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MICHIGAN TRADESMAN

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Thirty-Sixth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 28, 1918

Number 1823

Prayer for Safety of Our Soldiers

Father, protect our boys in brown
Who march from hamlet, field and town;
Each one a replica of Thee,
Each bears a cross to Calvary.

Be with them on the bloody field;
Be Thou their armor and their shield.
Whisper to those so sorely tried
"Hold firm, thy Comrade stands beside."

When far from friends and mother care,
Be with them there---be with them there.
"No greater love hath man than this."
Be unto them the love they miss.

Father, behold how straight they stand,
These boys of our beloved land!
Oh, bring them safely home again,
This is our fervent prayer---amen.

Use Citizens Long Distance Service



To Detroit, Jackson, Holland, Muskegon, Grand Haven, Ludington, Traverse City, Petoskey, Saginaw and all Intermediate and Connecting Points.

Connection with 750,000 Telephones in Michigan, Indiana and Ohio.

Citizens Telephone Company

Red Crown Gasoline for Power

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

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

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

For sale everywhere and by all agents and agencies of

STANDARD OIL COMPANY

Chicago (INDIANA)

U. S. A.



A Popular Leader for Conservation Flours:

Fleischmann's Yeast

Easy to handle!
Always reliable!
Never a come-back!

It Pays to Handle Fleischmann's Yeast

THE FLEISCHMANN COMPANY



You Pay More Now to Wrap Loose Sugar

Your time, your clerk's time—even the boy's time—is too valuable now to devote to wrapping sugar.

Franklin Sugars in convenient cartons and cotton bags, eliminate all scooping, weighing and wrapping. They save you spilled sugar, overweight, paper bags and twine.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered, Confectioners, Brown



Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Company
The Pure Foods House

Distributors

GRAND RAPIDS, MICHIGAN

MICHIGAN TRADESMAN

Thirty-Sixth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 28, 1918

Number 1823

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor

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DESTROY EVERY GERMAN?

Germany believes that she has the right to dominate the world. Her militaristic autocracy believes that this war is a step toward such world domination, but that German demands for the present may rest satisfied with substantial gains in Europe. For years German political writing has been full of the "terms of peace" after a war, and to-day those terms remain unaltered. The Russian negotiations have served to prove that what has for a long time been public opinion, is now official opinion.

In the first year of the war, the one great fear expressed by German officers was that a long war in Europe would "cause America to wake up." Wake up to what? Not to the need of American participation in the war. The German officers thought America negligible for this war. But they did, and do, fear that America would awake to the danger to herself, her ideals, her institutions, her interests.

There is no hope of a changed Germany—of establishing those peaceful and friendly relations which should determine international conduct—if Germany gains her objects, or any part of them, in this war. She has set her heart on certain material objects. We must see to it that she does not gain them. Then her first step blocked, we may hope that her people may awaken from their dream of empire. We fight for a world peace, yes; but we also fight for self-preservation. Unless we can accomplish the result by other means, we must destroy every German in Germany in order to make the world safe for the civilized people on this planet.

The foundation cause of this war is Germany's firm belief that she alone has the right to direct the progress of the world and to exploit its resources. For the last thirty years the military autocracy of Germany has seen to it that this belief was

taught in the schools, and to-day that autocracy is reaping the benefits of a blind obedience to its will. German political writing of recent years is full of the idea that the German people is God's chosen people, destined to impose its Kultur on all other peoples.

German teaching has borne fruit and the world is aghast. Volumes are needed to list, merely, the proved cases of barbarity—for Germany by refusing investigation through a neutral jury proposed by Cardinal Mercier, has confessed her guilt.

Let us not forget that German officers and soldiers in 1914, with no restraint, raped the women and children of Belgium and France in the first advance; that they placed screens of children before them; that they executed, as a warning against a feared Belgian rising, fifty innocent Catholic priests and thousands of innocent citizens; that they gave themselves up in a hundred different places, to plundering, incendiarism, imprisonment, massacres and sacrifices; that in France they have deliberately made a desert of territory in retreat, of destroying productivity for at least a generation to come; that the Kaiser ordered Turkey to massacre half the population of Armenia, and the people of Germany openly applauded the Kaiser for his bloody crusade; that Germany, by the cruel starvation and deportation of conquered population is attempting to "Germanize" the lands of Poland and Russia; that she torpedoes hospital ships with "defenseless beings, wounded or mutilated in war, and women who are devoting themselves to the work of relief and charity," (Protest of the International Red Cross committee in Geneva, February, 1917); that no other government in the world's history, ever ordered or approved a Lusitania.

On September 2 Chicago will enjoy moving pictures, projected on a water screen one hundred feet high and five hundred feet wide, at a distance of 1,600 feet from the audience. This will mark the opening of the Government's war exposition in Grant Park. The Great Lakes Band will begin to play the national anthem and then sixty streams of water will pour from the fire tug Graeme Stewart, and the Stars and Stripes will appear in colors on the fluid curtain. Then motion pictures of various war activities will be shown. The projecting machine will be mounted on a platform built in the lake, but the audience will be seated on shore. Experiments have proved that this aquatic drama is practicable.

Most things will come your way if you go after them.

WATCHDOGS OF THE SEA.

During June alone British ships steamed 8,000,000 miles, so says the head of the British Government as he points out the picture of the work of the British sea dogs—the watchdogs along all the lanes of the seven seas. Added to all else, the British fleet has made secure for trade, measurably so, the sea traffic of all waters, and not a German flag aside from those of the submarines has dared to show itself. At first a raider or so appeared and was shot to pieces.

Well does the British Premier, without any disparagement to the other Allies, point to the fact that the German land offensive might have been disastrous if successful, but the sea offensive would have been fatal. The possibility of American transportation to the war areas would have ceased with destruction of the British fleet. France, Italy and Great Britain threatened with starvation—the war would have been over. The British Navy at the outbreak of the war had a tonnage of two and a half million; to-day it has a tonnage, with auxiliary ships, of eight million. Its vast preponderance over the fleets of its Allies has made it the one outstanding guarantor for the security of the seas from enemy assailants, and even in the case of the submarines there have been one hundred and fifty of these sunk, mostly in the course of the past year. England has given freedom of the seas to the allied and neutral shipping.

PUTTING ON GERMAN STAMP.

On several occasions attention has been called to the manner in which the Germans have built up a large amount of business by picking up what may be regarded as the unconsidered trifles of trade. One of their specialties was the taking of partly finished manufactures of other countries and using them as raw materials for their own industries. Great Britain was one of their great sources of supply in ventures of this kind, and the iron and steel industry of that country was much drawn upon. Quite recently there has been considerable discussion in Great Britain as to the manner in which the Germans imposed themselves on Sheffield cutlery, and especially as to razors. A quarter of a century ago, an Englishman invented a machine for the hollow grinding of razors, but the Sheffield manufacturers and journeymen would have none of it. So the Germans took it up and improved on the machine. As a result, razor "blanks," partly finished and made of the best Sheffield steel, were sent to Hamburg to be there finished. Then the Sheffield people brought them

back and stamped on them "ground in Hamburg". This gave them a vogue enabling them to command higher prices. After a while, the Sheffield people even put the Hamburg stamp on razors that were not ground in the German city so that they could get the benefit of the enhanced prices. This disparagement to British trade is one of the things that is now done away with.

The agreement with Sweden brings to a satisfactory end negotiations which have been pending almost since the day we entered the war. Sweden, like the other neutrals, has finally been brought to a recognition of the fact that the Entente controls certain essential raw materials, and hence the Entente is in a position to demand that any Government which wants these raw materials must acknowledge as effective the existing blockade of Germany. We are to furnish Sweden with certain necessary supplies. She in turn must pledge herself that none of these supplies are to be exported to Germany, and, moreover, that they shall not release other supplies for export to Germany. This is the most important provision of the new agreement, because it keeps the blockade intact and effective. The clause allowing Great Britain her proportionate share of Swedish iron ore merely follows the precedent set in the pact with Switzerland; while the clause as to use of Swedish ships follows our arrangement with Holland. No doubt, recent allied victories and the fear of a German peril in Finland, more particularly in the Aland Islands, have helped to bring about the present agreement. But the most potent factor, after all, has been the argument from necessity.

California stands in doubt, trying to choose between wild ducks and the cultivation of rice. The law which protects migratory birds ensures safe conduct for the ducks at present, and the rice-growers have no way of saving their property from unprofitable consumption. The San Francisco Chronicle complains that the game is fattened "at other people's expense, for the gratification of those who find pleasure in killing something." If the Federal law leaves the ducks exposed at any point, the State law is there with armor, so that the rice-growers of the West feel somewhat the same emotions in regard to the wild duck as the stockmen of the Far North feel for the brown bear.

The chap who has decided to enjoy life as he goes along is out of place in the present times.

LATE FOOD RULINGS.

Substitute Programme Will Not Be Reduced.

Lansing, Aug. 27—There is no longer any regulation as to what kind of shortening bakers may use in any product. They may use animal fats, vegetable fats and oils, compounds or butter. Whichever fat is used, however, should be used in an economical manner. While there is no longer any need for designating a certain kind of shortening, the need for conservation of all fats still exists and the Food Administration asks that it be observed.

Geo. A. Prescott,
Federal Food Administrator.

Grinding Rye For Feed.

Lansing, Aug. 27—Owing to the scarcity of feed for stock in Michigan, the following general permit is issued:

1. You are permitted to grind for feed rye that is unfit to be ground into flour, whether because the rye was frosted while growing or for some other reason. In each such case you must keep a record showing the name and address of the farmer for whom you grind the rye, and the number of bushels ground.

2. When rye has become unavoidably mixed with other grains in the growing, to such an extent that it cannot be used for grinding into flour, you are permitted to grind it for feed, but in each such case you must require the farmer to sign a certificate that the grain was mixed in growing. These certificates must be filed by you for our inspection.

3. You are permitted to grind good rye for feed for hogs if the farmer signs a certificate stating that he has not a sufficient amount of other feed for his hogs. Under this permit you should not grind for any farmer an amount of good rye in excess of his requirements for feed for his hogs until December first.

4. In giving this general permit you will see that we are largely putting this matter up to the judgment of millers and elevator men having feed mills, in order to save all the trouble of sending for a separate permit for each farmer. All we are asking is that proper records be kept and proper certificates taken from farmers.

Geo. A. Prescott,
Federal Food Administrator.

Sugar Shortage Still Acute.

Lansing, Aug. 27—The sugar shortage is still acute and there is no sign of immediate relief. The beet supply will not begin moving for another month and it will probably be November before any relief is possible. The United States Food Administration issued notice that the reduced August figures must stand for September and that there was no use for individual pleadings and appeals for revision. Also, there was no place for new business in the restricted programme. The public, however, is in this case amply able to protect itself by merely co-operating with the Food Administration. Because Mr. Hoover's department is represented on the international committee which is the largest purchaser of sugar in the world, it is able to regulate prices and profit from the factory to the table.

Geo. A. Prescott,
Federal Food Administrator.

Sugar Situation Serious.

Washington, Aug. 26—The sugar situation is serious and will remain so at least until the first of October. Our greatest problem is to get the facts fairly before the people and to make them realize that it is much better for us to try to skimp along on the sugar we have than to withdraw ships from the transportation of troops in order that we may col-

lect a little more sugar for our own use here at home. We desire particularly to nail flatly the pro-German arguments about there being plenty of sugar in Cuba and plenty of sugar in other parts of the world, and therefore no necessity for a shortage here. A soldier in France means a great deal more to us just now than a pound of sugar in Java.

United States Food Administration.

Resales of Poultry and Eggs Forbidden.

Washington, Aug. 27—With the object of keeping fresh poultry and eggs moving from the producer to the consumer in as direct a line as possible, the Food Administration emphasizes the rules which must be observed regarding resales within the same trade. In the cases of both fresh poultry and fresh eggs, the following classes of dealers are recognized: (1) Original packers and shippers; (2) commission merchants and wholesalers; (3) jobbers and suppliers of hotels and institutions; (4) retailers.

With a few exceptions, sales between dealers in any one of the above classes are prohibited. For the present, sales between wholesalers in different cities will be permitted when necessary to supply the reasonable requirements of the buyer's business. However, there must be an actual shipment of the goods and the movement between cities must be in the direction of normal crop movement from producer to consumer. In addition to these sales between cities, only two sales between dealers in Class 2 may be made without obtaining the consent of the local Federal Food Administrator, and then only if such sales are necessary to supply the reasonable requirements of the buyer's business. Further sales in this class can not be made without the written consent of the local Administrator.

In the other classes only one sale between dealers in the same class can be made without the consent of the local Federal Food Administrator, and such a sale must be for the purpose of supplying the reasonable requirements of the buyer's business. Further sales can be made only after written consent has been obtained. No backward movements of poultry and eggs will be allowed. That is, no dealer in one class can sell to a dealer in a preceding class. For example, a jobber is not permitted to sell to a wholesaler, or a retailer to a wholesaler.

Any licensee who violates these rules may expect to have his license suspended or revoked at once.

United States Food Administration.

Good-Egg Campaign Helpful.

The good-egg campaign of the United States Food Administration is bearing fruit, and bad eggs are as scarce as hens' teeth in many sections of the country. In former years the hot summer months have witnessed losses of about 25 per cent. of all eggs marketed.

The rigid rules laid down for the candling of eggs on June 1 have provided a safeguard which has reduced losses to an astonishing amount. One company in Tennessee reports that the quality of eggs which it handled in the first ten days of June showed a marked improvement and that it looks forward to a virtual elimination of loss from spoilage.

Prior to June 1 they had been losing about twenty-one eggs in every case. At the time of their report this loss had been reduced to an average of four to each case.

Get Ready!

The campaign for the Fourth Liberty Loan will begin September 28 and close October 19. The result of the loan will be watched with keen interest in Europe, not only by our associates in the war against the Teutonic powers but by our enemies. It will be regarded by them as a measure of the American people's support of the war.

The German's know full well the tremendous weight and significance of popular support of the war, of the people at home backing up the Army in the field. As the loan succeeds our enemies will sorrow; as it falls short they will rejoice. Every dollar subscribed will help encourage the American soldiers and hurt and depress the enemies of America.

The loan will be a test of the loyalty and willingness of the people of the United States to make sacrifices compared with the willingness of our soldiers to do their part. There must be and will be no failure by the people to measure up to the courage and devotion of our men in Europe. Many of them have given up their lives; shall we at home withhold our Money?

Contributed to the cause of human liberty by

WORDEN GROCER COMPANY
GRAND RAPIDS—KALAMAZOO

Wooden Shoes May Be Worn Here Yet.

Are we coming to wooden shoes?
Are we coming to paper clothing?
Are we coming to a restriction in the use of rubber?

Are we coming to a scarcity of gasoline which will demand a substitute?

These and other questions are under consideration by chemists whose national organization, the American Chemical Society, is located in New York. It is yet an unanswered question whether American chemists have met their responsibilities in the war with Germany, whether they have successfully crossed swords with German chemists in the war. Thus far Germany has won largely through the achievements of its chemists in the manufacture of deadly gases, ammunition and other factors which have played their part, and a most important part, on the battlefield.

The American Chemical Society declares that it is wrestling with important problems appertaining to the war. It has not lifted the lid and told what it has done. In its latest bulletin the society says:

"The demands of warfare for leather are enormous, for not only must the millions of fighting men be shod, but there is a tremendous demand for harness, gun slings, pistol holsters, bayonet scabbards and aviators' suits which are sometimes composed almost entirely of leather.

"Leather substitutes are being

sought and at an exhibition in London flexible wooden shoes were shown. A most hopeful contribution to the problem was suggested by Allen Rogers in a paper recently presented before the New York section of the American Chemical Society in which he mentioned a process of treating sole leather which almost triples its durability. This was proved by tests on policemen and mail carriers."

The world-wide demand for rubber for use in connection with war purposes is being felt in automobile and circles wherever games are played. It is doubtful if this shortage has affected other pastimes to the extent that it felt in tennis, however, for tennis balls lost their resiliency under play far quicker than golf balls, although the increased cost is noticeable in this sport as well as in the court games.

Within the last year the price of tennis balls has increased more than 20 per cent., and many players are using last year's spheres for ordinary practice, as the 1917 balls can be purchased at a considerable discount. Clubs staging tournaments are cutting down on the liberality with which balls are tossed out to contestants, the general rule being four balls in place of the full dozen, which was the custom a few seasons ago.

The war has produced an acute shortage in wool the world over, our sheep alone have decreased more than 13,000,000 since 1900, and to supply clothing to prevent an epi-

demic of nudity, if war lasts a great while longer, substitutes for wool must be found. Germany, which is worst off of all nations, has already taken to paper clothing, and other nations, including the United States, are beginning to consider seriously the use of paper instead of wool cloth whenever possible.—Baltimore American.

Some Things Your Liberty Bond Will Do.

If you buy a \$100 bond of the Fourth Liberty Loan you are lending the United States Government enough money to feed a soldier in France a little more than seven months. Or you have furnished enough money to give him a complete outfit of winter and summer clothing, including shoes and stockings, and slicker and overcoat and blankets, with enough left over to arm him with a good revolver. You have done that much to beat back the Hun.

It takes \$35 more to arm him with a rifle with a bayonet on it, and if you buy a second \$100 bond you furnish him this rifle and 1,000 cartridges for it; and there will still be enough of your money left to purchase a good-sized bomb to throw in a dugout, or demolish a machine gun together with the Huns operating it.

Work With Your Food Administrator.

There has been a tendency by grocers in some parts of the country to imagine that their local food admin-

istrator is largely a "figurehead," and that when a grocer has a grievance he can take it to Washington over the head of the local administrator and secure redress.

While it is true the authorities at Washington are always willing to listen to complaints, it is likewise true that no disposition has been shown to meddle with purely state affairs. The Food Administration receives daily hundreds of little questions that can be better and more promptly handled by the state officials. It is the business of these state officials to handle details, and the trade should take grievances there. It will be found that the local officials generally are more than anxious to work hand in hand with the grocers, and, dealing with them directly, will help to solve many of the new problems that come up from day to day easily and promptly.

Curtailement of Loans By Banks.

Credit extended by banks to their customers for nonessential purposes hurts in several ways. First, it involves the use of money that might be better invested in Government securities, thereby helping to win the war, and shorten the war with the consequent saving of American lives. Second, it involves the use of labor, material and transportation, which ought to be left free to meet, to the fullest, the needs of the Government. Third, it involves unnecessary competition with the Government, both delaying Government operations and making them more expensive.



DANDELION



Dairymen Known for "Their Good Butter"

fully realize that the year-round reputation of their butter depends upon its appetizing, rich, even color—always the same—always inviting.

DANDELION BRAND BUTTER COLOR

is the one they employ—keep a stock constantly on hand so that you are never without it. Because of the deep, golden, buttery June shade, dairymen demand Dandelion and spread its fame.



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.

Holland—J. J. Van Dyke has sold his grocery stock to the North Side Grocery Co.

Owosso—T. B. Willoughby is closing out his stock of notions and bazaar goods and will remove to Pontiac.

Kalamazoo—Sam Folz, the clothier, is celebrating to-day the thirty-fourth anniversary of his engaging in business in this city.

Bay City—Frank A. Gillies, Flint tailor, has filed a voluntary petition in bankruptcy, with assets of \$700 and liabilities of \$5,158.22.

Owosso—Harry E. Smith has sold his grocery stock and store fixtures to Ansel F. Loomis, who was the original proprietor of the store.

Howell—M. Inmann has sold his stock of second-hand furniture and house furnishing goods to Charles E. Marston, who will continue the business.

Kalamazoo—Harley C. Miller has taken over the interest of his partner, Edwin J. Manning, in the Liberty garage and will continue the business under the same style.

Eaton Rapids—C. M. Hunt & Son have merged their implement business into a stock company with a capital stock of \$50,000 under the style of the C. M. Hunt & Sons Co.

Bannister—Claude Wooley succeeds W. E. Rawson in the grocery business.

Jackson—Adam Geiger has engaged in the music and musical instrument business at 205 Chittock avenue.

Corunna—W. J. Simeon is closing out his furniture stock and will remove to Ovid and take possession of the Voorhees Furniture and Undertaking Co. stock which he recently purchased.

Grand Haven—Clarkson Rollins, Federal Food Administrator, has imposed a fine of \$5 upon H. Wolk for having two sugar cards in his possession. The money goes to the Red Cross. Mr. Rollins states that fines will be imposed on all who are found to have more than one card.

Manufacturing Matters.

Stanton—Dan Buskirk has re-opened his bakery in the Pakes building.

Detroit—The Liberty Starter Co. has been organized with a capital stock of \$50,000.

Greenville—The Atlas Electric Storage Battery Co. has increased its capital stock from \$40,000 to \$80,000.

Palatka—Leon Maggialero and Angelo Vessetti, bakers, have been summoned to Lansing to show cause before Federal Food Administrator Prescott why their licenses should not be taken away. They are charged with violating the food regulations.

Hopkins—The Hopkins Dairy and Cheese Co. has installed a skimmilk condenser in its plant here to utilize the skimmilk available from its sweet cream business.

Lansing—The Capitol Bakery, 1010 North Cedar street, has been permitted to resume business after complete renovation conducted under the auspices of the board of health.

Charlotte—The South Bend Creamery Co., of South Bend, Indiana, has leased a building here and will open a depot for the buying of cream, eggs and poultry which will be shipped to South Bend.

Sturgis—Detroit business men have purchased the plant and stock of the Sturgis Go-Cart Co. and will continue the business, adding allied lines. Norval Hawkins, of Detroit, will be general manager.

Muskegon—The Muskegon Dairy Co. has installed a bottle washer and sterilizer and a large bottle filler. The company has filed incorporation papers with Secretary of State for \$10,000, all subscribed and paid in.

Detroit—The Victor Screw Works successor to the McLean-Heames Co., has increased its capital stock from \$250,000 to \$500,000. The concern's business has been increasing considerably of late and expansions are contemplated.

Corunna—The Biggam Trailer Co. is now employing fifty men but needs more help. An average of thirty-two trailers a day is being turned out. The concern has a large Government order and expects to be well supplied with business for a long time to come.

Hart—E. S. Powers has completed a fine modern creamery building, which has been fully equipped with modern up-to-date machinery for the manufacture of butter and ice cream. The daily output is rapidly increasing which finds a ready market under the Hart Brand dairy products.

