. The article which we here reprint from the London "Daily Chronicle" is an appreciation of what America has done. We know what has happened about food at this end. This article tells us what the result has been at the other end. Such appreciation is inspiring and is a stimulus for us to go on and do what Mr. Hoover is asking us to do.

One of the finest moral actions in this war has been done by America. It is action on a gigantic scale, and yet of a directly personal character. Insufficient publicity, I think, has been given to this action.

Is it realized by the people of this

country that America has already saved us from capitulating to the enemy? Either we should have been forced into this surrender (with our armies unbroken and our munitions of war unexhausted) or we should at this moment be struggling to live and work and fight on one-third of our present rations.

America is sending to these islands almost two-thirds of our food supplies. Sixty-five per cent. of the essential foodstuffs eaten by the British citizen comes to him from the American continent. This in itself is something which calls for our lively gratitude. But there is a quality in the action of America which should intensify our gratitude. For these American supplies, essential to our health and safety, represented in very large measure the personal and voluntary self-sacrifice of the individual American citizen. They are not crumbs from the table of Dives. They are not the commandeered supplies of an autocratic government. They represent, rather, the kindly, difficult, and entirely willing self-sacrifice of a whole Nation, the vast majority of whom are working people.

There is only one altar for this act of sacrifice—it is the table of the American working classes. And the rite is performed by men, women and children, at every meal of the day, day after day, week after week.

This act of self-sacrifice, let us remember, is made in the midst of plenty. Well might the American housewife ask why she should deprive her children of food, why she should

institute wheatless and meatless days, when all about her there is a visible superabundance of these things. Questions such as these are natural enough on the other side of the Atlantic, and on the other side of the American continent, although five thousand miles away from the battlefields of France.

But the citizens of America do not ask such questions. With a cheerfulness and a courage which are as vigorous as their industry, and with a moral earnestness which is by far the greatest demonstration America has yet given to the world of American character, these people so far away from us on the other side of the Atlantic have willingly and with no coercion by the state denied themselves for the sake of the Entente. They are going short, they are going hungry, for our sakes. They are practicing an intimate self-sacrifice in order that we may hold our own till their sons come to fight at our side. All over America the individual American citizen is making this self-sacrifice, and making it without a murmur. He is feeding, by his personal self-sacrifice, not only these islands, but France, Italy, and many of the neutrals.

This great demonstration of character has had no other impetus than the simple declaration of the facts by Herbert Hoover, the man who fed Belgium. Hoover has told his countrymen how things stand. That is all. The winter of 1918, he declared to them, will prove to mankind whether or not the American Nation "is cap-

able of individual self-sacrifice to save the world." His propaganda has never descended to unworthy levels. He has appealed always to the conscience of his countrymen. He has spoken of "a personal obligation upon every one of us towards some individual abroad who will suffer privation to the extent of our own individual negligence."

America has answered this appeal in a manner which marks her out as one of the greatest moral forces in the world. It should be known out there, in the farm-houses and cottages of the American continent, that the people of this country, tightening their belts and confronting the future with an indestructible confidence, are mindful of America's self-sacrifice, and are grateful to her men and women and children for their self-sacrifice—self-sacrifice which will save the world.—Outlook.

### Making It Clear.

C. O. D. tickets in use by one merchant are simple and yet adequate for all emergencies. The ticket is perforated into three sections. Each section repeats the c. o. d. number. The top portion is blank except for this number, and there the delivery directions are written. The second portion contains the instructions to the driver to "return with collection: amount—," which he turns in with the money. The bottom portion is the customer's voucher and has spaces for the date, name, address, check, amount of sale, amount paid, and amount of c. o. d. L. C. Chesebro.

## SERVICE

## QUALITY

# Will You Visit Us?

If you do, you'll always find the latchstring on the outside.

Nothing could possibly please us more than a personal visit from you, either during Buyers' Week or at any other time of the year.

You are not only welcome, but we urge you to call.

Let us shake your hand---let us meet face to face and "talk it over," so that we may get better acquainted.

Make our office your headquarters---come here and write your letters---use our phones---and in general make yourself at home.

The invitation is unlimited---come any time.

Especially do we wish to see you during the present week because of the splendid bargains we will be prepared to offer you on that occasion.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

## QUALITY

## SERVICE



### Legitimate Business Hampered By Governmental Rulings.

Written for the Tradesman.

Practical working out of the plans of the War Finance Corporation presents several problems, one of which is the proposal to have the banks guarantee the loans of all corporations receiving financial accommodations through the Government financial agency. This is unsatisfactory to the banking interests, which emphasize the fact that the provision of the act calling for bank endorsement of loans made to business concerns, the operation of which are "necessary or contributory to the prosecution of the war" is extremely objectionable as guaranteeing loans on such conditions would be unsound banking, subjecting the banks to contingent liabilities which it would not be proper for them to assume. As now constituted, the War Finance Corporation may operate under two modes of procedure—Section 7 of the Act providing for the utilization of the banking institutions and Section 9, which authorize direct loans to corporations on the basis of their classifications as exceptional cases. One case under the latter provision is that of the United Railways Co., of St. Louis, Mo., to whom the War Finance Corporation loaned \$3,235,000 at 7 per cent. for six months. As this corporation put up gilt edged collateral, including Liberty bonds, the question naturally comes up, Why was it this loan was not secured through regular banking channels. It is probable that a number of concerns engaged in war work will be in need of financial assistance the commercial banks will be unable to furnish. If the Government gives aid to such concerns, it should do so with the full realization of the risk involved and should not require the banks to assume the responsibility for the final liquidation of such loans. As a number of bankers have pointed out, amendments to the War Finance Corporation law will be necessary in order to make the War Finance Corporation the practical factor in war financing it was designed to be.

This is a period of waiting. Like everything else, the securities markets are in a waiting attitude; in fact, the whole world is waiting to see the results of the great battles now being waged. Business men are waiting the outcome of our crops. Factories, power houses, railroads and coal yards everywhere are waiting for a reasonable supply of coal; the railroads besides are awaiting the great numbers of engines and cars ordered by Director McAdoo; freight at ex-

port points is waiting for ships to carry it abroad. Industries of the Nation are awaiting the enactment of the new war tax bill, as are the investors in stocks and bonds. This will account for a slack market for securities. Added to this, the mid-summer dullness will probably beget some selling off at lower prices. But through it all should run our confidence as to the final favorable outcome, both as to the war and the future of general business.

Attention was called in the Michigan Tradesman to the War Savings Stamp Campaign and its probable effect on savings banks. There are two sides to every question. One cheering argument can be advanced to counteract the pessimism some express, and that is that the dollars thus loaned to the Government do not go into the vaults of the United States Treasury to remain there idle. They are turned back into the channels of trade to pay for the enormous purchases by the Government of all kinds of supplies.

Attention is called to the high cost of living under these war conditions. It has become fully as important as the conservation of food, fuel, iron or steel, with reference to the winning of the war. Crop conditions are a vital matter now, not only because we need a large output to help win the war, but we need more moderate prices for raw material to help keep down operating expenses and living costs. Were expenses to keep on rising as they have done since we went into the war it would be next to impossible for our people to save enough out of earnings to pay for the war. A big crop helps. It costs the consumer no more, but feeds him better. The merchants, manufacturers and urban people are paying for this war through contributions of taxes and subscriptions, much higher percentage of their wealth and their income than the farmers and planters. A lower cost of living, if it can be brought about, will greatly help the war by increasing the net earnings of the merchants, manufacturers and urban people who are paying the large share of the war cost. It is pointed out that a decrease in farmers and planters' earnings will have but little real effect, because of the low percentage of contributions by these classes. This assertion is made after a comparison of the total rural contributions with the total wealth and populations of the various states and sections of the country. One financial authority says there are sound reasons for believing that the cost of living has reached the crest

of the upward wave and that it will now begin to decrease, which will last until the end of the war. These reasons are that the war, because of its costliness, enforces rigid economy after it has been in progress some time. This economizing has been going on, and has substantially reduced the total demand for goods and commodities. There is no doubt that this reduction in demand, after the Government has done its heaviest buying, has its effect on business.

Shortages of raw material are becoming less serious, and it is believed the evils of high costs are approaching a solution. Not that low costs are

in sight, but that we may look for a gradual diminution. It must be taken into consideration, however, that this does mean a decline in the operating costs of corporations, because a fall in commodity and goods' prices so lowers gross earnings that operating ratios tend to advance.

Director General McAdoo has so far listened to protests of business interests to postpone the taking effect of his order for cash payments of freight upon its receipt from July 1 to August 1. This is done to give such institutions as have been extended freight credits by the railroads and the railroads themselves time in which



## Available Money Reserves

**T**HE main object of the Federal Reserve Banking System, of which we are a member, is to make more available the united money reserves of the strong banks of the country.

Even in normal times there come seasonal loan demands of which the average citizen is unaware. The farmer must have money loaned him for planting and crop moving. Interest and tax payment periods each present their special banking requirements.

The Federal Reserve Bank through which a member bank may quickly convert commercial paper into available assets when most needed enables us to meet these needs.

## THE OLD NATIONAL BANK

Monroe at Pearl



Grand Rapids, Mich.

## Fire Insurance that Really Insures

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

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

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

### MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN



to change their book-keeping and adjust themselves to the new conditions. Another order by the Director General shows a measure of consideration for shippers. It is to the effect that intra-state rates will not be arbitrarily raised to the level of inter-state rates as recently advanced, 25 per cent., but shall remain as they now are, plus the 25 per cent. advance ordered by the railroad administration at Washington. This means that there will be many instances where a saving will be made, as intra-state rates are in some cases lower than inter-state schedule.

Secretary of the Treasury McAdoo announces that of the \$2,775,000,000 estimated to be due in income and excess profits taxes on June 15, nearly \$600,000,000 have already been paid and that there should be no anxiety as to a strain on the banks to meet the remainder, because arrangements have been made by the Treasury Department for the re-deposit of such funds, and that the withdrawal of such deposits will be made as gradual as the expenditures will permit.

Paul Leake.

#### Activities in Michigan Cities.

Written for the Tradesman.

Extension of the Detroit, Bay City & Western from Port Huron to St. Clair will be completed about August 1. Steel has been laid to Carlton.

The Champion Ignition Co., Flint, will build a new factory addition costing \$8,000.

Directors of the Citizens' Hotel Co., Flint, have voted to go ahead with the building, which is to be completed by Sept. 1 next year. It will be located at North Saginaw and Detroit streets and will be built of reinforced concrete and brick, six stories, with 200 rooms.

Audit of the books of the municipal lighting plants at Escanaba shows that while the electrical plant made an apparent net profit of \$27,000, the gas plant was conducted at a loss of over \$10,000 during the past fiscal year.

The new shipbuilding company at Saginaw has two boats nearly ready for launching and is employing 1,050 men.

Eaton Rapids is installing the pedestal lighting system along Main street.

The Saginaw Sheet Metal Co., Saginaw, has landed a Government contract of nearly \$750,000 for making powder containers and will add about 50 per cent. to the size of its plant.

Muskegon has adopted a new ordinance which provides severe punishment for disorderly aliens or those who speak or act against the United States or her Allies in this war.

Live wire members of the Port Huron Chamber of Commerce have formed a branch, known as the Spark Plugs, dedicated to the cause of keeping things moving in Port Huron at the rate of a mile a minute. One of the rules is to call each other by first name and erring members are fined 10 cents, the money going to the Red Cross. "There's too much frost in men," says the head of the Spark Plugs.

The Alamo Farm Light Co., Hillsdale, is building a \$6,000 addition.

Middleville has invested \$834 in war savings stamps.

Directors of the Bay City Board of Commerce have endorsed a resolution which calls upon Congress to enact a law providing for prompt investigation of all charges of espionage or treason and providing for infliction of death penalty in all proper cases.

Both passenger and freight depots at North Lansing will be closed and no trains will stop there.

Muskegon is reported to have several thousand of the tabooed barberry bushes and a M. A. C. man has gone to that city to see that they are promptly destroyed.

As a result of a recent canvass of the business district at Battle Creek in the "work or fight" programme, the names of more than 400 men were secured and the cases will be investigated. Battle Creek is a poor place for loafing.

Flint's tax rate for the summer is \$15 per \$1,000 valuation, or the same rate as last year.

The municipal lighting plant at St. Johns is carrying a load far beyond its capacity and has been declared unsafe to operate.

The Saginaw county war board will undertake to supply labor to the farmers, so that all crops may be taken care of without losses.

A new laboratory has been installed at the city hall, Pontiac, for the benefit of the health department.

Almond Griffen.

Man, the drabber of the two sexes, is first to have his manner of dressing regulated by war's necessities. Stout gentlemen, whose tailors were wont to flatter opulent forms into a semblance of slenderness by double-breasted styles, will henceforth have to be content with single-breasted, Chesterfieldian cuts. Superfluous flaps, straps, pockets and lengths are forbidden. All differences between the man who dresses merely to clothe his nakedness and him who dresses to fascinate in a modest, manly sort of way, are wiped out by the War Industries Board order. America's pride of the neat dresser will disappear and a premium of patriotism be placed on slouchiness. Men are sure to submit, without a murmur, owing to their natural dislike of fussing about new clothes, anyway. But when the War Industries Board gets to women's styles, then let the storm signals be raised. Wise in its day and generation was the Board when it approached this problem by a flank movement, and wiser still if it surreptitiously gains control of the style creators both in Paris and on this side, and so causes fashions to be promulgated which will result in economical use of materials.

The Michigan Wholesale Coal Co. has been incorporated to conduct a wholesale and retail fuel business, with an authorized capital stock of \$10,000, of which amount \$6,320 has been subscribed and \$1,000 paid in in cash.

A misfit truth is the worst of all lies.

## Called to the Colors?

If you are called away on Government service and do not want to put the burden of managing your financial affairs upon your wife or children—this company will be glad to serve you.

There are many things we can do for you—collect and receive your income from all sources and deposit it to your credit or to the credit of some member of your family, so that checks may be drawn against it—take care of the payment of your insurance premiums and your taxes—place your securities and valuables in safekeeping.

In short we will relieve you and your family of all details in connection with the business management of your affairs, and in addition, will gladly give you any advice or suggestions that have been developed from our twenty-eight years of investment experienced.

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

## THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Safe Deposit Vaults on ground floor.

Boxes to rent at very low cost.

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

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

The convenient banks for out of town people. Located at the very center of the city. Handy to the street cars—the Interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institutions must be the ultimate choice of out of town bankers and individuals.

Combined Capital and Surplus.....	\$ 1,724,300.00
Combined Total Deposits .....	10,168,700.00
Combined Total Resources .....	13,157,100.00

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



## FRAUDULENT ON THE FACE.

## Partin Manufacturing Co. Notes in New Hands.

The Commercial Credit Company of Grand Rapids is a thoroughly reliable institution, but the Commercial Credit Co., of Baltimore, is evidently not at all particular as to the character of the accounts it undertakes to collect. The three letters herewith reproduced are self-explanatory and serve to disclose the "state of mind" of the Baltimore concern in its determination to push the collection of shady obligations, even after it ascertains that they are not valid. The Tradesman proposes to render all the assistance possible to those merchants who are attacked by the holders of these notes, believing that no jury will bring in an adverse verdict if the truth is laid bare in all its hideous phases:

Grand Rapids, June 10—I am in receipt of a letter from G. M. Smith & Co., Trout Lake, Mich., stating that you have started suit against them on notes given to the Partin Manufacturing Co. and assigned to you as an alleged "innocent third party."

As this concern was conceded to be a swindling institution and went into bankruptcy some five or six months ago, I do not believe you will want to have anything to do with paper taken by a gang of crooks under false pretenses. By going into bankruptcy, it was effectually prevented from carrying out its contract, if it ever intended to play fair.

I have always recommended the Commercial Credit Co. to the trade, but if you are dealing with concerns whose stock in trade is confined to falsehood, misrepresentation, chicanery, fraud and legal technicalities, I must certainly revise my opinion of you and your methods.

In the light of this information, will you kindly let me know by return mail if it is your intention to enforce payment on the notes above described which were given for no consideration whatever?

E. A. Stowe.

Baltimore, June 20—Upon my return to-day from a week's absence, I note your enquiry of June and will say, that we expect to enforce payment on the notes purchased by us in good faith, for real value, from the above company, and to carry the cases to the Supreme Court of the good State of Michigan for a final decision, if necessary.

If this was such a well known fraud, why did G. M. Smith & Co., of Trout Lake, Mich., and many others, many of whom were subscribers to your paper, while we are not, sign notes to the company? If the signers of the notes did not know the real facts, isn't it reasonable that we, also, did not know same? Any business firm should have sense enough to know its obligation when it signs a note and should not be encouraged by you or others to contest payment thereof, especially in the hands of innocent third parties.

If a man is fool enough to sign notes acknowledging value thereof, when no consideration was given, and we as innocent third parties purchased said notes for real value and at a nominal charge, who should stand the loss—the fool who signed the notes or the innocent third parties? If our "foresight" were as good as our "hindsight" in this case we would not have been involved by a "damn sight," but we are in it for only a few thousand dollars, thank Heaven, and we purpose to see the matter to a finish.

Our credit information on the firm, the agency rating of \$100,000 to \$150,-

000, first credit, attorney's report, and reports from three leading Memphis banks and one large Chicago bank, and the certified public accountant's financial statement of the company, showing a net worth of \$250,000 above liabilities, justified us and would justify any reasonable man in taking on the paper we did. Neither the agencies nor said banks nor the attorney nor ourselves appear to have received from you the information you seem to have had, until after it was too late to do any good.

We will quote extracts from the four letters received from banks as follows:

"We have had occasion from time to time to get up information about their affairs, and in every instance our information has been entirely satisfactory. Some time ago, we talked to a mutual friend and was told that he considered Mr. Partin quite a genius in this particular line of business, and thought he had built up a good business and was making considerable money. Their statement shows that the concern is in good condition. They are understood to keep a good bank account at one of the local banks."

"They carry an account with us and all our transactions with them have been satisfactory."

"Account of parties entirely satisfactory here. We have done a great deal of business with which we are well pleased. We think well of Mr. Partin and his firm."

"Mr. G. H. Partin has been known to the writer for a number of years. While there has been some criticism of the manner in which the Partin Mfg. Co. conducts its business, the writer has made a personal and careful investigation thereof and feels that this criticism is not justified by the facts. Mr. Partin himself is a man of good character and standing, and we believe that he would carry out any contract which he might undertake. The Partin Mfg. Co. has carried an account with us for some time, and we have extended credit to them in the form of re-discounting their customers' notes, the bulk of which are being paid promptly at maturity."

We, like others, are not infallible and, needless to say, had we known when we took on the business what we found out when it was too late, we would not be involved in the matter. In view of the above, can you suggest a good reason for our not then taking on the paper and for our not now insisting upon payment thereof?

As to our company, the Continental & Commercial National Bank and First National Bank, Chicago, Bankers' Trust Company and Chase National Bank, New York, Girard National Bank, and Philadelphia National Bank, Philadelphia, and any bank in Baltimore are a few of the many banks to whom we refer. Our cash capital and surplus of about \$2,700,000 and our volume for 1917 of over \$51,000,000 speak better for the standing of this company and its methods than anything that we may say.

A. E. Duncan,  
Chairman Commercial Credit Co.

Grand Rapids, June 24—I am in receipt of your letter of June 20 and am dumbfounded to note that, in the face of your own admission regarding what you "found out when it was too late," you still insist on extorting blood money from the merchants of Michigan on contracts which were fraudulent on their face and propose to undertake to enforce the payment of notes which were obtained under false pretenses, and for which no adequate consideration was intended to be given or can be given under the circumstances.

It is beyond my comprehension that an institution which boasts a capital and surplus of \$2,700,000 would consent to be a party to a fraud of

this character. I would not be willing to stand in such a light before the world for ten times the money you claim to have invested in your business. Nor could I justify such an act when I come to stand before my Maker in the world to come.

I do not believe you can find a jury in Michigan who will award you a verdict on such fraudulent notes, in the face of your own admissions and with a full knowledge of all the circumstances connected with the fraudulent transactions in which you voluntarily became an accomplice by seeking to profit by the ill gotten gains sought to be obtained by your partner in crime.

E. A. Stowe.

For some time the fraudulent notes obtained by false pretenses by the now bankrupt Partin Manufacturing Co. were taken over by the Commercial Securities Co., formerly of Chicago, but now located in New York. It now transpires that this company was by no means an innocent purchaser of the notes, as claimed, Partin having testified under oath that he embarked in swindling business through the recommendation of Mr. Crandall, President of the Commercial Securities Co., and that Mr. Crandall gave him full instructions regarding the handling of the business along the questionable lines it was conducted up to the time the concern was plunged into bankruptcy. A transcript of this evidence or

a deposition embodying the same proof will be an effectual barrier to the Commercial Securities Co. recovering on the notes against Michigan merchants on which it is now undertaking to obtain judgment.