Monroe—The Brisk Blast Co. has been reorganized with C. B. Southworth as President; Charles McIntyre, Vice-President and Treasurer, and J. F. Meyer, Secretary. This company manufactures automobile accessories and airplane parts. The company moved to Monroe from St. Louis, Mo., about eighteen months ago.

Adrian—The Peerless Wire Fence Co. is now operating under a Food Administration order, the administration considering that wire fence is necessary for the production of food. The company is running at capacity but is unable to supply the demand owing to the shortage of wire. The

supply on hand will be enough to run for two months, however.

Ludington—The old Simons school has been purchased by the Kupper & Homel Shirt Co. and will be remodeled to become the main plant of the shirt-makers. It was only two years ago that the Kupper & Homel factory began operations in the second story of Samuel Kupper's store building. Business increased rapidly. When the enlarged plant is ready it will employ 200 women and girls.

St. Johns—The Industrial Foundry Co., manufacturer of municipal and grey iron castings, recently completed the construction of a 50 x 50 office and pattern shop. Up-to-date pattern machinery is now being installed and will start operation Sept. 1. The company expects to be able to handle the new business very satisfactorily owing to the fact that its foundry work is in connection with pattern building.

Kalamazoo—The Dunkley Co., which has been conducting litigation in California for some years to collect enormous royalties from the packers on the basis of patent claims in connection with peeling peaches, has now made an application for an injunction in the Federal District Court of San Francisco against a long list of well known canners, which would prevent them from canning peaches this year, operations on which are just now active, and would be seriously annoyed unless some financial arrangement is made with the Dunkley Co. The hearing is scheduled for this week.

Detroit—Announcement has just been made by the Wayne Cigar Co. of the sale of its four big manufacturing plants, together with its large stock of leaf tobacco, to the General Cigar Company, of New York. The consideration is said to approach seven figures. Charles J. Spietz, one of the owners of the old company, the announcement continued, will be retained by the General Cigar Company as district manager of production for Michigan. Through the consolidation of the Wayne company's facilities with its other holdings, the General Cigar Company will have control of thirty-eight factories throughout the country, with a production of approximately 700,000,000 cigars annually.

The new \$30 mileage, good for one thousand miles on any railroad in the United States by any number of persons, now is on sale at all ticket offices. Purchasers do not save money by buying this book but may save themselves and railway agents the bother of selling tickets and making change.

Mr. C. H. Brown, of Hopkins, has accepted a position as creamery supply salesman for A. H. Barber & Co., of Chicago. Mr. Brown is calling on the Michigan trade and getting acquainted with customers of his house.

If you cannot write good advertisements, have some one do it for you, but don't use poor ones. The space costs just as much filled with poor advertising.

Need of Iron and Steel in Farming.

Following the receipt of letters from hardware dealers indicating a serious shortage in the kinds of iron and steel used by country blacksmiths and in farming operations, the Bureau of Markets made a survey of stocks held by wholesale hardware dealers and of their estimated needs for six months. A questionnaire was sent to dealers who furnish supplies directly or through retail dealers to country blacksmiths and farming communities. Replies from some 250 dealers indicate that in most instances supplies on hand on June 1, 1918, were much less than those of a year ago. Many dealers reported a shortage below actual requirements for the next six months, particularly in the case of barbed wire, nails, and other fencing materials, sheets for roofing and for silos, and steel bars of a size suitable for wagon tires and farm repair work.

Because of the need for iron and steel in war industries the priorities committee of the War Industries Board requires dealers in need of supplies to file a statement, on blanks provided for that purpose, showing the uses for which the materials are desired. The committee then gives the dealer a rating, determined by the essential character of the supplies required, and the higher ratings receive the first attention in distributing the available iron and steel.

What a U-Boat Costs.

Although actual figures, for obvious reasons, are not available, one would be underestimating rather than overestimating the cost of the German submarine U-29, which the British Admiralty reports to have sunk, at \$1,000,000. This total is based on the fact that, according to a certain official publication, the E-4 of our submarine fleet, which was completed in 1913, cost \$535,000; and the E class is neither the largest or the most expensive type of submarine in the fleet to-day.

According to the Admiralty statement, the cost of the "hull, fittings and equipment" of the E-4 was \$130,000, \$395,000 being spent on her propelling and other machinery. In addition to this outlay there was an item of \$9,000 for "incidental charges" which relate to the proportionate costs incurred while the vessel was in the hands of the dockyard authorities being finished off.—London Times.

Gloves from Whale Intestines.

The manufacture of gloves from whales' intestines is to be undertaken shortly in Norway, according to a dispatch from Commercial Agent N. L. Anderson in Copenhagen. The Norwegian State whaling stations have received orders to save the intestines of the whales they catch and to salt them down. It is said that this material is fine in every respect, soft, pliable, and exceptionally strong.

A woman is seldom satisfied when an old dress is forced to do her a good turn.



Review of the Grand Rapids Produce Market.

Apples—Red Astrachans command \$1@1.50 per bu.; Transparents, \$1.50 per bu.; Dutchess, \$1.50 per bu.; Maiden Blush, \$1.50 per bu.; Pound Sweet, \$2 per bu.

Bananas—\$6 per 100 lbs.

Beets—\$1.25 per bu.

Butter—The market is active, at about 1/4c per pound advance over last week. The percentage of butter arriving shows the effects of the heat. The market is firm and we do not look for any change in the immediate future. The consumptive demand is very good. Local dealers held extra fancy creamery at 45c for fresh. They pay 40c for No. 1 dairy in jars; they also pay 30c for packing stock.

Cabbage—\$3.75 per large crate and \$3.25 for medium.

Cantaloupes—Hearts of Gold from Benton Harbor command \$4 for standards, \$3.75 for ponies and \$2 for flats.

Carrots—\$1.25 per bu.

Cauliflower—\$3 per doz.

Celery—35c per bunch.

Cucumbers—Home grown command 75c per dozen for No. 1 and 60c per dozen for No. 2.

Eggs—The market is unchanged, so far as price is concerned. The market at the present is firm and likely to remain firm for some time, with a possible slight advance. The new candling rule is eliminating much of the waste which formerly accompanied egg handling. Local dealers pay 38c for No. 1 candled cases included, delivered in Grand Rapids.

Grape Fruit—\$3.50 per box for all sizes Floridas.

Grapes—\$3 per doz. for 4 lb. baskets of blue varieties.

Green Corn—20c per dozen.

Green Onions—18@20c per dozen.

Green Peppers—\$1.75 per bu.

Honey—25c per lb. for white clover and 22c for dark.

Lemons—California selling at \$9 for choice and \$9.50 for fancy.

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

Musk Melons — Benton Harbor Osage, \$2.50@3 per crate of 12 to 16.

Nuts—Almonds, 21c per lb.; filberts, 20c for Grenoble; Brazils, 18c; Mixed nuts, 16 1/2c.

Onions—Home grown stock now has the call, commanding \$3.75 per 100 lb. sack.

Oranges—California Valencias, \$10 per box.

Peaches—Early Carmans (white and semi-cling) from Benton Harbor fetch \$3 per bu.; California Elbertas command \$1.85 for flats; St. Johns

and other varieties of home grown, \$5 per bu.

Pears—Clapp's Favorite, \$3 per bu.; Bartlett, \$3.50 per bu.; \$4.50 per box for California Bartlett.

Pickling Stock—Cucumbers, \$3 per 1/2 bu.; white onions, \$1.75 per 1/2 bu. Plums—\$2@2.25 per bu. for Bradshaws, Green Gages and Guis.

Pieplant—\$1 per bu.

Potatoes—Home grown command \$4 per 100 lb. sack.

Radishes—15c per dozen.

Summer Squash—\$1 per bu.

Sweet Potatoes—\$3.50 per 50 lb. hamper.

Tomatoes—Home grown command about \$2 per bu.

Water Melons—\$5 per bbl. containing 10.

Wax Beans—Home grown, \$2 per bu.

A furniture merchant located in a mill district where wages are high tried many ways of interesting the several thousand of employees who passed his store on their way to and from work, especially the office workers. He decided finally upon a "luring" window display. He fitted out his window to represent a "den." Just before the mill whistle blew one salesman entered the window and seated himself in the easy chair. Passing, the crowd saw an attractive room and a prosperous looking business man very much at his ease smoking and deeply engrossed in the evening paper. While the "display" continued the sales of "den" furniture were heavier even than the merchant expected.

Lemon drops are so popular in the army that about 200,000 pounds of lemon drops are used each month, constituting about 15 per cent. of the amount of candy furnished to the army. At the beginning of the war it was found that most of the lemon drops being manufactured for the commercial market were not adaptable for the army, being made of glucose and imitation fruit flavors, although there were some lemon drops of high quality on the market. The lemon drops now being supplied are made of pure granulated sugar and flavored with an emulsion made from the rind of the lemon. It is found that the product made from the formula has the thirst quenching quality of lemonade.

In the store where the clerks wait for the customer to speak first there usually isn't much said about buying.

It is possible for a man to be a failure without having ever failed.

The Grocery Market.

Sugar—The situation is unchanged. It is now given out that refiners are not to be permitted to add the 15 points of extra profit which the Government has allowed them to make, to the selling price, but that the Government will pay this out of a special fund. If this is true, the market will not advance. Jobbers say they are selling under the certificate system not over half of the usual amount of sugar at this season; so that either the certificate system has cut down the demand or consumers and retailers are working on their reserve stocks.

Tea—The local market lacks new features of consequence and trading continues quiet. A fair enquiry is noted, but actual business apparently is limited to small quantities. With stocks of all descriptions light, the market retains a firm tone.

Coffee—The market is firmer and all grades of Rio and Santos can be quoted at about 1/4c higher for the week. The only reason is that Brazil, in spite of the enormous amount of coffee she has to sell, has been able to keep the current price up. As a matter of fact, if she succeeds in keeping prices up to where they are now after the spot stock of Rio and Santos in this country is exhausted, an advance of probably 1/4c more will then occur. It is hard to see, however, how with the tremendous available supply, prices can make any permanent advance. Mild grades are quite cheap in comparison with the present price of Brazils, and this is showing to some extent in the demand. The consumptive demand for coffee is fair.

Canned Fruit—This market is in a nominal position in the absence of offerings of any importance at the present time.

Canned Vegetables—The chief item of interest in the market at the present time is tomatoes which are approaching their climax in what will be glut week very soon. The outlook is excellent from the production standpoint. Peas and corn are about unchanged.

Canned Fish—The trade are decidedly up in the air as regards salmon. It looks now as if the amount of salmon available for the general trade might be almost nothing. In the case of sockeyes the Government originally said it wanted 1 per cent. of the pack, but after the packers had sold considerable to the general trade the Government changed its mind and commandeered the entire pack. It has also given notice that it will want at least the most of the Alaska pack and some packers say they have been instructed not to sell any at all to the general trade until the Government's requirements are fully satisfied. It is entirely possible that salmon may be off the markets during the coming season. Domestic sardines have advanced about 25c. Packers say they could not pack at prices fixed by the Government.

Dried Fruits—Two of the important crops are showing excellent production and two others are disappointing. A combination of this kind

in ordinary years would afford some wonderful opportunities for speculation but only one of the items this year offers any such chance and apparently all that can be got out of it has already been taken. Raisins will prove to be a record breaking crop with estimates of 175,000 tons as against the heavy crop of 165,000 tons last year. Apricots will also be of large production. Prunes, on the other hand, may not be more than 150,000,000 pounds as against 225,000,000 pounds last year, although estimates vary down to 125,000,000 pounds and up to 175,000,000 pounds. Peaches are not likely to be more than 75 per cent. of last year's production although some estimates from the coast are even more pessimistic. There has been an opportunity for speculation in apricots because of this shortage of peaches, on the theory that they would be used for substitutes, apricots being unlicensed. Incidentally this shows what would have happened if there had not been the strong curb placed upon dried fruit operations by the Food Administration. The association was compelled to withdraw prices very quickly when it was found that outsiders were buying up supplies and officials of the association declare that advances that have taken place since are entirely without warrant. It may be that war conditions will permit these profiteers to carry through their deals as planned but the belief is that somewhere along the line someone will suffer losses and the situation is not regarded as by any means a wholesome one. In the meantime spot markets are nominally very fine.

Molasses—There is a lack of new developments, prices being steady with trading quiet.

Corn Syrups—A fairly active enquiry is noted and the market remains firm at the recent advance.

Starch—The market is firm at 50 points advance.

Cheese—The market is firm at an advance of about 1/4c per pound over last week, with a fair consumptive demand. The advance is general all over the country. The consumptive demand is good and stocks are much lighter than they were a week ago. We do not look for any change during the coming week.

Rice—There are no new developments in the local rice situation. Trading continues quiet. All varieties are in small supply and the market continues firm.

Provisions — Everything in the smoked meat line is firm at an advance of about 1 cent a pound over last week. Stocks are reported to be light and demand good. Pure lard is steady at unchanged prices. Barreled pork, dried beef and canned meats are all unchanged, with a fair consumptive demand.

Salt Fish—The removal of the embargo on Irish mackerel and Scotch herring has not as yet had any particular effect. It will, of course, increase the supply of these products a little later, but whether that will materially affect the price remains to be seen.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Aug. 27—James McDonald, popular postmaster and member of the firm of Goetz & McDonald, general merchants at Detour, sprung a surprise on his many friends last week when he announced his marriage to a good looking school teacher who taught at Detour last year. Jim has been unusually active for the past two months, building an elegant home which he gave his friends to understand was in the nature of an investment and would be for rent when completed. It is all over now and the boys were given to understand not to call on him before 8 in the morning instead of 6:30, as heretofore. Jim has been sparring around for the past fifteen years and was considered a confirmed bachelor. Their many friends are extending many hearty congratulations.

The Soo is Johnny on the spot on the work-and-fight order of the Government and, as a result, Bennie Rousseau, 38 years of age, was given a sentence of sixty-five days at the expense of the county, which goes to show that this is no time for trifling.

The Hotel Detour not only has running water in some of the rooms, but almost a finishing touch was put to this well known hotel last week when it was hit with lightning twice almost at the same time, tearing a window sash from one of the rooms, which greatly improved the ventilation. It knocked down one of the chambermaids and stunned two other girls during its course through the house. The proprietor, Joe Lamere, is not discouraged, however, and is still open to the public, taking care of the traveling men as best he can under the conditions.

Charles Field, one of our best known men in the city, proprietor of a cigar and confectionery store, also a professional politician sprung a big surprise on the community last Wednesday when he announced his marriage to Miss Lottie Gerrie, a good looking operator at the telephone exchange. Charlie has been a charter member of the Bachelor's Club for many years and the surprise was unexpected. So well has the secret of the intended marriage been kept that the county clerk was the only man in town who knew of it. Even the families of the contracting parties were kept in ignorance. The Fields are off on their honeymoon at Mackinac Island and will be at home to their friends in the Raymond apartments upon their return.

Harry G. Mills is the new manager for the Grinnell Bros. music store here, having succeeded Mr. Trowbridge, who left to take care of the copper country district about a month ago. Mr. Mills is enthusiastic about the Soo and its prospects. He came from Escanaba, where he held a similar position for the Grinnell Bros. He has been with the company about fifteen years and has become very musical.

"Placing a tax on the extra profits of profiteers is all right in a way, but it does not lower the price of food to the consumer."

The eighteenth battalion of U. S. guards, consisting of four companies, arrived at Fort Brady last Wednesday and took immediate possession. These soldiers were formerly stationed at Fort Snelling, Minnesota. The battalion is under the command of Major W. E. Mould. The forty-first infantry which has been stationed here since October 9, 1917, departed elsewhere.

Dr. Alex McDonald, an old resident of the Soo, but now located at Detroit, arrived in the Soo last week by motor, accompanied by Mrs. McDonald. They were warmly welcomed

ed by their many Soo friends.

"Don't forget to take out your license, boys, before going fishing at the Snows. Two more victims were assessed last week. Safety first."

This week we will have a dollar day at the Soo. From the announcements of the enterprising Soo merchants, a dollar would seem as big as it did before, although the purchasing power has been greatly reduced.

William G. Tapert.

Gabby Gleanings from Grand Rapids.

Grand Rapids, Aug. 27—Charles Gunsaul, hardware dealer at Covert, motored over to Grand Rapids one day last week, accompanied by his wife and daughter.

Over 8,000 members of the U. C. T. are now enrolled under the flag of freedom, all pledged to destroy the Germans and everything they stand for.

Jess L. Martin was in the city last week, preliminary to his taking a two weeks' training course at Camp Stever, Lake Geneva, Wis. He has turned his confectionery stock at Mount Pleasant, Iowa, over to a manager. On the completion of his course at Camp Stever, he will enlist as a private and undertake to secure admission to an officers' training camp for regular service in the army.

Walter Lawton completed his trip through the Upper Peninsula in three weeks, instead of four weeks, as he expected to spend in that district. At Rockland he ran across Frank Hibbard, who has been confined to a wheel chair for two years. Mr. Hibbard was engaged in the drug business at Evart many years ago and his friends of that place will regret to learn of the misfortune which has overtaken him. He is still conducting a drug store, with the assistance of his faithful wife.

Dr. G. W. Ferguson, who is spending his summer vacation in Nova Scotia, as usual, writes his friend, John J. Doole, an interesting account of a chance meeting he recently had with a namesake of Mr. Dooley, as follows:

"Mr. Dooley tells a very interesting story of a man he stopped yesterday, without papers and just a little bundle of clothing, consisting of a shirt and a couple of handkerchiefs. The poor fellow turned out to be one of eight survivors off a schooner, loaded with Scotch herring, bound for New York with a cargo for Chicago. He said it was about 8 o'clock in the morning of the ill-fated day, they were just twenty-five miles out of port. A perfect calm prevailed, when all at once a submarine came up out of the water just as suddenly as if it had dropped out of the sky. The undersea demon then came alongside and the officers, with side arms in hand, came aboard the schooner and ordered all hands off. They took to their boats. Knowing that they would be lost unless by chance some lucky one should spy them, they asked for their own ship compass, which was denied them, with a rough command to get off or go down with their cargo. The poor fellows even begged for their own oilclothes for protection from the spray and exposure which was always known to be terrible in these parts, but this bit of humane permission was also refused them. The Germans took everything they could use at all. While the men were loading on the spoils, two others were arranging the shot which was to seal the ship's doom. The man almost cried while he told of the two fellows who took three bombs about the size of teacups, fastened them together, swung them under the craft with the log line and blew the innocent old hull absolutely in two. The survivor claimed that he never saw anything so quick and merciless in his life and felt so badly because the schooner was the only home he

had known for the past twenty years. He further mentioned the perfect manner in which the submarine officers spoke English. The man said most of them seemed to be perfectly Americanized in accent and, perhaps, they were all former waiters in New York restaurants. This was his joke, the only one he had. But he said he couldn't help noticing the way they talked and bullied like the German policemen he had had push him along the street because a sailor doesn't walk as fast as a land lubber. To show the unlimited feeling the officers of the sub had they blew up the ship before their own two human tools who had set the bomb had time to get away from the tidal wave caused by the explosion and their boat was capsized, while later they were picked up by the sub. The survivors then tossed around all day long and saw no one. That night a rough sea came up and never drove them out, as is usual. But when dawn came along they sighted a steamer and were taken to New Foundland on that. They all had come to the conclusion that it would be better to take their own lives by drowning than to suffer the way they were doing much longer. And this man still contends that in many instances it would save much suffering far out at sea to go down with the boat, rather than to take the exposure and starvation later. For the sea is not covered with shipping as it was a few years ago and one may go days in a calm without sighting as much as a fishing boat. In conclusion, all the man had to say was that he considered the methods now used on the sea by the Germans as nothing more than a wicked design, even worse than that used by the most common pirates before the war. And they were the lowest class who floated until the Germans came."

A. P. Anderson, who makes the Traverse City territory, is laid up this week with a case of poison ivy. Mr. Anderson expects to be out in the near future.

The good old U. S. A. is now at war and in a cause worthy of the attention and assistance of each and every citizen of the United States. The traveling salesman can be of unlimited assistance in carrying out the rules and laws of our Government by reporting all infractions and deeds of disloyalty and by reporting all slackers. A slacker may be one in a great many ways. He may be a man who in his business is not trying to get the full efficiency out of his labor. He may be a man who is shiftless—who just keeps busy without getting any results. By results, I means results that will help our Government win this war. The time will come, and is not far off, when we will all have a chance to serve our Uncle Sam in the ranks and in various capacities for which we are best fitted, and in this I am sure the traveling salesman will be no mean factor. He is the man who, necessarily, because of his calling, has had to keep just a jump ahead of the procession. He is the cog in the wheel to whom the house has to look for success in a financial way, and the good or bad opinion of the house for which he travels is up to their traveling salesman. The man who paves the way; the man who first introduces himself and then introduces his house; and the man behind the works and recommends their products; the one who endeavors to and does change and mould the mind of the merchant to see things as he sees them—he is the man to whom the general merchant goes and asks of, "How are the other fellows doing it?" Uncle Sam has called a good many of our younger members who are now serving in the ranks, who have given good accounts of themselves, and are helping to pave the way to Berlin, and when that goal is reached, there will be enough trav-

eling salesmen there to do their part of the work—getting reports and making terms. In this, I am sure, U. S. Grant established a precedent, and until then, boys at home, let us "carry on" and be of every assistance possible to our Government. The Stars and Stripes have always protected us and ours and under that protection we have had a good living and happiness. So, boys, let's get busy!

The Worden Grocer Company's annual picnic was pulled off on schedule time at Manhattan Park, at Reed's Lake, Saturday. The Worden Grocer Company ball team played the Thomas Canning Company and it was a case of the "prune sellers" canning the canners to the tune of 18 to 4. It was the opinion of the crowd on the bleachers, however, that the attention of the players was somewhat diverted at times from the game to the eats which were stored at a convenient corner and guarded by an efficient force of ladies captained by Miss Eble, who was chosen for this office by reason of her ability in winning both the fat ladies' and slim ladies' race. During the afternoon the steamer Major Watson became stalled by running aground. The water in the lake was unusually low at this time owing to a spell of dry weather. They were just about ready to abandon the steamer and take the passengers ashore in lifeboats, when the swimming contest was called on. The first to take the plunge was our mutual friend, W. E. Sawyer, then Ed Kraai, of Holland, Muskegon and Grand Haven fame, followed by Harry Winchester. The introduction of these travelers into the cool and refreshing waters, seemed to relieve the steamer to a certain extent but not sufficiently to float it. The Captain called for volunteers and of course our friend, E. A. Crandall, was on the job. (Eldreth always did tackle anything in the way of a job.) He made the plunge, but did not seem to be of any great assistance in the way of raising the water, so a second call was sent out, accompanied by a scout who made the rounds of the grounds. That he obtained results goes without question, for soon he emerged from behind a mighty oak where he found Fred Beardslee eating pie. In some way Fred had accomplished the seeming impossible and had succeeded in getting past the guard, and into the cook shanty. He also had enticed Will Cook, of Kalamazoo, into the deal. The two were brought out into the foreground and followed their companions into the water, whereupon the steamer gave two toots and proceeded on her way. There were in all about 160 present and all reported they had a good time, and looked forward to the time when the treat may be repeated in 1919.