## Kent State Bank

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000

Surplus and Profits - \$700,000

Resources

10 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings

OFFICE OUTFITTERS  
LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

Assets \$2,700,000.00



Insurance in Force \$57,000,000.00

## MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

## Service to Policyholders

\$3,666,161.58

Paid Policy Holders Since Organization

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

WM. A. WATTS  
President

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

SURPLUS TO POLICY HOLDERS \$479,058.61



## Fourth National Bank

United States Depository

## Savings Deposits

## Commercial Deposits

3

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

3½

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
\$580,000

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

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



## IN THE FURNACE OF WAR.

## Allies Welding Their National Hopes and Ideals.

War demands, in an unlimited degree, production and service from all citizens. Production makes new demands. Finance assumes vastly greater proportions. Man power has calls upon it of an unprecedented character. Raw materials are diverted into channels to which they are in such volume unaccustomed. Manufacturers, and indeed all commerce, has to devote itself in the main to the pursuit of war, with the consequence that the whole of the country gradually learns that the commerce which is less essential for war purposes must give place to that which is more essential for war needs.

When the great storm cloud burst in December of 1914, Germany ruthlessly mobilized all her industries for war purposes.

We in England have been slower to learn the lesson. We were a peace-loving country, as are you Americans; and we perhaps were nearer the possibilities of war than ever you dreamt would be your lot.

We, in England, soon found ourselves faced with the critical question—but one which I am glad to say admitted of no hesitancy on our part.

I never think of the war without realizing what the great comradeship is between my country and France at this moment. For three and a half years we have stood together and held the Western gate. We have had great trials, both of us. We have made enormous demands upon the man-power of our country. We have suffered great losses. We have poured out treasure, but what is far more important, we have shed much blood. But we stand together to-day at the present moment engaged in withstanding the attacks of the enemy concentrated upon us.

There we are, not only comrades, but indeed linked together as brothers in one cause, and whatever hereafter may be said what happened then, of this I do feel sure, France and England—assisted particularly as they are and ever will be in an ever increasing degree by America—will hold that gate.

When you of America entered this war I doubt very much whether you realized in its entirety what your entry meant to us. When I say "us," I mean to the Allies. It was not only the men, the money, the materials with which you could assist, it was that when you entered, after considering and weighing the evidence before you of the causes of the war, you set the seal of America upon the moral issue which is involved.

You gave your moral support. Your President, with that marvelous lucidity of thought and expression which is his gift, has expressed in noble language what this moral issue is.

You Americans have helped further by reducing your own consumption of articles of food, that you yourselves grow in your own country. You have done it voluntarily.

When thinking of the food that is

sent over to our country, with all the other materials one naturally comes quickly to considering the limitations that are placed upon it. They are two. The first is that of finance; the second is of the shipping capacity. With regard to finance—you have made that easy for us, because ever since you have been in the war you have been assisting us by loans to all the Allies, loans of money which are spent almost entirely in your own country; loans which are of the greater value to us, because they have provided us with the medium of payment. We were not in difficulty in my country in finding the money to pay for things in our own country. Our difficulty was to find the medium of payment in your country. The trouble was how to convert pounds sterling into dollars.

Our expenditure has now risen to about thirteen billion dollars in the fourth year, and that works out at a rate of something approximate to three hundred dollars per head of population. If you were to translate that into figures of your own country, upon the same standard it would mean that your expenditure would have reached twenty-seven billion dollars. It has not reached that. If I am not mistaken—but I won't speak with any certainty—your expenditure is now about sixteen billion dollars.

The other point to which I referred was the shipping capacity; that is the tonnage available to carry goods from here to our country. And not only goods—far more important, to carry men, to carry your own boys, who are anxious to get over there, in order that they may take their part.

One of the greatest precautions for the destruction of the submarines and the protection of our vessels which cross the ocean is the construction of ships.

From every quarter there come demands for accommodation in ships. The difficulty always is to find the ships to carry all of the men and all of the things that are wanted over there, and then there are further difficulties of congestion of traffic, which necessarily arise.

All those problems are well under way, but, above all, the safety of your men and of the ships which carry them and the commodities which go to our country depend upon our navies, and our navies alone.

Our navy has carried many millions of men. It has actually transported thirteen million men.

And mark, over and above that, it is computed that the material which our navy has carried represents more than 130 million tons. If I were to give the figures of chemicals and explosives, they could convey nothing more than that. The figures are stupendous.

And let me say now that since we have had the advantage of your navy co-operating with ours, we have the most splendid spectacle of two navies working in the closest co-operation which perhaps has ever been known.

And when I mention the navy I think it is due to the mercantile marines of your ships and of ours to

bear them in mind to remember that they have ceaselessly with great gallantry set out on their voyages, time after time. I have myself talked to one of the men who told me that he had been four times torpedoed, and had to be saved from his ship and still he goes on doing the work just the same, just as cheerily as if there were no such things as torpedoes.

The submarine is undoubtedly not making the way that its admirers thought it would. There has, of course, been quite enough destruction. I don't want to minimize it—but I do want to impress upon you that nevertheless it has been checked.

And now turn to the land. During the last few weeks we have had to sustain heavy concentrated attacks.

The whole importance of an attack of this kind is that it should succeed completely; if it does not the cost of the attack is infinitely greater than is warranted by the success, even counting the success to the utmost, as we know it.

There will be other attacks. There must be other attacks. Germany's one chance, and one only chance is to continue to make these attacks, as apparently her military commanders thoroughly realize; and we have to be prepared to sustain them with the help of those whom you are sending.

I am not sure that Americans quite recognize how important it is to us that that decision should have been arrived at by the President which allowed your divisions—your soldiers as they now go across to be brigaded with the French and the British.

It means that for the time being they will be engaged in the battle with us, and we are most thankful that your President, speaking for you, enabled that to be done; and done without hesitation. Earl of Reading.

## On The Menu.

"What have you on the menu to-day?" asked William E. Sawyer, of the waiter at a hotel in a neighboring town.

"Government instructions on what you can't eat; Government suggestions for substitutes; Government appeals to do without everything but the essentials—and a small list of foods you can order, down here in this corner," replied the friendly servitor.



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

**33,000** ☐ Satisfied Customers

know that we specialize in  
accommodation  
and service.

THE BANK WHERE YOU FEEL AT HOME

**GRAND RAPIDS SAVINGS BANK**

WE WILL APPRECIATE YOUR ACCOUNT  
TRY US!

## For July Investment

WE OFFER EXCEPTIONAL OPPORTUNITIES IN SOUND CONSERVATIVE BONDS AT UNUSUALLY ATTRACTIVE PRICES.

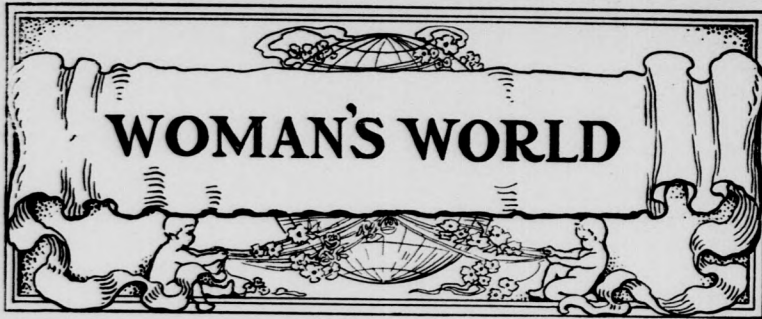
OBTAIN OUR LIST BEFORE  
BUYING

## BOND DEPARTMENT

**GRAND RAPIDS TRUST COMPANY**

Safe Deposit Boxes at Three Dollars Per Year  
and Upward





### See That Children's Playmates Are Right Kind.

There is a tide in the affairs of children when they run over the home boundaries and long to get out among other children. The nursery gets too small, the playthings commonplace and tiresome. The child craves to be out with other children. The wise mother who has been watching the little one's development from day to day sees this coming, and invites a neighbor's child in to play. Perhaps more than one. Or the child is allowed to go to the neighbor's house.

Your child needs companionship; it is as essential as proper food. All educators recognize the importance of this instinct; it marks a period as normal and as inevitable as that of learning to walk alone, or to talk. At first the mother, the family, and the home relations were sufficient. Now comes a broader outlook, a longing to get out and mingle with others. Miss Peabody, one of the wisest of teachers and earliest of American kindergartners, says:

"The child's growth in bodily strength and conscious individuality makes him too strong a force of will for so narrow a scope of relation as is afforded by one family. He needs to be brought into relations with equals who have other personal characteristics, other relations with nature and the human race, than his own family. To check this impulse would vex and depress him and be an evil."

Is it because the mother does not see this stage clearly, is thoughtless and ignorant, that she thinks her good, tractable child is now merely restless and perverse, running away from home because of some suddenly developed "badness?" It is only a phase of the natural longing to reach out to a broader world. It must be dealt with wisely. It is not at all peculiar to your child. Indeed, if it did not come more in the natural order of development, you might well be anxious and look for something abnormal in him.

At just this stage the kindergarten is a life-saver to many mothers and children. But if this is not available you must work out some form of companionship. Perhaps you can get a few other mothers in the same case to take turns caring for a group play-time in your yard. Six or eight children are enough; even four will do very well. It ought not to be necessary for the child to have this companionship every day; you can find occupation for him to keep contented on the days when it is impracticable for him to have playmates in the house or to visit elsewhere. But gen-

erally speaking it is wise and normal for him to play with other children, and it is your business to provide for it.

"To have social relations with his equals in age and development is an imperative necessity. This alone gives him a standard by which to get a true estimate of himself and a natural opportunity for the growth of justice and unselfishness."

You have heard men say: "Wait until that boy gets to college; he will have some of his corners rounded off." That is the way little children get their corners rounded off. By contact with others they come to see the limits of their own rights and capacities, and learn the give-and-take that makes up the business of living. The practice of justice and unselfishness in joint activities and sports of equals is the means by which children learn to play fair and tote fair. And that is the essence of democracy.

Social intercourse is the basis of all real culture; the highest moral culture will come to our children in daily contact with their fellows. How shall they learn the moral laws and values governing their relations with their fellows save by the discovery and practice of them? The mother who would shield her child from contact with all but perfect children is of a piece with the one in the old ditty:

Mother, may I go out to swim?  
Yes, my darling daughter—  
Hang your clothes on a hickory limb,  
But don't go near the water!

Before the child reaches this stage, his own character will have been stamped by the influence of your own. His ideas of right and wrong will be such as you have helped him to acquire. "What mother would like to have me do" must serve for the time being as the spur and guardian of conduct. A child of four, five, or six, if carefully brought up, ought to be able to go into any friend's house and behave himself with credit to his mother. Little children make mistakes and do untoward things through ignorance; but their intentions will be good and their behavior reasonably acceptable if they have been rightly controlled and trained at home. By that I mean they will be passably unselfish, deferential, and considerate of others. And even if the child is rude and boisterous, the best way to break him of that is to throw him with other children whose manners are better. As I heard one little fellow say, years ago:

"Well mother, if Jimmy is not a nice boy for me to play with, maybe I'm a nice boy for Jimmy to play with."

Granted that your problem is rather to decide whom to let your child

play with than whether he shall play with anybody. Well, you have to make choices about this as about other things all along the line. Some of the "nicest" and most polite children are the most evil in their influence. There are worse things than bad manners or boisterousness. You have to "watch out" every minute. You have to know what your child is getting from this, that, and the other playmate.

Have the children play under your own unobtrusive observation until you are satisfied as to the influence of each. Become acquainted with the mothers, and learn for yourself the kind of atmosphere in which these playmates live. Have little picnics and excursions and let the children invite the friends with whom they play from day to day. This will give you a chance to "see them in action." It may take all your social skill and tact to "train in" or "train out" an undesirable; but this is a part of your job.

Question your child closely as to what was done and said during his day's play. Never let him get away from you. Let him see that you are keenly interested in all his doings. The test of your relationship with him comes when he decides whether to confide to you the things that it is so vitally important for you to know at exactly this period of his life. Playmates he must have; it will require all your tact to help him select helpful ones. The choices made in this matter at the very outset may be the making or the marring of his whole life. But in selecting them, do not mistake politeness for character. We all do it, constantly, but it is a cardinal error. The most dangerous folk of all ages often have perfect outward manners.

Prudence Bradish.

### Our Duty in This Emergency.

When we are in the throes of war, united in the determination to win, and conscious that we can win only by united effort, there is no place for partisanship with respect to the conduct of the war. In the phrase of Lincoln we must meet upon a level one step higher than any party platform because from such more elevated position we can do better battle for the country we love than we possibly can from those lower ones, where from the force of habit, the prejudices of the past and selfish hopes of the future, we are sure to expend much of our ingenuity and strength in finding fault with and aiming blows at each other.

Charles E. Hughes.

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**John L. Lynch Sales Co.**  
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### The Responsibility of American Womanhood.

One man was heard to remark, after watching the great Red Cross parade, that he didn't know there were so many women in the city. The same surprise at the large proportion of women who made up the parade has been variously expressed over and over again by those who witnessed the great demonstrations throughout the country on April sixth. Much has been written and said about the importance of women workers since the war began, but it remained for the recent spectacle to drive home to many the fact that the women of the country are actually marching to victory side by side with the men, and in numbers almost as great, just as they marched in the parade.

We know how splendidly our men are rallying, in fact, we almost take that for granted, for wars have been fought and won by men since the beginning of time. But how heartening to watch those groups of women and think what a vast work is being accomplished by them, and the organizations they represented, in addition to the efforts of the so-called stronger sex; the various clubs, which stood for enormous funds raised and shiploads of supplies furnished, to say nothing of the workers whom they are supporting in the war zone, those brave mothers who have bidden their sons Godspeed and, like the spartan mothers of old, hidden the heartbreak beneath a smile; the trim, capable-looking women in nurses' uniform, who stand ready to risk their lives, if need be, as "Angels of Mercy" over there; and last, but not least, the munition workers, who have unhesitatingly donned bloomers in place of skirts in order that they may render more efficient service to their country. Not even "the eternal feminine" can hold precedent over love of liberty and patriotism. Surely that discriminating term, "the weaker sex" will never survive this war.

In a less general way, we have been able to watch the progress of this movement in our own building. Before the first draft began to make inroads, it was not considered practical to hire girls at all. Then, as it seemed imperative, a few were taken with fear and trembling, and as there were no really disastrous results, more and more were hired, until we now have a large force of girls.

There were, and still are, however, many positions in nearly all branches of work, where it was maintained that only a man could qualify. But sooner or later, the inevitable call came, and the inevitable girl took that indispensable man's place and after the first few days things went on much as before.

A year ago, it would have been a source of great curiosity, not to say, ridicule, to see women at work in a machine shop or roundhouse, and for them to be installed in elevators or as conductors on street cars, would have been considered far-fetched, to say the least. And yet, they are there to-day, attired in garments especially designed to suit the kind of work they are doing, and far from afford-

ing amusement to the public, the sight of them sends a thrill through us, for each one in a hither to unaccustomed place signifies one man gone to the colors.

As soon as the rush of spring planting is on it will be a common sight to see women working in the fields, many of them college women, who feel that in supplying the desperate need on the farm, they are doing their bit in the best possible way. And when was there ever a nobler occupation, for men or women, war or no war? Here again we glimpse a silver lining in the war cloud. Those who spend the summer so close to Nature, aside from the valuable assistance they have rendered, are bound to emerge from this new experience strengthened, physically, mentally, and spiritually, for the further tasks this war may impose upon them. Our American women have been all too prone to become hot-house flowers.

We have come a long way, but we still have far to go. It has been estimated by those in a position to know, that America must put five million men into this war as quickly as possible. If that is the case, we have, as yet, only made a beginning. If the women and girls have been called upon so frequently already to replace those gone to the colors, what will it be by the time the five million have been taken. It means that the women of this country must rally in greater and greater numbers, just as they have done in England and France, or our industrial activities will be hopelessly impeded.

A grave responsibility devolves upon American womanhood to-day. Everyone of us should be seeking toward self-improvement now as never before, striving to equip ourselves to the very best of our ability to meet this new emergency when it comes. Let us adopt "preparedness" as our watchword and march as bravely and confidently to our struggle on American soil as our brothers are marching to theirs in the trenches.

### Are You One Who Can Stand Authority?

As the war progresses and the world changes we find new people in authority everywhere. Women are being called to all sorts of positions which many of them are able to fill with practically no difficulty—positions where authority is given and tact is an absolute necessity.

Many—but not all. In a busy city of the Middle West a certain woman with both wealth and social position was given a task that calls for skill—real skill—in dealing with people of every class. The position came to her through "pull," and because of that same pull she probably will hold it.

But oh, what a mistake she is making! She does not understand human nature, and what is more she is not interested enough to try to understand. Her stenographer, a clever, attractive girl, is quit submissive and restrained in the presence of her authoritative mistress. She knows that in order to hold her position she must keep her own personality in the back-

ground and become a sort of tool for her employer. She is keeping the position because it is giving her needed experience as well as a livelihood. She is clever enough to do it and she is the only girl who has been able to hold a position as this woman's secretary for more than a week. She has been there three months.

This young woman neither respects nor admires her employer. Rather she has a sort of sympathetic toleration for her foolish littleness, realizing that she is not big enough for the job and that she can never grow into it because she lacks the common sympathy so essential in dealing with people. She knows, too, that everyone who comes in personal contact with her either dislikes her openly or deems it best just to leave her alone. Yet it is pitiful to see what a chance the woman is missing.

A real woman has a charm that will win for her not only obedience but love and appreciation, and none but a real woman should be given authority.

To deal successfully with human beings one must have an understanding eye, a sympathetic ear and a pleasant

word. For understanding is no less than truth and truth is no less than justice; sympathy is ever charitable, and a soft answer turneth away wrath.

If your views and standards are true ones the other person's opinion will not shake them, and perhaps she may have seen a gleam of the truth which you have overlooked or solved a problem that you have not had time to solve.

If you wish to retain the authority you now have, you must be careful not to abuse it. Buckler once wrote, "The love of exercising power has been found to be so universal that no class of men who have possessed it have been able to avoid abusing it."

Perhaps the present day American woman will outstrip her predecessors in her new authority even as she has outstripped them in her many accomplishments.

### The Married One Knew.

The Bachelor: A man must have a lot of trouble keeping a wife properly gown'd these days!

The Married One: Not nearly as much as he'd have if he didn't.

## Anniversary of the Battle Cruiser Yosemite in Spanish-American War

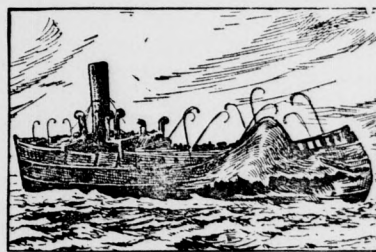
On Friday, June 28, will be observed in numerous Michigan homes the anniversary of an event which looms large in the memories of many people in the state. The day marks the passage of twenty years since that twenty-eighth of June, 1898, when the nine officers and 260 men of Michigan's Naval Militia marked the climax of their service in the United States navy by destroying the "Antonio Lopez," a steamer that was bringing war munitions from Europe for the aid and comfort of the Spanish armies in Cuba and Porto Rico.

The history of this important episode of the Spanish-American war is contained in the book, "The Log Of The Yosemite," written by Truman H. Newberry. Newberry was then a lieutenant on the cruiser Yosemite, engaged

ken from the report of Commander W. H. Emory, who was in charge of the Yosemite during the fight, as it appears in the book:

"I have the honor to report that about 5:30 o'clock on the morning of Tuesday, June 28, we sighted a steamer to the westward, about two miles distant. \* \* \* \* The Yosemite was headed for the stranger. \* \* \* \* Seeing our intention, the steamer was instantly headed for the shore and beached on the reef, six miles to the westward of Morro Castle. \* \* \* \* The Yosemite remained in the vicinity of this position for some time, during which shell and shrapnel were discharged at the Spaniard. When it was deemed that the steamer was sufficiently disabled the Yosemite steamed for a Spanish cruiser and gunboat which had come to the relief of the beached steamer. During this period, I was much surprised to find that the guns of Morro and the water battery below it had the exact range of the Yosemite's position and were effective at that distance. \* \* \* \* Many projectiles of large calibre passed over the Yosemite \* \* \* \* and although the enemy made excellent line shots, some very near to the ship, she was not struck once. \* \* \* \* Our fire seemed to be very effective and made the Spanish cruiser join her consort, the gunboat, in seeking shelter under the guns of Morro. \* \* \* \* The spirit and behavior of the officers and crew was in every way highly commendable."

With Commander Newberry and many others of the old crew of the "Yosemite" again serving their country, there will be no official celebration of the anniversary this year. However, all of the survivors of the battle of twenty years ago and their families will live the stirring day over again in memory.



DRAWING BY TOM MAY FROM ORIGINAL PHOTOGRAPH.

Spanish Steamer "Antonio Lopez" Driven Ashore by Gunfire of "Yosemite," Truman H. Newberry, Lieutenant, in Spanish-American War.

in blockade service off the port of San Juan de Porto Rico. Since then, and mainly because of the splendid showing he made in this service, he has served as secretary of the navy under President Roosevelt and is now a commander of the Third Naval District and candidate for the United States senate. The following excerpts are ta-





## REVIEW OF THE SHOE MARKET

### Unduly High Prices Not Asked for Footwear.

There has been a great deal of criticism of the retail shoe merchants of the country during the last few years, and at each increase in the range of prices we have been subjected to fresh outbursts of unfavorable comment, including accusations of flagrant profiteering. From time to time, various statements have been made by people who are not all familiar with the facts which, while they are absurd to those of us in the trade who know conditions, are, nevertheless, very misleading to the general public.