P. S. It has just come to the notice of the writer that Richard Pendergast started from the dock at Ramona on the Major Watson and intended to get there in time to take part in the games and especially the eats, but when he saw the unbelievable results accomplished by his traveling salesman in relieving the steamer from its predicament, he decided that he was not their equal in athletic stunts, and so came in by a side door and looked longingly at what was left of the eats. Somebody noticing his longing and wistful looks, asked him to fall to—then Dick was happy.

R. J. Nichol, Central Michigan representative for the Michigan Hardware Company, has gone to Denver Colorado, where he will locate his wife for a few months in hopes a change of residence will benefit her health. He will keep up his residence on Dunham street, where his two children and their grandmother will continue to make their home.

D. F. Helmer.

The Yardstick of Michigan's Progress

YEAR BY YEAR our industry gathers momentum and takes its rightful place among the progressive states of the Union. We have made remarkable strides; each year sees progress. Brains and ingenuity are gradually opening the sources of fabulous wealth.

An opportunity is offered once each year to see what Michigan is doing industrially—to see the fruits of our toil. It is a magnificent offering—this show of the West Michigan State Fair—one that beggars all power of description.

The exhibits of the West Michigan State Fair this year will be superb—unequalled in former years. There is a reason for this being true. There has been a purpose in making the War-Fair the biggest of all Fairs.

The coming Fair is a War-Fair, dedicated to a program of National service and placed at the disposal of Uncle Sam. The prevailing thought in its plans is not what can be done for the West Michigan State Fair, but, rather, what service can be rendered the Government.

The Fair will render two distinct services. The first will be in the role of spokesman for the Government. By means of a magnificent Government exhibit Michigan people will be brought into closer sympathy with our War-work.

Another service rendered will be the stimulation of the production of foodstuffs. Superb exhibits of live stock and food products will be the means the Fair will use in talking to the food producers.

To the merchants of Michigan the Fair offers an exceptional opportunity to visit the Grand Rapids market at the reduced rate of fare offered by the railroads.

The war will not interfere for if there is any time when merchants should come to market, it is during times like these when merchandise is scarce.

West Michigan State Fair, Grand Rapids September 16 to 20, 1918

Grand Rapids wholesalers and manufacturers have planned far ahead this season. They have gone into the markets and secured generous stocks, and Grand Rapids warehouses and store rooms are comfortably filled with merchandise—not filled to capacity, but with goods enough to take care of the needs of merchants patronizing Grand Rapids houses.

There are distinct advantages in coming to Grand Rapids to select Fall and Winter merchandise.

Grand Rapids is located directly at the door of Michigan merchants compared with Eastern markets—and it is within the keeping of the times to buy close at home, now when railroad transportation is so congested—when our country needs every bit of railroad service obtainable.

Buying close at home ensures quicker delivery—there will be less delay in getting the goods to you.

Finally, coming to market in person gets you in touch with market conditions—it gives you a keen insight into the future which will prove valuable to you later.

You'll find your visit to Grand Rapids Fair Week profitable. Selecting merchandise in person assures you of the merchandise you need, getting away from your business for a few days will be a vacation for you—and you'll return home rested and ready for a big season of business.

Don't forget the dates---Sept. 16 to 20, 1918.

SPOILING WHITE PAPER.

While there is no disposition in trade circles to complain of enforced war-time conservation and regulation, there is much sentiment in sympathy with the suggestion of a prominent trade factor, printed in another column, that the Government is wasteful of black ink on white paper and that there is room for reform at home—right in Washington, D. C.

Everything that the grocer interviewed says is well known to observers of food regulation, and the same might be said of the "publicity" of many other branches of the Government. This desk, for instance, naturally receives—and wants to—all the information regarding Food Administration there is to be had, but the flood of duplicates that comes proves the need of supervision and a substantial pruning and co-ordination.

We get direct from the Federal Food Administration every order issued. Then it comes in from the National Wholesale Grocers' Association, which has issued it to all its members at the request of Washington. Then perhaps it comes from the Southern Wholesale Grocers' Association, next it appears in advices of from anywhere from ten to thirty of the State associations, according to whether or not one is on their mailing lists. It comes again from the State Food Administration and several Government periodical bulletins, and very likely is followed by circulars from some of the "sideline" associations, like the coffee roasters, extract men, candy manufacturers, specialty manufacturers, etc.

Nor is that all for everyone of them is verbose to a fault, using several times the paper and ink necessary to tell the story through an effort to be exact and formal. Not uncommonly it is possible at this desk to reduce a circular of 500 words to less than a hundred and tell the story to the reader better than in the original.

Think of the effect of this upon the post office, especially when it is multiplied by thousands who receive the same matter. It clutters the offices, adds to the handling by the clerks, loads up the mail trucks and mail cars of the railroads—much of which is duplicated at point of destination and delivery. Then it clutters up the desk of the business man. And add to it the multitudinous forms of other propaganda—for "everybody's doing it"—suggesting Uncle Sam needs an economizer more than anyone else.

The same thing is true of many other publications. Every few days there comes to this desk a pamphlet of food decisions under the Pure Food Law—from 50 to 100 closely printed pages—setting forth in ten times the necessary verbiage the complaints, convictions, penalties, etc., of sundry offenders, and very commonly having to do with cases from two to four years old; in which no one to-day has the slightest interest, if he ever had. Of course the law requires it; which, in turn, throws it back on our "statesmen," who draw

laws aimed to make the offender "a source of innocent merriment" for the public as much as possible. Only Uncle Sam pays the freight.

Every bureau at Washington has its own publicity department, usually in charge of a professional publicity man who thinks that his job depends—as perhaps it does—on the amount of matter he utters, rather than the degree of useful information he gives as to the needful and important goings-on of the Government. One who reads it faithfully cannot escape the conclusion that hundreds of officials have gone publicity-mad in their wild efforts to keep in the limelight. And a ridiculously small portion of it ever moves the editorial pen or paste-pot, to inflict it on the public.

CANNED GOODS SITUATION.

The present lack of activity in canned goods is regarded as being without special significance other than it represents the dullness generally found at this particular period of the year. Another fortnight will see a complete change in the situation when the new pack goods will begin to come in in greater volume. Conditions as they are developing may be said to be working out satisfactorily. Production of everything in the line of vegetables will be ample although certain varieties may have to be replaced by others. It begins to look as if the plans of the Food Administration are to be crowned with success in that they have organized production and distribution on the best possible basis that could be devised under the circumstances, with a minimum of loss to those who were entitled to just profits and the elimination of those who were entitled to no profits at all because no legitimate service had been rendered. Retail prices in comparison with other years are abnormally high but they are accepted as being on a war basis. To reorganize trade methods on such a gigantic scale has been one of the marvels of administration. It has, of course, been possible for Mr. Hoover and his assistants to benefit by the mistakes of other countries but only to a limited degree because the American problem has been entirely different from anything else. This is a country of vast production and even with curtailed crops such as have occurred in last year's experience there would have been in normal times more than sufficient for domestic needs. It became necessary to wake up the country to the realization that our obligations extended beyond our own borders and to put the country in a state of mind which would accept rationing and food economies on a patriotic basis. Probably the greater part of Mr. Hoover's success has come from his attitude of seeking co-operation rather than the arbitrary exercise of power.

Recent failures and liquidations among retail rug houses illustrate the situation in that trade. And the fact that some of them were selling rugs at only \$3 or \$4 above the mill price would tend to prove that their move has been forced on them.

WHAT MAY RESTRICT BUYING

It would relieve the minds of many producers and merchants if they could be assured of what the general public will do in the way of buying, not only for fall but for next spring, for which preparations should be made now or in the near future. Guides which formerly were safely to be trusted are of no value now because of changing as well as changed conditions. Quite a lot of people in the country are making more money than they ever did. Many, also, who before the war did nothing in the way of productive effort, have been tempted to go into the labor field for the profit there is in it or from patriotic motives. This class includes large numbers of women and girls who now have more money to spend. In practically all the lines of business which care for war requirements, wages have been several times advanced. As against these things, which would indicate larger, more varied and more frequent purchases, are several offsets. One of them is the withdrawal from ordinary buying of several million of men who have been or will be taken for military duty. Their ages are just those when the wants, especially in the way of things to wear, are most numerous and urgent, and when style makes the greatest appeal. Then there is the larger class whose incomes have remained stationary or practically so. To such persons the rise in the cost of living has been most onerous, and their burden has been increased by the income tax. To them, as well as to those of large incomes, the prospect of an increase in the tax is rather disconcerting and it is bound to be shown in reduction of buying.

To how great an extent these circumstances may curtail purchases, and what classes of articles may be most affected is the puzzle. Higher food prices have aided the Government materially in reducing the buying of things, supplies of which are needed for the army and for the Allies. Similarly, the advanced prices of things to wear have also restricted purchases measurably. There was danger that such restriction would become so marked as to reduce buying to the danger point and cause much business embarrassment. It was, in great measure, to avoid this result that producers were more than willing to have maximum prices on fabrics set by Government order. The prices made thus far, however, are simply designed to prevent further advances to the ultimate consumer and not to reduce them from the high levels they had reached. Up to the present, retailers have been able to give their customers the benefit of the lower prices at which much of their goods had been bought in the past. But the old stocks have almost disappeared, and it is now a question how the general public will take to the new and higher figures which will prevail this fall and next spring. The retail clothiers were advised at their recent National convention to go slow in their buying because of these circumstances. Other retailers

are likely from present indications to follow the same course until the atmosphere clears and they can discern the course of events. What may force them in this direction is the fact that bankers and credit men are averse to aiding them in taking any speculative chances while prices rule as high as they do.

THE MAN WHO PAYS.

Mr. J. H. Moores, whose death occurred at his home in Lansing last Saturday, left a valuable legacy to his home town in the form of a river drive and park, but he left the people of Michigan a much richer heritage in the example he afforded some years ago when he refused to consider the proceedings of a bankruptcy court as final and paid every creditor 100 cents on the dollar, with interest, as soon as he got on his feet, financially speaking. Forced into liquidation by the failure of the bank with which he did business, Mr. Moores suffered the loss of a fortune he had built up by years of patient effort. Instead of accepting the situation with resignation and assuming that he no longer owed any obligation to his creditors, because the bankruptcy court had legally freed him from further liability, Mr. Moores took the moral view of the situation instead—the viewpoint which every thoroughly honest man holds under such circumstances—and immediately proceeded to improve his financial condition by operations in Mississippi timber lands. Of course, fortune favored him—just as it usually favors every man who is actuated with high motive and noble aspirations—and inside of a dozen years he was able to repay every creditor in full, with interest. Not only did he do this, but he had ample means left to provide for the future of his family and make bequests to the city of Lansing which will keep his name green as long as time lasts. They will also serve to intensify the real nature of the man, who was honest in heart, honest in action and honest in all the walks of life.

"Hereafter, a ship for a ship," says the Spanish Government to the German. After all kinds of injuries suffered in silence or with merely formal protests, Spain has screwed her courage, apparently, to this very mild sticking point. Exposure of German spy work throughout the peninsula, aid given U-boats, sabotage, bribing agitators to bring about revolts in the already discontented section of Catalonia, has strengthened the Government's hands. The fear hitherto entertained that any answer to Germany which would make a call upon the country's patriotism would at the same time cause a revolution has now, by timely publicity, been removed. The pro-Germans and the agitators stand revealed as Germany's mercenaries. And this will largely account for the more drastic action threatened by the Spanish Ministry.

You can't tell how well heeled a man is by the size of his shoes.

Always Wilsnaps—Always advertised

The October Advertisement

Appearing in Vogue and Harper's Bazar

WILSNAP USERS—are steady users. Thus Wilsnaps give most merchants a constant "quick turnover."

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Unsnap it!

The quick "give" and release of the Wilsnap spring completes a Wilsnap day's work of faithful fastening.

For Wilsnaps always will snap and unsnap—properly, too!

Put dependable, rust-proof Wilsnaps on guard on daintiest lace—on heavy cloth.

Yes! There are Wilsnap sizes for every fabric. Have a supply on hand.

Wilsnaps—always Wilsnaps, wherever snap fasteners are used.

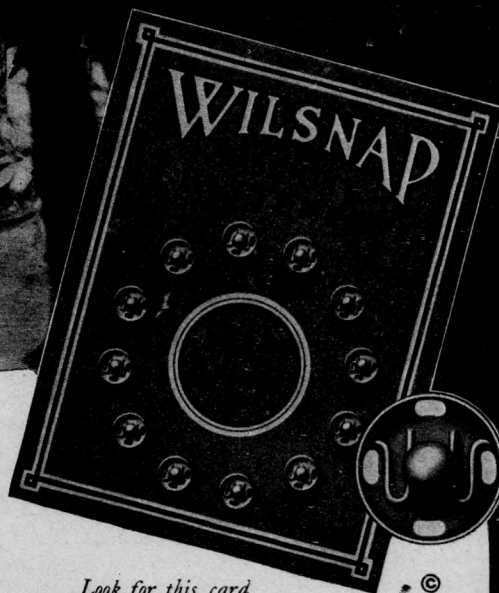
THE WILSON FASTENER CO., *Makers*
117 East St. Clair Avenue, Cleveland, Ohio

*Always
Will Snap*

WILSNAP

REG. U. S. PAT. OFF.

Fashion's Fastener



*Look for this card
—orange colored—
10c everywhere*

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1918
W F Co



Purchasing White Cottons For 1919 Is Already Active.

Scientists who are supposed to be "in the know" say that next year we are booked for a long, hot summer, which will mean more white cotton and summer gowns than ever. We don't know how these scientists arrive at their conclusions, but we do know such expectations are already reflected in the trade, with special attention being paid to the fineness of the goods.

Organdies will be very fine, and both black and white will prove smart. The manufacturers are questioning: "Will organdies be as popular next season?" Yes, women think—and their decisions mean more money clinking in the cash carriers that lead to the stores' tube rooms.

Jobbers' sales of white fabrics are active, white goods are higher and only now are cotton buyers sure that women are going to dress in the ever-lovely white as freely, and more so, as usual. Future and present deliveries are not as cheerful as they might be. White summer frocks are always appropriate for the season.

The changes in these goods are not as easily noticed as the colored cottons, and if stocks are left over they are always near enough the next lot of deliveries to keep on selling. The new organdies for 1919 will certainly equal those of 1918 in fineness and finish.

Owing to the high price for labor and raw cotton, cotton prices for finished goods will naturally be much higher, but the fabrics also will advance in finish and general merit. The idea now seems to be that the market has a good selection of white fabrics. Plain weaves sell so well and are more quickly made when these seasons are combined with the fact that many orders for plains for the January openings are already booked and, naturally, the manufacturers are not going to work on fancies when the public seems to want plains.

The wide spreading fancy for organdies will naturally affect lawns, and many Swisses later. Lawns, being akin to organdie, will be its natural substitute, although never of the same translucent appearance. Ultra-fashionable women, and the neckwear trade, look on organdie as a leader, but many still prefer voile. Each has its own niche. Probably organdie will be very high in 1919, but will any choice fabric be cheap?

New England is fast being noted for its exquisitely fine yarn mill work of this kind, and we are now strong rivals of England and France for

voiles—this in regard to the plain white especially. Fancy white usually needs to be embroidered, but the plain white is very popular and is put to many uses. The finish of voiles has much improved, being softer and of a dainty, transparent appearance, almost sparkling in effect.

The white voiles trimmed with velvet ribbon, filet or Venise lace are more likely to be worn, as the embroidered borders or robes are more expensive. Nothing is more dainty than a voile waist with hand embroidery, and skirt simply trimmed. If retailers could always have a figure dressed in a suggestive manner it would help the sale of fabrics more than keeping them on the counter.

Fabrics, like people, may be ideal or of coarser material, as organdie and gingham. The flimsy aspect of organdie does not convey frailty to persons accustomed to handling it. The consumption of sheer goods has grown steadily since women began to wear invisible lingerie and time does not alter this aspect. Many new orders are being sent in as a preventative against empty shelves late in the season.

No one need have the feeling that overstocking will result in the laying in of more sheer cotton goods. If any are left over they will sell next spring if they do not this early fall. We must use more cotton or silk for fall, and cotton is by far the cheaper. Cotton also comes in the greatest variety of designs and weights. Prices for all white and colored novelties have not been kept on a par; the colors always having the advantage, but this is expected to change on account of the dyers and dye situation.

Outside of the sheer white cottons the interest is in the heavier white cotton goods under the name of skirtings—piques, gabardines, serges, poplins, ducks, etc. The fancies with small figures—all white—have sold well in made and unmade skirts. Rumor has it that we may wear heavy white in the house through the coming winter.

Silk and cotton take well in white. Some houses have skirt fabrics in numbers from one to fifteen, and even to twenty-five, materials, and all of them sell. Even if left over they do not look past selling at the first of another season.

The clerk who is afraid to call a customer's attention to other goods than he came to buy, who is bashful about it, needs to be put in a position where he will be compelled to speak up or lose his bread and butter.

UNTIRED BUSINESS MEN.

Place They Occupy in Modern Fiction.

Fiction has no romances more fascinating or more dramatic than those concerned with modern business. Love furnishes no more thrills than does commerce. There are as many variations in plot for the business struggle as for the love affair.

Yet business has only recently come into its own in fiction. It is a brand new motif in the novel, the short story and the play; a truly modern element in romance. In the past we had stories a plenty detailing efforts to dig up buried treasure on uninhabited islands. Only of late years has the attempt to obtain the coin in more normal fashion been played up.

Yet since business occupies the larger share of our waking hours, it has a right in literature. And as nowadays everybody, from the bellhop to the college president, from the baggage smasher to the floor walker, is writing stories or plays, we are seeing a variety of business interests represented in our democratic fiction.

Perhaps the reason for this previous reticence lay in the fact that formerly trade was considered vulgar, and since literature was for ladies and gentlemen, no mention must be made, or, at least, no emphasis placed, on anything so plebeian as commerce. While business is still scorned in certain quarters—witness the inability of any one connected with any trade, save that of the brewer, to be presented at the British court—in literature the restrictions are all removed. And trade flourishes in fiction as in life.

True, trades were mentioned in earlier fiction, but in a gingerly fashion, and with an aristocratic scorn quite different from the treatment accorded a few favored professions, as the ministry of war. Fighting and preaching were suitable subjects for literature, but not buying and selling. Even the learned and military professions were not brought forward as they are now. The model hero was purely and solely a gentleman.

When mention was made of the hero's business in the past the emphasis was laid on the person, not

on his calling, on his social and not on his business struggles, on his rivalry in love, not in trade. A man's calling might be mentioned, but it was a thing apart from the real material for fiction. It was the man himself who was of interest, not his work.

Dickens, for instance, introduces a number of trades in his fiction, but the business itself is not the thing stressed. It is merely added for the sake of local color or to make the character more picturesque. We have, for instance, Mr. Krook, proprietor of a rag and bottle shop, who dies of spontaneous combustion as the result of too much liquor. Dombey and Son sounds like the title for a business novel, but it isn't. True, we

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"Sunbeam" Sweater Coats and Jerseys

"Better Made for the Better Trade"—is considered and appreciated more than ever.

Cardigans, Shakers and Jumbos in new styles and colors, including the popular Military numbers.

"V" Necks, Shawl Collars and Shawl Collar Pull-overs.

Made from long fibre yarns. The best workmanship is incorporated in them—you will be impressed by the fullness and construction, which will make these sweaters SELL.

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The shape that won't come out in the wash.

Not stretched and pressed like ordinary seamless stockings, but actually built to a lasting waterproof shape by adding stitches to widen and subtracting them to narrow.

Buy a well advertised hose.

Paul Steketee & Sons
Wholesale Dry Goods
Grand Rapids, Michigan



have The Old Curiosity Shop, but even here the interest is in character, not in trade.

Thackeray, the aristocrat, draws for us chiefly persons with genteel professions, whose hands are unsoiled by trade. George Eliot gives us a weaver in Silas Marner, but he weaves merely cloth for a living, and not commercial romance. Anthony Trollope is principally concerned with the clergy. Scott's heroes are warriors or adventurers. Jane Austen's gentlemen have too much pride and prejudice to enter trade.

In modern fiction, especially in America, this is all changed. The business of romance is still important, of course, but the romance of business is not less so. Trade furnishes the complications and the struggles for countless novels and stories and plays.

One reason for this aside from the fact that trade has risen in respectability and literature has been democratized, may be the feminine invasion of business as of literature, which has made modern business more entertaining than formerly when mere man had the manipulation of it all alone. The extension of the reading public always carries with it an extension of the line of interests involved. And since women constitute a large part of the reading public nowadays, the fact that women are interested in business naturally carries with it the inclusion of business in the materials for fiction. Now the tired business woman may find relief from her problems by reading about them in novels.

Business women are essentially modern—and American—innovations in fiction as they are in life. Fancy Mrs. Radcliffe writing of an Emma McChesney, for instance, or Samuel Richardson depicting an Iron Woman! Scott could win our sympathy with the woes of a lovely and feminine Rebecca, but could he have made us love and admire a homely Jewish woman running a store as Edna Ferber has done so notably in Fanny Herself?

O. Henry has shown us many types of business women, salesgirls in basement stores, restaurant cashiers, stenographers, manicurists and what not. While Richardson wrote an interminable Pamela to show the struggles of a lowly girl to preserve her virtue, O. Henry in a few hundred words has given us a greater picture of a working girl in his Unfinished Story.

The modern author writes not only of the appealing woman in business, not only of the one who wins our admiration by her success, but also of her who does not know the game. Only a present day American writer could make such delicate sport of lovely woman showing herself a goose as Edwin Le Fevre has done in The Woman and Her Bonds in his delectable series of Wall Street studies.

Now we have romance in reality. passion in cold trade, comedy and melodrama in all forms of commerce. Frank Goewy Jones, in his realistic and entertaining series of business

stories centering round "Just Jones," makes the principal character of his fiction a homely, timid, unattractive clerk, certainly unpromising material according to the older ideas.