For instance, when the prices on raw leather recently reacted about 10 to 20 cents a pound, many people outside of the trade immediately jumped to the conclusion that the price of a pair of shoes would be substantially lower. Unfortunately, this would not have been the case even had the 10 to 20 cent reduction in raw stock not later been wiped out by new advances. But changes of these proportions in the value of untanned leathers do not amount to more than a few cents in the cost of the finished shoe.

While raw leather is sold by the pound, tanned leather is sold by the square foot. In one pound of leather there are anywhere from 5 to 10 square feet of stock, depending on the thickness of the material sold. Fine leather is quoted to-day at from 75 cents to \$1 a square foot. To cut a woman's shoe eight and one-half inches high, about five square feet of leather are required. In a shoe which is made to retail for \$12 the leather, at an average price of 87 cents a square foot, will amount to \$4.35. The leather used in such a shoe is usually of light weight and runs about 10 square feet to the pound. Thus, one-half pound of leather is required for this sort of a shoe. It is readily seen, therefore, that changes of 10 or 20 cents a pound in raw stock prices will make but very little difference in the cost to the retailer or to the consumer who uses the finished product.

On the other hand, labor costs, overhead and merchandising expenses, as well as prices on all materials other than leather which are used in making shoes, are mounting higher almost daily. We are all familiar with the scarcity of labor and the independence of the workers that are left who know that they can get profitable employment in various war industries if they do not get what they want in their own trade. Business men also know that overhead and merchandising costs, especially

the latter, have risen anywhere from 7 to 12 per cent. during the recent past.

Most of the retail dealers in shoes of the medium and better grades are now forced to figure their total cost of doing business at between 30 and 35 per cent. of their turnover, and in some few cases it may run even higher than this. When you figure that, out of a lot of, say, 225 pairs of shoes, a merchant will in all probability not sell more than 150 at the regular price, the balance at reductions of graduated amounts, and the last few pairs perhaps even below cost, you can readily see that, unless he is very careful in his buying and unless he figures very closely, his margin at the end of the year will show a deficit instead of a profit.

The question of turnovers in any retail undertaking is a vital one, and unless they are quick and frequent the business cannot be profitable. In most of the other branches of the retail trade there are from four or five to ten turnovers in the course of the year. In the retail shoe business any merchant who succeeds in accomplishing four turnovers during the year is the exception, and he is very lucky. Most of us must content ourselves with three, and some with even less. Partly for this reason there is no other line of retail business which shows such small profits at the end of the year. The best evidence of this is that there has never been any millionaire made by the retail shoe business alone. If a shoe merchant makes from 5 to 10 per cent. on his gross sales, he considers himself very fortunate. Few make more and a great many make less. Yet we are accused of profiteering.

Good shoes for both men and women are now being sold in this country for considerably less than double

**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.**

**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.**

**A Superior Value**



**Ready to Ship**



No. 8724—Men's Mahogany Welt Oxford, Last 105, Widths  
A to E, Sizes 6 to 11. Price..... \$4.10

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



their old prices. Taking the shoe market as a whole, the general advance has not been much more than 33 1/3 per cent. There are, of course, exceptions, but these are usually only in the very fancy novelty lines for women.

I do not believe that present prices will last very much longer. Labor conditions and increased merchandising costs will compel further advances before very long. Even though leather prices may be stabilized by Government action of some sort, leather is, after all, only one item in the cost of a pair of shoes, and only amounts to about one-third their retail price, as for instance \$4.35 in a \$12 pair of women's boots, and even less in some other types of shoes. With the other items which go to make up the price of shoes constantly increasing leather would have to come down very much more than it will before it would help us any in reducing the cost of the finished product.

John Slater.

#### Advantage of Selling Summer Footwear Comfort.

Written for the Tradesman.

What besides wear should a judicious customer buy when he buys a pair of summer shoes? The answer to that query is, comfort. What should a shoe dealer strive to sell when he disposes of a pair of summer shoes? And the answer to that question is, comfort.

Shoes should possess a certain fairly well standardized amount of serviceability compatible with their grade, class and the purpose for which they bought. This the customer surely has a right to expect. Style-features of some are entitled to a rating, and with a still larger class appearances count for something; but the most important feature of the hot weather shoe is comfort.

Now the comfort of a shoe depends on several things. The comfortable shoe for the farmer or workingman would prove uncomfortable to the clerk or office man. There are obviously several standards of comfort. The type of shoe, and the purpose for which it is intended, must both be taken into account.

A heavy shoe with double soles and stuffed upper stock is not uncomfortable for rough, outdoor wear; for street and office wear it would be insufferable. On some feet a fiber sole is uncomfortable in summer because the feet perspire readily and the rubber in the fiber aggravates this tendency. Other people can wear fiber soles without any such discomforts.

The workmanship on the summer shoe has as much to do with determining its comfort—or lack of comfort—as the materials that enter into it. In a lined shoe, for example, the disposition of the lining can add vastly to the comfort or discomfort of a shoe. If the lining has a tendency to crawl, the shoe is going to prove highly unsatisfactory. It cannot be a comfortable shoe.

Common Sense and Comfort.

Summer footwear comfort may be said to reduce itself largely to a matter of common sense.

And it is in the fitting room that common sense can be exercised to best advantage. Both the customer and the clerk should possess it.

Where the customer selects a hot shoe—a patent leather shoe or oxford, or a heavy grain calf or hefty gunmetal shoe or oxford in some dark color; or where the customer insists on a close-fitting shoe—especially a narrow-toed shoe that bunches or buckles his toes and does not allow them to extend full length and side by side, as nature intended they should—in either event there is going to be more or less discomfort in wearing that shoe.

The customer is supposed to know what he wants; but he ought to know enough of the fundamentals of summer footwear comfort to want what he needs. If he doesn't, the dealer or the clerk should endeavor to instruct him. "I want a pair of patent oxfords," observed a customer in the writer's presence, in a man's shoe store.

"I beg your pardon," politely disagreed the bright salesman, "But I don't think you want any such animal."

"Why not?" queried the customer, aren't they being worn this year?"

"To some extent—possibly; really I don't know; but they shouldn't be at any event."

"Why not?"

"Because they are uncomfortable. A patent leather shoe is naturally a hot shoe. The hair follicles are filled with enamel. There's no ventilation. Lack of ventilation causes the feet to perspire, keeps the linings of the shoe wet, makes the feet feel stuffy and otherwise uncomfortable. You think you want a pair of patent oxfords, but you don't. I'll show you what you want, and you'll agree with me when you see 'em."

The clerk sold him a pair of gunmetal oxfords.

Men and boys as a rule are more likely to exercise common sense in the selection of their hot weather footwear than women and misses, for with the latter appearances count for more than with the former.

People who are in the habit of buying shoes from a half to a full size too small for their feet are going to multiply causes and occasions of summer discomfort.

The feet are larger in summer than in winter; and larger on hot sultry days than upon cooler ones. Walking, work and exercise—and even standing for a long time on the feet—causes the veins of the feet to fill. If the shoe isn't comfortable to start with in the cool of the morning, it isn't going to get more comfortable as the day wears on.

Playing Up Footwear Comfort.

Summer footwear comfort is a very real thing.

Those who have any incipient or chronic foot ailments—and their name is legion—realize this fully.

Summer footwear comfort makes for health and efficiency. It is hard to be an optimist and work up to the level of one's capacity when his feet are giving him Hail Columbia.

Shoe dealers throughout the coun-

try ought to observe comfort week—six days in the month of June.

Now is the psychological time to turn the thoughts of the people towards foot comfort.

By concerted activity this can be done more effectively. Put on window trims and play up the idea in your newspaper advertising.

There are many commodities in your subsidiary lines that have a place in the general scheme of promoting foot comfort. There are arch props, bunion plasters, foot powders, and ever so many other things of like nature; corrective devices, orthopedic appliances etc.; and then there are special makes of light, airy, comfortable hot weather shoes for people—especially older folks—of excessively tender feet.

And a timely suggestion to a suffering patron will now and then go a long way towards promoting foot comfort. Here's an example of what I mean. In a woman's shoe department recently the clerk was having all kinds of trouble trying to find a comfortable summer shoe for his customer. It was not a large foot, but even shoes that allowed ample room for the foot seemed to occasion pain.

Finally the clerk said, "Madam, where does that shoe hurt?"

"Right there," she said, on that corn." And she indicated a prominent corn on the little toe.

"No wonder!" exclaimed the clerk, as he rubbed his finger over the corn. And then he picked up the old shoe and examined it. There was a little bulge in the leather of the old

shoe corresponding with the location of the corn.

"Any new shoe you buy will hurt," he explained, "and you can't get rid of the hurt until you part with the corn. Why not go up to Dr. Blinn and let him remove that corn. It's the simplest operation possible. It's a knifeless, bloodless, painless operation, and takes only a few minutes. It'll cost you fifty cents, and if you don't agree with me that it's the best investment you ever made, come back and I'll pay for the operation."

And he told her where to find Dr. Blinn, and advised her to go then and there have the corn removed, and then come back to buy her shoes.

She was wise enough to follow his suggestion, and came back the proudest and happiest woman in town.

She then bought a pair of shoes that fit, instead of taking a pair a full size too large for her foot.

And the enthusiastic manner in which she thanked the clerk for his tip was evidence of the gratitude she felt. She had a sample of bona fide foot comfort.

And they all appreciate it.

The shoe store that emphasizes comfort in summer footwear is building on a safe foundation.

Cid McKay.



## Stop That Waste

By selling your customers better shoes

## Rouge Rex Shoes

(Hides  
SAVE Man Power  
(Money

All of which our government needs to win the war.

In doing so you build business for the future.

Rouge Rex customers come back and bring their friends with them.

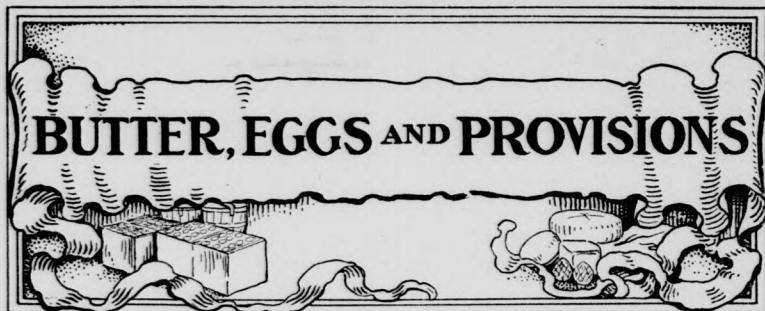
## Hirth-Krause Company

Tanners and Shoe Mfgs.

Hide to Shoe

Grand Rapids, Michigan





### Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.  
Vice-President—Patrick Hurley, Detroit.  
Secretary and Treasurer—D. A. Bentley, Saginaw.  
Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

#### Excessive Moisture in Butter.

I want to call the attention of our members to the necessity of giving particular attention at this time of the year, and especially during this rainy period, to the question of excessive moisture in butter. I had a letter from a concern the other day stating they had shipped a car load of butter and upon retesting found that eight or nine churnings in the car load exceeded the limit in moisture.

Frequently the scale gets rusty so that it will not break easily, and the result is that the tests made are inaccurate. Butter going out with a high water content is, of course, liable to be held up at any time. If it is not caught up at the present time it is likely to be found in storage next winter and cause serious trouble and heavy penalties.

The majority of our members do not have chemical laboratories of their own, consequently they are not in a position to check the work done in their creameries. Therefore, I would urge our members to send samples to our laboratory and have their work checked up regularly. Some of our members who operate the largest plants and have well equipped laboratories of their own, send us samples occasionally to check up the work done in their laboratories.

In addition to the scale getting out of order, and the tendency to incorporate high moisture at this time of the year, would say that butter-makers are exceedingly busy. During the "flush" the buttermakers are sometimes overworked and tired, and the result is that the same care is not always given to checking up the moisture content of butter.

G. L. McKay.

#### Plant Specialists Help Save Food.

An important auxiliary force lately organized to combat food waste is a war emergency board of specialists in plant diseases. It is composed of seven men appointed by the National Society of American Plant Pathologists. The purpose of the board which is now co-operating with the National Research Council is to acquaint the public with useful facts about molds, blights and the various agencies of microscopic size which cause foods to decay.

Strawberries, for instance, are subject to a mold which if allowed to develop causes the berries to soften, resulting in the familiar "melting" condition and stained appearance of

the box. Temperature is a very important factor in this case and loss may in large measure be prevented by picking the berries early in the morning and shipping them while still cool and damp with dew.

In the case of onions, however, moisture is a serious detriment. If onions are packed before being properly dried, various forms of spoilage, including the very damaging "neck rot," are likely to occur. A large amount of food, especially fruit, decays as the consequence of injury from rough handling.

It is believed that a better understanding by the public of all such forms of food waste may become an important part in food conservation. In peace times, the amount of loss through spoilage was overshadowed by the great abundance of production as well as made less noticeable by the lower plane of prices. Now with a general world shortage of food and with our railroads burdened with war freight, it is important that all products sent to market reach the consumer in a condition fit for human food.

The war emergency board of American Plant Pathologists is composed of men who are not only specialists in plant diseases but who understand food economics and methods of getting the information to the people. They earnestly request the co-operation of the public and especially of farmers. The board will not duplicate the work of any Federal or state agencies but will work with them by supplying information on approved methods of checking food waste resulting from decay or plant diseases. They will devote special attention to the care of perishable products which may be substituted for exportable foods of which there is a known shortage among the Allies.

#### Do You Know These Things About Meat?

Meat can only be perfectly stewed if the water is kept just below the boiling point.

Meat loses one-fifth and upwards of its weight in cooking.

Cooking reduces the digestibility of meat—raw meat taking two and roasted meat four hours to digest.

It is claimed that the stolid and tolerant character of the British is due to much eating of beef.

Kean, the famous actor, is said to have varied his meat according to the part he had to play, choosing pork for tyrants, beef for murderers and mutton for lovers.

Meat is really nothing but muscular tissues, and its constituents are protein and water.

The tenderness of meat which has

been hung is due to the development of certain acids—chiefly sarcolactic—which make the flesh tender and digestible.

The addition of apple sauce to pork, mint sauce to lamb, lemon juice to veal and horse radish to beef, are all dietetically sound, and check bad results.

The best meat preservative is a pan of charcoal in the larder.

#### Germany's Last Word.

Arthur Train, the novelist, put down a German newspaper at the Century club, in New York with an impatient grunt.

"It says here," he explained, "that it is Germany who will speak the last word in this war."

Then the novelist laughed angrily and added:

"Yes, Germany will speak the last word in the war, and that last word will be 'Kamerad!'"

The man who makes a success of his business is not the man with the most luck, but the man who tries hardest.

### Knox Sparkling Gelatine

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

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

Reed & Cheney Company  
Grand Rapids, Michigan



### Genuine War Economy

Many of the new war desserts are so delightful when flavored with Mapleine, that they have become permanent articles of American diet.

### Crescent Mapleine

Order of your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago. (M-211)

### 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 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

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.

### Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters

Correspondence Solicited



### Vinkemulder Company

GRAND RAPIDS

:::

MICHIGAN



## Put Up the Bars Against Bird Slaughter.

Grandville, June 24—As I stated in a former article, there is room for all the birds. Not long ago I was riding through the country over the P. M. Railway and saw something that rather startled me—a string of dead crows fastened to the top wire of a farmer's fence. There must have been at least a dozen of them, and the sight gave me cold chills.

Poor, misguided farmer, thinking by such wholesale slaughter of these birds to conserve his corn crop! The man is not so much to blame as the State that has legislated against some species of bird life to the detriment of all. Now, by the simple use of a few poles and pieces of ordinary tin, this slaughter could have been avoided, his corn protected, the crows let live to destroy insect life, mice and other enemies to the growing crops.

No doubt the man who killed those crows would have declared, had he been questioned, that scarecrows, tins and what not had no effect on frightening the crows. I had that experience once upon a time. The ordinary stuffed image of a man or the hanging of dead crows about the field seldom yield results. In fact, I lost one-fourth of my Columbian raspberry crop from the depredations of small birds until I devised a method of frightening them from the fruit, which, by the way, is far more humane and essential to good crops than slaughtering the little fellows.

Killing birds is a mighty small business and I resolved that I'd do none of it. Even if it paid it would seem a harsh way of saving. My own method of frightening the feathered enemy from the fruiting patch or cornfield is to set small poles at frequent intervals throughout the field to be protected.

Near the top of these poles nail a short strip of wood, perhaps a foot in length, to the outer end of which attach a square of tin at least one foot the longer way and ten inches the other. This tin must hang very close to the upright pole, so that the least zephyr will rap it against the pole. The noise—and it is something fierce at times—seems to frighten every kind of feathered foe. This may seem a little thing; in fact, reader, you may smile and shake your head, but nine years' experience with that kind of device served to preserve both cornfields and berry patches from bird depredation, with not a single failure.

The trouble of putting up these poles was small, and it gave me refreshing sleep in the early morning when other farmers were out with shot guns lying in wait to slay the pestiferous crow! At one time I was awakened at daylight of a summer morning by the sound of many tongues—those of crows calling across the distance. Something wrong, I thought, springing up quickly and going to the window which overlooked my latest planting of corn.

And that something was soon manifest. There had been a severe wind during the night which had prostrated all my poles with their attachment of tinware, and on the far fence, next the woods, sat a big black crow, bending his body up and down with loud calls for his mates to come and partake of the farmer's corn freely. I stood by the window and watched until I saw crows flying toward my farm from different points of the compass, all intent on replying to the calls of their mate on the fence. I imagine at least fifty of the black chaps were ranged on the fence, holding a preliminary meeting before launching themselves upon the cornfield, when I went out and broke up the assembly.

About a dozen hills had been taken by the first crow before he began

sending word to his fellows that the guards were down. After reinstating the fallen tins I experienced no more trouble for the season. Nor were my berry bushes again invaded by the small birds, so that from the time of my discovery on to the end of my life on the farm none of my crops were disturbed.

At another time, when I had a field of corn nearly grown—in the milk, in fact—a big flock of crows lighted in the orchard near the corn. I had no signs out at this time forbidding trespass, and the sounds of those black fellows rather surprised me. Doubtless they were pecking the corn in the ear, and as I had prepared a spray for the bugs on my potatoes in the orchard, I made my way to the field, frightening the crows from their feed.

What I discovered rather surprised me—every bug gone from the potatoes and crow tracks between the rows showing what had become of the pests. This kindly aid saved me an hour of back-breaking work and I blessed the maligned crow, feeling that he had been much slandered by the human family and that he, if rightly understood, might be made to minister to the wants of mankind.

Whatever you do, don't kill the birds. Bring up your boy to respect their rights, to love and protect them, and the world will be the better for the doing. Dearth of bird life is making of our country an arid waste that will one day become so significant as to demand an altogether different sort of legislation than has for many years disgraced the pages of our statutes.

This country is not alone in its unjust laws regarding bird life.

From far away Australia comes the intelligence that that country is overrun by millions of mice which are destroying much property and causing farmers and grain dealers much anxiety. As shipping facilities are limited, much of the wheat crop, which was the largest ever grown there had to be stored. At many of the railway stations large quantities of the grain in bags have been piled in the open and mice are causing great damage to such stocks.

What is the cause of this plague of mice?

It is now attributed to the enforcement of laws requiring the poisoning of crows, hawks and native flesh eating animals. Creatures of this kind have been killed in such numbers that the natural check on the multiplication of mice and other rodents has been almost entirely removed, and the commonwealth must now pay roundly in property losses for its ill-advised tampering with nature's arrangements.

Still another evil which has followed the extermination of the crows, hawks and carnivora is the enormous increase in the number of blow flies, resulting in the increase in the amount of carrion for them to breed in. Many sheep become fly-blown and infested with the larva of this fly. Resulting losses eat rapidly into the profits of farmers and stockmen and unless some effective means of checking the pest is found the sheep-growing industry may be entirely destroyed.

Legislatures, as well as ordinary people, become over zealous at times in the matter of law-making which interferes with the processes of nature, and for this infraction of nature's laws the public is bound to suffer.

Some progress has been of late made in the right direction, in schools and out, but the hurry-up call ought to be sounded lest we are too late to remedy the evils which result from half-baked legislation where nature has builded for the well being of the human race. Bird life is valuable—too valuable to be trifled with and made the sport of the city hunter and

the no less dense understanding of the ordinary farmer.

Put up the bars against all bird slaughter, and do it quickly, is the slogan which should animate every citizen who has the welfare of his country at heart. Old Timer.

## Establishing Butter Standard.

Hearing on tentative standards for butter will be held in Washington, D. C., the Bureau of Chemistry on June 24, 1918, by the joint committee on definite food standards consisting of representatives of the United States Department of Agriculture, the Association of Official Agricultural Chemists and the Association of American Dairy, Food & Drug Officials. All persons interested are invited to present their views in writing to the Secretary of the Committee, Bureau of Chemistry, Washington, D. C., on or before the date set for the hearing. The committee desires to obtain views with respect as to whether standards for butter should be based upon butterfat, butterfat and water, butterfat, water, and casein, or butterfat, water, casein, and salt, and as to what the limit or limits of composition should be.