The tailor, for instance, how he has been scorned! Even George Meredith, while making a tailor the hero of his Evan Harrington lays the emphasis on personality rather than on business, on the man's social rather than professional aspirations and struggles. Yet this character, heretofore considered hopelessly undramatic and plebeian, has been made for us so fascinating as recently to entertain the American public for years in fiction and on the stage. We never tire of Potash and Perlmutter and their struggles with the clothing business.

Maurice Hewlett makes a butcher the hero of his novel, The Stooping Lady, which would have seemed a thing incredible in the eighteenth century.

The lumber trade has been made dramatic and entertaining recently in such novels as Clarence Budington Kelland's The Source, and in such stories as those of Peter Kyne's in the Saturday Evening Post.

Wall Street has been made to yield romance and drama in many recent stories and novels, as in Bruce Barton's The Making of George Groton, where the young hero goes through business complications that bring out character.

The homely hog has rooted his way into fiction and has been approved romantic, as in such stories as The Jungle, by Upton Sinclair, that sensational novel of the Chicago stock yards, and Henry Kitchell Webster's The Bunker o' the Bear, a story of a corner in lard.

Frank Norris was making wheat even more valuable than it is in war times by his trilogy, which his untimely death cut short. But we have The Pit, a big story of commerce. Cotton is the chief material in various present day stories of the South. Whereas the older fiction dealt only with aristocratic leisure, with colonels who drank mint juleps and let darkeys do the work, now the Southerner is a wideawake person who has passed prohibition laws in the interest of business and is much concerned in the extension of trade.

We have the book agent made delightful in Christopher Morley's humor of running a modern boarding house in Fanny Hurst's Ice Water, PI—O. Henry has about cleaned up all the lowly trades for us, and G. K. Chesterton gives us a variety in A Club of Queer Trades.

Arnold Bennett shows us a draper's shop in The Old Wives' Tale, while H. G. Wells gives us drapers in Kipps and The Wheel of Chance. Henry Kitchell Webster, Samuel Merwin, Montague Glass, Irwin Cobb—but one cannot name all the successful writers of modern business stories!

Business sometimes plays the role of the man maker. Trade with its democracy of spirit and its discipline, is made to reform weak characters. Nowadays the father who has neg-

lected his son for twenty years makes everything right by throwing him unsupported into business. Watch him shed glory on the family and firm! The Turmoil, by Booth Tarkington, shows the transformation of a dreamy youth from a minor poet to a successful manufacturer, although much against his will. Skinner's Big Idea, by Henry Irving Dodge, depicts the rejuvenation of men in business who have sunk into a rut too early. Dorothy Scarborough.

Covered Buttons Save Life.

Our informant says: "A certain young lady can thank Providence for the invention of covered buttons.

She joined a Red Cross unit. Before she left, her mother, a dress-maker, who had a hand button covering outfit, inserted gold pieces in the button moulds which she covered.

During the bombing of one of the hospitals, some missile struck her and one of these reinforced buttons saved her from serious injury.

At another time she became detached from her unit and put some of the gold pieces to good advantage for purchasing life's necessities."

Lawyer Keeps His Word.

"I haven't any case," continued the client, "but I have money."

"How much?"

"Sixty thousand dollars."

"Phew! You have the best case I ever handled," said the lawyer. "I'll see that you never go to prison with that sum."

And the client didn't—he went there broke.

The Book of Plain Prices

All the prices in "OUR DRUMMER" catalogue are net and guaranteed for the time the catalogue is in commission. Moreover they are expressed in plain figures. This means that the man buying from "OUR DRUMMER" buys with the comfortable assurance that he knows exactly what he is doing. If you are a merchant and have not the current number of this catalogue near you let us know and one will be sent.

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QUALITY

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Our Road Salesmen will soon have samples of the following articles of Men's and Boys' fall and winter furnishings for immediate delivery and would advise you who did not fully cover on this class of merchandise, when we were booking orders last fall, to act quickly, as there is a great scarcity of this kind of goods and we have only a limited amount to offer:

Men's and Boys' Flannel Shirts and Blouses
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Men's and Boys' Mackinaws and Sheep Coats
Men's and Boys' Gloves and Mittens

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

SERVICE

QUALITY



After-the-War Problems We Must Face.

Written for the Tradesman.

Recent developments on the Western front bring before us more forcibly some of the "after-the-war" problems. It is not too early to discuss them, and the need of close and calm consideration by the business interests of the country is imperative. Especially is this true as to the revealed plans for ruthless trade conquest by Germany. Much has been written, both in fiction and alleged fact. Official disclosures from papers in possession of the State Department corroborates most of the statements contained in published articles, and go further, showing that the Germans contemplate a commercial battle for final world supremacy, "fought out" according to the approved German fashion on foreign soil. The expose shows how the German genius for patient, painstaking preparation and attention to every detail, of exhaustive organization and complete national mobilization have been brought to bear upon the problem. It is serious and must be faced. The more widely the information regarding these plans is disseminated the better. It hits us all in every line of business, and as in the final analysis, public opinion will influence National action after the war, basis for a rational solution should be established now. Notwithstanding the dropping of treaties to a negligible quotation, Germany founds its scheme for the future on these scraps of paper. Among the compacts the Huns expected to dictate on the battle field were the following stipulations as to the products of the allied countries:

An unlimited opportunity to acquire sites for winning raw materials, such as copper and cotton, and an unlimited right to get them out by German enterprise. All restriction must be precluded.

It will not alone suffice to demand unlimited opportunities to secure raw materials in foreign countries, for their price by the time they reach Germany may have been raised to inadmissible amounts by export or transit charges, freight rates, the refusal of export premiums which are granted to other foreign business of a similar kind, and by other forms of petty chicanery (for instance, the refusal to build connecting railway, or to recognize the ex-appropriation rights of Germany, etc.) The commercial treaty must place an absolute bar to such arbitrary advances in the final price of raw materials. "It is also arrogantly asserted that the

retaliation measure to be applied in case of infringement must be determined upon beforehand with all severity." According to the plan "to be dictated upon the battlefield," provision must be made in advance that foreign officials must employ all the force at their command against the originators, promoters and participants in boycotting movements which "injure our export trade," and that in such cases the German government has a right to be consulted and to share in deciding the measures of opposition. Herr Herzog, the adviser of the German government in this proposed piratical control of trade, further says that, except where they are absolutely indispensable, "it must be expected the German technical skill will be excluded from supplying our present enemies." How many Americans would suffer this condition to exist? It must never exist and it can be seen that we are fighting not alone for universal liberty, but for our own commercial independence as well. Such a commercial treaty would stipulate that German shippers are eligible wherever foreign material and foreign workmanship are patronized in any form. It would be absolutely impossible for manufacturers from countries now allied against Germany to enjoy under any form or pretext whatever a preference in competing for state work. But no confidence can be placed upon paper concessions alone, according to Herzog. On the basis of statistical data, we must specify the proportion in which German products have been included in official consignments from foreign countries. Purchases according to this proportion must be guaranteed by the state which is a party to the treaty." The whole plan is based upon a military control of all industry and of every German by the government.

The above brief outline is sufficient to give an idea of some of the terms Germany would impose on the world were she victorious and which she will have nerve enough to ask for in any peace negotiations.

We have seen enough to know that every German is to be under orders from Berlin and to act as a spy and government agent. The success of this scheme would depend upon accurate and prompt information to be supplied by Germany's spies, nor are trade statistics the least of it. Every German instructor and chemist, every laboratory and plant in the empire are to be under the orders of the General Staff—the commercial federation—and are to be kept working constant-

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Wm. N. Senf, Secretary

FREMONT, MICHIGAN

THE naming of the Grand Rapids Trust Company as Executor and Trustee means that you will bring to the settlement and management of your estate the combined judgment and business ability of its officers and directors

The most competent individual has only his own experience and knowledge to qualify him. This Company offers your estate the collective knowledge and experience of its officials.

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ESTABLISHED, 1853

Capital \$800,000

Surplus and Undivided Profits: \$1,029,158.35

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THE OLD NATIONAL BANK

Monroe at Pearl

Grand Rapids, Mich.



ly improvising substitutes for raw materials and improved methods and processes. With this information the General Staff is to prepare for invasion by mobilizing under five great organizations the entire commercial strength of the country. It is not to be a trust or combination. It is to be an army of manufacturers, miners and bankers, under command of a staff composed of the heads of the trades and of state officials controlled by the government.

With such plans as a part of the future "peace," should not America and her allied associates form a commercial and financial league which, while guaranteeing decent independence, will preclude the spreading through underground methods of the insidious German evil? Every man, woman and child in the United States is vitally interested and it is but proper that our people give voice to their sentiments, so that when our representatives who sit at the peace table will fully understand and carry out the wishes of the Nation.

Consideration of after-the-war problems should not, and will not, interfere with our giving our united energies to the successful prosecution of the war, but it does no harm that while our preparation for a continuance of the conflict may be for ten years, we organize our peace projects, so that if it should end in ten months we will not be caught napping.

Great Britain is fully alive to the situation and definite plans are under way to put an end for all time to "peaceful penetrations" by Germany of British colonies, both financial and commercial. All sources of supply within the empire are to be freed from foreign control of any kind. Fourteen committees are now considering trade development and twenty-one committees are conducting scientific and industrial research, independent of the fourteen studying trade development. Eight committees are working on demobilization, acting as connecting links between the demobilization scheme of the Ministry of War and the elaborate resettlement scheme of the Ministry of Labor. There are six committees on raw material, six on coal and power, two on finance, four on agriculture and forestry, two on intelligence, six on public administration, two on labor and employment, four on housing, eight on education, two on aliens, three on legal matters and three on miscellaneous questions. While, of course, it is without the range of probability that the findings of all these committees will be adopted by the British government, the fact remains that as soon as any of the after-war possibilities show their head above the horizon, Great Britain is equipped through preliminary organization to give them consideration. It is an insurance against trouble, as well as preparation for any trouble which may arise. America must also awake to the situation. The only question is how soon and on how big a scale shall our study of the peace problems begin.

Paul Leake.

Give Credit Where Credit Is Due.

Detroit, Aug. 27.—All patriots are looking for opportunities to help advance our efficiency in waging this great conflict, but many are unwittingly doing some harm through unwillingness to relinquish prejudices, both personal and political.

Early in the war many jumped to the conclusion, without sufficient reason, that this official was incompetent, or that policy was wrong, when the official was untried or the facts upon which the policy was based were unknown to the public. Now when the official has proved his competence, or the policy has been shown to be wise in the light of subsequent events, some prejudiced ones have stubbornly refused to give credit where it is due, stoutly maintaining, in the face of demonstrative evidence to the contrary, that they were perfectly right in their estimate of the situation, and that any successful situation resulted in spite of the official who was charged with its development, or of the policy wrongfully initiated.

Pure pig-headedness, surely, but it does some harm. It creates irritation, furnishes fuel for the prejudices of others of like mind, interferes a little with the smooth running of the whole machine, dampens a little the ardor of some, and if it does any harm, should be given up. And the best way to give it up, in spirit as well as word, is for everyone to look on all subjects with a judicial mental attitude, resolved to get at the truth of any situation, and then, with all the facts clearly in mind, and prejudice eliminated, a correct judgment can generally be arrived at on most matters not technical. Then, if we feel that errors are made, we know why we think so, and can state those reasons, where, if sound, they will bear fruit.

Those who are indulging in this obstinate attitude of mind will contribute much to the unified spirit behind the United States Government by discarding that position and by looking at things as they are to-day, and by uprooting, like true sportsmen, the hidden hope that some one will fail to make good in order that pride of opinion may be justified at the expense of efficiency.

This simply means being patriotic in private as well as in public.

Harman Brown.

Why Should Age Serve as Deadline?

Detroit, Aug. 27.—A friend of mine—a real live man—with initiative and force, with the gift of continuance, and optimistic, who has made good in everything he has undertaken in the past, has been suddenly thrown out of work, owing to his firm giving up business, and he now finds difficulty in making new connections simply because he has reached the age of forty-five. Now, just what has age to do with making good in a new business, or in getting a new connection, especially when one is in excellent health and actually is youthful in appearance? Why a "deadline" after forty? Surely this should be an age of reason. Prejudice should be discarded, and a man's age should not enter into consideration in the business world when he can "make good." Is interested beyond the day's job and the week's payroll, is a real human fellow, can talk with and interest others equally human, if he is honest with himself and also equally honest with others.

This man is of prepossessing appearance, has been successfully clerk, stenographer, secretary to men of affairs, chief clerk, office manager, correspondent, cashier, investigator; has a knowledge of credits, Spanish, commercial law, salesmanship, and advertising, and can fully satisfy the expectations and meet the requirements of any reasonable firm. Really, what difference does it make whether

a man is twenty or fifty, if he has ability, experience, and health?

This is no time for prejudice in the business world, but of common-sense.

George S. Bronson.

Several years ago John H. Patterson of the National Cash Register Company laid down the fundamental rules of window decoration. One of these was: Exhibit only goods which you have for sale.

One day Mr. Patterson, with this rule in mind, was walking along a street in Dayton and he saw a haberdasher's window which was lighted

by a dozen lamp bulbs. The glare of the bulbs was so intense that one could hardly see the neckwear.

"I would like to buy a half dozen incandescent lights," said Mr. Patterson, to the clerk who met him as he entered the store. He was told the store did not sell lamps.

"Why, then, do you exhibit them in your window? Why don't you drop a narrow shade in front of the lamps, and reflect the light on the goods you do sell?"

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

Fourth National Bank

United States Depository



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

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

GRAND TRAVERSE BAY.

Experiences of Early Settlers in That Region.

Written for the Tradesman.

Sixty years ago Traverse City was in the center of as fine a tract of timber land as could be found anywhere, containing upwards of six thousand square miles. Its location, at the head of the west arm of Grand Traverse bay, a beautiful body of water from five to ten miles wide by forty long, gave it a spacious land-locked harbor and made it the natural metropolis of the region. There was nothing then but land and lumber for it to be the metropolis of, but it required little imagination to see that some day there would be something more. The early settlers little realized, however, what magnificent orchards of cherries, plums, pears and other fruits were destined to cover those wooded hills.

What little business there was, was confined to the production of lumber and cordwood, which was shipped to Chicago. The lumber was all pine. There was no market for hardwood and the vast forests of beech, maple, elm and basswood remained untouched. Later, but before the manufacture of hardwood lumber to any considerable extent, elm ship-timber was shipped from Traverse City. The timbers were hewed in the woods and hauled to the bay shore on sleighs. There they remained until the opening of navigation, when they were loaded on vessels anchored off shore and carried down the lakes through the Welland Canal, and so down the St. Lawrence River to Liverpool, where they were used for ship-building. The timbers were floated one at a time out to the ship and loaded between decks through openings in the stern. Many a ship into which they were built no doubt lies at the bottom of the ocean, ruthlessly sunk by the murderous submarines. Some of the choicest timber of the country was thus gathered up and sent abroad at prices which would now be considered ridiculous.

After the close of the Civil War settlers came flocking into the country and soon began a wholesale destruction of the timber, in their infatuation for clearing the land for cultivation. In doing so they actually burned up the best part of their farms, oblivious of the fact that in the timber, if it were properly conserved, they had an almost inexhaustible mine of wealth—a mine capable of supplying the Grand Rapids factories with material for all time.

In those early days the sight of white sails on the bay was common—schooners, barques and brigs sailing in and out with their cargoes of merchandise for the port or lumber for the distant market. The harbor sometimes fairly bristled with their masts. It is to be regretted that they have pretty much all disappeared. A big four-master standing up the Bay with all sails set before a fresh breeze on a bright June morning was a picture never to be forgotten. Under an inexorable economic law the

commercial steam barge has supplanted the romantic sail.

Another interesting sight, which in the early days used to be common, has also disappeared from the bay. The Indians were expert navigators in their dug-out or birch bark canoes. With one sail rigged in the bow, an Indian seated in the stern would calmly steer his frail craft with an oar through a sea into which a white man would hesitate to venture with a much stancher craft. The Indian would have on board a full cargo consisting of camping outfit and cooking utensils such as he used and a load of passengers consisting of squaws and papooses, and sail the lake, regardless of wind or weather. In fact, the more wind there was the better he seemed to like it. It was not uncommon to see a fleet of these canoes under full sail coming up the Bay to their camping ground, a low, narrow, sandy peninsula between the Boardman River and the Bay. They would go into camp on this peninsula, setting up their wigwams and establishing themselves for living in a few minutes after their arrival. They would remain until they disposed of their stock of fancy baskets and trinkets and then break camp, load their belongings into their canoes and sail away as quickly and quietly as they had come. The railroad now occupies this camping ground with its tracks and depots and the red man is crowded out.

The Indians were settled on two reservations, one in Leelanaw county, near Sutton's Bay, about twenty miles north of Traverse City, and the other in Emmet county. There they lived in log houses or wigwams, according to their fancy, often preferring the latter. They had their ponies, animals of much endurance, but incapable of willing effort. Some of them made a pretence of farming, but as agriculturists they were not a success. They preferred hunting, fishing and lounging around.

In the early '70's the reservation in Emmet county was thrown open to white settlers and there was a rush of homesteaders to take up the lands. The land office was then located at Traverse City in a small frame building on the corner of Front and Cass streets. For several days the crowd in the street resembled a mob. No one was admitted to the office, but the land entries were made through a window.

The homestead laws were subject to much abuse and sometimes were used as a means for the commission of fraud and even crime. In one case a man entered a homestead and bought a team and went to the store of Hannah, Lay & Co. and ordered a load of implements, utensils and provisions. When he came to pay for his purchases he presented a draft for a large amount on a bank in some Eastern city and asked for the change, amounting to several hundred dollars in money, claiming that he would need it to pay out for improving his land. He exhibited the certificate of his homestead entry as evidence of good faith. His story was so plausible that he suc-

ceeded in getting the money. There was no telegraph and no way of investigating the genuineness of the draft. He no sooner got the money than he disposed of his purchases and disappeared before it was discovered that the draft was a forgery. Needless to say that he never "proved up" on his homestead. Years afterwards when he was serving a term in the Ohio penitentiary for some other crime, Mr. Hannah called to see him. He claimed to Mr. Hannah that he would have secured money enough by his crimes to make himself independent if it had not cost him so much for bribes to the officers of the law in order to retain or regain his liberty after he was detected.

The law required the homesteader to make a bona fide residence on the land and to remain there for five years before he could "prove up"—prove by the testimony of witnesses that he had resided on his homestead the required length of time, and get his patent, or Government deed, giving him the absolute ownership of the land. During the five years he was allowed to be absent not more than six months at a time. Some persons attempted to construe this to mean that the homesteader had to be on the land at least once in six months during the five year period. Sometimes he put his construction to the test. One instance of this was the case of a man who had a good, well-stocked farm in Southern Michigan and who conceived the idea of adding to his holdings by taking up a homestead. He built a log house

and chopped over a few acres and slept there two or three nights every six months. But he forgot to vote in the township where his homestead was located and continued to vote at his Southern Michigan home. His homestead was advertised as abandoned and he lost it. There were many such cases.

One thrifty couple made a bona fide residence on two homesteads in a way that was worth while. They selected adjoining tracts and built a double house on the dividing line, so that one half stood on each homestead. They afterwards married and in that way the family secured 320 acres instead of 160, the regular allowance.

The homesteaders who were honest with the Government and who in good faith set about carving out homes for themselves in the wilderness fared the best in the end. Many of them lived to reap their reward for enduring the privations of pioneer life. They emerged from the ox to the automobile age to find themselves possessors of comfortable and even luxurious homes in a land of peace and plenty, under the protection of a beneficent Government to whose bounty they were indebted for those homes.

Reuben Hatch.

If you always have something new or difficult to show customers, you are in a position to take advantage of their curiosity—a quality that exists in all of us.

Do Not Trust to Chance

No man can afford to take a chance on life itself. It is too uncertain. And failure to make proper provision for the care of your property upon your death means that the results of your labor and effort may be but poorly conserved, and your family lose thereby.

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.

GOOD MAN GONE.

Typical American Career of Lansing Philanthropist.

Lansing, Aug. 27—J. H. Moores, donor of Moores park; organizer and director of a number of Lansing industrial enterprises; philanthropist and pioneer lumberman, died last Saturday, following an illness of practically a year. The end came peacefully and was expected as the attending physicians notified the family Wednesday that death was near. Mr. Moores' death occurred in the Moores summer home on the river drive.

The funeral of Mr. Moores was held Monday afternoon at the cottage on Moores river drive and was public. Internment in Hope cemetery.

From truck gardening on the outskirts of primitive Lansing to capitalist and philanthropist is the typical American career of James Henry Moores. Mr. Moores was born in Croton, Licking county, Ohio, April 2, 1846. Having received a common school education in that State, Mr. Moores, filled with all the aspirations of sturdy, hopeful youth, came to Lansing to get a higher education at the Michigan Agricultural college.

Mr. Moores entered this institution in 1866. In 1913 this institution conferred the honorary M. A. degree upon him. Michigan evidently suited the young man and he elected to settle here. Truck gardening on a small scale was his first venture. Later he launched out into the real estate business. Visionary, but conservative; endowed with business acumen which only needed development through experience, Mr. Moores saw a fortune in the pine forests with which Upper Michigan was then covered.

In 1873 he made his first venture in pine land speculation. This was in March. In a small way he began business as a lumberman but did nothing on an extensive scale until 1880 when he began cutting logs along the Muskegon river; manufacturing them into lumber and shipping his product by boat to Chicago. In 1881 he founded the villages of Moorestown in Missaukee county. He was its first postmaster.

In 1873 Mr. Moores considered himself prosperous enough to marry. His first wife was Miss Sarah Louis Stevens, of Concord, Michigan. Mrs. Moores died in March, 1886. In April, 1887, Mr. Moores was united in marriage to Miss Sarah Frances Goodman, Oak Park, Ill. He had but one child, this daughter by his first wife. The daughter died some years ago after her marriage.

In the lumbering business Mr. Moores prospered and amassed a small sized fortune, as fortunes went in those days. When the Lansing banks in which Mr. Moores had his accounts became insolvent in 1896 or thereabouts, he was forced into bankruptcy. Mr. Moores was practically "cleaned." But he courageously and with the genuine optimism that was always characteristic of him, shouldered his obligations and made a new start. He had begun to investigate the pine possibilities of Mississippi and had, as early as 1887, made investments in pine lands in this state.

With little except his courage, good health and an indomitable will, Mr. Moores moved to the new field of operations. This was in 1897. From the start he made good. The bankruptcy court had legally absolved Mr. Moores of certain indebtedness. But Mr. Moores was of a different opinion entirely. When in financial shape to do so, he returned to Lansing and paid dollar for dollar of his indebtedness in addition to the interest.

The process of settling up his indebtedness was slow, as he was unable to find some of his creditors

who had given up their accounts as paid in full. Painstakingly and prompted by honest and sincere motives, Mr. Moores traced each debt, but it was not until about eleven years ago that he finally located his "last creditor" and received a "paid in full" receipt. This is said to have been an eventful day with him.

In 1906 Mr. Moores returned to Lansing to make a permanent residence. He invested heavily in Lansing real estate and got behind every industrial enterprise which had any possibility of a future. Some of these backings, however, did not prove successful, but Mr. Moores' desire to see Lansing grow often prompted him to take chances on young concerns.

At the time of his death he was President of the Lansing Pure Ice Co., the Lansing Stamping & Tool Co., the Lansing Foundry Co., the Moores Drive Association and the Lansing Connecting railroad, and Vice-President of the Lansing State Savings Bank and a director of the Atlas Drop Forge Co., and other concerns.

In 1909 Mr. Moores presented to the city of Lansing beautiful Moores park, consisting of eighteen acres. He had acquired about 400 acres of land lying West of the city limits along Grand River to Waverly park. He was also instrumental in planning out and co-operating in the Potter park. He gave much of his time to civic affairs and was ever ready to work for the promotion of the general good of the city.

On January 12, 1912, Mr. Moores was elected President of the Lansing Chamber of Commerce. His administration marked the beginning of a big industrial and civic growth in Lansing. Mr. Moores performed many charities and his check book was always out for any person in distress. Provisions have undoubtedly been made in his will to continue many of the philanthropies which he personally supervised during his life.

About three years ago Mr. Moores began preparing for a quiet life and a greater personal freedom from business. He had ceased to acquire more real estate and was gradually liquidating much of that which he had acquired. Just what his real estate holdings were in Lansing is not known, but he had a rockbound faith in Lansing's substantiality and his real estate investments were heavy.

Last November he practically retired from active participation in Lansing's business life, leaving the management of his Allegan street offices to his secretary, George E. Hutchinson. He left in November for Sea Breeze, Fla., and spent the winter there, returning in May. During the hot months he has been living in his cottage West of Moores park on the river drive.

Mr. Moores has been pronounced feeble the last few weeks and Wednesday physicians notified the family that the end was near.

Mr. Moores had no immediate relatives with the exception of a sister, Mrs. S. J. Weed of this city, and his wife.

Mr. Moores recently was elected to the Rotary Club of this city. For years he took an active interest in the affairs of the Plymouth Congregational church of which he was a member. In politics Mr. Moores was a Republican.

Sparks From the Electric City.

Muskegon, Aug. 27—Shelby merchants had one of their old time ball games August 22. The score stood 18 to 22 in favor of the East side. While some good plays were made, the game had quite a lot of comedy attached. A general good time and a goodly sum for the Red Cross was the result.

Miss Laura E. Brubaker and William Monroe, of the Soo, were united in marriage recently. While not ac-

quainted with either party, we wish to compliment the lady for her choice of name, but sincerely hope that fellow from Mears does not attempt to claim relation in public. We sure would feel humiliated.

In the ejection from his hotel of a well-known insurance agent recently, landlord Peiffer, of Shelby, did the traveling public a great favor. This man has made himself so obnoxious by his disloyal acts and fault finding that his name is spoken only with disgust by citizens along the Pentwater branch. The writer had occasion to rebuke him in the same hotel when he demanded white bread on wheatless day. Mr. Peiffer conducts a good hotel and any fellow who finds fault with his strict compliance with the food regulations ought to be interned until after the war and then deported. The man in question is well versed in insurance and represents a good company, but we doubt the good judgment of the company in retaining in its employ a man with anarchistic tendencies.

The blacksmiths of Oceana and Mason counties held their fourth annual picnic at Pentwater Saturday, August 24. About 100 were present and a good time and plenty of eats made the affair very successful. They voted to hold the one at the same place next year on August 17, that being their National holiday.

We are pleased to note that the present Grand Rapids correspondent of the Tradesman appreciates Muskegon. Well, we wish to announce that in order to return the compliment, we are forced to admit that Grand Rapids sure was a nice quiet place to build the Holland Home.

E. P. Monroe.



The United Agency System of Improved Credit Service

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ACCURATE - RELIABLE
UP-TO-DATE

CREDIT INFORMATION

GENERAL RATING BOOKS

now ready containing 1,750,000
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CHICAGO, - ILLINOIS
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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
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MICHIGAN AUTOMOBILE OWNERS
221 Houseman Bldg., Grand Rapids, Mich.

OFFICE OUTFITTERS
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The Tisch-Hine Co.
237-239 Pearl St., near the bridge, Grand Rapids, Mich.

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000

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Resources
10 Million Dollars

3 1/2 Per Cent.

Paid on Certificates of Deposit

The Home for Savings

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

Protect Yourself by Using

EGG CANDLING
CERTIFICATES

See advertisement on page 21.

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

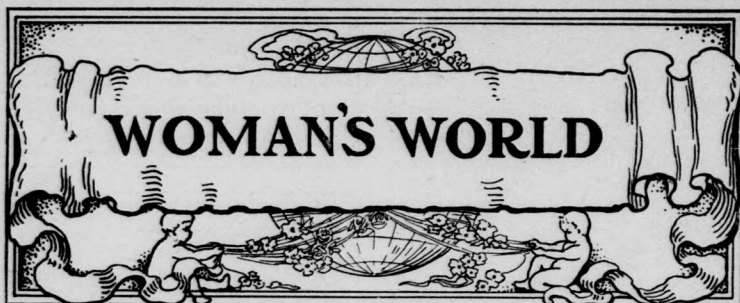
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SURPLUS TO POLICY HOLDERS \$479,058.61



Something for the Mother to Think About.

The great call for hospital nurses that is echoing through the land is full of significance for the girls and young women of the country. Even though the war should end sooner than now seems possible, for many years there will be demand for the services of women, to care for the returning wounded—men crippled, shocked out of nervous poise, needing skilful care and teaching the way back to normal life and usefulness. Wonderful inventions, not only of apparatus but of methods of mental restoration, have spread a rainbow of promise across the black sky for the wrecked in body and mind who in former times would have been wrecks and nothing else to the end of their days. And immediately there will be great need of care and cheerful service among the convalescent who will be fully restored to health and vigor.

Now, to a great extent this is woman's work. Just as the calls for volunteers and the selective draft have summoned millions of men to the fighting line and the hard services back of the battlefield, so the call for nurses will bring out thousands upon thousands of your women from sheltered homes, to whom four years ago such a possibility would have seemed the most fantastic of absurdities. We could not hold them back if we would; we would not if we could. It is the call, not only of our country, but of suffering humanity. Womanhood in all times has heeded that call. Our women will not fail now. All over the country they are going forth, and still more will go forth.

A good deal of mischief has been done since the United States entered the war by a certain hysterical propaganda which has tended to make young women—and some older ones—imagine it in some way their duty to act differently toward a man in uniform from the way in which they would have acted toward him in citizen's dress. Of course, there is a sense and degree in which this is not only proper, but desirable. The man who has been called into the military service of his country is making a tremendous sacrifice, of all he has, and the rest of us, women included, may well go far out of our way to express our gratitude.

But, so far as women are concerned, there is a line to be drawn, and a sharp line. Putting a uniform on a man does not change his character. In fact, with many men, the laying aside of the individual costume and

the merging of him into the impersonal mass of the army, and more than that, the transfer of him to strange places far from the restraints of home and neighbors, free him to a considerable extent from the influence of the home public opinion, and in many cases he is not quite so careful and self-controlled as is his habit. This army is a pretty heterogeneous gathering of men, of all sorts and kinds; they bring along with them every grade of moral standard. Besides that, even the best of them are terribly lonely and homesick.

There is a wonderful work that fine young women can do to encourage these lads, to uplift them, to bring out the finest qualities they have. I know of instances more than a few in which boys on the edge of serious demoralization were restored to their best ideals by the influence of the women they have met while they have been in the training camps. And I have known, too, of girls who have suffered irreparable damage because they misjudged the character, not only of the soldiers with whom they came in contact, but of the nature of the influence they might have upon them.

Since it is necessary for our girls to go forth into a new and all but unforeseen field of activity, it is necessary as it never was before to consider what fitness they have to meet the strains and temptations to which they go.

The girl of hitherto sheltered life who goes into a hospital to take the nurses' training goes to a place where every form of reticence as to things physical, the relation of the sexes, and so on, goes by the board. Things she never heard of in her life will be the subject, not only of her studies, but of her daily conversation. She will have to render to wounded soldiers and to sick people of both sexes services the nature of which she never has dreamed of. I need not specify. This is the necessity of the situation and it must be accepted. I go so far as to believe that it is good for her that it should be so.

But all this carries with it a deadly peril for her if she be not well upon her guard in advance. Now, Mother, if you never quite dared to do it before, you must be frank with that daughter of yours. You cannot shield her any longer. If you do not tell her what she needs to know for her own protection, somebody will. And who shall it be? Will you leave it to chance?

The girl whose mother has been frank with her about these matters

SEEDS WANTED

ALSIKE CLOVER
MAMMOTH CLOVER, RED CLOVER
SPRING RYE, ROSEN RYE
RED ROCK WHEAT, FIELD PEAS



The Albert Dickinson Company
SEED MERCHANTS
CHICAGO, ILLINOIS

Moore's Mentholated Horehound & Tar Cough Syrup

Dealers should now be placing their orders.

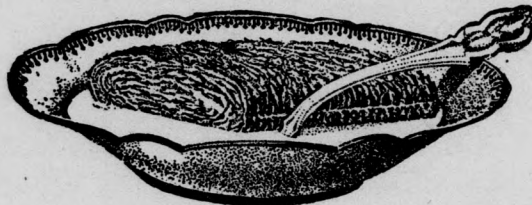
Be on the safe side.

If our representative does not call on you, write us direct.

THE MOORE COMPANY
TEMPERANCE, MICH.

EXTRACTS, COFFEE, TEA, SPICES, GROCERS' DRUGS,
NON-FREEZE BLUING AND AMMONIA.

Business Behind the Trenches



Of course there must be some business behind the trenches—if we are to win the war. Business must go right on—but merchandizing and manufacturing must be adapted to the necessities of war.

We are operating under restricted production to meet the requirements of the Food Administration. This means a limited supply for consumers. When your customers do eat wheat, however, urge them to eat the whole wheat.

Shredded Wheat Biscuit

contains every particle of the whole wheat grain, including the outer bran coat. In our process nothing is wasted or thrown away. It is made digestible by steam-cooking, shredding and baking.

Made only by

The Shredded Wheat Company
Niagara Falls, N. Y.

will go unscathed through all the dangers that await her, as clean and pure and safe as ever she was. Doubtless thousands of others will take the shock of disillusionment as women take shocks of all kinds, and weather the storm without harm. But there will be others. Are you quite certain about how your own daughter will come through this time of trial?

Not all the daughters will go into nursing, with its glow of patriotic fervor to soften the sordid details of physical and moral strain. Thousands of young women, and even very young girls, are finding it necessary, in the financial emergency created by the bread-winner's going to war, to go into offices, shops, and factories. Many of these have been tenderly raised, carefully (and mistakenly) protected from knowledge of the perils of the hard work-a-day world.

The other day in a great factory I saw a really little girl working as a messenger amid a considerable group of boys. Something about her manner and dress told me that she was of a sort not ordinarily to be found in such a situation. I questioned her a little and found that my surmise was true. And I found, too—for I took a little pains to learn what I wanted to know—that she had come into that strange and perilous place without any of the kind of knowledge and caution that I would want my daughter to have. She was terribly pretty. And the boys with whom she was to be associated all day long, day after day, week after week, did not look to me like the kind of associates I would want my daughter to be thrown with for most of her waking hours.

Women of all ages are going into a new set of relationships with the world. They will find their footing, and be, perhaps, the better and braver and stronger for it. But it has not been our custom to brace our daughters for this sort of thing. Home-maker—think this over, if you have a daughter, or a girl under your influence, who must shortly answer the call of the times to go out and battle with the world, whether in the soul-racking atmosphere of the hospital, in the cheerful service of the Soldiers' Convalescent Home, or in the business and industrial world. The danger is not an imaginary one.

Prudence Bradish.

If I Were a Grocer

I would try to educate my customers in the use of starchy substitutes for sugar.

In my window, for instance, I would arrange an attractive display of potatoes, corn, rice, macaroni, beans, and bread, with the sign: "These foods turn to sugar in your stomach."

In talking with customers, and in my newspaper advertising, I would also emphasize this fact of chemistry and thus I would give my customers practical suggestions for conserving sugar.

I might even, if I thought it wise, center attention on the potato, which seems to be unusually plentiful and cheap this year, as a substitute for sugar.

James Mather Mosely.

Ma and I.

Written for the Tradesman.

Ma and I did lots o' things we did
S: e was left alone (I's but a kid)
With a little farm—for Pa 'was gone—
'N' ev'ry morning we were up at dawn—
Ma and I.

Gee! but I jes liked to work with her
She was on the jump—could make things
stir;
Often tho' she'd tire and stop an' cry
Then I'd say "can't I be dad—now why?"
Ma and I.

People said she made a girl o' me
Doing housework; still I'd rather be
In that cottage home with her—gee whiz
Than in th' Queen o' Sheba's palaces—
Ma and I.

On a farm there's always lots to do
Still she'd time fer flowers an' loved 'em
too.

Winter mails brought catalogues of seeds
We'd select the kinds for our spring
needs—
Ma and I:—

Drummond's phlox, fine mixed, an'
mignonette,
Balsams, candytuft; I'll ne'er forget
Her china asters—we'd poppies white
and red,
'N' mornin' glories climbing up the shed—
Ma and I.

Garden sass, pickles sour an' sweet
Jam an' jell, and things yer like ter eat;
Dried the apples for next summer's need
Quartered an' strung 'em like you would
a bead—
Ma and I.

By the fireside long we used to sit
Visitin' like; Ma would sew or knit
Then she'd say—it always made me
proud—
"Read your Youth's Companion please—
aloud!"
Ma and I.

Now those boyhood days are passed and
gone,
In that humble home with shady lawn,
Flowers in summer time, Mother there!
Were the joys which still in dreams we
share—
Ma and I.

Charles A. Heath.

Just American.

Just to-day we chanced to meet—
Down upon the crowded street;
And I wondered whence he came,
What was once his nation's name.

So I asked him, "Tell me true,
Are you Pole or Russian Jew,
English, Scotch, Italian, Russian,
Belgian, Spanish, Swiss, Moravian,
Dutch or Greek or Scandinavian?"

Then he raised his head on high,
As he gave me this reply,
"What I was is naught to me,
In this land of Liberty;
In my soul as man to man,
I am just American."

Times Have Changed

A dozen years ago the lady in the picture 'phoned to three grocers before she got "Yes" for an answer to her question, "Have you got Jell-O?"

Styles in grocers' stocks as well as women's gowns and modes of hair dressing have changed since the picture was made when the lady 'phoned first.

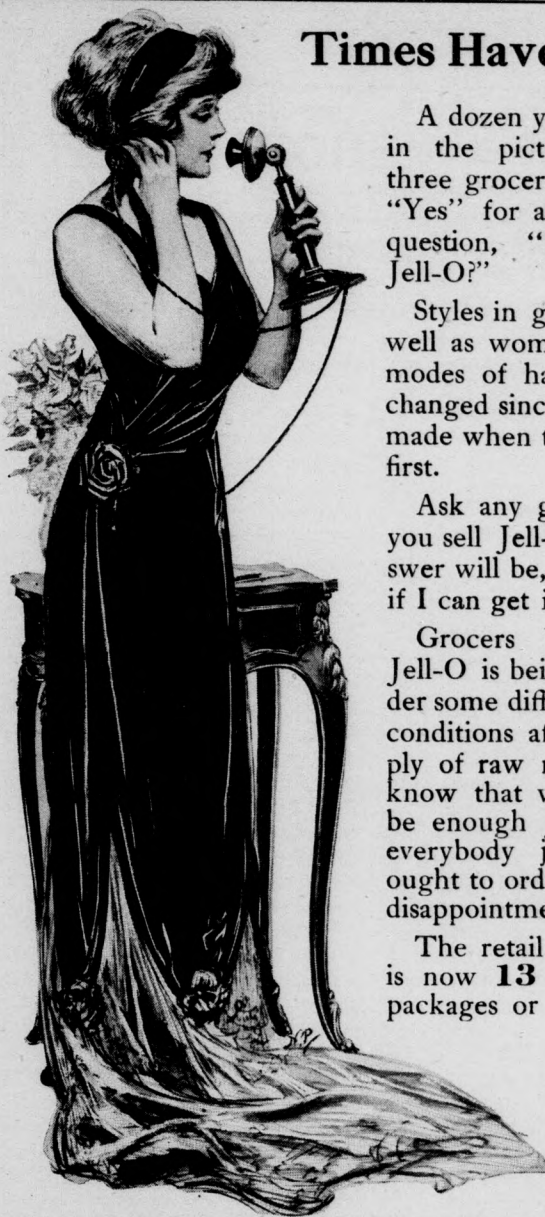
Ask any grocer now, "Do you sell Jell-O?" and his answer will be, "You bet I do if I can get it."

Grocers understand that Jell-O is being produced under some difficulties owing to conditions affecting the supply of raw materials. They know that while there may be enough Jell-O to supply everybody just now, they ought to order ahead to avoid disappointment.

The retail price of Jell-O is now **13** cents for single packages or **2** for **25** cents.

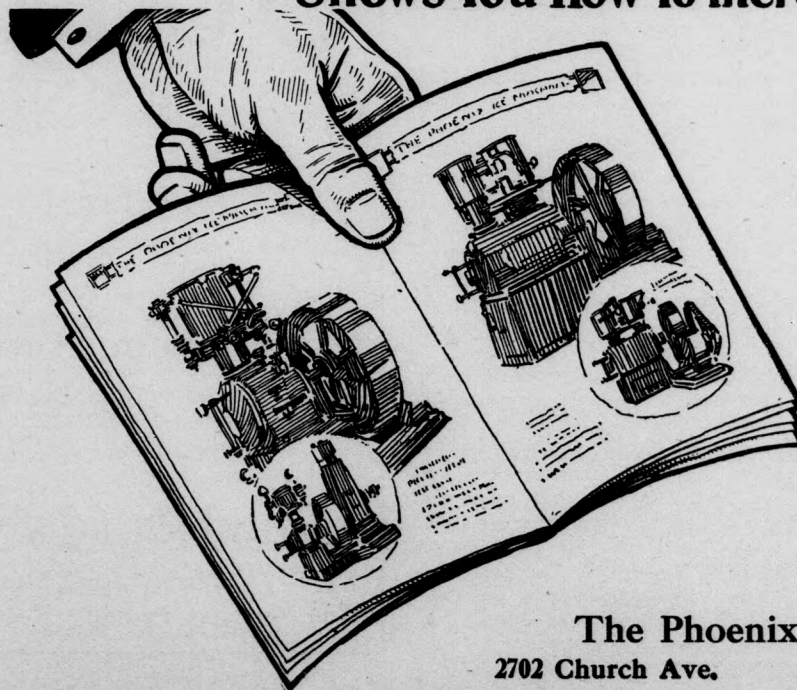
**THE GENESEE
PURE FOOD
COMPANY**

Le Roy, N. Y.



This Book Sent Free to You

- Shows You How To Increase Your Profits



We have just published a new booklet on mechanical refrigeration—it goes into refrigerating problems from the user's point of view—it describes and illustrates the principles of refrigeration so that anyone can understand them. We think you will be interested in this booklet, and we'll be glad to send you a copy. Just ask for it—that's all.

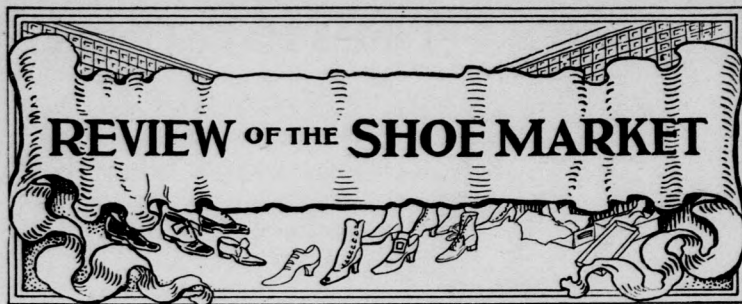
The subject of refrigeration is a most important one. Literally, millions of dollars worth of food products are wasted every year because they are not stored properly. A Phoenix Plant will insure the safe keeping of your goods.

Ask for the Phoenix Text Book. No obligation whatever. And we'll be glad to tell you how a Phoenix Plant will make money—and save money for you.

The Phoenix Ice Machine Co.

2702 Church Ave.

Cleveland, Ohio



Meaning of Dollar in a Shoe Store.

When I think of a dollar in a shoe store in fancy I wonder what dollar should represent the basis of this discussion. Is it the rich man's dollar—is it the poor man's dollar or is it the shoe man's dollar that appeals to your heart or mine? After all, this time I am going to consider Uncle Sam's 100 cent dollar that enters your till and mine. Many a good shoe man looks upon the dollars in his till as 100 cent dollars when in truth lots of them are only worth 60, 75 or 85 cents. After a capital stock of many dollars has been exchanged for 60, 75 or 85 cent dollars, many a shoeman steps down and out, because he failed to get the 100 cent dollars on every transaction.

You who conduct successful shoe stores or shoe departments know that every dollar that enters your cash box would represent three distinct and separate values. In other words, when you sell a pair of shoes you should have: First, net profits for dividends; second, enough money to pay all the expenses of the business, including a first class salary for the firm or department managers, and third, enough money left to go in the market and buy a similar pair of shoes to go back in your stock.

The shoe business of to-day is just what you and I make it. Just as we conduct our businesses, so will our neighbors and fellow craftsmen be influenced to do likewise. Or, reverse the argument, and just as our neighbors and fellow craftsmen conduct their business we will be influenced to do likewise. In our craft we have the wise men and the other-wise. We have the successful men and the unfortunate. We have men who believe in straight forward profitable shoe selling, and we have those who would rather sell at a loss, and supply the wants of the community at cost or less than to see a neighbor or fellow craftsmen make the sale at a profit.