As butterfat is the one constituent upon which the value of butter is based, we are in favor of a single standard and that butterfat, and believe that the consensus of opinion will favor that standard above any others or combination of others which may be proposed.

When you know more about what the customer wants than that customer does, keep the fact secret.

## 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

## Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

## Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



## New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks

## Rea & Witzig

Produce Commission Merchants

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

Established 1873

United States Food Administration  
License Number G-17014

Shipments of live and dressed Poultry wanted at all times, 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.

## Perkins Perfect Salted Peanuts

are sold to those who demand high grade goods.

Order from your jobber today.



Perkins Brothers, Inc.

Bay City, Michigan

# TANGLEFOOT

The Non-Poisonous Fly Destroyer

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

## SERVICE PIOWATY QUALITY

Largest Produce and Fruit Dealers in Michigan

## KRAFT ELKHORN CHEESE

in Tins—Guaranteed. The ideal cheese for auto parties, picnics, entertainments, etc. DISPLAYS PRODUCE RESULTS.

## 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.





### System As a Labor Saver in Business.

Written for the Tradesman.

To many minds the mere mention of "system" conjures up visions of innumerable blank books, an endless variety of ruled forms, and countless clerks engaged at high salaries in making records which nobody except an expert can understand.

Extermists and faddists have brought system to some extent into disrepute among everyday business men; so that when the word is mentioned, the vision it calls up is one of an intensified tangle of red tape and record-keeping.

It is possible for any business to overburden itself with records. I know a business where the first downward step toward financial disaster was the installation of an exceedingly expensive cost system, which took the entire time of one clerk to keep up. A business of \$10,000 a year hardly requires so much in the way of record-keeping; yet the outlay would have been justified had the system actually done its work for only one or two months. But, after installation, the management decided the system was too cumbersome; it was entirely abandoned.

But true system can do a great deal for the hardware dealer, whether his business be large or small. True system is a matter, not of blank forms and record clerks, but of the workings of the merchant's own mind as they affect his business. It is a principle applied to the actual carrying on of a practical, everyday hardware business.

Just how system will help a merchant to do things well without unnecessary effort I discovered the other day. I was discussing with a local newspaper man the subject of advertising. I said:

"Grocer So-and-So is the best advertiser in town."

Said the newspaperman: "I guess you're right as to that. But Blank (mentioning a hardware dealer) runs him a close race."

There are six hardware dealers in our town, and four of them advertise regularly. One dealer has his change of advertising copy in the newspaper offices every Tuesday and Friday morning as regular as the clock. There is no last minute rush to set up his announcements; the compositor and proof-reader have plenty of time to do their work well. And that one man is Blank, the hardware dealer. He puts less time on his advertising, and he gets better results, just because his mind is systematic, and

he handles the work in a businesslike way.

Incidentally the grocer mentioned as the other good advertiser is, curiously enough, also systematic. His copy, too, is punctual, to the minute; he changes it regularly. He keeps a scrap book into which he pastes clippings of all his advertisements, clippings of other seasonable advertisements that strike his fancy, and suggestions of one kind and another. It takes just a minute a day to keep this book in shape; yet if So-and-So wants to find the advertisement he ran this day two, three or four years ago, he can locate it just as expeditiously. And there he finds the suggestion of what is seasonable to advertise, and perhaps an effective phrase that will strike the keynote of a good bit of newspaper copy. He gets A-1 results from his little bit of newspaper space; and filling it costs him a minimum of labor, hustle and nervous strain. He cuts out the incidental drudgery, and saves his time for ideas.

For the hardware dealer who keeps a prospect list for circularizing, here is a bit of system that helps. Throw away the old, blotted, interlined notebook and get a card-index outfit. It's the easiest and simplest method of keeping a mailing-list up to date. Each individual listed has a card of his own. If he changes his street address, it's just an instant's work to enter the change on his card. If he moves out of town, you take out his card and throw it away. If you want to add a name to the list, you fill out a new card, insert it in the correct place alphabetically. You always have a complete list, in correct alphabetical order, and free from dead wood; and you can find any address you desire in an instant. There is no searching through interlined, blotted or illegible pages, page after page, for a particular name.

That's a little bit of practical, workable, inexpensive system, that actually saves time—and that's the kind of system any merchant is eager to take on.

System isn't at all a matter of blank forms; it is a matter of the individual mind. Its cardinal principle is that it lessens confusion and drudgery, and saves time for creative work. Its actuating force is a desire deeply implanted in the mind to do things systematically.

A hardware dealer found himself getting into a habit of losing track of engagements. He would be selling to a customer when he would remember that he had promised to telephone somebody regarding a bid on builders' hardware. He might be going home

to lunch when he would wake with a jolt to the fact that his advertising copy wasn't prepared and the forms closed at 1:30 p. m. He found work piling up on his desk, letters unanswered that he had put aside for future attention, and all the sort of debris that accumulates on the mental doorstep of a well-intentioned but unsystematic individual.

As a remedy, he did not install a

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

**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.

### 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

### AGRICULTURAL LIME BUILDING LIME

Write for Prices

**A. B. Knowlson Co.**

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

The United Agency System of  
 Improved Credit Service

### UNITED AGENCY

ACCURATE - RELIABLE  
 UP-TO-DATE

**CREDIT INFORMATION**

**GENERAL RATING BOOKS**

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

**Superior Special Reporting Service**

Further details by addressing

**GENERAL OFFICES**

**CHICAGO, - ILLINOIS**  
 Gunther Bldg. - 1018-24 S. Wabash Avenue

### Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

**THE POWER CO.**

Bell M 797      Citizens 4261

### Michigan Hardware Co.

Exclusively Wholesale

**Grand Rapids, Mich.**

### Foster, Stevens & Co. Wholesale Hardware

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

**Grand Rapids, Mich.**



blank form system. He did not even buy a desk diary. But each morning, on reaching the store, he sat down in his little office with a sheet of paper before him, and jotted down the tasks of the day. Then he prepared a careful time-table of his work. The advertising copy which had to be in at 1:30, he decided must be written before 9 a. m. and hurried straightway to the newspaper office. If a window display was to be arranged, so much time in the morning—when the store wasn't busy—was set aside for outlining it on paper. In that ten or fifteen minutes the merchant got a firm grip on the work of the entire day. By steady application of this method the eventually saved a great deal of time. He found presently he could spare a little time for individual conferences with his salespeople regarding store problems. He found time for this, that and the other useful purpose; where before he had never been able to spare a minute from the "busy rush."

Yet that system involved not a cent of outlay for blank forms, nor a cent extra for clerk hire. The sole equipment was a lead pencil and the back of an envelope or a bit of wrapping paper—and a mind determined to run things as they should be run.

It takes effort to do this, but it is effort which pays, and pays well. Planning the day's work, planning the month's advertising, outlining on paper each window display, clarifying your ideas before putting them into execution—these are bits of system which will cost nothing in the way of cash outlay, and will help any hardware business a great deal.

Victor Lauriston.

#### More To Praise Than To Blame.

Written for the Tradesman.

Every day we may find in Government requirements and activities or popular movements something to deprecate, criticise or condemn; yet in every phase of effort for persecution of the war and in the effects of war upon society and individuals we find much to praise and be thankful for.

When we think of the harm formerly done through idleness, including rich and poor, women as well as men, school children, fairly interested and progressive in their studies, yet growing up with no idea of helping their parents or bearing a part in supporting themselves, no sense of responsibility to any one or anything except teachers and lessons, it is a great relief to see the changes being wrought.

Idleness and waste have always been crimes, not generally recognized until now. The tramp, the hobo, the man who does not support his family is no longer left unmolested by the authorities. What popular opinion, the frown of society cannot accomplish, law will.

Minion.

Talk of Germany enrolling criminals for her army. Didn't know there was anything else in the German army.

"Extravagance costs blood, the blood of heroes."—Lloyd George.

#### Peace and a German Revolution.

Detroit, June 25—It is widely assumed that the possibility of an early peace depends on the outbreak of a sweeping revolution in Germany. There is undoubtedly a growing probability of the happening of this event, in proportion to the completeness of Germany's military failure in the West, and to the increasing severity of her economic condition. Yet these very facts—above all, the spreading physical and moral exhaustion of the population of the Teutonic empires—indicate a state of things tending towards a just and lasting peace, irrespective of a thorough convulsion and disruption of the German body politic.

The internal situation of Germany appears to be such as to need but a decided turn of military events in favor of the Allies, in order to provoke an impressive demonstration by the German people of the intolerable nature of their condition. Such demonstration may take the form of bread riots, of extensive strikes, of mutinies, of seditious speeches, and menacing behavior on the part of Socialists and Progressives, culminating in another opposition "bloc" in the Reichstag and a refusal to vote further credits. When the spirit of unrest and despondency will have found these ways of expression, there will be a compelling pressure brought to bear upon the German government by the worn-out people to sue for peace—even for what may prove to be a "suicidal" peace for the German government and leading classes. Such, indeed, is the predicament of the Prussian rulers of Germany and their followers that they cannot enter into peace negotiations without signing the death warrant of their own power and future. Their ambitions not only, but the spirit that upheld them for four terrible years of fighting and suffering, are doomed to utter collapse with the advent of a peace that is not a German peace. And with the downfall of the militaristic spirit, and with the limitation of armaments, the heart is torn out of autocratic Prussia and military and Junker rule is gone. Beyond that, the institution of monarchy in Germany is rendered precarious. Such a peace the powers that be must be very loath to conclude. But there will be a moment when the pressure at home will become so strong, when the voice of despair will become so insistent, when the temper of the army will become so dangerous, when language in the press will become so threatening, that for the German government further to resist the outcry for peace would mean certain and immediate destruction of all that remains of German power and unity.

Then to prolong the war further, and to await the oncoming flood-tide of revolution, would be more of a folly than even the reckless German government may be credited with. They will, therefore, not stand by and see themselves swept away by the hurricane, rather than try to save political and social order by suing for peace. The Nemesis of revolution may still overtake them, but they will at least attempt to escape it, for the time being, by bowing to an imperative necessity.

And if the leading men and the upper classes of Germany, after the conclusion of peace, are wise, they will read the signs of the times, and will refrain from resisting the demand for a strictly constitutional and a parliamentary government, and will graciously submit to the advent of democracy in Germany. R. C. Hesthal.

#### Activities In Michigan Cities.

Written for the Tradesman.

Cadillac is winning honors as a convention city. The State firemen have just been entertained there and now the State postmasters have been booked for August 15 and 16.

Muskegon is getting ready for a big Fourth of July parade. One of the features will be a living flag formed by school students dressed in the three colors.

Muskegon now has a public commission for developing its parks and boulevards.

The Michigan East and West Railroad will be sold at auction in Manistee July 9 and must bring at least \$175,000, otherwise the road will be junked. Manistee, Luther, Marion, Dighton, Tustin and other towns along the route are vitally interested, and do not want the road to go to the scrap heap.

The county fair will be held at Marquette, October 1-5 and all premiums will be paid in War Savings Stamps.

Merchants and manufacturers of Pontiac are pleased with effects of the State going dry. Factory workers are found to show more efficiency, while business in general feels an uplift.

Flint manufacturing plants employ 25,805 persons, or an increase of 4,708 over a year ago. The average daily wage is \$3.84, an increase of 34 cents over the previous year.

Lansing is the meeting place of the State Christian Endeavorers June 26-30.

The Clinton county fair will be held at St. Johns, September 17-21. It is expected the grounds will be lighted by electricity and there will be evening programmes.

Otsego will celebrate July 4 with military features and a big picnic dinner at noon. The day will end with a big parade, followed by burning the Kaiser and all German books, pictures, uniforms, etc., which can be found in the county.

The Pontiac Board of Commerce is trying to work out a plan for return loads for the motor trucks running between Pontiac and Detroit. It is expected that Detroit shippers will co-operate.

Improvements costing \$150,000 are being made by the Michigan Light Co. at its gas plant in Pontiac.

Battle Creek hotels have been unable to take care of the crowds of people since announcement was made that the 85th division at Camp Custer would leave soon. Many had to go to Kalamazoo, Marshall and other towns to get lodgings.

Almond Griffen.

Germany has found out that the "will to win the war" isn't monopolized by the military masters of the Central Powers, anyway!

The Third Liberty Loan Drive was a bigger success than the man-sacrificing German spring "drive" on the Western front.

Hope, when not harnessed to hustle, is really a handicap.

## TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

## TAKE THE BOAT TO CHICAGO

Goodrich Steamship Lines  
and  
Muskegon Interurban Ry.

Sunday—Wednesday—Friday  
7:05 P. M.

\$3.50 One Way \$7.00 Round Trip

### Half the Rail Fare

BERTHS { Upper \$1.25  
Lower \$1.50

Tickets Sold to All Points

Interurban Station  
124 N. Ottawa Ave.

Goodrich City Office  
127 Pearl St., N. W.

"The place to go to escape war cares and war worries. It's always cheerful and pleasant at

# RAMONA

"WHERE THEY HANG OUT THE SIGN  
OF GOOD SHOWS"

#### AMUSEMENTS WAR TIME NECESSITY

By the Associated Press.

Washington, D. C., May 20.—The Council of National Defense, in connection with a movement which it is formally inaugurating, looking to conservation along all necessary lines, has gone on record officially as favoring the continuation of theaters, motion picture shows and other forms of proper amusements as one of the essentials of war time.

For the present week the Ramona Management is Presenting for the Approval of the Discriminating Amusement Seekers of Grand Rapids and Their Friends Another of the Carefully Selected Programs of Refined

The Kind  
Particular  
People Enjoy

## VAUDEVILLE

The Clean  
Wholesome  
Amusing kind





**Grand Council of Michigan U. C. T.**  
 Grand Counselor—W. T. Ballamy, Bay City.  
 Grand Junior Counselor—C. C. Starkweather, Detroit.  
 Grand Past Counselor—John A. Hach, Coldwater.  
 Grand Secretary—M. Heuman, Jackson.  
 Grand Treasurer—Lou J. Burch, Detroit.  
 Grand Conductor—H. D. Ranney, Saginaw.  
 Grand Page—A. W. Stevenson, Muskegon.  
 Grand Sentinel—H. D. Bullen, Lansing.  
 Grand Chaplain—J. H. Belknap, Bay City.

#### Proposes To Retain a Present Two Centuries.

Harry Harwood recently met a friend on the street, who invited him up to his office in the Michigan Trust building. Reaching the room the friend opened a door in his desk, took out a bottle of red label Johnny Walker, wrapped it carefully in a newspaper, after which he became the progenitor of the Seventh Wonder of the World by presenting the same to his friend. Harry was not too full for utterance, but as words were worse than weak in a case like this, he said nothing as he went away. In the safe seclusion of his own den, away from the rabid whirl of a maddened world, he subsequently penned this letter of appreciation:

Grand Rapids, June 22—I cannot take my weekly bath to-night, nor seek the safe seclusion of my Ostermoor without first conveying to you something of the awe and wonder that even now is seething through the innermost recesses of my somewhat speckled soul.

I have lived long in this troubled world. I have struggled hard and fought the fight, and I have been 100 per cent. efficient when it came to losing battles. I have been eye witness to many acts of personal heroism, and many acts of personal self-sacrifice, but, as God is my judge, I think that your act of to-day when, without mental reservation you presented me with that bottle of liquid dew that came straight from the heart of Jonathan Walker was the greatest evidence of man's humanity to man that this old world has ever known. "Love ye one another," and "Do unto others as you would have them do unto you" are sage and truthful observations of the Great Prophet, but I'll be condemned if this isn't the first time those admonitions were ever put into practical effect.

When you first asked me to go to your office, I thought you contemplated inviting me to accept the management of your various enterprises. Or, I thought maybe you intended giving me fine raiment, much gold or a peck or two of diamonds, but never in the wildest flights of my turbulent fancy did I dream that you anticipated placing in my trembling and reticent hands a gift so priceless that I fain would hide it in a safe deposit box away from the rats and vermin of a bibulous mankind.

I intend to hide it and maybe, a couple of hundred years from now, it

will be found, and the finder will thus be able to prove that as I died with it still in my possession, I must have been rich beyond the dreams of Midas, the owner of a thing more precious than the pearls of India. And you, my peerless benefactor, must be content to say with Ingersoll: "I am sending you some of the most wonderful whisky that ever painted landscapes in the brains of men. Drink it, and you will see the billowy shadows from the clouds chasing each other over fields of waving grain. Drink it, and you will hear the men and maidens singing the Harvest Home. For forty years this liquid joy has been within the happy staves of oak, longing to touch the lips of men!"

Sire, I thank you!

Harry Harwood.

#### Live Notes From a Live Town.

Owosso, June 24—It is remarkable how many improvements we bump up against as compared with the earlier days of travel in Michigan years ago. Bands of gypsies used to come along in wagons and on foot and horseback with a bunch of trading horses. Last week a band of these strollers drove into our village in a Pierce-Arrow eight passenger car with a flock of fords—presumably for trading stock.

Owosso Council held its regular meeting Saturday night with a large attendance. The ladies served a pot-luck lunch, which, no doubt, accounts for the attendance. The Council organized a \$500 Thrift Stamp Club and on Monday one of the Committee on Work had booked \$250, half the amount. Guess we're going to make the grade all right.

Fred Hanifan has purchased a new garden tool—a hoe with a rubber handle. It not only keeps his hands from blistering, but when he strikes at a weed it rebounds several times and all he has to do is to follow it up and it will hoe quite a long row without very much exertion on the part of the manipulator. The first mean streak we have ever found in Fred is that he refuses to lend it. Not a bad investment anyway. If it does not prove a success as a garden hoe, the handle can be cut up into teething rings for the children.

Dess Finch, of Owosso, has sold his stock of groceries known as the Finch cash grocery to F. C. Leitch, who has taken possession and will run it as the Leitch cash grocery. Mr. Finch has taken charge of J. A. Byerly's West side cash and carry grocery.

Bill Griffith, of Howell, the gentlemanly drug vender, says he spent most of the forenoon last Saturday smoking a glass to look at the eclipse and in the afternoon it was cloudy. Bill says it is just his usual luck and that his studies on science and philosophy have been more or less interrupted all through life. Mrs. G. intimates that is only another one of Bill's excuses to evade exertions in the garden.

July 1 comes the annual grocery salesmen's vacation and after that I suppose in order to be a good fellow we will be obliged to put in more or less time for a few days listening to fish stories.

Lyle LaDue, of Ithaca, has pur-

chased of William Robinson, of Carson City, the tobacco store, lunch room and billiard parlor known as The Snug and taken possession. He has newly painted and decorated the same and will run an up-to-date place. P. S. He has mopped out.

Frank Schroeder is out with Fred Hanifan soaking up the dark secret of how is the the best way to dispose of National biscuits to the unsuspecting retailers.

Daniel R. Benton, the oldest merchant in Byron, has the best war garden in the country, owned, operated and worked by himself.

Honest Groceryman.

#### It Encourages Them to Save.

"We offer to place in our safe deposit boxes our employees' insurance policies, and, of course, their Liberty bonds and any other valuable papers they may have," says the manager of an Eastern concern.

"We also keep a list of the expiration dates of their fire, accident, and other term insurance policies, so that we may notify our employees when their insurance runs out. We keep this record in duplicate, one copy in the safety vault, and the other in the office.

"When a policy expires, we ask the employee, and we do the same with our own policies, to take out the next one only to December 31 of that year. So gradually all the policies we take care of are coming to expire on the same day; this simplifies our records and reduces the chance of any being overlooked."

George I. Schreiber.

#### Only Victory or Defeat Possible.

If for any reason whatever we fall short of victory—and there is no half-way house between victory and defeat—what happens to us is this: Every relation, every understanding, every decency upon which civilization has been so anxiously built, will go, will be washed out, because it will have been proved unable to endure. The whole idea of democracy (which at bottom is what the Hun fights against) will be dismissed from men's minds because it will have been shown incapable of maintaining itself, together with every belief and practice that is based upon it. The Hun ideal, the Hun's root notions of life, will take their place throughout the world.

Rudyard Kipling.

#### Make a Holiday Pay Its Way.

"Wednesday afternoon is always a half holiday with us," says the manager of an Indiana department store, "and Wednesday morning is a regular occasion for special bargain offers.

"This midweek afternoon off always seems to the employees like a greater concession than would a Saturday afternoon. Their best efforts are therefore exerted in behalf of Wednesday morning's sales.

"Furthermore, our Wednesday afternoon vacation and our Wednesday morning bargains find popular favor. The sales for Wednesday morning are nearly always up to the normal volume for other midweek days."

L. M. Williams.

"Is your husband in favor of daylight saving?" "I think so. He stays out so much at night that I think he'd really prefer not to use any daylight at all."—Washington Star.

## HOTEL GRANT

Mrs. W. Boosembark, Prop.  
 Newly Furnished New Management  
 Everything First-class  
 GRANT, MICHIGAN

## Beach's Restaurant

41 North Ionia Ave.

Near Monroe

GRAND RAPIDS, MICHIGAN

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

**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.

## OCCIDENTAL HOTEL

FIRE PROOF  
 CENTRALLY LOCATED  
 Rates \$1.00 and up  
 EDWARD R. SWETT, Mgr.  
 Muskegon Mich.