It does not matter to me whether you are a \$100,000 shoe merchant or a \$10,000 shoe merchant. At this time the average of all the shoe merchants annual sales is near \$25,000. If you are above the average we salute you, if below it you have our sympathy. For my purpose it matters little how much you sell, but the method you use is applicable to the big man, the middle man, or the small man. If you have shoes that cost you \$3.25, and you have marked them to sell at \$5, and the market value is now \$4 and you sell for \$5. I claim you are selling the pair and

taking an 81 cent dollar in payment, using a 35 per cent, gross profit basis to figure it out. If you don't advance your retail prices to cover the market value, you will finally exhaust your capital stock, and take less than full standard dollars so often that you will be forced to sell two pairs of shoes to get enough money to buy one pair to go back on your shelf. Take 35 per cent, out of your \$5 and you have only \$3.25, which will not replace the pair of shoes with like kind and grade which now is worth \$4. I wish you could all get to understand that there are three dollars that should take care of themselves in a shoe store:—the dollar that you want to set aside for net profit or dividends; the dollar from which all expenses must come, and the dollar that replaces the stock sold with the same grade on your shelves.

By the laws of average some men aim to sell one kind of a shoe as a leader, getting 60 or 75 or 85 cent dollars in payment for it, and then another shoe for \$1.10 or \$1.25 or \$1.35 cent dollars, aiming to play the average and come out ahead in the end.

I claim that the shoe business will never be made a 100 cent dollar business until all shoe men refuse to sell a single item in their stores that does not bring them the 100 cent dollar. You who make leaders of certain shoes believe you are justified in doing it, but test it out if you please. Offer the factory some of the 75 cent dollars for your purchases and see if they are accepted.

It seems to me that I could outline the general shoe policy of this great land of ours, I would immediately institute some radical changes in the conduct of the shoe stores. The minute a line of shoes is advanced in price at the usual source of supply, I think every man in America should go to his stock and re-mark the entire line on the new advanced price basis, and do this from time to time as every price advance is announced. Then, if prices are reduced at his usual source of supply, I think he should treat his stock to a reduced price. The point of this theory is this: You advance, your neighbor advances, throughout America this policy is followed out, and the retail buyers are satisfied, for all dealers show the same front to their customers. You shoe men know that almost the exact opposite of this plan is the usual rule, for the unspoken thought or feeling is expressed: "Now I have a good stock and I will sell it below the market and make the other fellow "eat dirt."



Your Big Demand To-day

is

Keds

Our Stocks Are Very Complete Now.

Send Your Sizing Orders at Once.

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

HOOD

Has made a Wonderful Shoe in the New

OUTLOOK TENNIS SHOE

Don't fail to see it, for you will want it.

Salesmen will see you as soon as they can.

Grand Rapids Shoe & Rubber Co.

Largest Tennis Shoe Dealers in Michigan
The Michigan People Grand Rapids

Last January when the rubber lists were advanced 20 per cent. and hardly any dealer had stock on hand, or could get all he needed, what percentage of shoe dealers had nerve enough to re-mark all their salable stock on the advanced basis? Would it not have been finer, cleaner business all around for the shoe man to mark his stock of rubbers on the new prevailing price basis, educating the consumer into the positive increase in price, and making it possible for the business as a whole to maintain an honest market standard of value? The time to remark stock is the very day one is in the possession of the information that the advanced prices are in effect.

I realize there are many stores and as many plans, policies, or predominating ideas. Some shoe men have the idea that gross profit on sales should be 40 per cent., others 35 per cent., again 30 per cent., 25 per cent. and even 20 per cent. All I can say is that every dollar that goes into the shoe man's strong box should have three distinct and positive elements. In war times the business test is strenuous. Changing market values quickly effect every dollar. Bankers, who are recognized as top notchers aim to pay their stockholders 12 per cent. net dividends on par value of stock. Are we, as business men, entitled to net dividends of 12 per cent. upon our capital stock each year?

Many years I have spent in studying my business and that of the other fellows. Sometimes it occurs to me that I ought to let the other fellow study his own business, and just tend to my own, but I find in the other fellows some idea that just fits into my business and helps make it better. In my business I have rules that I absolutely refuse to alter. I buy shoes according to my best judgment, and every lot is bought with a positive purpose to produce a legitimate profit. Pardon me when I say that I go further, I recognize the shoe business of my city, country, state and Nation as a legitimate business, one deserving of proper manipulation so that it will produce for the owners a just amount for net profit after it has paid all expenses and left enough money to meet the requirement of the capital stock.

There are men operating shoe stores who try to make a reasonable salary and no more. Of such I say they injure the shoe business of the country. If they would wake up and get into the Association Band Wagon, I am sure they would begin to change their minds. If a salary is all you try to make out of your store sell the store, avoid the strife and worry, and hunt a live shoe man who needs some one to work for a salary.

Finally, if you carry a line of shoes that fails to bring in 100 cent dollars, close out the line. Don't handle it. If enough shoe men would refuse to buy lines that are offered for sale at about cost of stock and expense account with no idea of dividends for the business, I am sure the men making them would soon adjust their game to fit our legitimate business conditions.

S. E. Murray.

Food Waste At Camp Custer Negligible.

Battle Creek, Aug. 27.—In no place in America is more respectful consideration given the United States Food Administration's rulings than at Camp Custer, Battle Creek.

The feeding of a camp the size of Custer is a revelation in detail. For example, every man in Custer was allowed in June 46.77 cents for his day's rations. Few families could make the saving or live as well as these mess sergeants keep their men, and a soldier's portion of food is not to be compared with that given youngsters in the average home.

Of course the average big, red-blooded boy, true to his finer qualities, writes home that the cooking is not like mother's; but, be that as it may, his food is at least scientifically correct both as to preparation and substance, and as for cleanliness the army kitchen has no superior in the land.

There is plenty for all, but none to waste," could be adopted as the official slogan of the army cooks. A sergeant is stationed in the mess hall to prevent the practice of taking excessive portions and leaving a part of the food untouched on the plate. The daily inspection of the garbage cans from the kitchens, feeding perhaps 250 big husky boys each, will show far less waste than there is from the kitchens of a like number of civilians for the same period. At least one sanitary inspection of the kitchens is made daily by a commissioned officer attached to the school, and perhaps another inspection is made by a non-commissioned officer.

Custer has its own storage and refrigerator plant, which is sufficient to meet the complete needs of a city of 40,000.

M. H. De Foe.

Damaged Goods.

Johnny was at the grocery-store. "I hear you have a little sister at your house," said the grocer.

"Yes, sir," said Johnny.

"Do you like that?" was queried.

"I wish it was a boy," said Johnny, "so I could play marbles with him, and baseball."

"Well," said the storekeeper, "why don't you exchange your little sister for a boy?"

Johnny reflected for a minute, then he said, rather sorrowfully:

"We can't now; it's too late. We've used her four weeks."



Fire Insurance

On all kinds of stock and building written by us at a discount of twenty-five per cent from the board rate with an additional discount of five per cent if paid inside of twenty days from the date of policy. For the best merchants in the state.

No Membership Fee Charges

Our Responsibility Over
\$2,000,000

Michigan Shoe Dealers Mutual
Fire Insurance Company

Fremont, Mich.

Write us for further information.

GRAYS and BROWNS with Military and Louis heels in Welts and McKays now on the floor. Widths: A, B, C, D. Sizes 2½-8. From \$4.50 to \$8.00.

Order them now and have no regrets.

Our Stock is now complete.

Hirth-Krause Company

Tanners and Shoe Mfgs.

Grand Rapids, Michigan

The Economy Shoe is the "Bertsch" Goodyear Welt Shoe for Men

High cost of labor and material make high priced shoes inevitable.

For Real Economy—both for your business and for your customers you should sell the "BERTSCH" Shoe Line.

Its many style and service giving qualities are well known to its friends.

Your opportunity lies in offering the "BERTSCH" Shoe to those of your customers who cannot pay the high price to which many lines have advanced.

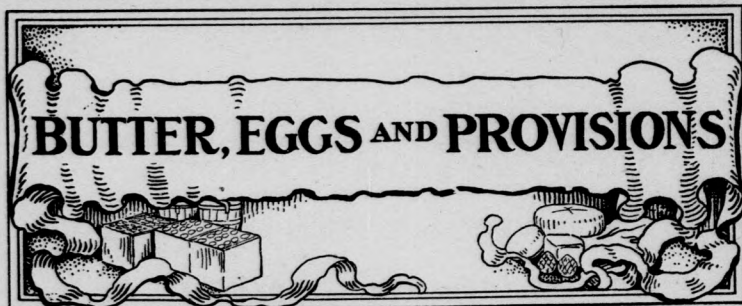
They will be pleased with the substantial saving on their first investment and the comfort and service derived from the shoes themselves will prove real economies, which will reflect favorably upon your store and service.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

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.

Only Country Which Has a Cheese Card.

Soon there may be a prize contest among nations, the one having the highest number of rationing cards receiving the prize. Switzerland is already doing her best to win the prize. At least, she has the distinction of being the only country in the world enjoying a cheese card.

However, this joy in the realm of cheese is not unmixed. The cheese card had its official birth June 1 and already has caused a lot of derision, mass meetings of protests, threats, political upheavals, strikes and little distribution of cheese to hungry consumers.

Switzerland produced only 32,000,000 kilograms of cheese last year. That is only half the annual output in normal times. And what is worse, the production is dwindling fast. During the winter of 1917-1918 only 2,500,000 kilograms were produced, that is only about 5 per cent. of a normal annual production.

And what is still worse, the export of cheese has almost stopped. One of the richest sources of income for Switzerland has run dry. Last year only a little more than 6,000,000 kilograms were exported, against about 32,000,000 in peace times. And what was exported during 1917 was to a very considerable extent cheese that was left over from 1916.

Domestic demands for cheese increased at a furious rate meanwhile, which is natural. Flour and meat becoming scarcer and scarcer, the population took recourse to the famous national product, known all over the world as Swiss cheese, but called Emmenthaler at home. Swiss producers have an organization called the Cheese Union. This Union took matters in hand to regulate the distribution, but failed miserably, as unions always do when they undertake to do anything decent. Extraordinary demands upon its resources were made by the People's Kitchens and similar wholesale feeding institutions. The retail trade received only 30 per cent. of the normal supply, and less during the last two months. This, of course, led to discrimination and some people could get no cheese at all. In spite of rate fixing by the authorities, there were violent convulsions in the cheese market. Thus the card was at first hailed as a grand

solution, as a gift sent by heaven. Every Swiss citizen, man, woman or child, would now be entitled to an equal share of cheese. Democracy was safe and the stomach satisfied with the prospect of being fed.

Then the grumbling started. "Why should we get only as much cheese as the rich who do not work?" said the spokesman of the horny handed sons of toil. "The devil take liberty, democracy and equality; we want more cheese!" Mass meetings were called and protests were filed. Politicians and statesmen were appealed to. Legislatures and city councils discussed cheese. Cheese was the topic of conversation in the home, in the cafe and in the forum. The Reds decided to strike unless they received more cheese. The men who used to do the haying in the mountains refused to go to work. Formerly they received their pay in the shape of cheese. When they were offered money they balked. They preferred the cheese currency, for cheese was scarce and high, while paper money is plentiful.

A conservative statesman told his fellow citizens at a meeting attended by thousands to keep calm. It was their patriotic duty to keep calm, he said. He was confident the cheese crisis would pass. America was sending grain in shiploads. Hurrah for America! At any rate, the Swiss were better off than some of their neighbors, the statesman continued. For instance, the Germans, "The Germans have no cheese cards," the speaker gravely asserted, "because there is so little cheese in Germany it would not pay to issue cheese cards."

Extra Precautions Pay.

To keep flies away one dealer in food-stuffs at retail does not rely entirely upon the outside screen doors. Screens extend from the showcases to the ceiling. Little screen doors are placed in front of each butcher's block, through which the butcher hands out packages to the customers.

In this way foods may be displayed on the counters, and the customers are thereby helped to make a quick choice.

The Steak Was Safe.

The serving maid was awkward and the steak fell on the floor with a sickening thud. The young mistress was upset, and shrieked:

"Now we've lost our dinner."

The maid alone kept her head—and the meat. Like oil on troubled waters came the calm reply:

"Indeed, then, an' ye haven't, mum. I've got me fut on it."



SIDNEY ELEVATORS

Will reduce handling expense and speed up work—will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind machine and size platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

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



For War Puddings and Desserts

no other flavoring is as delightful, satisfying and economical as "mapley"

Crescent Mapleine

The Delicious "Golden Flavour"

All jobbers or Louis Hilfer Co.,

1205 Peoples Life Bldg., Chicago. (M-213)

Special Sales

John L. Lynch Sales Co.

No. 28 So Ionia Ave.

Grand Rapids, Michigan

Knox Sparkling Gelatine

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

Rea & Witzig

Produce
Commission Merchants

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

Established 1873

United States Food Administration
License Number G-17014

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

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

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

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

APPLE BARRELS

Get our prices for prompt or fall shipment.

Reed & Cheney Company

Grand Rapids, Michigan

SERVICE **PIOWATY** QUALITY

Largest Produce and Fruit Dealers in Michigan

PEACOCK—"A BIRD OF A DRINK"

(1 oz. with Carbonated Water—A 5c Drink)

"The Taste is a Winner"

Sold in 10 Gal. Kegs and Cans of 4-1 Gal. Glass.

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.

E. P. MILLER, President

F. H. HALLOCK, Vice Pres.

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Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

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

Co-operating With the Government.

The one big business of the country is that of winning the war. Every American worthy the name is glad to sink his individual interest to help bring to bear on this great task the country's entire resources.

Retail merchants, in order that man power may be conserved, are now asked by the War Industries Board to do these three things:

To make a rule that merchandise returned for credit be in the purchaser's possession no longer than three days.

To limit special deliveries to very urgent cases.

To restrict delivery service to one trip a day over each route.

Ready response will come as a matter of course, just as in the many other unusual war time requests the Government has made.

But if it is the retailer's duty to follow implicitly the Government's instructions, it is his privilege to anticipate the Government and to put into effect of his own accord many valuable conservation policies. We do this in our own business. We study not only to conform absolutely to all Government rulings, but to think ahead in an effort to know what the Government would like to have done.

On this basis, we make four recommendations to our customers:

1. Think twice before returning goods. The more you cut down on the matter of returned goods, the less freight space you use and make it just that much easier for the Government to ship war necessities.

2. Try to make each of your merchandise orders large enough to give your shipments reasonable bulk. Our stock is rich in bulky items that are staple every business day in the year. By ordering these with your lighter items you help the Nation by conserving freight space and help yourself by economy in freight rates.

3. Order your goods somewhat farther ahead than has been your custom heretofore. This will help prevent freight congestion at critical periods and make it more certain you will get the goods when you want them.

4. Put your fall and holiday merchandise on sale much earlier than usual. By encouraging the people to buy early you will help avoid holiday congestion of the mails and also get for yourself the larger sales that come from a longer selling campaign.

We believe these four things will help your business as well as aid the Government. Unless the nation's business goes ahead, the war cannot be financed. Your business is a part of the great whole. To keep it going as prosperously as possible is your patriotic duty.

Let us all strive together and work and think for the winning of the war.
Butler Bros.

Less Demand for Guineas.

War conditions have had a peculiar effect upon the market for guinea fowls. Usually guineas are in demand at comparatively high prices for banquets and high-grade hotel

trade. Their dark flesh and gamey flavor have made them acceptable substitutes for wild birds. But since the war, banquets and similar opportunities for lavish expenditures are in disfavor.

W. F. Priebe, poultry specialist of the U. S. Food Administration staff, states that owners of storage stocks of guinea fowls are offering them at comparatively low prices and now is a timely opportunity for the public to use guinea fowl for variety on the table and to conserve red meats.

The producers' chief interest in this matter is the knowledge of a reduced market demand for guinea flesh. The Food Administration's broad recommendation urging the use of poultry should, however, be met by growing this year an usually large number of chickens, ducks, geese, turkeys and other standard poultry. Every indication seems to show that there will be a strong and constant demand for all of the standard varieties of poultry. Continued reduction of red meat consumption should assure a continuance of this market at profitable figures. The general trend toward more economical living, however, will have its effect on the demand for fancy fowl, such as guinea and pheasant.

Turn Rabbit Pests into Profits.

Fully 200,000,000 wild rabbits are killed in the United States every year according to estimates made by the Biological Survey of the United States Department of Agriculture. Many of them are jack rabbits, the majority of which have not been utilized in the past. If all the rabbits killed were consumed, they would represent between 200,000 and 300,000 tons of valuable food, and if proper measures were taken to ensure the collection of skins, these alone would have a value of \$20,000,000. The Biological Survey has frequently been called upon to help western farmers in coping with the rabbit pest. In view of the probable economic value of rabbit meat and fur in the coming few years, the energies of the farmers and ranchmen will be directed to the conservation of this important resource. Already a number of establishments for collecting, dressing, canning, and shipping rabbit meat are in operation in western centers. As in Australia the transition of the wild rabbit in this country from its status as a pest to source of profit is assured, it is believed.

Collecting United States Taxes.

In the execution of the policy of paying as large a proportion of the expenses of the war by taxation as possible the Treasury is making every effort to collect all Federal taxes due to the United States.

The department has evidence against many who have sought to evade taxes. Some of these tax evaders are American citizens residing or sojourning in Canada. A corps of specially trained revenue agents will be sent to the Canadian communities where many of these tax evaders reside to obtain tax returns from them.

Fiegler's

Chocolates

Package Goods of
Paramount Quality
[and]
Artistic Design

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

**Merchant
Millers**

Owned by Merchants

Products sold by
Merchants

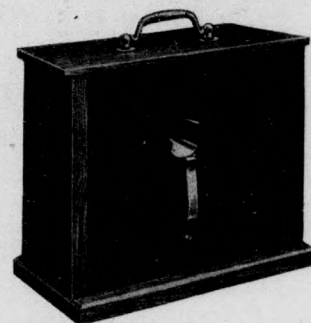
Brand Recommended
by Merchants



New Perfection Flour

Packed in SAXOLIN Paper-lined
Cotton, Sanitary Sacks

The "Little Gem" Battery Egg Tester



Electric or Battery

Write for catalogue and prices.

We have the best.

S. J. Fish Egg Tester Co.
Jackson, Mich.

Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters
Correspondence Solicited



Vinkemulder Company

GRAND RAPIDS

:-:

MICHIGAN

Egg Candling Certificates

One must be used in every case of eggs sold by the merchant to peddler, wholesaler or commission merchant. Not to do so is to subject the seller to severe penalties. We can furnish these forms printed on both sides, to conform to Government requirements, for \$1 per 100, postage prepaid. Special prices in larger quantities.

TRADESMAN COMPANY
GRAND RAPIDS

Send us your orders

ALL KINDS FIELD SEEDS

will have quick attention.

Both Telephones 1217

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

Use Tradesman Coupons



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

Taking on New Sidelines in the Hardware Store.

Written for the Tradesman.

I know at least one hardware dealer whose list of "sidelines" includes maple syrup. This may be going pretty far afield for business, but in the past twenty or thirty years the old fashioned white-lead-and-nails type of hardware store has given place to the bright new establishment which caters to everybody and handles almost everything.

There is danger in too many sidelines—the danger that the hardware dealer will grasp at the profit and forget the incidental work necessary to make any sideline really profitable. Before taking on a new sideline, there are a lot of questions that the dealer should ask himself. Is the margin of profit sufficient? For a new line which requires special efforts and extra advertising to introduce must compensate the hardware dealer by offering a better margin than the staple lines which are in steady demand.

Then, is the side-line well chosen? Is it the sort of thing which will appeal to this particular community? The travelling man will tell you that So-in-So in — sold an awful lot of these contraptions and made a pile of money out of them. But that's only a partial argument. Will they sell here? Are they what your customers and prospective customers will absorb?

Then, can you give this new line the extra attention required to get it nicely introduced? Have you the capital to handle it along with your other lines? Does it appeal to you? Have you the space?

These are things that ought to be carefully considered, and balanced—not too cautiously—against the prospective profits.

The line which will appeal to one community will not appeal to another. The hardware dealer has a wide variety of specialties from which to choose. He should make his selection with one eye always on the potential demands of his community.

If the district is a residential section, the trade of the women should be catered to and a special watch kept for new novelties or labor saving devices which will appeal to the women folk. Vacuum cleaners, fireless cookers, power washers, sewing

machines, and similar lines offer splendid opportunities with such a clientele. In a factory district, on the other hand, a specialty may be made of fine lines of tools, of special tools for art work in wood, of alarm clocks, etc. Or in a farming community the side lines should be in the nature of implements, churns, cream separators, beekeepers' supplies, manure spreaders, etc.

When taking up a side line it is not sufficient to merely stock the goods—special plans must be made to dispose of them. If the line appeals to women a special circular should be sent to each possible woman customer in the district. With mechanics or farmers the same method is advisable. Lists of house owners, tenants, builders, mechanics, farmers, hunters, fisherman, new residents, young married couples, should be compiled and classified for advertising purposes. With these lists card-indexed under different heads, the sending out of advertising matter regarding the different lines is considerably simplified; and less ammunition will be wasted in the advertising campaign.

Of course a sideline demands some window space. Indeed, display, circular advertising and newspaper advertising should go hand in hand. When you take on a new line for the first time, it is worth while making a big splurge about it. Make a noise that will be heard throughout the entire community. Get people talking. Send out circulars, put on a display, run a good sized advertisement, all together. If the article is one that can be demonstrated, invite your customers to a demonstration. And then follow up this beginning by occasional circulars, advertisements and displays, sufficient to keep this special line before the public.

The side line which is worth handling at all is worth playing up, for a feature always helps to attract trade in staple lines. Get the idea fixed in the public mind that you are the dealer who knows all about fine tools, and a lot of people interested in fine tools will buy their paint, nails, alarm clocks, screen doors, etc., from you. You will have that much more standing in the business community than if you did not specialize in fine tools.

The same thing holds good with any other specialty. It pays to feature the specialty, to play it up, to get it and keep it before the public eye—not merely for the direct sales and direct profits, but for the added prestige it will give you and the add-

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

TAKE THE BOAT TO CHICAGO

Goodrich Steamship Lines

and

Muskegon Interurban Ry.

DAILY 8:15 P. M.

Saturday Daylight Trip 7:45 A. M.

\$3.50

\$7.00

One Way

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.