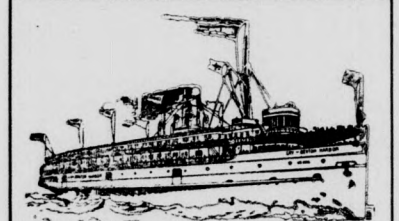
## CODY HOTEL

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

**NEW MERTENS**  
 FIRE PROOF  
 One half block East  
 of the Union Station  
 GRAND RAPIDS MICH

## HOTEL HERKIMER

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



THE SHORT LINE BETWEEN  
 GRAND RAPIDS AND

## CHICAGO

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

MICHIGAN RAILWAY CO.  
 (Steel Cars—Double Track)

Graham & Morton Line  
 (Steel Steamers)

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

EVERY NIGHT AT 7:00 P.M.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, June 25—Gaylord Gillis Goldstein, who recently enlisted his services in a local movie house, accepting a responsible position as third assistant usher, has been promoted to house fireman. His duties consist of turning on, or off, as the occasion requires, the front door, or as they say in theatrical circles, the leading lights. Gaylord suggested that perhaps many of the airplane accidents were caused by aviators colliding with some of the prices he heard his ma tell about, which goes to demonstrate how instructive is a theatrical life.

Francis V. Daquist will open a dry goods and furnishing goods store at 1187 Hamilton boulevard in a few days.

Officers and employees of the Peoples State Bank held their first annual outing at Bois Blanc Island Tuesday. Thrift stamps were awarded the victors in the athletic events. The employees were guests of the Bank management.

J. Silberstein, 2110 Joseph Campau avenue, expects to move into the new building being erected for him on the adjoining property. The building, 60 x 100 feet, will be one of the most modern of its kind in that section of the city. Mr. Silberstein carries a general dry goods and furnishing goods stock.

B. W. Edelstein, dry goods merchant, has opened another store at 459 Grand River avenue.

G. B. Spence, formerly of Indianapolis, has accepted a position with the Sewell Cushion Wheel Company and will have charge of the sales in the Eastern part of the city.

Charles F. Barry, hardware merchant at 2509 Mack avenue, has closed his store and enlisted in the navy. The stock will be disposed of by his father, John Barry, superintendent of the Fairview branch of the Detroit postoffice.

State Representative A. E. Wood, President and General Manager of A. E. Wood & Co., milliners, 104 Wayne street, has announced his candidacy for the Republican nomination for State Senator from the third district. Mr. Wood is serving his first term in the Legislature.

M. Van Vliet, tobacco importer, died at the home of his son, 94 Garfield avenue, last week. Mr. Van Vliet had been a resident of Detroit forty-seven years. Coming from Holland in 1871 he entered in business and was actively engaged until two years ago, when he turned the management of the business over to his sons. Surviving are six sons and a daughter.

James B. Sherman has purchased the retail and wholesale confectionery store of H. C. Michelson, 826 Michigan avenue.

George C. Gurney, formerly with the King Motor Co., has accepted a position as service manager for the Scripps-Booth Corporation, of this city.

Trubowitz & Rzynek, clothiers, 241 Michigan avenue, have dissolved partnership, Mr. Trubowitz retaining the business, which will be known as the Workingmen's store.

According to local newspapers, leading Detroit merchants declare business for May and the first half of June, as compared with the same period last year under wet rule, better. Money, as we understand it, that previously was spent for liquor is now being utilized to pay the difference caused by the increasing costs of food and wearing apparel.

W. J. Rachow has resigned as Vice-President and Secretary of the Saginaw Valley Trust Co., of Saginaw, and will assume charge of the new savings department to be installed by the First & Old National Bank about July 1.

Word has been received of the death from wounds received in battle by G. A. Brown, former well-known Detroit tobacco salesman. Before enlisting in the Marine Corps, Mr. Brown represented the American Tobacco Co.

P. L. Barter, sales manager of the McCord Manufacturing Co., Grand boulevard and Orleans street, has been promoted to the position of Second Vice-President. Mr. Barter has been affiliated with the company since its inception, nearly ten years ago.

Mrs. M. Devos, 1901 Mack avenue, is remodeling the interior of her dry goods store. Fifteen feet additional on the rear of the building will be utilized for the store room.

The Belmont restaurant will be opened at 126 Woodward avenue about July 1.

Noble & Pacard have opened a men's furnishing goods store in the Hotel Metropole block on Woodward avenue.

S. J. Hitchings, representative for A. Krolik & Co., and Past Senior Counselor of Detroit Council, is being mentioned as a candidate for the office of Grand Sentinel of the organization next year. Mr. Hitchings' qualifications and wide acquaintance throughout the State will prove a great asset toward the culmination of his aspirations—and those of his friends, who will devote their time and energy toward placing him in the Grand Council.

M. M. Spain has opened a cigar store at 322 Caniff street.

Friends of Charles Clements, son of Charles Clements, one of the former owners of the Metropole Hotel, will be pleased to learn that the Willard battery station opened by him at 1049 Gratiot avenue is enjoying a prosperous business. Mr. Clements opened the store about two months ago.

Wisner & Frankel have opened a retail shoe store at 2143 Joseph Campau avenue, Detroit.

George & Henry, dealers in men's wear and men's shoes, with two branch stores, announce having leased the southwest corner of Woodward and Columbia streets, where the building is being remodeled and will be ready about July 1. It is expected to install a men's shoe department in the third store. George Fecteau is proprietor of the George & Henry stores.

The J. L. Hudson Co. started a new delivery schedule on June 1, and its effect is being watched with considerable interest. The announcement made by the Hudson store was as follows: "Beginning June 1, 1918, the delivery service of the J. L. Hudson Co. will be confined to not more than one trip daily over each route—merchandise you purchase to-day will be delivered the day following. This movement is made in keeping with the United States Government recommendations aiming to conserve man power. Eighteen men from our delivery service alone have already been summoned to the colors, and many more are scheduled to go. The Government requests that these men should not be replaced. Hence, it is absolutely imperative for us to curtail our delivery service by concentrating on one delivery a day. It is our right to anticipate your co-operation in this plan, and if any little inconveniences occur, we would ask you to remember that the nation is at war—and that to win, we need in active service every man available." This announcement caused considerable comment and interest among shoe retailers who believe now is the psychological time to urge customers to carry their shoes instead of asking them to be delivered.

James M. Goldstein.

Character writes its name on a merchant's face in indelible ink.

## Gabby Gleanings From Grand Rapids

Grand Rapids, June 25—Calvin O. Race has leased the King Hotel, at Reed City, and will take possession of same July 1. Mr. Race was connected with the Wright House, Alma, three years. Subsequently he was connected with the Herkimer Hotel, Grand Rapids, about a year and a half. For the past four and one-half years he has been connected with the Hotel Mertens, first as night clerk, then as day clerk and more recently as Assistant Manager. Having had nine years' experience in the hotel business, he believes he will be able to conduct the King with satisfaction to the traveling public and with credit to himself. He has not yet decided whether to conduct the King on the American plan or continue it on the European plan, as it has been conducted for the past eleven months by A. F. Winstrom, the present landlord.

William M. Lemke has gone to Baptist Lake, where he has leased the Kelly cottage for the summer. Mrs. Lemke has partially recovered from a recent attack of erysipelas and it is thought that outdoor life for a month or two will contribute to her complete recovery. Their husky son will spend the summer with his parents.

The idea of a union ticket office for all the railroads in the city may be all right from the standpoint of reducing expenses. It has been found from the point of view of the public that it does not work out satisfactorily. In seeking information the agents are so darn neutral that they are afraid to tell you anything for fear of favoring one road over another. A story is told of an agent in a union ticket office in large city that when any one asked him the fare to a certain point, he would reply "Well, you have to go any way, so what do you care what the fare is."

William F. Grimm, supervisor of the Fleischmann Company, was in the city all last week reviewing the work of the branch here and at the surrounding towns. Mr. Grimm has a genius for work and a passion for enjoyment when off duty which is positively refreshing.

"Uncle Louie" Winternitz, the world-renowned globe trotter, who has traversed the seven seas, sailed more rivers and inspected more cities than any other man now living, is in the city for a month en route from St. Augustine to Charlevoix, where he proposes to spend the heated time this season. He is looking hale and hearty, having entirely recovered from the illness which kept him confined in Blodgett Hospital here three months during the summer of 1916. He is making his headquarters at the Browning, putting in a portion of each day on the course of the Highland Golf Club.

Mrs. Boosembark has returned to the management of the Hotel Grant, at Grant, which she relinquished three years. Mrs. Boosembark has renovated the building from cellar to garret and made everything as clean and wholesome as it was during the time she conducted the hotel before. She bespeaks the patronage of the traveling fraternity and will do everything in her power to accord the boys on the road satisfactory service.

## Honks From Auto City Council.

Lansing, June 24—W. M. Haggler recently lost his snake skin and now his rheumatism is again making life miserable for him.

F. M. Brewbaker (Thoman Milling Co.) is recovering from a severely bruised arm, brought about by cranking a cranky ford.

F. D. Engle (Republic Truck Co.) is just home from a seven weeks' trip through Texas and other Southern states.

Fred Mott (Elliott Grocer Co.) was busy all day yesterday (Sunday) whittling out bobbars for his fishing outfit. Fred goes next Saturday to

Beadle Lake, where he will spend his annual vacation.

Retail grocers and confectioners will have a rest all next week, as all wholesale grocery and candy salesmen will fish or otherwise amuse themselves and not trouble the retailers.

E. H. Simpkins (Perry Barker Candy Co.) is at Mayo Hospital at Rochester, Minn., in search of a remedy for the difficulty which has kept him in poor health for over two years. We sincerely hope he will succeed and his many friends at Lansing are anxiously waiting for good news.

Burr J. Warner, Secretary-Treasurer of our Council, has received an appointment in the enforcement division of the United States food administration and is now busy seven days of the week.

W. G. Curtis (Nichols & Shepard Co.) has worked so hard and with such success that he now has nothing to sell until after harvest. Time was when we wished these conditions had existed with the above named company earlier in the season. It would have been easier for us and several others who were then their competitors.

F. H. Hastings returned last week from the Central States, where he disposed of practically all his present stock of aluminum solder to dealers. Now he is up against it hard because the Government has recently commandeered certain metals which enter into the composition of this valuable product. With his depleted stock he is unable to even fill mail orders. Fred isn't one who lays down when such misfortunes overtake him, but breaks into something else. He now has the State agency for the Gilson-Firestone carburetor, which will successfully burn kerosene when properly attached to a ford motor. We have seen the article demonstrated and while we cannot say that it makes a ford ride any easier, yet it produces a steady power and 11 cents worth of fuel will last for 25 miles.

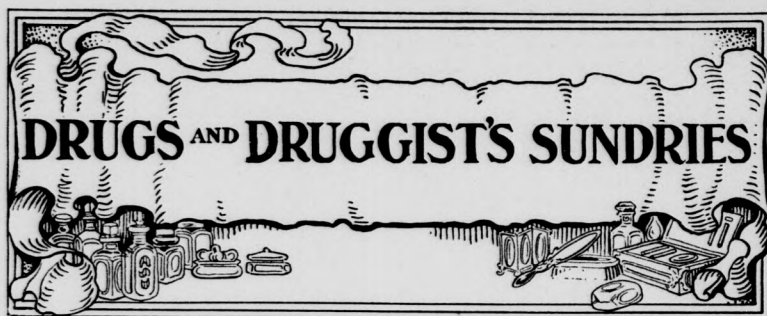
Our extensively advertised picnic which was to have been held last Saturday at Pine Lake, was indefinitely postponed on account of the weather. Our enthusiastic ladies auxiliary, however, called the weather man's bluff and arrangements were made wherein a picnic substitute was given at the hall from 6 p. m. until 12 o'clock. The good things prepared for the picnic were brought to the hall and both old and young of our organization had a splendid time.

H. D. Bullen.

The egg candling ruling is, in the opinion of the Tradesman, one of the best things which ever happened to the country merchant. Under the former method the country merchant took in the eggs of his customer, realizing that many of them might be under suspicion. To refuse to accept the bad eggs would result in the customer taking the entire lot over to the neighboring dealer, who would usually accept them without question. Under the new ruling, this unjust method is cast into the discard, because the merchant who expects to dispose of his eggs in case lots must candle all offerings as he takes them in to enable himself to avoid loss. There are busy times, of course, when the extra labor of candling will be something of a burden, but in the long run it will result in the former eliminating the bad eggs, instead of dishonestly foisting them on the country merchant.

One of two things always happens to a merchant regarding a habit—you master it, or it masters you.





**Michigan Board of Pharmacy.**  
 President—Leonard A. Seltzer, Detroit.  
 Secretary—Edwin T. Boden, Bay City.  
 Treasurer—George F. Snyder, Detroit.  
 Other Members—Herbert H. Hoffman, Sandusky; Charles S. Koon, Muskegon.

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

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

#### Buying a Drug Store In a Country Town.

In buying a drug store, a man should feel that there is a great deal more involved than merely exchanging money and signing his name to a few papers, for he is binding himself to something which may mean his success or failure, both financially and socially.

If I were thinking of buying an established drug store outside of a metropolitan center I should first visit the assessor's office and find out the assessed valuation of the store, and if it had increased or decreased in the preceding five years, so that I might judge what a fair price for it would be. Next I should visit the Town Clerk's office and ascertain if the title were clear, or, if there were a mortgage, who held it, so that I should not be confronted with legal battles later.

My next step would be to call on the owner of the store and learn from him all that I could that would benefit me. By using the powers of observation and the gift of speech I should attempt to learn with whom he did business, that I might notify such firms if I should decide to purchase from them, and also that I might learn from them the approximate amount of business being done.

Did he buy any goods by contract? If he had goods on his shelves, the sale of which was questionable, and if he had the privilege of returning them, or part of them, within a stated period, I should want that privilege transferred to me if I became the proprietor. Did he have a lease of the store and was it transferable and renewable? When would it expire? I should not want to buy a store and a month later be turned out of doors.

Were there any mortgages on the building? Here would be another avenue for loss if I were not careful. Was his store fully covered by insurance and was the insurance transferable? The knowledge of this would give me time to have new policies written, if necessary, and to find where I could get the best rates. Did he have contracts with the lighting

and water companies and were they transferable? Did he have good transportation service? Would the companies he did business with ship by express and pay the difference between freight and express rates? The answers to these questions would give me some idea of the expenses.

In the event of a change of ownership, would the clerks be willing to continue in my service? I should want to protect myself against a loss of clerks, because, until I became acquainted with the stock and the customers, I should have to depend a great deal on these clerks.

Was his trade from regular customers or from transients? This would make a great difference in a country town, for regular customers would mean a constant level of business, whereas with transient trade the business would fluctuate.

Were hitching posts allowed on the street? Had there been any agitation for their removal? In a country village a hitching post is a form of advertising and brings no small amount of business. Was any of the sidewalk in front of the store on private property? It is a custom in country stores to display certain articles on the front steps and sidewalk. Where the sidewalk is public property this cannot be done.

Did the landlord make repairs or was the tenant obliged to make them? Many landlords are either slack about making repairs or else refuse them altogether. Did the druggist have to share any part of his rental with other tenants? Sometimes, in crowded buildings, two or more tenants use the same cellar or store room, which is a great inconvenience to all concerned.

Why did the owner wish to sell? The reason for selling would have something to do with the price and might make a person consider a little more deeply the advisability of buying. Would he sell for a fixed price or from an inventory? In case I were to buy from an inventory I should want to come to an agreement with the seller about some man to act as arbiter in case of disagreement.

If I decided to buy the store I should ask for an option on it for a few days, for which I should be willing to pay a reasonable sum. This would give me more time to look up leases, mortgages, insurance, and the business of the store.

After leaving the proprietor I should call on the landlord and tell him I was thinking of buying the store, give him an idea of the kind of a lease I should want, and learn if he were willing to lease to me and

for what period of time. If I could make satisfactory arrangements with him I should protect myself further by calling on the mortgagees, if any, and obtaining their consent to any lease I might make.

I should write the wholesalers with whom the druggist did business that I was thinking of purchasing the store and ask them for footings of the business done with the store for the January, April, July, and October preceding. This would notify them of a possible change in ownership and would give me an idea of the business being done.

In order to protect myself from legal pitfalls I should have a lawyer examine the existing lease and contracts and, if necessary, draft new ones and submit them to the people with whom they were to be made for approval.

When these had been adjusted satisfactorily and the insurance provided for I should notify the owner of the store that I was ready to close the deal, and when my lawyer had sanctioned the bill of sale I should complete the transaction.

As soon as possible after the sale had been made I should notify the wholesalers and neighboring druggists that I was proprietor of the store, that I might not be responsible for any debts incurred before the store came into my possession.

Through the local papers I should announce my purchase, stating that I should do my utmost to merit the people's patronage and should wel-

come any suggestions as to how I might serve them.

And then, by forceful advertising, by co-operation with the local doctors, by studying the wants of the people and trying to meet them in a pleasing manner, and by steady, consistent work, I should strive for success—not only for financial success, but also for the higher goal of making my name a synonym for honesty and square dealing.

Urban S. Livingston.

#### Advance Science.

"You scientific fellers know a heap, I s'pose; but I'll bet you can't tell me how to save that big pile of pertaters," said the farmer. "The rot's got into 'em."

"N—o. They are past saving," observed the scientist.

"They are, eh? Well, I'm goin' to eat them pertaters."

"Impossible."

"No, it ain't. I'll feed the pigs on 'em, and then eat the pigs."

#### A Quality Cigar Dornbos Single Binder One Way to Havana

Sold by All Jobbers

Peter Dornbos

Cigar Manufacturer

16 and 18 Fulton St., W.

Grand Rapids :: Michigan

## 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



### Eight Hundred Penalties Imposed For Food Violations.

More than 800 penalties for violation of rules and regulations governing licensed dealers in foodstuffs have been imposed during the past ten months by the Food Administration. About 150 companies and individuals have been ordered to quit business in licensed commodities for a limited or unlimited period, and over 500 have voluntarily made a money payment, usually to the Red Cross, or have temporarily abstained from doing business, rather than risk calling down more drastic penalties upon their heads.

A vast number of other cases have been disposed of by Federal Food Administrators in the various states and territories under the authority of, but without specific appeal to, headquarters at Washington. In a large number of other cases the desired compliance has been secured without penalty. More than 2,500 cases arising out of the shipment of foods and feeds, many of them perishable, have been disposed of.

Penalties inflicted, from the passage of the Food Control Act, August 10, 1917, to June 1, 1918, may be summarized as follows:

Unlimited revocations of license, requiring the licensee to abstain from business in all, or in specified, licensed commodities until further notice, 65, of which 56 are outstanding.

Limited revocations, requiring licensee to abstain from business in all, or in specified, licensed commodities

for a definite period, 62, of which 19 are outstanding.

Unlimited unfair orders, directing licensees until further notice not to sell any, or specified, licensed commodities to unlicensed dealers who have engaged in unfair or wasteful practices, 8, of which 3 are outstanding.

Limited unfair orders, of the same effect as those last mentioned, excepting that the prohibition is for a limited period only, 12, of which 9 are outstanding.

Refunds and contributions, consisting of money payments voluntarily made in place of more drastic formal penalties of the above nature, 131.

Temporary suspensions and minor penalties, voluntarily accepted in place of more drastic formal penalties of the above nature about 375.

Requisitions and forced sales, consisting of food commodities disposed of without resort to drastic formal penalties for hoarding, 24.

Stop orders against the issuance of licenses, either pending investigation of alleged violations or undue delay in applying for a license, or as a minor and temporary penalty for offenses committed before a license is issued, of which 103 are outstanding.

The list of penalties imposed during the past week, as sent to Trade Exhibit, contains the names of some 24 concerns who have been fined, suspended or otherwise punished for various violations of food rulings. Some of these concerns are located in our section.

### THE OLD FASHIONED DRUG STORE.

How dear to my heart is the old-fashioned drug store,

When fond reminiscence presents it to view;

The mortar, the pestle, the musty old drug lore,

And every old method my younger days knew:

The rough red brick pavements which led you up to it,

The entrance so narrow, the door which would slam,

The floor needed cleaning and I had to do it,

For that sort of service made me what I am.

The show window looked like a bisected bird cage,

And cleaning that window my nerves would harass,

For in it there stood a large figure of Atlas

Supporting the globe, and the globe was of glass.

The tough roots and barks and the leaves which were nigh them,

Within the iron mortar I pounded so well,

I'd weigh them and wrap them and then deftly tie them,

In neat little parcels convenient to sell.

The old "cottage" fountain from which we drew soda

Commanded my services morning and night:

How deftly I cleaned it; and then I would load her

And polish the draught arms until they shone bright.

I found it the source of an exquisite pleasure;

When thirsty the large soda glass I would fill,

How ardent I seized it filled up with good measure,

And drank of the contents until I was ill.

How sweet were the joys of prescription compounding!

No ready-made Specialties being prescribed.

With pill mass and powders our mortars resounding,

Decoctions and mixtures which can't be described;

And now far removed from the old laboratory

The tears of regret will obtrusively pour

As fancy reverts to what's now an old story,

And sighs for the days of the Ancient Drug Store.

Chorus—The old-fashioned drug store, the iron mortar drug store,

The moss covered drug store I tended so well.

A. B. Burrows.

### WHOLESALE DRUG PRICE CURRENT

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

<b>Acids</b>		Cubebs .....	9 25@9 50	Capsicum .....	@2 15
Boric (Powd.) ..	18@ 25	Eigerson .....	3 25@3 50	Cardamon .....	@2 10
Boric (Xtal) ....	18@ 25	Eucalyptus ....	1 25@1 35	Cardamon, Comp. ....	@1 60
Carbolic .....	74@ 78	Hemlock, pure ..	2 00@2 25	Catechu .....	@1 60
Citric .....	1 10@1 15	Juniper Berries 17	50@17 75	Cinchona .....	@2 35
Muriatic .....	3 1/2@ 5	Juniper Wood ..	2 75@3 00	Colchicum .....	@2 40
Nitric .....	10 1/2@15	Lard, extra .....	2 10@2 20	Cubebs .....	@2 35
Oxalic .....	60@ 70	Lard, No. 1 ....	1 85@1 95	Digitalis .....	@1 90
Sulphuric .....	3 1/2@ 5	Lavender Flow. 7	00@7 25	Gentian .....	@1 50
Tartaric .....	1 10@1 15	Lavender, Gar'n 1	25@1 40	Ginger .....	@2 00
		Lemon .....	2 00@2 25	Guaiac .....	@1 90
		Linseed, boiled, bbl.	@1 68	Guaiac, Ammon. ....	@1 80
<b>Ammonia</b>		Linseed, bld less 1	78@1 83	Iodine .....	@1 50
Water, 26 deg. ....	12@ 20	Linseed, raw bbl. ....	@1 67	Iodine, Colorless ....	@1 75
Water, 18 deg. ....	10 1/2@ 18	Linseed, raw less 1	77@1 82	Iron, clo. ....	@1 60
Water, 14 deg. ....	9 1/2@ 17	Mustard, true, oz. ....	@2 25	Kino .....	@1 65
Carbonate .....	19@ 25	Mustard, artifl oz. ....	@2 00	Myrrh .....	@2 50
Chloride .....	1 15@1 20	Neatsfoot .....	1 80@1 95	Nux Vomica ....	@1 75
		Olive, pure .....	7 00@8 00	Opium .....	@9 00
<b>Balsams</b>		Olive, Malaga, yellow .....	5 35@5 50	Opium, Camph. ....	@1 50
Copaiba .....	1 40@1 65	Olive, Malaga, green .....	5 35@5 50	Opium, Deodorz'd ....	@9 50
Fir (Canada) ..	1 25@1 50	Orange, Sweet ..	3 25@3 50	Rhubarb .....	@1 65
Fir (Oregon) ..	40@ 50	Origanum, pure ..	@2 50		
Peru .....	5 25@5 50	Origanum, com'l @	75	<b>Paints</b>	
Tolu .....	1 75@2 00	Pennyroyal ....	2 25@2 50	Lead, red dry ..	12 1/2@13 1/4
		Peppermint .....	4 25@4 50	Lead, white dry 12 1/2@13 1/4	
<b>Barks</b>		Rose, pure .....	30 00@32 00	Ochre, yellow bbl. ....	@ 1 1/2
Cassia (ordinary)	35@ 40	Rosemary Flows 1	50@1 75	Ochre, yellow less 2 @	1 1/2
Cassia (Saigon) 90	@1 00	Sandalwood, E. I. ....	17 50@17 75	Putty .....	3 1/2@ 6
Elm (powd. 35c) 30	@ 35	Sassafras, true 3	00@3 25	Red Venet'n bbl. 1 1/2@	5
Sassafras (pow. 40c) @	35	Sassafras, artifl 75	@1 00	Red Venet'n less 2 @	5
Soap Cut (powd.) 35c	27@ 30	Spearmint .....	4 75@5 00	Vermillion, Amer. 25	@ 30
		Sperm .....	2 55@3 00	Whiting, bbl. ....	@ 3
<b>Berries</b>		Tansy .....	4 25@4 50	Whiting ..... 3 1/2@	6
Cubeb .....	1 60@1 70	Tar, USP .....	45@ 60	L. H. P. Prep'd 2 65@3	00
Fish .....	30@ 35	Turpentine, bbls. ....	@ 75		
Juniper .....	12@ 13	Turpentine, less 78	@ 83	<b>Miscellaneous</b>	
Prickly Ash ....	@ 30	Wintergreen, tr. 5	50@5 75	Acetanalid ..... 1	10@1 20
		Wintergreen, sweet birch .....	4 00@4 25	Alum .....	12@ 15
<b>Extracts</b>		Wintergreen art 1	25@1 50	Alum, powdered and ground .....	14@ 17
Licorice .....	60@ 65	Wormseed .... 13	50@13 75	Bismuth, Subnitrate .....	4 00@4 10
Licorice powd... 1	05@1 10	Wormwood .... 6	00@6 25		
<b>Flowers</b>				<b>Borax xtal or powdered</b> .....	10@ 15
Arnica .....	1 50@1 75	<b>Potassium</b>		Cantharades po 2 00@6	50
Chamomile (Ger.) 75	@1 00	Bicarbonate .... 1	90@2 00	Calomel .....	2 56@2 60
Chamomile Rom. 1	75@2 00	Bichromate ..... 60	@ 70	Capsicum .....	35@ 40
		Bromide ..... 1	80@2 10	Carmin ..... 6	50@7 00
<b>Gums</b>		Carbonate ..... 1	85@2 00	Cassia Buds ..... @	40
Acacia, 1st ..... 75	@ 90	Chlorate, gran'r 65	@ 70	Cloves .....	77@ 85
Acacia, 2nd ..... 65	@ 75	Chlorate, xtal or powd. ....	60@ 65	Chalk Prepared .. 12	@ 15
Acacia, Sorts ..... 40	@ 50	Cyanide .....	1 00@ 90	Chalk Precipitated 12	@ 15
Acacia, powdered 60	@ 70	Iodide ..... 4	50@4 66	Chloroform ..... 90	@ 97
Aloes (Barb. Pow) 30	@ 40	Permanganate 5	50@5 60	Chloral Hydrate 2	32@2 42
Aloes (Cape Pow.) 30	@ 35	Prussiate, yellow @1	75	Cocaine ..... 14	30@14 85
Aloes (Soc. Pow. 90) @	85	Prussiate, red .3	75@4 00	Cocoa Butter .... 50	@ 60
Asafoetida, ..... @2	50	Sulphate ..... @	90	Corks, list, less 55%	..... @ 3
Pure .....	@2 75			Copperas, bbls. ....	@ 3
Camphor ..... 1	35@1 40	<b>Roots</b>		Copperas, less .3 1/2	@ 8
Guaiac ..... @1	20	Alkanet ..... 3	25@3 50	Copperas, powd. .4	@ 10
Guaiac, powdered @1	25	Blood, powdered 30	@ 35	Corrosive Sublim. 2	30@2 40
Kino ..... 70	@ 75	Calamus ..... 60	@3 50	Cream Tartar .... 80	@ 86
Kino, powdered .. 75	@ 80	Chalcampare, pvd. 19	@ 20	Cuttlebone ..... 75	@ 80
Myrrh ..... @	70	Gentian, powd. .... 27	@ 35	Dextrine .....	10@ 15
Myrrh, powdered @	75	Ginger, African, powdered .....	25@ 30	Dover's Powder 5	75@6 00
Opium ..... 30	00@30 50	Ginger, Jamaica .30	@ 35	Emery, All Nos. .... 10	@ 15
Opium, powd. 32	50@33 00	Ginger, Jamaica, powdered ..... 23	@ 30	Emery, Powdered 30	@ 30
Opium, gran. 32	50@33 00	Goldenseal, pow. 8	50@9 00	Epsom Salts, bbls. ....	@ 4 1/2
Shellac ..... 85	@ 90	Ipecac, powd... 4	00@4 25	Epsom Salts, less 5 @	3
Shellac, Bleached 90	@ 95	Licorice, powd. .... 45	@ 50	Ergot ..... 1	25@1 50
Tragacanth ..... 3	00@3 25	Opium, powdered 40	@ 45	Ergot, powdered 2	75@3 00
Tragacanth powder 3	00	Poke, powdered 20	@ 25	Flake White ..... 15	@ 20
Turpentine ..... 15	@ 20	Rhubarb ..... 75	@1 25	Formaldehyde, lb. 23	@ 30
		Rhubarb, powd. 1	00@1 50	Gelatin ..... 1	75@1 90
<b>Insecticides</b>		Kosinweed, powd. 25	@ 30	Glassware, full cs. 55%	
Arsenic ..... 20	@ 30	Sarsaparilla, Hond. ground ..... 75	@ 80	Glassware, less 50%	
Blue Vitriol, bbl. ....	@11 1/2	Sarsaparilla Mexican, ground ..... 1	00@1 10	Glauber Salts, bbl. @	2 1/2
Blue Vitriol, less 12	@ 20	Squills ..... 35	@ 40	Glauber Salts, less 3 1/2	@ 7
Hordeaux Mix Dry 20	@ 25	Squills, powdered 45	@ 65	Glue, Brown ..... 25	@ 25
Hellebore, White powdered ..... 38	@ 45	Tumeric, powd. .... 25	@ 30	Glue, Brown Grd. 25	@ 25
Insect Powder .... 40	@ 60	Valerian, powd. ..	@1 00	Glue, White ..... 30	@ 35
Lead, Arsenate Po 34	@ 44			Glue, White Grd. 30	@ 35
Lime and Sulphur solution, gal. .... 20	@ 35	<b>Seeds</b>		Glycerine ..... 75	@ 92
Paris Green .... 48 1/2	@54 1/2	Anise ..... 42	@ 45	Hops ..... 60	@ 75
		Anise, powdered 47	@ 50	Iodine ..... 5	60@5 90
<b>Ice Cream</b>		Bird, ls ..... 13	@ 19	Iodoform ..... 6	50@6 74
Piper Ice Cream Co., Kalamazoo		Canary ..... 20	@ 25	Lead, Acetate ..... 25	@ 30
Bulk Vanilla ..... 95		Caraway ..... 85	@ 90	Lycopodium ..... 2	25@2 50
Bulk Special Flavored 1	00	Cardamon ..... 1	80@2 00	Mace ..... 85	@ 90
Brick, Plain ..... 1	20	Celery (Powd. 65) 55	@ 60	Mace, powdered ..... 95	@1 00
Brick, Fancy ..... 1	60	Coriander ..... 36	@ 45	Menthol ..... 4	50@4 75
		Dill ..... 30	@ 35	Morphine ..... 15	45@16 00
<b>Leaves</b>		Fennel ..... 90	@1 00	Nux Vomica ..... @	30
Buchu ..... 1	85@2 00	Flax ..... 10	@ 14	Nux Vomica, pow. 28	@ 35
Buchu, powd'd 2	00@2 10	Flax, ground ..... 10	@ 14	Pepper black pow. 35	@ 40
Sage, bulk ..... 67	@ 70	Foenugreek pow. 22	@ 30	Pepper, white ..... @	50
Sage, 1/2 loose .. 72	@ 78	Hemp ..... 9	@ 15	Pitch, Burgundy ..... @	15
Sage, powdered .. 55	@ 60	Lobelia ..... 40	@ 50	Quassia ..... 12	@ 15
Senna, Alex ..... 1	40@1 50	Mustard, yellow .. 38	@ 45	Quinine ..... 1	28@1 72
Senna, Tinn. .... 40	@ 45	Mustard, black .. 25	@ 30	Rochelle Salts ..... 54	@ 60
Senna, Tinn. pow. 50	@ 55	Mustard, powd. .. 35	@ 40	Saccharine, oz. .... @	2 10
Uva Ursi ..... 30	@ 35	Poppy ..... @	1 00	Salt Peter ..... 36	@ 45
		Quince ..... 1	40@1 50	Seidlitz Mixture .. 45	@ 50
<b>Oils</b>		Rape ..... 15	@ 20	Soap, green ..... 20	@ 30
Almonds, Bitter, true ..... 18	50@18 75	Sabadilla ..... @	35	Soap mott castile 2 1/2	@ 25
Almonds, Bitter, artificial ..... 7	00@7 20	Sabadilla, powd. 35	@ 45	Soap, white castile case ..... @	29 00
Almonds, Sweet, true ..... 2	25@2 50	Sunflower ..... 8 1/2	@ 12	Soap, white castile less, per bar ....	@3 00
Almonds, Sweet, imitation ..... 75	@1 00	Worm American ..	@ 25	Soda Ash ..... 4 1/2	@ 10
Amber, crude ..... 3	00@3 25	Worm Levant .. 1	20@1 25	Soda Bicarbonate 3 1/2	@ 7
Amber, rectified 3	50@3 75			Soda, Sal ..... 2	@ 5
Anise ..... 2	00@2 25	<b>Tinctures</b>		Spirits Camphor ..	@1 25
Bergamont ..... 8	00@8 25	Aconite ..... @	1 65	Sulphur, roll ..... 4 1/2	@ 10
Cajeput ..... 2	00@2 25	Aloes ..... @	1 35	Sulphur, Subl. 5 1-10	@ 10
Cassia ..... 3	50@3 75	Arnica ..... @	3 15	Tamarinds ..... 15	@ 20
Castor ..... 3	60@3 85	Asafoetida ..... @	4 40	Tartar Emetic ..... @	90
Cedar Leaf ..... 1	75@2 00	Benadonna ..... @	2 85	Turpentine, Ven. 50	@4 75
Citronella ..... 1	00@1 25	Benzoin ..... @	2 50	Vanilla Ex. pure 1	50@2 00
Cloves ..... 4	50@4 75	Benzoin Compo'd @	2 30	Witch Hazel .... 1	35@1 75
Cocanut ..... 40	@ 50	Buchu ..... @	2 40	Zinc Sulphate .... 10	@ 15
Cod Liver ..... 5	60@5 75	Cantharides ....	@3 90		
Cotton Seed ..... 2	05@2 20				
Croton ..... 3	00@3 25				



# GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Clothes Lines Carnation Milk Some Soap Salad Dressing Twine Mop Cloths Paper			
<b>AMMONIA</b> Arctic Brand 12 oz. 16c, 2 doz. box 2 70 16 oz. 25c, 1 doz. box 1 75 32 oz., 40c, 1 doz. box 2 85		<b>Clams</b> Little Neck, 1 lb. .... 1 60 Clam Bouillon Burnham's 1/2 pt. .... 2 25 Burnham's pts. .... 3 75 Burnham's qts. .... 7 50	
<b>AXLE GREASE</b> Diamond, 1 lb., 4 dz., dz. 55 Mica, 1 lb., 4 dz., dz. 1 10 Mica, 3 lb., 2 dz. dz. 2 75 Mica, 25 lb. pail ..... 1 40		<b>Corn</b> Fair ..... Good ..... 1 85 Fancy ..... <b>French Peas</b> Monbadon (Natural) per doz. .... <b>Gooseberries</b> No. 2, Fair ..... No. 2, Fancy ..... <b>Hominy</b> Standard ..... 1 25 <b>Lobster</b> 1/4 lb. .... 1 90 1/2 lb. .... 3 10 Picnic Flat ..... 3 75	
<b>BAKED BEANS</b> No. 1, per doz. .... 1 35 No. 2, per doz. .... 2 25 No. 3, per doz. .... 3 60		<b>Mackerel</b> Mustard, 1 lb. .... 1 80 Mustard, 2 lb. .... 2 80 Soused, 1 1/2 lb. .... 1 60 Soused, 2 lb. .... 2 75 Tomato, 1 lb. .... 1 50 Tomato, 2 lb. .... 2 80	
<b>BATH BRICK</b> English ..... 95		<b>Mushrooms</b> Buttons, 1/2s ..... @30 Buttons, 1s ..... @50 Hotels, 1s ..... @44	
<b>BLUING</b> Jennings' Condensed Pearl Bluing Small, 3 doz. box .... 2 25 Large, 2 doz. box .... 2 60		<b>Oysters</b> Cove, 1 lb. .... @1 20 Cove, 2 lb. .... @1 80	
<b>BREAKFAST FOODS</b> Bear Food, Pettijohns 2 85 Cracked Wheat, 24-2 4 60 Cream of Wheat .... 7 50 Quaker Puffed Rice .. 4 35 Quaker Puffed Wheat 4 35 Quaker 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 2 80 Maple-Flake, Whole Wheat .... 4 05 Minn. Wheat Food .. 6 50 Ralston Wheat Food Large, 18s .... 2 90 Ralston Wht Food 18s 1 95 Ross's Whole Wheat Biscuit .... 4 50 Saxon Wheat Food .. 4 50 Shred Wheat Biscuit 4 25 Triscuit, 18 .... 2 25 Pillsbury's Best Cerl 2 50 Post Toasties, T-2 .. 4 10 Post Toasties, T-3 .. 4 10 Post Tavern Porridge 2 80		<b>Plums</b> Plums ..... 1 50@2 00 <b>Pears in Syrup</b> No. 3 can per dz. 2 50@3 00	
<b>BROOMS</b> Fancy Parlor, 25 lb. .... 9 50 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 50 Common, 23 lb. .... 8 00 Special, 23 lb. .... 7 75 Warehouse, 23 lb. .... 10 50		<b>Peaches</b> Pie ..... 1 50@1 75 No. 10 size can pie @4 25	
<b>BRUSHES</b> Scrub Solid Back, 8 in. .... 1 00 Solid Back, 11 in. .... 1 25 Pointed Ends ..... 1 00		<b>Pineapple</b> Grated ..... 1 75@2 10 Sliced ..... 1 45@2 60	
<b>Stove</b> No. 3 ..... 1 00 No. 2 ..... 1 50 No. 1 ..... 2 00		<b>Pumpkin</b> Fair ..... 1 80 Good ..... 1 40 Fancy ..... 1 60 No. 10 ..... 4 00	
<b>Shoe</b> No. 1 ..... 1 00 No. 2 ..... 1 30 No. 3 ..... 1 70 No. 4 ..... 1 90		<b>Raspberries</b> No. 2, Black Syrup .. 2 40 No. 10, Black ..... 10 50 No. 2, Red Preserved 3 00 No. 10, Red, Water .. 10 50	
<b>BUTTER COLOR</b> Dandelion, 25c size .. 2 00		<b>Salmon</b> Warrens, 1 lb. Tall .. 3 35 Warren's, 1 lb. Flat .. 3 45 Red Alaska ..... 2 85 Med. Red Alaska ..... 2 60 Pink Alaska ..... 2 20	
<b>CANDLES</b> Paraffine, 6s ..... 14 1/2 Paraffine, 12s ..... 15 1/2 Wicking ..... 65		<b>Sardines</b> Domestic, 1/4s ..... 6 50 Domestic, 1/2 Mustard 6 50 Domestic, 3/4 Mustard 6 25 Norwegian, 1/4s ..... 15@18 Portuguese, 1/4s ..... 30@35	
<b>CANNED GOODS</b> Apples 3 lb. Standards .. @1 60 No. 10 ..... @4 75		<b>Sauer Kraut</b> No. 3, cans ..... 1 65 No. 10, cans ..... <b>Shrimps</b> Dunbar, 1s doz. .... 1 50 Dunbar, 1 1/2 doz. .... 2 80	
<b>Blackberries</b> 2 lb. .... @2 25 Standard No. 10 .. @9 50		<b>Succotash</b> Fair ..... Good ..... 1 90 Fancy ..... <b>Strawberries</b> Standard ..... 2 50 Fancy ..... 2 90	
<b>Beans</b> Baked ..... 1 25@2 25 Red Kidney ..... 1 25@1 35 String ..... 1 50@2 00 Wax ..... 1 50@2 00		<b>Tomatoes</b> No. 1 1/4 ..... 1 40 No. 2 ..... 1 75 No. 10 ..... 8 00	
<b>Blueberries</b> Standard ..... @1 75 No. 10 ..... @8 00		<b>Tuna</b> Case 1/4s, 4 doz. in case .. 4 50 1/2s, 4 doz. in case .. 7 50 1s, 4 doz. in case .. 10 00	
<b>CHOCOLATE</b> Acme ..... @29 Peerless ..... @25 Brick ..... @24 Lelden ..... @ Limburger ..... @26 Pineapple ..... @ Edam ..... @ Sap Sago ..... @ Swiss, Domestic ..... @		<b>CATSUP</b> Van Camp's, 1/2 pints 1 90 Van Camp's pints .... 2 85	
<b>COFFEES ROASTED</b> Rio Common ..... 19 Fair ..... 19 1/2 Choice ..... 20 Fancy ..... 21 Peaberry ..... 23 Santos Common ..... 20 Fair ..... 20 1/2 Choice ..... 21 Fancy ..... 23 Peaberry ..... 23 Maracaibo Fair ..... 24 Choice ..... 25 Mexican Choice ..... 25 Fancy ..... 26 Guatemala Fair ..... 25 Fancy ..... 28 Java Private Growth .... 26@30 Mandling ..... 31@35 Aukola ..... 30@32 Mocha Short Bean ..... 25@27 Long Bean ..... 24@25 H. L. O. G. .... 26@28 Bogota Fair ..... 24 Fancy ..... 26 Exchange Market, Steady Spot Market, Strong Package Coffee New York Basis Arbuckle ..... 21 00 McLaughlin's XXXX McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. Mc- Laughlin & Co., Chicago. Extracts Holland, 1/2 gross bxs. 1 30 Felix, 1/4 gross ..... 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43		<b>CHEWING GUM</b> 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 Spearmint, Wrigleys .. 70 Spearmint, 6 box jars 4 00 Yucatan ..... 70 Zeno ..... 70 O. K. Gum ..... 75	
<b>CONDENSED MILK</b> Carnation, Tall .... 5 25 Carnation, Baby .... 4 65 Hebe, Tall ..... 5 00 Hebe, Baby ..... 4 90 Pet, Tall ..... 5 00 Pet, Baby ..... 3 20 Van Camp, Tall ..... 5 00 Van Camp, Baby .... 3 20		<b>CHOCOLATE</b> Walter Baker & Co. German's Sweet ..... 24 Premium ..... 35 Caracas ..... 28 Walter M. Lowney Co. Premium, 1/4s ..... 35 Premium, 1/2s ..... 35	
<b>CONFECTIONERY</b> Stick Candy Pails Horehound ..... 18 Standard ..... 18 Cases Jumbo ..... 19 Big Stick ..... 19 Mixed Candy Pails Broken ..... 19 Cut Loaf ..... 20 French Cream ..... 21 Grocers ..... 16 Kindergarten ..... 22 Leader ..... 19 Novelty ..... 20 Premio Creams ..... 26 Royal ..... 18 Special ..... 19 X L O ..... 17 Specialties Pails Auto Kisses (baskets) 22 Bonnie Butter Bites.. 25 Butter Cream Corn .. 25 Caramel Bon Bons .. 24 Caramel Croquettes .. 23 Cocoanut Waffles ..... 21 Coffy Toffy ..... 24 National Mints 7 lb tin 26 Fudge, Walnut ..... 24 Fudge, Choc. Peanut 23 Fudge, White Center 23 Honeysuckle Candy .. 22 Iced Maroons ..... 24 Iced Orange Jellies .. 20 Italian Bon Bons ..... 21 AA Licorice Drops 5 lb. box ..... 1 85 Lozenges, Pep. .... 22 Lozenges, Pink ..... 22 Manchus ..... 21 Molasses Kisses, 10 lb. box ..... 23 Nut Butter Puffs .... 23 Star Patties, Asst. .... 25		<b>CIGARS</b> Peter Dornbos Brands 5c Dornbos Sin. Bdr. 40 00 5c Dornbos Perfecto 40 00 6c 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 Hummert'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 Woodhouse & Co. Brands Tox .... 37 50 Miss Detroit .... 43 00 Special deal in quantities.	
<b>COOKING COMPOUNDS</b> Crisco 36 1 lb. cans ..... 10 25 24 1 1/2 lb. cans ..... 10 25 6 4 lb. cans ..... 10 25 4 9 lb. cans ..... 10 25 Mazola 5 1/2 oz. bottles, 2 doz. 2 60 Pints, tin, 2 doz. .. 7 50 Quarts, tin, 1 doz. .. 7 00 1/2 gal. tins, 1 doz. .. 13 25 Gal. tins, 1/2 doz. .... 12 80 5 Gal. tins, 1-6 doz. 18 50		<b>CLOTHES LINE</b> Per doz. No. 40 Twisted Cotton 1 80 No. 50 Twisted Cotton 2 25 No. 60 Twisted Cotton 2 90 No. 80 Twisted Cotton 3 00 No. 50 Braided Cotton 2 25 No. 60 Braided Cotton 2 60 No. 80 Braided Cotton 3 10 No. 50 Sash Cord .... 3 25 No. 60 Sash Cord .... 3 75 No. 60 Jute .... 1 50 No. 72 Jute .... 1 75 No. 60 Sisal ..... 1 75 Galvanized Wire No. 20, each 100ft. long 1 90 No. 19, each 100ft. long 2 10 No. 20, each 100ft. long 1 00 No. 19, each 100ft. long 2 10	
<b>COUGH DROPS</b> Boxes Putnam Menthol ..... 1 35 Smith Bros ..... 1 35		<b>COCOA</b> Baker's ..... 39 Bunte, 10c size ..... 88 Bunte, 1/2 lb. .... 2 26 Bunte, 1 lb. .... 4 01 Cleveland ..... 41 Colonial, 1/4s ..... 35 Colonial, 1/2s ..... 33 Epps ..... 42 Hershey's 1/4s ..... 32 Hershey's 1/2s ..... 30 Huyler ..... 36 Lowney, 1/4s ..... 38 Lowney, 1/2s ..... 37 Lowney, 1/4s ..... 37 Lowney, 5 lb. cans .. 37 Van Houten, 1/4s ..... 12 Van Houten, 1/2s ..... 18 Van Houten, 1/4s ..... 36 Van Houten, 1s ..... 65 Wan-Eta ..... 36 Webb ..... 33 Wilbur, 1/2s ..... 33 Wilbur, 1/4s ..... 32	
<b>CRACKER-JACK PRIZE</b> 5 65 CHECKERS PRIZE ..... 5 65		<b>COCONUT</b> Dunham's ..... per lb 1/4s, 5 lb. case ..... 33 1/4s, 5 lb. case ..... 31 1/4s, 15 lb. case ..... 31 1/4s, 15 lb. case ..... 30 1s, 15 lb. case ..... 29 1/4s & 1/2s, 15 lb. case .. 30 5 and 10c pails ..... 4 25 Bulk, pails ..... 24 1/2 Bulk, barrels ..... 25 Baker's Brazil Shredded 70 7c pkgs., per case 4 20 36 14c pkgs., per case 4 20 16 14c and 33 7c pkgs., per case ..... 4 00 Bakers Canned, doz. 1 20	
<b>FISHING TACKLE</b> Cotton Lines No. 2, 15 feet ..... 10 No. 3, 15 feet ..... 11 No. 4, 15 feet ..... 12 No. 5, 15 feet ..... 14 No. 6, 15 feet ..... 15 Linen Lines Small, per 100 feet ... 50 Medium, per 100 feet .. 55 Large, per 100 feet ... 65 Floats No. 1 1/2, per dozen .... 13 No. 2, per dozen ..... 15 No. 3, per dozen ..... 20 Hooks—Kirby Size 1-12, per 100 ..... 8 Size 1-0, per 100 ..... 9 Size 2-0, per 100 ..... 10 Size 3-0, per 100 ..... 11 Size 4-0, per 100 ..... 14 Size 5-0, per 100 ..... 15 Sinkers No. 1, per gross ..... 60 No. 2, per gross ..... 60 No. 3, per gross ..... 65 No. 4, per gross ..... 75 No. 5, per gross ..... 80 No. 6, per gross ..... 90 No. 7, per gross ..... 125 No. 8, per gross ..... 1 65 No. 9, per gross ..... 2 40 FLAVORING EXTRACTS Jennings D C Brand Pure Vanilla Terpeness Pure Lemon Per Doz. 7 Dram 15 Cent ..... 1 25 1 1/4 Ounce 20 Cent ..... 1 75 2 Ounce 30 Cent ..... 2 60 2 1/4 Ounce 35 Cent ..... 2 75 2 1/2 Ounce 40 Cent ..... 3 00 4 Ounce 55 Cent ..... 5 00 8 Ounce 90 Cent ..... 8 50 7 Dram Assorted ..... 1 25 1 1/4 Ounce Assorted .. 2 00 FLOUR AND FEED Valley City Milling Co. Lily White ..... 12 25 Graham ..... 5 70 Granena Health ..... 5 80 Gran. Meal ..... 5 70 Bolted Meal ..... 5 20 Watson-Higgins Milling Co. New Perfection .... 12 00 Worden Grocer Co. Quaker, 1/4s cloth .... None Quaker, 1/4s cloth .... None Quaker, 1/4s cloth .... None Quaker, 1/4s paper .... None Quaker, 1/4s paper .... None Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4s Out Spring Wheat Worden Grocer Co. Wingold, 1/4s cloth 11 00 Meal Bolted ..... 11 50 Golden Granulated .. 11 70 Wheat Red ..... 2 08 White ..... 2 05 Oats Michigan carlots ..... 80 Less than carlots .... 83 Corn Carlots ..... 1 75 Less than carlots .... 1 80 Hay Carlots ..... 24 00 Less than carlots .. 26 00 Feed Street Car Feed ..... 69 50 No. 1 Corn & Oat Fd. 69 50 Cracked Corn ..... 71 00 Coarse Corn Meal .. 71 00 FRUIT JARS Mason, qts., per gro. 7 60 Mason, qts., per gro. 8 00 Mason, 1/2 gal. per gr. 10 35 Mason, can tops, gro. 2 85			



## GELATINE

Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	75
Knox's Sparkling, gr. 20	50
Knox's Acidu'd doz.	1 85
Minute, 1 doz.	1 25
Minute, 3 doz.	3 75
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 50
Plymouth Rock, Plain	1 30
Waukesha	1 60

## HERBS

Sage	15
Hops	15
Laurel Leaves	20
Senna Leaves	45

## HIDES AND PELTS

Green, No. 1	16
Green, No. 2	15
Cured, No. 1	18
Cured, No. 2	17
Calfskin, green, No. 1	30
Calfskin, green, No. 2	28 1/2
Calfskin, cured, No. 1	32
Calfskin, cured, No. 2	30 1/2
Horse, No. 1	6 00
Horse, No. 2	5 00

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

## Tallow

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

## Wool

Unwashed, med.	@65
Unwashed, fine	@55

## HONEY

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

## HORSE RADISH

Per doz.	90
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## JELLY

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

## JELLY GLASSES

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

## MAPLEINE

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

## MINCE MEAT

Per case	3 88
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## MOLASSES

## New Orleans

Fancy Open Kettle	60
Choice	58
Good	58
Stock	
Half barrels 5c extra	
Red Hen, No. 2	2 70
Red Hen, No. 2 1/2	3 20
Red Hen, No. 5	3 35
Red Hen, No. 10	3 25
Uncle Ben, No. 2	2 70
Uncle Ben, No. 2 1/2	3 20
Uncle Ben, No. 5	3 35
Uncle Ben, No. 10	3 25
Ginger Cake, No. 2	3 25
Ginger Cake, No. 2 1/2	4 20
Ginger Cake, No. 5	4 15
O. & L. Open Kettle,	
No. 2 1/2	5 25

## MUSTARD

1/2 lb. 6 lb. box	30
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## OLIVES

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

## PEANUT BUTTER

## Bel-Car-Mo Brand

6 oz. 1 doz. in case	2 90
12 oz. 1 doz. in case	2 50
24 1 lb. pails	5 75
12 2 lb. pails	5 75
5 lb. pails, 6 in crate	7 00
10 lb. pails	21 1/2
15 lb. pails	21
25 lb. pails	20 1/2
50 lb. tins	20 1/2

## PETROLEUM PRODUCTS

Perfection	12.2
Red Crown Gasoline	23.2
Gas Machine Gasoline	43.7
V. M. & P. Naphtha	23.2
Capitol Cylinder, Iron	
Bbls.	39.4
Atlantic Red Engine,	
Iron Bbls.	26.4
Winter Black, Iron	
Bbls.	13.9
Polarine, Iron Bbls.	44.4

## PICKLES

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

## Small

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

## Gherkins

Barrels	25 00
Half barrels	13 00
5 gallon kegs	4 50

## Sweet Small

Barrels	28 00
5 gallon kegs	5 00
Half barrels	14 50

## PIPES

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

## PLAYING CARDS

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

## POTASH

Babbitt's, 2 doz.	2 65
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## PROVISIONS

## Barreled Pork

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

## Dry Salt Meats

S P Bellies	31 00@32 00
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## Lard

Pure in tierces	27 1/2@28
Compound Lard	23 1/2@24
80 lb. tubs	advance 1/4
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
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.	28 @29
Hams, dried beef	
sets	29 @30
California Hams	21 @21 1/2
Picnic Boiled	
Hams	31 @32
Boiled Hams	39 1/2@40
Mince Hams	20 @21
Bacon	37 @45

## Sausages

Bologna	16
Liver	12
Frankfort	18
Pork	14 @15
Veal	11
Tongue	11
Headcheese	14

## Beef

Boneless	25 00@27 00
Rump, new	30 00@31 00

## Pig's Feet

1/4 bbls.	1 75
3/4 bbls., 40 lbs.	3 40
1/2 bbls.	9 00
1 bbl.	16 00

## Tripe

Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00

## Casings

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

## Uncolored Oleomargarine

Solid Dairy	23 @26
Country Rolls	25 @29

## Canned Meats

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

## RICE

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

## ROLLED OATS

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

## SALAD DRESSING

Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's large, 1 doz.	5 25
Durkee's med., 2 doz.	5 80
Durkee's Picnic, 2 doz.	2 75
Snider's, large, 1 doz.	2 40
Snider's, small, 2 doz.	1 45

## SALERATUS

Packed 60 lbs. in box.	
Arm and Hammer	3 15
Wyandotte, 100 %	3 00

## SAL SODA

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

## SALT

Solar Rock	
56 lb. sacks	50

## Common

Granulated, Fine	2 00
Medium, Fine	2 10

## SALT FISH

Cod	
Large, whole	@14
Small, whole	@13
Strips or bricks	@10 1/2
Pollock	@12 1/2

## Holland Herring

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

## Herring

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

## Trout

No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	2 25
No. 1, 10 lbs.	90
No. 1, 3 lbs.	75

## Mackerel

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

## Lake Herring

8 lbs.	54
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## SEEDS

Anise	38
Canary, Smyrna	15
Caraway	75
Cardamom, Malabar	1 20
Celery	45
Hemp, Russian	8
Mixed Bird	9
Mustard, white	25
Poppy	80
Rape	15

## SHOE BLACKING

Handy Box, large 3 dz.	8 50
Handy Box, small	1 25
Bixby's Royal Polish	1 20
Miller's Crown Polish	90

## SNUFF

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

## SOAP

Lautz Bros. & Co.	
Acme, 100 cakes	5 40
Big Master 100 blocks	6 00
Climax	5 00
Queen White	5 00
Oak Leaf	5 40
Queen Anne	5 40

## Proctor &amp; Gamble Co.

Lenox	5 00
Ivory, 6 oz.	6 00
Ivory, 10 oz.	9 50
Star	4 90

## Swift &amp; Company

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

## Tradesman Company

Black Hawk, one box	3 75
Black Hawk, five bxs	3 70
Black Hawk, ten bxs	6 65

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.

## Scouring Powders

Sapallo, gross lots	9 50
Sapallo, half gro. lots	4 85
Sapallo, single boxes	2 40
Sapallo, 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

## 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

## Soap Powders

Johnson's Fine, 48 2	5 75
Johnson's XXX 100	5 75
Rub-No-More	5 50
Nine O'Clock	4 00

Lautz Naphtha, 60s	
Oak Leaf Soap Powder,	
24 pkgs.	4 25
Oak Leaf Soap Powder,	
100 pkgs.	5 50
Queen Anne Soap Pow-	
der, 60 pkgs.	3 60
Old Dutch Cleanser,	
100s	3 60

## SODA

Bi Carb, Kegs	3 1/4
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## SPICES

Whole Spices	
Allspice, Jamaica	9 @10
Allspice, lg. Garden	@11
Cloves, Zanzibar	@55
Cassia, Canton	@20
Cassia, 5c pkg. doz.	@35
Ginger, African	@15
Ginger, Cochlin	@20
Mace, Penang	@90
Mixed, No. 1	@17
Mixed, No. 2	@16
Mixed, 5c pkgs. dz.	@45
Nutmegs, 70-80	@45
Nutmegs, 105-110	@40
Pepper, Black	@32
Pepper, White	@32
Pepper, Cayenne	@22
Paprika, Hungarian	
Pure Ground in Bulk	
Allspice, Jamaica	@16
Cloves, Zanzibar	@68
Cassia, Canton	@32
Ginger, African	@25
Mace, Penang	@1 00
Nutmegs	@86
Pepper, Black	@35
Pepper, White	@4



### Traveling Men Seek to Modify Railroad Fares.

Negotiations being conducted with the Railroad Administration in Washington by the National Council of Traveling Salesmen's Associations to bring about some modification regarding fares, have reached the point where a petition has been sent to Washington jointly by the Salesmen's Associations and the Merchants' Association of New York, and it is expected a hearing will be granted to the committee of the National Council, which is composed of Tim Healey, President of the Council; Aaron Newman, of the Far Western Travelers' Association, and Bernard M. Levy, of the Southern Travelers' Association.

The petition which was sent in duplicate to Mr. McAdoo and to Garrett Ford, Assistant Traffic Director of the Railroad Administration, left New York City several days ago.

The petition states that while the National Council is in full accord with the policies of the Government with regard to the winning of the war, by the use of every means possible, it feels that some way for raising the necessary revenue can be designed that will differ from the proposed changes. It goes on to say that the salesmen consider that constructive criticism, and suggestions by which the Government can attain the same end and the same revenue, but without working such hardships on them, will, no doubt, be welcome. Here are some of the suggestions:

1. The salesmen, duly accredited be permitted to buy a 5,000 mile interchangeable mileage book at a rate of 2½ cents a mile. In order that the loss in revenue may be in part made up, a vocational tax of \$10 is to be charged each salesman, who must be registered and accredited by his firm. Only salesman are to be allowed to use the book.

2. That this mileage book be allowed to include payment on excess baggage, the salesmen figuring that if they have to pay the increased percentage of baggage, they would prefer to pay it on the 2½ cent rate rather than on the 3 cent rate.

3. That some method be devised whereby the salesman may also include the cost of his sleeper on his mileage book rather than on the new 3 cent rate. It is shown that the salesman virtually has to use a sleeping car, even if he can do with an ordinary day coach for day travel, since many travelers make their jumps during the night, and use the sleeper instead of a hotel.

As soon as news comes that a hearing has been granted, the committee, together with Samuel Blumberg, attorney for the council, will go to Washington, to take up in person the discussion of the matter.

### Truly It Is Selective Service.

In civil war days the boys who went from any town or county usually served together in the same company or regiment. Now they no sooner reach training camp than they are separated and assigned according

to their previous occupation or fitness for certain kinds of work.

A service flag bearing seven stars, representing a young lady and six young men, was recently dedicated with appropriate exercises in a country church. Five of the farmer boys had gone into other work. They were serving or were in training as follows: Two in France in garage and machine repair shop; the trained nurse in a Southern hospital; the carpenter cutting timber in Vancouver; the school teacher who had taught in the Philippines in reserve officers' training camp in Texas; the farmer who could run a gas engine and ride a motorcycle in a machine gun battalion in Alabama; and the steward of a city club, the last to go, will, no doubt, help feed the boys.

If she sells \$300, she receives one half of the departmental percentage or 2½ per cent, of her excess sales of \$100. Her bonus for that week is \$2.50.

When a saleswoman gets a bonus for a number of weeks, her salary is raised. This raises the required amount of sales and the bonus. It is an incentive to her to raise her standard week by week. O. K. Burton.

### Campaigns Against Rats.

To reduce the \$200,000,000 loss in food and other property destroyed annually by rats, the Bureau of Biological Survey of the United States Department of Agriculture is giving advice as well as assistance in a number of State and local campaigns against this worst of pests. State-wide campaigns are in progress in

useful in regions where the growing season is too cool for the production of large yields of silage corn. The experiments were begun in 1917 at Huntley, Montana, and Scottsbluff, Nebraska, and the first year's results led the investigators to extend the work to other points this year. In 1917 the yields of sunflower silage exceeded those of corn silage in the same fields from 50 to 100 per cent. Yields of more than 20 tons per acre were obtained under irrigation. Preliminary feeding tests have indicated that the sunflower silage may be substituted satisfactorily for corn silage, but directly comparable results have not yet been obtained in sufficient volume to justify a full statement as to the comparative values of the two feeds.

### Firemen Help Home-Demonstration Agent Sell Milk.

Three successful milk depots have been established at fire stations in New Haven, Connecticut, by the city home-demonstration agent of the Department of Agriculture and the State agricultural college. The fire stations make clean, central places where plenty of volunteer help is available for handling the milk. Bottled skim milk from two large dairies outside the city is sold at five cents a quart. The stations are open during the noon hour with two women volunteers on duty at each one to superintend the sales. Children stop for the milk on their way home from school. The firemen co-operate in every way. They take full charge of setting up the temporary counters and lifting the heavy crates of bottles as well as in keeping the children in line and helping with the sales.

### Girls and Women To Harvest Fruit.

More than 1,000 girls in Oregon cities have been interested in light farm work by farm-help specialties of the United States Department of Agriculture, and are now being placed in the fruit districts of the State to assist in picking berries and fruit. In some cases these girls and women receive training in grading and packing fruit and have shown that they are more efficient helpers in this line of work than men. Many of the growers are providing tents as quarters for the women.

### Lumber Camps To Conserve Food.

Four thousand lumbermen in Montana will be reached in a food-conservation campaign this summer. The home-demonstration agent of Flathead county, working under the United States Department of Agriculture and the State agricultural college, is cooperating with the men employed by the camps to teach conservation to the cooks. A food-saving programme has been planned, with which this special demonstrator will reach every camp in the State.

When a traveling salesman begins to talk about giving you an inside price, you are justified in beginning to think that somebody else may be getting a price still further inside.

Hit hard and quickly for all we have and are and hope to be.

### HATS OFF TO THE LADIES.

I say hats off to the ladies, men  
For the Red Cross work they have done,  
It was they who kept the Red Cross alive  
Before the great war was begun.