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

Sand Lime Brick

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

Brick is Everlasting

Grande Brick Co., Grand Rapids

So. Mich. Brick Co., Kalamazoo

Saginaw Brick Co., Saginaw

Jackson-Lansing Brick Co. Rives Junction

Signs of the Times Are Electric Signs

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

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

THE POWER CO.

Bell M 797

Citizens 4261

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

ed sales in other lines that will result.

A side line a little out of the usual always has the advantage that it attracts attention to your store, and serves to bring your business into contact with a new class of people. Thus, one hardware firm in a city of 20,000 makes a specialty of slate roofing. Not merely is a good business done in this line; but it is a class of goods the handling of which brings the merchant closely into touch with builders and contractors and helps the sale of builders' hardware, tools and similar lines.

Another firm makes a feature of mechanical and household rubber goods. These are not generally handled, at least not very extensively, in hardware stores, outside of a few recognized staple lines. Talk of rubber and the average dealer will at once think of garden hose. But in addition there are rubber mats for halls and doorsteps, bath mats, folding baths, door stops, anti-slam devices, and driving aprons. A good many rubber articles, too, are utilized in athletics, such as rubber covers for tennis racquets, anti-vibration covers for the handles of ball bats, rubber finger protectors, etc.

A small city firm has for some time made a specialty of leather and imitation leather goods, leather hand bags, handkerchief boxes, collar boxes, and similar lines. Usually these lines are handled in the drug store, sometimes in the dry goods store; but the hardware dealer has just as good a right as anybody to the incidental profits.

What is a legitimate hardware sideline depends largely on whether or not the line can be handled advantageously? Is there a sufficient profit? Is there a sufficient demand, present or potential? Is there floor and display space for the goods? Can they be handled to advantage along with lines now carried? If the hardware dealer can answer yes to these questions he is pretty well justified in going ahead.

The sideline, particularly the novel or well featured sideline, has always the advantage that it is pretty sure to attract new customers to the store. But to do this it demands some attention. Occasionally you meet a dealer who thinks all he has to do is to stock the goods, and rake in the profits. That does not happen. The dealer who considers only the money to be made is pretty apt to run into disappointments. He must be prepared to put his individual effort into the selling if he wants results.

Victor Lauriston.

The Paramount Issue.

Teacher was trying to elucidate the meaning of the word "recuperate" to one of the pupils.

"Now, Tommy," said she, "if your father worked hard all day he would be tired and worn out, wouldn't he?"

"Yes'm."

"Then when night comes and his work is over for the day, what does he do?"

"That's what mother wants to know."

Movement To Repeal Bankruptcy Law.

About every two or three years somebody rises up in Congress and proposes to repeal the Torrey Federal bankruptcy law. The movement has more lives than a tomcat and "killing" it only causes it to subside for the time being.

During the past month talk of repeal has become current at the Capitol and the prediction is made that a measure striking the law from the statute books will be enacted before adjournment. Noses are said to have been counted in both House and Senate, and it is declared there is a safe majority for repeal.

Whenever this movement is revived its promoters invariably have a peg of some sort to hang it on. This time it is said the country is so prosperous there is no longer any need of a Federal bankruptcy law and that it only serves as a temptation to the unscrupulous merchant to defraud his creditors.

Curiously enough, the advocates of repeal appear to be large jobbing interests. And thereby hangs a tale.

Before the Torrey law was passed the bankruptcy legislation of the country was a fearful and wonderful crazy quilt of state laws, no two alike, and some of them so obscure and ambiguous as to require several Philadelphia lawyers to construe them. In those "good old times" the small creditor who sold goods outside the state in which he was located kissed them good bye, and when he got a letter from his customer he was afraid to open it, not knowing whether it contained a check or the pleasing intelligence that the writer had just made an assignment to his wife or to some preferred creditor.

To meet this situation the big manufacturers who sold direct, and many of the leading jobbing houses, organized regular departments to look after their accounts, usually employing a lawyer in each State whose business it was to keep an eye on all bankruptcy proceedings with instructions to rush in at the first word of alarm and gobble up the assets of every delinquent debtor. A swell chance the small creditor had who couldn't afford to employ forty or fifty lawyers to look after his business!

Here, then, was the milk in the cocoanut. It explained the opposition of certain manufacturers and jobbers to the enactment of law in the first instance and you don't need to look any further for the origin of the present movement.

It is true that once in a while an undeserving debtor obtains a discharge when he really ought to go to jail but rotten assignments and crooked preference are rare, indeed, to-day as compared with the days before the Torrey law was passed. And don't forget that in those days not only many dishonest deals were put over by debtors in their own interest but also many reputable creditors of limited means were cheated of every dollar of their claims.

To-day a bankrupt's assets stand a good chance of being fairly distributed among the people he owes,

little fellows as well as big ones. That's a big improvement over the "good old times," isn't it?

We are apt to think only of the fact that an occasional retail merchant without business ability and sometimes none too honest gets a discharge from his debts when he ought to be punished in some significant way. We ought to remember the conditions that existed before the passage of the Torrey law, when we had a half a hundred State bankruptcy statutes, and realize

what reforms in commercial practice have been brought about under the Federal enactment.

One kind of curiosity is a small boy with two grand mothers who isn't spoiled.

Protect Yourself by Using EGG CANDLING CERTIFICATES

See advertisement on page 21.

Even the crickets are chirping that the season is near the close at

RAMONA

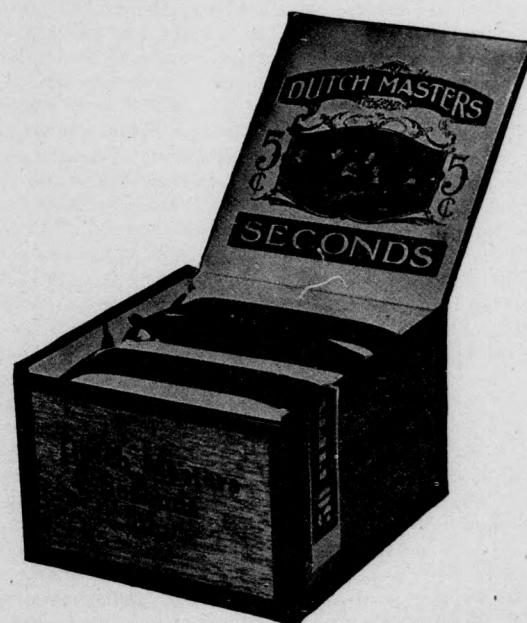
and that the feast of good things will soon end at the popular lakeside resort.

"Just a Little Better Than Last Week," is the season's slogan at Ramona and the management is living up to this spirit by seeking to outdo the previous week in the strength of its vaudeville offerings.

A bunch of bright acts have been grouped for the entertainment of visitors this week, each one a "headliner" and a novelty in itself.

Remember that Ramona is where people go to have a good time at small expense.

DUTCH MASTERS SECONDS



Will stimulate your trade

Handled by all jobbers

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



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.

Wherein Salesmen Frequently Fall Down.

Probably the hardest thing a salesman has to contend with is getting an opportunity to present his proposition to all the persons concerned in a transaction.

A young salesman visits a prospect and gets an audience with an assistant of the man who has the final say.

After a careful demonstration of the merit of the proposition, the assistant is enthusiastic and asks the salesman to drop around the next day. In the meantime he promises to take the matter up with his boss.

The salesman leaves, buys a fat cigar, and figures up his commission.

Next day he drops around for the o. k., but instead he gets word that the boss has turned the proposition down cold.

The reason for this is obvious.

The assistant did not present the proposition as the salesman did. How could he? Psychologists have figured out that we retain only about one-tenth of what we hear.

The chief of the department got a 10 per cent. demonstration. When the boss began offering objections the assistant wilted, because he did not know how to answer them, and because he did not care to assume the responsibility of trying to sell his chief something he did not want.

"It is surprising how many of the smaller merchants take up with their wives the question of investing money in a new device, such as a pair of scales, a cash register, an adding machine or a show case," said an old-time specialty salesman to the writer. "When I was 'green' I would call on a merchant and apparently convince him of the merit of my goods. He would tell me to drop around the next day, and as often as not he would be thoroughly cold on the idea. It took me five years to learn that the wife was the deciding factor.

"Women are, fundamentally conservative. Most men are about ten years behind their wives' desires in the matter of income. When the husband comes home and talks of

spending \$200 for something he has been getting along without, the wife cautions him to go slow.

"To-day, you can bet I take my selling argument right into the man's home whenever I smell a rat. I don't permit the woman of the house to get a 10 per cent. demonstration."

In a majority of lines a sale is influenced by any one of a dozen persons. A concern is playing safe when it tackles all all parties to a transaction either with advertising or selling talk.

Remember how Miles Standish bungled when he sent John Alden to ask for the hand of Priscilla?

How Germany Proposed to Grasp World Trade.

The rise of Germany as an economic power, her peaceful penetration of commercial barriers to the uttermost parts of the earth, would in a few years have made Germany sole mistress and dictator of the economic forces of the world even before 1914.

Germany was already at war with the world and on a fair way to victory—a victory which would have been as fatal for the democracies of the world as a victory by force of arms.

Why then, with the world power already within her grasp, did Germany in August, 1914, resort to force of arms? The position of Germany economically in 1914 might be compared with the position of von Kluck at the Marne with regard to Paris. World domination was within reach of Germany's commercial machine, just as Paris was within reach of von Kluck's military machine, when his arm was shattered.

Germany was at the height of her commercial offensive, apparently on the eve of bending the whole world to her economic will, when the whole fabric of Germany's commercial and industrial supremacy and prestige was threatened with bankruptcy and collapse. So rapid had been Germany's advance, so infinite and complex had been the ramifications of her economic system, that the roots were unable to furnish sap to the branches, leaving Germany financially much like von Kluck's forces before Paris with a battle line too far flung to be supplied with ease or defended against an unexpected assault upon any of the weak links in the chain.

There was one way, and only one way, by which Germany could save her face, and that was by war. The taking up of arms is only another phase of the German war, waged for

the sole purpose of bringing indemnities and—what was more urgent for industrial Germany—annexation of territory to provide needed raw materials, the lack of which had been largely responsible for bringing Germany to the verge of an economic collapse.

The whole of Germany's industrial and economic fabric had been reared on a gigantic bluff. Every known business precedent had been violated. Credits had been advanced and extended on the flimsiest security. The state had lent assistance beyond the remotest bounds of safety, to foster and bolster up industrial activity. As a result overproduction had increased to an alarming extent. But the bluff almost went through. Had Germany had better access to raw materials there might have been no war, but the world would have been as subject economically to German control as if conquered by German arms.

Even if Germany is utterly defeated in the field her economic machinery is still intact; indeed has been so thoroughly overhauled that after the war, with Germany driven beyond the Rhine, Berlin and Potsdam destroyed, Prussian militarism vanished, a greater Poland established, with Serbia restored and the Berlin-Bagdad menace removed and her colonies lost, Germany will yet have industrial weapons in her hands.

Industrial Germany is not dead, nor is she sleeping. Throughout the neutral countries her agents of peaceful penetration are busy taking orders for deliveries after the war, and even acting as agents and making deliveries of goods for firms in the Allied countries, thus keeping in touch with their customers and their competitors at the same time.

How are we to meet the German menace, to fight the powerfully organized German industrial and economic machine? The answer is simple: We must organize exportation, as in the midst of battle we have had to organize war.

The establishment of a systematic customs policy on the part of the Allies is essential if the world is to be saved from German commercial rule. It is not a matter of declaring for or against a certain theory; it is a matter of defending oneself against an adversary who is always on the watch, and always ready to have recourse to every method to evade international law. We can see only one means of acting with efficacy, and that is not to act alone.

To boycott Germany is the first duty of every liberty lover in the world. We must see to it that Germany is shut out of every civilized country on the globe; that she is effectively kept from securing any raw materials which would enable her to re-establish the industries she has stolen from other nations; that her war ships be all destroyed and that she be not permitted to tie up her trading vessels at the wharves of any nation where the people are human and civilized. If we are inspired by this policy, not only will France regain the place to which her

position on three seas, the wealth of her soil, the qualities of her inhabitants and her history entitle her, but we will have also restored to every nation, to the small as to the great, the means of developing freely the resources which they derive from nature and from their genius.

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

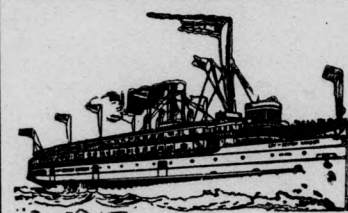
OCCIDENTAL HOTEL
FIRE PROOF
CENTRALLY LOCATED
Rates \$1.00 and up
EDWARD R. SWETT, Mgr.
Muskegon :: Michigan

Corner Store For Rent
Corner store in well-established hotel. Suitable for cigar, soft drink and drug trade. Will turn over established cigar trade to tenant.
MERTENS HOTEL.
Grand Rapids, Mich.

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

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



THE SHORT LINE BETWEEN
GRAND RAPIDS AND
CHICAGO
FARE—\$3.50 one way
via
MICHIGAN RAILWAY CO.
(Steel Cars—Double Track)
Graham & Morton Line
(Steel Steamers)
Boat Train CONNECTING
FOR THE BOAT
Leaves Grand Rapids Station
Rear Pantlind Hotel
EVERY NIGHT AT 9 P.M.

HUCK TOWELS IN DEMAND.

An increasing demand by the Government for huck towels has been the feature of the linen trade during the past week and the indications at this time are that this demand will widen still more, with the result that it is felt that within sixty days there will be an acute situation ruling in this merchandise. Supplies are none too large, and with the wide demand that the Government is making, taking "anything and everything," as one factor in the trade put it, makes it seem certain that supplies will soon be exhausted.

Advices from Belfast report that enquiries continue to come through for supplies, chiefly for cotton substitutes, and mills able to take civilian business are not without orders. During the latter part of last month there was some noticeable demand for cottons for the South American trade, and this quarter seems to be coming into the market for larger and larger lots of merchandise. It is generally felt that good prospects are to be found there for continued business.

Duplication of the better known brands and patterns of all linens continues in cotton for the export trade, and in view of the situation buyers are more than willing to take what they are able to obtain. Unions to some extent are available, but the proportion is decidedly small and in favor of all cottons.

Non-Essential Industries.

The following industries have been declared to be non-essential in the District of Columbia, which may be given similar designation elsewhere in the country, have been announced by the Community Bureau of the United States Employment Service, under direction of the Department of Labor:

Automobile industries accessories; drivers of pleasure cars—cleaning, repairing, and delivery of same; sight-seeing cars; automobile trucks engaged in work other than fuel or Government work; teaming other than delivery of products for war work; bath and barber shop attendants; bowling alleys, billiard, and pool rooms; bottlers and bottle supplies; candy manufacturers, cigars, and tobacco; cleaners and dyers; clubs; confectioners and delicatessen establishments; builders and contractors not engaged in the erection of structures for war work; dancing academies; mercantile stores; florists; fruit stands; junk dealers; livery and sales stables; pawn brokers; peanut venders and establishments; shoe shining shops; window cleaners; soft drink establishments; soda fountain supplies.

Late News From the Celery City.

Kalamazoo, Aug. 27—Word has been received from Delmar Cook, at Elk Creek, Iowa, that he had reached that point on his trip by auto to California, without mishap. Mr. Cook has been employed at the M. H. Harris grocery, on Douglas avenue, for the past twenty years and has been a life-long resident of this section. His new home will be at Santa Anna, California.

A. L. Growden, druggist at 629 South Burdick street, has installed a

beautiful new soda fountain in his up-to-the-minute drug shop.

M. Ruster & Sons have recently added a new ford delivery car to their service.

William S. Cooke, Manager of the local house of the Worden Grocer Company, returned Monday from a two weeks' vacation trip to Grand Rapids and Northern Michigan points.

M. H. Miller has returned to this city from Toledo, where he has managed the Armour & Company warehouse the past year and will take up his old position as Manager of the Kalamazoo warehouse. L. J. Wills, who has handled the business here, is transferred to Toledo.

Frank A. Saville.

Married Men in Class 1.

Four classes of married men will not be entitled to exemption or deferred classification and will be subject to first call in the new 18 to 45 draft law, according to a recent statement by Secretary of War Baker. Married men to be placed in Class 1 include: First, married men who do not support their wives or families; second, married men whose wives support them; third, married men whose wives have adequate independent means; fourth, married men engaged in useless occupations and who are not the main or principal support of their families.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Aug. 28—Creamery butter extras, 46¢@47¢; firsts, 44¢@45¢; common, 41¢@43¢; dairy, common to choice, 35¢@40¢; packing stock, 33¢@34¢.

Cheese—No. 1, new, fancy, 26¢@27¢; choice, 25¢@26¢.

Eggs—New laid, 50¢@55¢ for fancy and 45¢@47¢ for choice.

Poultry (live)—Old cox, 25¢@26¢; fowls, 34¢@38¢; chicks, 34¢@40¢; ducks, 32¢@35¢.

Beans—Medium, \$11@11.50 per hundred lbs.; Peas, \$11@11.50 per hundred lbs.; Marrow, \$12.50@13.50 per hundred lbs.

Potatoes—New, \$5@5.50 per bbl. Rea & Witzig.

Almost coincident with Mr. Hoover's return to this country and his optimistic statement as to food prospects in Europe, comes the Italian Food Controller's proclamation informing the Italian people that the worst of their hard times has passed, and that they will, in the coming year, have plenty to eat. It was not a twelvemonth ago that Italy's food crisis gave her defeatist agitators the chance they were looking for; lack of bread made possible Caporetto. The possibility of any recurrence of such conditions seems to have been definitely removed. Mr. Hoover tells us we have been doing well in our exportations to the Allies, but that, with a little more economy, and, thanks to our bumper crops, we shall do a great deal better yet. Meanwhile, England's wheat deficit has been reduced by the diligence of her non-combatant population in extending her wheat acreage. Therefore, the three million tons of cereals Signor Crespi expects from this country will be forthcoming.

Don't try to work all day and play all night. The combination won't work out well. It has put many a good man before you out of business.

The Hole in the War Pocket.

For two or three years the press has been full of discussion of "rising prices," rising cost of living and "falling value of money," as if these three expressions all meant the same thing. In point of fact, however, they do not mean the same thing. Before we can say that we have rising prices we must look not only at commodity prices at wholesale but also at prices of stocks and bonds, of lands and houses and of labor. The rise in wholesale prices has been very considerable. It reached its crest for 1917 in July, when the price-average of the Bureau of Labor Statistics (called an "index number") showed a rise of 85 per cent., or in other words stood at 185 per cent. as compared with 100 per cent. in 1913. From July to December the average of wholesale prices fell to 181 per cent. of pre-war prices. Since December there has been a rise to 187 per cent. in March.

But there has been no such rise as this in what is called the cost of living. The cost of living is not concerned with wholesale prices, but with a special set of retail prices, with house rents and other things that enter into the budget of a family. Moreover, when we speak of the cost of living we commonly have in mind the laborer's family. Investigations of the Bureau of Labor Statistics show that the average cost of living for laborers' families in the ship-building districts in New York City rose about 44½ per cent. for 1917, as compared with 1914—just about half the rise in wholesale prices by July of 1917. Clothing for these families had risen 54 per cent; furniture and furnishings 56½ per cent; food 55 per cent; fuel and light 20 per cent., but house rents had risen scarcely at all,—much less than would ordinarily be the case in a three-years' period in New York City. The rise in house rents had been from the middle of 1914 only 2.63 per cent.

B. M. Anderson, Jr.

Business Still Lives.

The supreme factor in American business to-day is the government. Through its power to regulate the distribution of fuel and materials it controls practically all the industrial activity of the country. Through its military and industrial powers it affects all labor. By price-fixing it controls mining and important agricultural operations. By licensing and priorities it controls traffic on both land and sea. It operates railways, shipyards, munition plants. It owns navy yards, armories, gun factories, powder plants, a security-issuing corporation.

An unprecedented degree of the power of industry has, because of a people's passion for victory, been willingly given up to those in authority over us. Yet business lives. The government desires it to live. The government calls upon it to preserve, to strengthen its own organizations. The government urges it, not only to make its voice heard now, but to take serious counsel regarding the future. This work has begun. Parliaments

of business are gathering daily at Washington. Upon the calendar of their deliberations is written: First, how can we help win the war? Secondly, what is our program, once the day of victory has come?

Harry A. Wheeler.

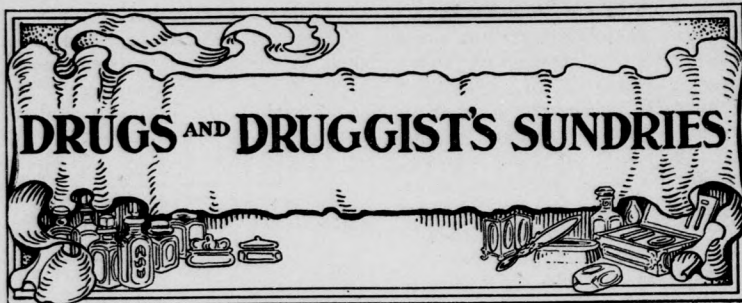
The bumper British crop is one of the bonuses declared by Providence in favor of those who help themselves. It has, for more than half a century, been the theory of English statesmen that England never could and never again would feed herself. Yet, after three short years—for very little was done in this line during the first year of the war—the United Kingdom is producing enough wheat to see her through forty of the fifty-two weeks of the coming year. And in many other crops a corresponding improvement has been shown. Painstaking hard work, by organizers, by the whole population, men, women, children, and furloughed soldiers, the introduction of machinery on the farms, all these have contributed to the present gratifying result. And now nature, for once, has turned pro-Ally and capped meritorious effort with her blessing. English food is the Kaiser's Birnam Wood going to Dunsinane. When England feeds herself at the same time that she is waging world war, then must be at hand the day of Hohenzollern despair.

What will become of automobile advertisements, with passengers in the latest modes, ladies of super-earthly beauty wrapped in eddying veils, young gentlemen with perfectly creased trousers, and chauffeurs of super-chauffeur grace—what will become of these beautiful works of art, now that the manufacturers are told to quit making passenger cars? "The car without a murmur," "the car that runs like a sixteen-karat watch," "see that vanadium-steel percolator, it distinguishes the Lightning car from all others," these inscriptions were not really what attracted purchasers. It was the beautiful harmony between the lady passenger's complexion and the maroon tint of the auto that lured prospective buyers. These gorgeous posters caused them to forget that tires blow out, that roads are hot and dusty, and that gasoline costs a lot. With their passing will pass one of life's brightest features, even for those who never could afford to run so much as a ford.