I say hats off to the ladies  
For the soldier boys fighting the Hun  
Are the gifts of some loving mother,  
And to some must a sacrifice come.

I say hats off to the ladies,  
For 'tis to them the most suffering has come  
In the land over there, where the earth is laid bare  
By the hand of the terrible Hun.

I say hats off to the ladies,  
Who are taking the place of men,  
To the ones over there, who are nursing with care  
Those who are injured by the work of the Hun.

I say hats off to the ladies,  
Whose assistance by what they have done,  
In control of the table, made Uncle Sam able  
To feed our men pointing the gun.

I say hats off to the ladies,  
Who are lending a helping hand,  
In the work to be done to conquer the Hun,  
In a far off and distant land.

I say hats off to the ladies,  
Let it be so for years to come,  
History will show as older we grow,  
It was the ladies that helped lick the Hun.  
W. T. Russell.

### This Keeps Every Man "Humping."

"Sales-Sharing" is the way the Strous-Hirshberg Company of Youngstown, Ohio, designates the bonus plan used in its store. It is designed primarily not to promote team work, although that, of course, results from it; but rather it is intended to stimulate individual endeavor.

After reviewing several years' records the company determined the percentage of salary as compared with the sales in each department. Each salesman and each saleswoman was then placed on a salary commensurate with the amount of sales he or she is expected to make in a week. If he sells more than the required amount, he receives a bonus equal to half of the department percentage based on the excess amount.

An example may help to make the plan clear: The percentage over the set amount of sales in one department is 5 per cent.; a saleswoman getting \$10 a week is expected to sell \$200;

Mississippi, West Virginia, and Georgia, while Maryland, Minnesota and Alabama are planning to take up such work in a few weeks. These campaigns are usually made through county agents and emergency workers, by co-operation with the States Relations Service. The Board of Health of Kansas has been making a State-wide educational campaign against rats, while many local organizations in cities, villages, and rural communities have been engaged in active efforts to eliminate these animals. An indication of the increasing interest taken by the public in this work is shown in the steadily increasing demand for antirats bulletins and posters published by the department.

### Sunflowers For Silage.

Experiments with sunflowers to determine their suitability for silage are being conducted in the Western United States by the Bureau of Plant Industry, in co-operation with State experiment stations. There are indications that this crop may be specially



## UPPER PENINSULA.

## Recent News of the Cloverland of Michigan.

Sault Ste. Marie, June 24—John Metzger, proprietor of the Soo's popular summer resort, announces the opening of this famous resort July 1. He has put the commodious launch, Jane S., on the route, making four trips each day. This will be good news to the cottages and many Sooiters who have been taking advantage of this resort during the good old summer time.

Chippewa county will send an official exhibit to the State Fair at Detroit in September. E. L. Kunze, our county agricultural agent, will look after the exhibits personally. Chippewa county is right there when it comes to giving any exhibitions in the agricultural line.

It was through the efforts of the Commercial and Civic Association that the Soo line will put a through sleeper in service two days each week, which will leave Chicago on Tuesday and Friday on the C. & N. W. train No. 101 out of Chicago at 6 p. m. Out of the Soo the sleeper will be attached to No. 87, leaving at 1:30 p. m. each Wednesday and Sunday. This will be greatly appreciated by all who are obliged to take in the windy city.

The Agricultural Society entertained the visiting delegation of the Cloverland Fair Circuit, also the Board of Supervisors and Board of Education at a dinner given at the Country Club, Thursday, June 20. J. E. Baker, secretary of Delta County Fair Association gave an address as to what is being done in Delta county and the importance of bringing the fair home to the people, and the help given the county through the supervisors and that a fair firmly established on the right basis will be self-sustaining. He says that after four years, the Delta County Fair was put on a county paying basis and closed last year with \$1,500 in the bank. Chas. Kaye, secretary from Manistique, also gave valuable information as to co-operation. A. L. Sayles, well-known attorney and secretary of Luce County Fair, also gave an interesting address making a good impression on the guests. The weather was ideal and the visiting delegation were unanimous in their opinion that the Soo is one of the finest places that they have yet visited and they only regret that their stay was too short to enjoy the magnificent scenery and sights that had to be missed.

The Soo Brewing Company has adopted the name of "Tip-Top" to replace that of "Rhein-Brau" for its temperance brew. A prize of \$50 was awarded to one of the Soo's young ladies for suggesting this name. There were nearly 1,000 people participating in this contest.

Moore & Lee, the new proprietors, of the Empire, have installed an electrical self-playing orchestra machine of the Brisgovia makes, making one of the finest of its kind in the city. The new firm is starting out with a very prosperous future, and will be busy, especially during the tourist season.

Francis T. McDonald, one of our well-known attorneys, received the congratulations of his many friends on his good fortune over being elected exalted ruler of the Michigan Elks at the State convention held at Jackson last week.

The Soo Trotting Club have arranged for a meet on July 4. Several strings of fast horses will be in the Soo to compete with local trotters. The Soo has a good string of thoroughbreds owned by Jas. Morrissey and will be seen for the first time in harness on the Soo track. John McMahon and George Watson will also have some of their best horses entered and many outsiders are expected to compete for some of the

coin. Jas. H. McDonald, Secretary, is one of the busy men and will see that the Fourth of July will not be passed up this year on account of the war scare.

"The man who sits down and waits for fortune to come along and smile on him needs a soft cushion."

The Soo has taken on a Zoo with bears, moose and deer wandering about the city promiscuously. A big black bear was shot and killed by a soldier on guard at the locks. A large moose wandered around the Country Club grounds and a deer visited a garden in the south part of the city. Two bear cubs have been captured and are now on exhibition in the show window of the A. H. Eddy Food Emporium, and are causing much entertainment.

The sad news from the front cast a gloom over the city last week when Major T. M. Allison was killed in action with the British troops in France. Mr. Allison was a resident of the Soo for fourteen years and in the employ of the Northwestern Leather Company. He enlisted at the beginning of the war. He achieved the rank of major just before his tragic death.

We are informed that one of Allen-ville's esteemed citizens drives six miles to his work every day with a brand new car in his garage. We are not told whether it is on account of the flies or gas that is accountable for his actions but evidently there is a reason.

A large party of Soo people spent Sunday fishing at the Snow Islands. Herbert Fletcher got the first prize for getting the largest number of fish. George Bailey being close second, counting the small ones. Jos. France, who is considered one of the expert fishermen, was low man, catching only two fish, not counting the ones that got away. The party left the Soo without any disappointment for a fish dinner so there was no suffering and all reported a very enjoyable time at the beautiful Snows.

W. E. Dolan has resigned his position as cashier for the D. S. S. & A. at St. Ignace to accept one as purser on the steamer, Kansas, a Chicago boat for the season.

The Woodcraft Shop at the Snows has made many improvements and changes and is now open for the season on the war basis. Fishing licenses may be obtained there.

William G. Tapert.

Beyond the widely published information that it is to go dry on July 1 and that it subscribed well to the last Liberty Loan, our little island of Guam does not figure largely in the news. And yet since the day when it innocently fired a salute of welcome to the American cruiser which came to demand its surrender, changes have taken place in Guam which illustrate the contrast between the march of American civilization and that of Prussian Kultur. Many of our sailors and marines are stationed there for further training, and the natives are fond of them. One writes: "From here I can see a marine standing on a raised platform leading several hundred children in their morning physical exercises, while a native band is playing patriotic airs for the youngsters. A 'buck private' this man is, yet he is having a large part in the future education of the inhabitants of this remote island." We have insular patrol there, of course, but it does more than police work; its members teach the people better farming methods and instruct them in the principles of sanitation.

## 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—Restaurant and confectionery in city of 5,500, county seat, established business, coal in for winter; other business. The Crouts Cafe, Charlotte, Mich. 781

Good chance to obtain grocery and market, low rent, small stock, good business and excellent location. Write Box 375, Montague, Michigan. 782

This Paper helped me to trade my hardware store for land. Now I want to trade my Florida orange grove and farm land for clean hardware stock, general store or variety store, not to invoice more than \$10,000. What have you? For price and particulars, write M. B. Cain, No. 211 Berger Bldg., Pittsburg, Pa. 783

Wanted—Young man or saleslady with \$500 to \$1,000 in growing store. Good position. Money will double. Write particulars, Box No. 1,300, Butte, Mont. 784

Splendid Opportunity—\$11,000 stock of new, clean, up-to-the-minute dry goods and ladies' furnishings for sale. Live Michigan town of about 3,000 population, with factory employing about 500. Center of splendid agricultural district. Store 18 x 100; two large show windows; rent \$35 month. Doing business about \$20,000 yearly. Reason for selling—death of senior partner. Reply to No. 785, care Michigan Tradesman, Grand Rapids, Michigan. 785

For Sale Or Trade—American Laundry. Will take Liberty Bonds in exchange for it. Laundry man in war. Will sell for \$400. Enquire over laundry. 122 Maple Street, Big Rapids, Michigan. Elizabeth Minier. 786

For Exchange—Fine house and lot in city for good paying business in Northern Michigan, preferably newspaper business. Address No. 788, care Michigan Tradesman. 788

For Sale—We have a general store for sale at Bradley Junction on the M. T. & W. R'y. and the Soo Line. It is the only store in town and is in a very good location. Also have post office in store. Store buildings and stock will amount to \$7,000 or \$8,000. Reason for selling, come in the draft age. Address Johnson Brothers Company, Bradley, Wis. 790

For Sale—Store building, suitable for millinery, shoe store or barber shop. Address H. K., Box 105, New Era, Mich. 791

For Sale—Twenty-five Arm Steel Upright Swinging Rug Rack at a bargain; brand new. Bodbyl Furniture Co., 41 Monroe Ave., Grand Rapids, Mich. 793

For Sale—One 6-foot showcase; one 16-foot, 6 trolley clothing cabinet; eighteen 42-inch trolleys; fireproof safe; three fine electric chandeliers; electric signs. Also store for rent. Eighty-foot steel ceiling. Good basement. Modern front, cost \$600. Rent \$40 per month. Miles E. Stark, Grand Ledge, Mich. 787

For Sale—The Hotel DeHaas, recently completely remodeled. This is a thirty-five room brick hotel, with fifteen other rooms easily available. This is a money maker. Will sell cheap. Will not exchange. Reason, age. Dr. N. DeHaas, Fremont, Michigan. 796

For Sale—Stock of books, drugs, mouldings, wall paper, paints, glass and the usual sundries. Good soda fountain. Reason for selling, wish to retire from business. Frank Smith, Ypsilanti, Mich. 795

Hardware For Sale—Only one in town of 1,500. Excellent location; will consider farm in exchange. Address No. 794, care Michigan Tradesman. 794

For Sale—Clothing and furnishings stock at a discount that will net you at least \$4,000. Doing \$30,000 per year, with very small expense. Town of 5,000 population. Would consider some trade, about \$10,000 to handle. Address No. 797, care Michigan Tradesman. 797

For Sale—Up-to-date grocery stock and fixtures. In Ann Arbor. Invoiced \$2,000 to \$2,500. Address 772, care Michigan Tradesman. 772

For Sale—Eighty-acre farm; best of soil, good buildings and fences, wind mill, fruit, etc., seven minutes' drive to city of Petoskey; also a nice home at this number. Write Mrs. S. C. Johnson, 207 Michigan St., Petoskey. 774

For Sale—The most complete and up-to-date meat market fixtures in Southern Michigan. Will sell as a whole or various fixtures separately. Enquire of A. E. Armstrong, care The Carroll Dept. Store, Bronson, Michigan. 777

\$6,000 stock furnishing and shoes in best small town in Michigan. Money maker. Low price; will pay to investigate. Address No. 775, care Michigan Tradesman. 775

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

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

If you want to buy, sell or trade your business, see Hallock, 135 1/2 East Fulton street, Grand Rapids, Michigan. 654

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

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 tank oil wagon, with cab, capacity 150 gallons, in first class condition. Address H. W. Warden, Leland, Michigan. 778

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. 779

For Sale—Garage 52 x 140, brick and cement, in county seat; best garage in town and fine opportunity for the right man. Write W. J. Parker, Corunna, Michigan, owner. 760

Garage and Good Automobile Agency For Sale—Best location in town; would consider selling half interest to right party, but would rather sell all. Address H. E. Morris, Hill City, Kansas. 761

For Sale—Stock of general merchandise, in good farming community and factory town. Will reduce stock to suit purchaser. Residence and store buildings at low rent. Must sell on account of draft. Address Fred Eichenberg, Parklake, Michigan. 763

For Sale—General stock located in church center in good farming country. Stock will inventory about \$3,000. Annual sales \$20,000. No bad debts. Store buildings, barn and blacksmith shop can be purchased for \$2,000. Address Mrs. P. J. Bresnahan, Parnell, R. R. from Ada. 764

Cash Registers—We offer exceptional bargains in rebuilt National or American registers. Also fireproof credit systems. All makes. We buy, sell or exchange. We carry a full line of supplies. Address The J. C. Vogt Sales Co., Saginaw, Michigan. 335

Wanted—Second-hand cash register, for cash. Address A. F. Hunt, 215 So. Washington Ave., Saginaw, Mich. 767

For Rent—Corner store building on main street, plate glass and copper front down stairs and large show window up stairs. Balcony in rear first floor, size of rooms twenty-two by eighty feet. Fine location dry-goods store, permanent bankrupt store or complete hardware store. N. B. Hawkins & Co., Portland, Ind. 749.

## POSITION WANTED.

Wanted—Position in grocery or general store. Have had thirty years' experience in general merchandise. Am fully qualified to manage or help manage mercantile business. Do you want such a man? Address No. 762, care Michigan Tradesman. 762

## SEE NEXT PAGE.

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





## FOOD CONTROL AND SURVEY.

### Beware of the Heavy Hand of Hoover.

Hoarded Flour in German's Store.

After F. H. Mayland, alleged pro-German clothier, of Muskogee, Okla., had been attacked by a mob of 300 men United States officers in a search of his clothing store found 500 pounds of flour hidden in suit boxes and other receptacles through the building. Mayland and a clerk, Fritz Cracauer, also a German, are held in the federal jail. Hoarding charges will be preferred, District Attorney McGinnis said.

Sizes 11,000 Barrels of Flour.

State Food Administrator Swenson of Wisconsin last week ordered 11,000 barrels of wheat flour in possession of the Horlick Malted Milk Company, Racine, turned over to the Federal Government in Chicago.

Advised to Buy Crates and Baskets.

Shippers of perishables and manufacturers of containers should act immediately to prevent food losses this season by providing crates, barrels, hampers, and baskets for perishable products in time for the shipping season, the United States Department of Agriculture advises.

Manufacturers will be greatly aided if shippers and growers will order now instead of waiting until the shipping season begins in their locality. This will prevent plants shutting down and help to utilize every facility and worker of the manufacturer.

The threatened shortage of containers is general, both in territory and in types of packages. Bear in mind, says the department, that perishable fruits and vegetables marketed in containers are, to a large degree, substituted for the staple foods now being sent to feed our soldiers and the people of the Allies. Perishables wasted here lessen the supply "over there."

### Sugar Restrictions In Force This Week.

Granulated sugar (bulk or package) should retail for not to exceed 9½c per pound (10c for a single pound or two pounds for 19c).

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

Special sugars, like Crystal Domino, Cubes, Pulverized, etc. should be sold at a price which will give the retailer only a normal pre-war profit.

Not to exceed two pounds at one time may be sold to a family residing in town and not to exceed five pounds may be sold to a family residing in the country.

It is expected that on the average not more than ¾ of a pound of sugar per person per week will be used. In fact, this limit should be held to ½ pound per person per week whenever possible.

The larger consumers of sugar, like hotels, restaurants and boarding houses, should be supplied in proportion to the number of persons they serve.

By requiring the customer to sign a statement—the retailer is permitted to sell for canning and preserving

only, twenty-five pounds of sugar at one time. In case an additional quantity is required by the same person or family, permission for such purchase must be given by the local Food Administrator by endorsing such certificate upon the back thereof but in no case should more than three allotments of twenty-five pounds each be sold unless the purchaser has permission direct from the Food Administration at Lansing.

No sugar can be sold to any manufacturer (soda water, candy, medicines, soft drinks, ice cream, etc.) unless a sugar certificate issued by this office is delivered to the seller, which is cancelled by him and returned to this office.

In view of the necessity for those regulations, violations will be sufficient cause for closing your place of business.

Geo. A. Prescott,

Federal Food Administrator.

### Bottom Facts From Booming Boyne City.

Boyne City, June 24—The Boyne City Citizen is "manned" entirely by women and the printresses are doing a very creditable job. Miss Agnes Blanshan, who has been with the Boyne City Publishing Co. for several years, is forewoman of the composing and press rooms. It is very hard for a mere man to realize that the very busy and practical looking hands are the same fluffy ruffles that appear after hours.

The pavement of Division street, east of Boyne avenue, is progressing rapidly and the half mile will be pretty much completed this week. The side walk improvement on Water street is done, to the vast satisfaction of all pedestrians and the excavation of Park and Main streets for the new pavement is almost completed.

The Boyne City Laughrey Enamelled Silo Co. will be organized this week with a subscribed capital of \$15,000 for the manufacture of concrete silos. This is the second good industrial enterprise which has been landed by the Chamber of Commerce within the past six months.

A larger amount of lumber is moving out by boat this season than usual. Lumber carriers have been a common sight at our docks all season. Railroad service has been so slow that the marines have an inside track on the bulk carrying trade. Boyne City is fortunate in having so many outlets for its manufactured products.

How can the housewife conserve the fruit supply if she can't get the sugar to can what she can? If she can't can what she could can, how is she going to can what she would can?

Why do people think that the boy who goes to the army, where everything is done to care for him—physically, morally and mentally—is lost to them, when they will think nothing of sending the same boy to our big industrial centers, where nothing is done to look after the welfare of the young man and where the chance of physical danger is almost as great and of moral failure is infinitely greater? Our boys are going to do a man's work in the world. For God's sake cut out the sob stuff and don't turn their blood to water before they start. Their fathers and mothers dared the dangers of flood and field, of forest, stream and prairie, of cold and starvation, to make this Nation what it is. Shall we not credit our boys and girls with equal purpose and courage and give them cheer and Godspeed on their departure?

Maxy.

## CANNED GOODS SITUATION.

Beyond a few resales here and there there is very little business being done in spot canned goods. These transactions are merely the result of special conditions that arise from time to time and as they are now carried out appear to be strictly legitimate considered from the standpoint of the Food Administration's regulations. These rules were designed to eliminate profiteering and they seem to have been successful, for there are no complaints now of any violations or of hoarding. As soon as the trade fully comprehended what was meant it fell into line and accepted the rules both in spirit and in letter as necessary to help win the war. To be sure, there were a few who tried to take advantage of them, but the prompt action on the part of the Government in inflicting severe penalties made these recalcitrants understand that the rules were made to be obeyed. Those who violated them inadvertently were treated accordingly, until now it may be said matters are working very smoothly. These rules produce some curious discrepancies on quotations, however, because the resale prices are the original purchase prices plus costs and a specified percentage. Thus the quotations vary in accordance with the original purchase prices, such purchases having been made under varying conditions of period, supply and demand. As to futures, jobbers are proceeding very slowly. The fact is generally recognized that in spite of price regulation the economic laws still pre-

vail. Supply and demand govern in the end despite all obstacles, and high prices continue to stimulate production and curtail consumption and low prices to have the opposite effect.

### New Beef Rules for Public Eating Places.

No beef can be served except at the following times:

Monday noon—Roast beef.

Wednesday noon—Stewed, boiled or beef hash.

Thursday noon—Steaks in any form including Hamburg.

Saturday—Stewed, boiled or beef hash.

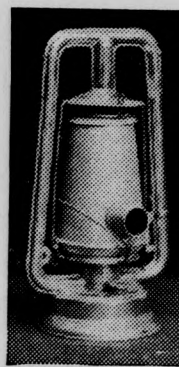
Bi-products of beef such as oxtail, liver, sweetbreads, hearts, kidneys, brains, and tripe may be served at any time.

### They Advertise For Him.

Instead of advertising his special sales, one of which he holds each week, a merchant divides his appropriation among his salesmen according to the number of sales of the specially priced article they make. Sometimes the salesman making the best record receives as much as \$4 for his day's work, the next \$3, and so on down to the last one. Of course each salesman tries to top the list; and the sales are very successful. Warner Garden.

When you hear your German neighbor make a disloyal remark, report him to the A. P. L. Don't excuse him on the plea that he is not to blame for being a German. One would not pet a skunk because he was not to blame for being a skunk.

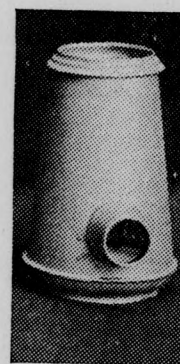
## Don't Violate the Law



Lantern  
Globe  
Egg  
Tester

Best on  
Earth

Pat. Dec. 5, 1916



## Fits an Ordinary No. 1 Lantern

Can use Coal Oil in lantern or attach Electric Light.

Can be used by Egg Dealers, Producers and Consumers with perfect results.

Globe prepaid Parcel Post, \$1.50 each.

Kent Storage Co., Grand Rapids, Mich.