When one salesman calls upon a new prospect, he tears one of his business cards in half. Then he presents one of the pieces with the remark: "This is only half of my story. Will you permit me to tell the rest?" The oddity of the plan usually appeals to the man about to be interviewed, and thus breaks the ground for business.

The corset trade is conserving by adopting new standards for the steel stays they use and also by dispensing with some of the fancy boxes that they have heretofore used.

Eagles on the coins should remind us that riches have wings.



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—J. H. Webster, Detroit.
Secretary—F. J. Wheaton, Jackson.
Treasurer—F. B. Drolet, Kalamazoo.

Michigan Pharmaceutical Travelers' Association.

President—W. E. Collins, Detroit.
Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

Witch Hazel Extract in Universal Use.

The Red Indian himself is no more peculiarly American than Witch Hazel. In fact it was he who first discovered the virtues of Hamamelis and passed his knowledge on to the Whites. It is related that the Petti-paug Indians of the Connecticut Valley were well acquainted with Witch Hazel as a sedative for external inflammation, and that they ascribed their strength and longevity to the use of a decoction of it.

Hamamelis is derived from the bark of the Witch Hazel tree, which grows wild throughout Eastern North America. The Connecticut Valley virtually supplies the entire world with the extract, although relatively small quantities are obtained from parts of Pennsylvania.

The tree is of the oak family and has rather unusual characteristics of habitat and development. It is found, not in meadows, but in the depths of woods. At its best it occurs among rocks at the edge of swamps, although never growing in actual swampland. It sometimes attains a thickness of four inches, but is most desirable in the normal diameter of two inches. Its branches and twigs shoot out at many angles, producing a strange zig-zag effect. For commercial use the tree should have attained a four or five years' growth.

This tree is further notable for the late appearance of its yellow flowers, which bloom in October and November, after the leaves have fallen, and remain in bloom until the very cold weather. The fruit, edible and similar to the Hazel Nut, ripens in the following Autumn. The bark is dark grey.

Witch Hazel Extract is distillable at any other time but Summer, during which season saps present in the tree make the process impracticable. The bark of the small twigs is the source of supply. The brush is hauled to the distilleries, ox teams replacing horses on account of the almost inaccessible nature of the country.

These twigs are chopped by a cut-

ting machine weighing about a ton into very fine particles, and after maceration are distilled and run off into barrels. The resultant product, a clear, colorless liquid with a characteristic odor and taste, neutral or only faintly acid to litmus, is the official Witch Hazel (U. S. P.) when it contains not less than 14 per cent. of absolute alcohol by volume.

A ton of the brush yields about 4½ 50 gallon barrels of Extract, a generous quantity in comparison with say, Oil of Birch, of which only three barrels are yielded to the ton. The total annual supply is estimated at something between forty and fifty barrels.

The use of Witch Hazel, long universal in American barber shops and homes, has spread all over the world, enormous quantities being consumed by foreign countries. We know Hamamelis mainly as a shaving hour acquaintance. Those minute razor scratches are immediately closed by the albuminous matter which is such an important constituent of Hamamelis and which is so noticeable to the lay eye in Witch Hazel that has spoiled. The presence of tannic acid adds much to its styptic properties.

The writer has not observed a widespread internal use of Witch Hazel, although he has known of one woman who was convinced that it produced great relief from indigestion. A certain doctor tells of administering it effectively to a child, born with imperfect kidneys, which passed blood. This condition was arrested, the doctor states, within a week by the styptic virtue of Hamamelis.

But there is no hearsay about the extract of this typically American citizen of the woods being a friend to the human exterior. Every shaver knows.

E. A. Child.

Wheatless Paste.

From Ohio comes this suggestion to solve the problem of wheatless paste for paperhangers. The substitute should be made 1 part by weight of dried glue in 10 parts by weight of water, melted in a glue pot surrounded by boiling water. To this should be added slowly 4 parts of laundry starch stirred up with 10 parts of warm water. This is said to produce a perfectly smooth paste, the consistency of which can be varied by changing the proportion of water used. If the paste is to be kept for any length of time some preservative such as oil of cloves, oil of wintergreen, or oil of sassafras, should be used.

Says Detroit Drug Firm is Profiteering.

Indianapolis, Ind., Aug. 27—I wish to make known to readers of the Tradesman a spirit of one of Detroit's citizens which seems out of place in a public servant. Yesterday, I called at a Detroit drug store and showed the clerk a pocket knife having the emblem of the Order of the Mystic Shrine in the handle, and asked him if he had a knife just like it and he showed me one in stock. I enquired the price and was told it is \$3. I told him that I only paid \$1.50 for the knife I had, which I had broken, and asked why he charged double the price for the same knife.

He told me that the knife was made in Germany and as they had become unobtainable that the price had been doubled and they were now worth \$5. I had been unaware that my knife was a German product and I told him that I would not carry a German-made product in my pocket and more than that, I would not hesitate to prophesy that a "Made in Germany" knife would not bring him any trade say nothing about a red-blooded American standing for such profiteering as he was doing.

This clerk had a decidedly German accent and I told him he could best serve the Kaiser by going over where all the Huns belonged and get his just deserts. If the knife described was made in Germany, I call on every Shriner to refuse to carry the knife with our emblem—Crescent and Scimeter.

Noble W. D. Anderson,
Indianapolis Consistory,
Murat Temple.

An Old Idea in New Form.

An advertisement, that was at the same time an order blank to leave with the salesman, marked the opening of an unusually large sale in toilet preparations in a Cleveland store.

The advertisement was simply a list of the articles for sale, grouped with the regular price and the sale price in columns to the right of each item. A blank space was left in a column to the left of each item for the quantity desired. At the top were lines for the customer's name and address.

As the advertisement prohibited telephone and mail orders, each customer who wished to buy called at the toilet goods department, and possibly at other departments, which were also advertised; the written orders saved the salesman's time, and at the same time brought customers into the store to see other goods which were not on sale.

M. K. Powers.

To Remove Carbon from Motor Cylinders.

A correspondent tells us that the following makes a good preparation. He found it in a journal, the name of which he cannot recall, tried it, and found it satisfactory:

Denatured Alcohol30 parts.
Ether18 parts.
Ammonia Solution (3%)..52 parts.
Mix by shaking. Pour one-half ounce of this mixture into each cylinder and leave it over night.

The Store Thermometer.

That druggist who gets and places in a conspicuous place the best and largest thermometer in town will have a store whose name will be mentioned more frequently by the public during the hot days of the summer than that of any other establishment in his sizzling bailiwick.

1918 Holiday Goods

Druggists' Sundries, Books, Stationery, Etc.

OUR entire line of samples covering holiday goods, staple sundries, books, stationery, etc., will be on display in our sales room in Grand Rapids on and after September 5th. The very large and well assorted stock is not only the best that we have ever displayed, but the magnitude of the same and the quality of our purchases will convince our customers and buyers that we were never better prepared than today to meet their requirements.

As previously announced this line was bought with the keen appreciation of present conditions and times. We ask our customers to make dates with our salesmen as has been the custom during the last few years. We advise early buying and prompt shipments.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

No More Sugar During the War.

Jackson, Aug. 27—Drastic action as the result of the failure of two grocers to live up to the sugar card regulations in making sales, was taken recently by County Food Administrator C. J. DeLand, who, in company with Deputy Sheriff Hale, visited the stores of the two merchants, and seized their entire stock of sugar.

The store of Peter Olesky, 726 Page avenue, was the first place visited, and here sixty pounds of sugar were seized and certificates issued at Lansing calling for 300 pounds of sugar were also taken up.

Zanczur Teske's store, 604 Page avenue, was next visited, and an investigation disclosed sixty pounds of sugar, which was taken possession of and the proprietor, who was absent, has been ordered to turn over the sugar certificates he has on hand.

According to the county food administrator Peter Olesky, despite the repeated warnings issued, failed to obtain any sugar cards for the sale of sugar to consumers, and he has been selling it without these cards.

Teske, on the other hand, obtained sugar cards, but failed to issue them to his customers.

The action of the County Food Administrator was taken by authority of Federal Food Administrator Prescott of Lansing, and means that neither of the two grocers, who were deprived of their stock of sugar will be permitted to sell sugar for the duration of the war.

An illustration of the necessity for severe measures where the sugar card regulations are violated is shown in the fact that in the cases of Olesky and Teske complaints were received by the county food administrator from other grocers that they could not enforce the regulations owing to the fact that their customers refused to sign sugar card applications, saying they could obtain sugar at these two stores without this formality.

A strict watch is being kept for violations, and in every case brought to the notice of the County Food Administrator the stock of sugar will be seized and all certificates for sugar taken up.

Business Day May Be Shortened.

Detroit, Aug. 27—Shoe merchants of Detroit, Cleveland and other cities of the West are deeply interested in the proposition of the National Fuel Administrator that a 6½ hour business day be established as a means of saving fuel. It is understood that the Wanamaker store of Philadelphia has blazed the way in this respect. A prominent Detroit shoe man to-day said:

"We have heard nothing officially regarding a 6½-hour business day up to the present time, but of course if such an order is issued, we shall patriotically comply, although we may not do so gladly. At present we

are on a summer schedule, but as to fall so far no changes have been made in our opening and closing hours. The 6½ hour day announced by Wanamaker we regard as a patriotic act, not only conserving coal and relieving congestion, but also conserving the health of his employees during the warm months."

No More Limited Prices on Dutch Cleanser.

The Federal Trade Commission has ordered the Cudahy Packing Co., of Chicago, to discontinue, as being unfair, its practices of compelling dealers to maintain its fixed resale price in the sale of Old Dutch Cleanser, one of its products. The corporation, in a formal order by the Commission, was prohibited from making agreements with dealers for the maintenance of the price, and from discriminating in price or refusing to sell dealers who resell at any price they choose. The Commission's order requires the Cudahy Co. to "cease and desist from directly or indirectly recommending, requiring or by any means whatever, bringing about the resale of Old Dutch Cleanser according to any system of prices fixed or established by respondent," and more particularly by means of contracts, agreements or understandings with dealers, or by refusals to sell, or by discriminations in price because of failure to maintain resale prices. It is provided that the company is not prohibited from issuing price lists or from printing prices in its advertising or upon containers and cases containing Old Dutch Cleanser.

You may be a genius, but don't expect to win on that account. Good, hard work will beat out mere genius every time.

From an Indian's standpoint, it's America for everybody but the American.

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
VANILLA EXTRACTSMade only by
FOOTE & JENKS
Jackson, Mich.WE ARE ACCEPTING CONTRACTS NOW FOR
1919 DELIVERIES OF

J. Hungerford Smith Co.'s

Soda Fountain Fruits and Syrups

If you have not signed up, drop us a card.

Protect yourself for next season's business before it is too late.
Prices guaranteed against advance or decline.

We also carry a full line of Soda Fountain Accessories.

Putnam Factory Grand Rapids, Michigan

Manufacturers of

Putnam's "Double A" Chocolates

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cubeb	10 00@10 25	Capsicum	2 15
Boric (Powd.)	18@ 25	Eigeron	3 25@3 50	Cardamon	2 10
Boric (Xtal)	18@ 25	Eucalyptus	1 25@1 35	Cardamon, Comp.	2 10
Carbolic	66@ 70	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	1 95@2 00	Cubeb	2 25
Oxalic	53@ 60	Lard, No. 1	1 85@2 00	Digitalis	2 10
Sulphuric	3 1/2@ 5	Lavender Flow.	7 00@7 25	Gentian	2 10
Tartaric	1 12@1 20	Lavender, Gar'n	1 25@1 40	Ginger	2 00
		Lemon	2 00@2 25	Gualiac	1 90
		Linseed, boiled, bbl.	2 09	Gualiac, Ammon.	2 10
Ammonia		Linseed, bld less	2 19@2 24	Iodine	1 50
Water, 26 deg.	12@ 20	Linseed, raw, bbl.	2 07	Iodine, Colorless	1 75
Water, 18 deg.	10 1/2@ 13	Linseed raw less	2 17@2 22	Iron, clo.	1 60
Water, 14 deg.	9 1/2@ 17	Mustard, true, oz.	2 25	Kino	1 65
Carbonate	13@ 25	Mustard, artifi'l	2 00	Myrrh	2 50
Chloride	1 90@2 00	Neatsfoot	1 80@1 95	Nux Vomica	1 75
		Olive, pure	10 00@10 50	Opium	2 00
		Olive, Malaga,		Opium, Camph.	2 35
		yellow	5 35@5 50	Opium, Deodor'd	2 50
		Olive, Malaga,		Rhubarb	2 15
		green	5 35@5 50		
		Orange, Sweet	3 25@3 50	Paints	
		Origanum, pure	2 50	Lead, red dry	14@14 1/2
		Origanum, com'l	2 75	Lead, white dry	14@14 1/2
		Pennyroyal	2 50@2 75	Lead, white oil	14@14 1/2
		Peppermint	6 00@6 25	Ochre, yellow bbl.	1 1/2
		Rose, pure	30 00@32 00	Ochre, yellow less	2 1/2
		Rosemary Flows	1 50@1 75	Putty	4 1/2@ 5
		Sandalwood, E.		Red Venet'n Amer.	2 1/2
		Sassafras, true	3 00@3 25	Red Venet'n, Eng	2 1/2
		Sassafras, artifi'l	75@1 00	Vermillion, Amer.	25@ 30
		Spearmint	5 25@5 50	Whiting, bbl.	3 1/2
		Sperm	2 85@3 00	Whiting	3 1/2@ 4
		Tansy	4 25@4 50	L. H. F. Prep'd	2 90@3 10
		Tar, USP	45@ 60		
		Turpentine, bbls.	70	Miscellaneous	
		Turpentine, less	75@ 80	Acetanald	1 10@1 20
		Wintergreen, tr.	6 50@6 75	Alum	15@ 18
		Wintergreen, sweet		Alum, powdered and	
		birch	4 00@4 25	ground	16@ 20
		Wintergreen art	2 50@1 50	Bismuth, Subni-	
		Wormseed	15 00@15 25	trate	4 00@4 10
		Wormwood	6 00@6 25	Borax xtal or	
				powdered	10@ 15
		Potassium		Cantharides po	2 00@6 50
		Bicarbonate	1 25@1 30	Calomel	2 69@2 75
		Bichromate	60@ 70	Capsicum	38@ 45
		Bromide	1 65@2 05	Carmin	6 50@7 00
		Carbonat e.	1 50@1 60	Cassia Buds	45@ 50
		Chlorate, gran'r	65@ 70	Cloves	77@ 85
		Chlorate, xtal or		Chalk Prepared	12@ 15
		powd.	60@ 65	Chalk Precipitated	12@ 15
		Cyanide	70@ 90	Chloroform	97@1 04
		Iodine	4 50@4 66	Chloral Hydrate	2 32@2 42
		Permanganate	2 50@2 75	Cocaine	14 30@14 85
		Prussiate, yellow	71 75	Cocoa Butter	50@ 60
		Prussiate, red	3 75@4 00	Corks, list, less	40%
		Sulphate	90	Copperas, bbls.	2
				Copperas, less	3 1/2@ 3
		Roots		Copperas, powd.	4 10
		Alkanet	3 25@3 50	Corrosive Sublim.	2 35@2 40
		Alum, powdered	46@ 50	Cream Tartar	85@ 92
		Calamus	60@4 00	Cuttlebone	75@ 80
		Camphane, pwd.	15@ 20	Dextrine	10@ 15
		Gentian, powd.	27@ 35	Dover's Powder	5 75@6 00
		Ginger, African,		Emery, All Nos.	10@ 15
		powdered	25@ 30	Emery, Powdered	8@ 10
		Ginger, Jamaica	35@ 40	Epsom Salts, bbls.	4
		Ginger, Jamaica,		Epsom Salts, less	5 1/2
		powdered	22@ 30	Ergot	1 50
		Goldenseal, pow.	8 50@9 00	Ergot, powdered	1 75@2 00
		Ipecac, powd.	4 00@4 25	Flake White	15@ 20
		Licorice	50@ 55	Formeldehyde, lb.	19@ 25
		Licorice, powd.	50@ 60	Gelatine	1 75@1 90
		Oris, powdered	40@ 45	Glassware, full ca.	58%
		Poke, powdered	20@ 25	Glassware, less 50%	
		Rhubarb	21@ 30	Glauber Salts, bbl.	2 1/2
		Rhubarb, powd.	1 25@1 50	Glauber Salts, less	3 1/2@ 7
		Rosinweed, powd.	25@ 30	Glue, Brown	25@ 35
		Sarsaparilla, Hond.		Glue, Brown Grd.	25@ 35
		ground	75@ 80	Glue, White	30@ 35
		Sarsaparilla Mexican,		Glue, White Grd.	30@ 35
		ground	1 00@1 10	Glycerine	71@ 90
		Squills	35@ 40	Hops	60@ 75
		Squills, powdered	45@ 55	Iodine	5 60@5 90
		Tumeric, powd.	25@ 30	Iodoform	6 50@6 74
		Valerian, powd.	21@ 30	Lead, Acetate	25@ 30
				Lycopodium	2 25@2 50
		Seeds		Mace	85@ 90
		Anise	42@ 45	Mace, powdered	95@1 00
		Anise, powdered	47@ 50	Menthol	4 75@5 00
		Bird, is	13@ 19	Morphine	15 45@16 00
		Canary	20@ 25	Nux Vomica	30
		Caraway	75@ 80	Nux Vomica, pow.	28@ 35
		Cardamon	1 80@2 00	Pepper black pow.	53@ 55
		Celery (Powd. 65)	55@ 60	Pepper, white	50
		Coriander	27@ 30	Pitch, Burgundy	15
		Dill	30@ 35	Quassia	12@ 15
		Fennell	1 00@1 20	Quinine	1 28@1 72
		Flax	11 1/2@ 15	Rochelle Salts	59@ 65
		Flax, ground	11 1/2@ 15	Saccharine, ozz.	3 35
		Foenugreek pow.	22@ 30	Salt Peter	36@ 45
		Hemp	9@ 15	Seidlitz Mixture	4 48@ 55
		Lobelia	40@ 50	Soap, green	20@ 30
		Mustard, yellow	38@ 45	Soap mott castile	22 1/2@ 25
		Mustard, black	25@ 30	Soap, white castile	
		Mustard, powd.	35@ 40	case	35 00
		Poppy	1 00	Soap, white castile	
		Quince	1 50@1 75	less, per bar	3 75
		Rape	15@ 20	Soda Ash	4 1/2@ 10
		Sabadilla	35@ 45	Soda Bicarbonate	3 1/2@ 7
		Sabadilla, powd.	35@ 45	Soda, Sal	3 1/2@ 5
		Sunflower	10@ 15	Spirits Camphor	2 1/2
		Worm American	25	Sulphur, roll	4 1/2@ 10
		Worm Levant	1 20@1 25	Sulphur, Subl.	5 1-10@ 10
				Tamarinds	16@ 20
		Tinctures		Tartar Emetic	90
		Aconite	21 65	Turpentine, Ven.	50@4 75
		Aloes	21 35	Vanilla Ex. pure	1 50@2 00
		Arnica	21 50	Witch Hazel	1 35@1 75
		Asafoetida	2 40	Zinc Sulphate	10@ 15
		Belladonna	2 85		
		Benzoin	2 50		
		Benzoin Comp'd	2 40		
		Buchu	2 40		
		Cantharides	2 80		

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	
Lobsters Brick Cheese O. & L. Molasses Hemp Seed			
AMMONIA Arctic Brand 12 oz. 16c, 2 doz. box 2 70 16 oz. 25c, 1 doz. box 1 75 32 oz., 49c, 1 doz. box 2 85		Corn Fair 1 85 Good Fancy French Peas Monbador (Natural) per doz. Gooseberries No. 2, Fair No. 2, Fancy Hominy Standard 1 25 Lobster 1/4 lb. 2 00 1/2 lb. 3 25 Picnic Flat 3 75	
AXLE GREASE Diamond, 1 lb., 4 dz., dz. 55 Mica, 1 lb., 4 dz., dz. 1 10 Mica, 3 lb., 2 dz., dz. 2 75 Mica, 25 lb. pail 1 40		CHEWING GUM Adams Black Jack 70 Adams Sappota 75 Beeman's Pepsin 70 Beechnut 70 Doublemint 70 Flag Spruce 65 Hershey Gum 55 Juicy Fruit 70 Sterling Gum Pep. 70 Spearment, Wrigleys 70 Spearment, 6 box jars 4 00 Yucatan 70 Zeno 70	
BAKED BEANS No. 1, per doz. 1 35 No. 2, per doz. 2 25 No. 3, per doz. 3 60		CHOCOLATE Walter Baker & Co. German's Sweet 24 Premium 35 Caracas 28 Walter M. Lowney Co. Premium, 1/4s 35 Premium, 1/2s 35	
BATH BRICK English 95		CIGARS Peter Dornbos Brands 5c Dornbos Sin. Bdr. 40 00 5c Dornbos Perfecto 40 00 5c Van Dam 42 50 Johnson Cigar Co. Brands Dutch Masters Club 75 00 Dutch Masters Banq. 75 00 Dutch Masters Inv. 75 00 Dutch Masters Pan. 72 00 Dutch Masters Grande 72 00 Dutch Masters Lond. 72 00 El Portana 42 50 Gee Jay 42 50 Dutch Masters Six 42 50 Dutch Masters Hand 42 50 Made 42 50 Dutch Masters Baby 42 50 Grand 42 50 Little Dutch Masters 42 50 S. C. W. 42 50 Dutch Masters Seconds 37 50 Worden Grocer Co. Brands Boston Straight 40 00 Trans Michigan 42 00 C. P. L. 43 00 Court Royal 43 00 Hemmett's Cham- pion 42 50 Iroquois 42 50 La Azora Agreement 42 00 La Azora Bismarck 70 00 Whaleback 35 00 Worden's Hand Made 35 00 B. L. 40 00 Woodhouse & Co. Brands Tox 37 50 Miss Detroit 43 00 Special deal in quantities.	
BLUING Jennings' Condensed Pearl Bluing Small, 3 doz. box 2 55 Large, 2 doz. box 2 90		CLOTHES LINE 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	
BREAKFAST FOODS Cracked Wheat, 24-2 4 60 Cream of Wheat 7 50 Quaker Puffed Rice 4 35 Quaker Puffed Wheat 4 35 Quaker Brkfst Biscuit 1 90 Quaker Corn Flakes 2 90 Saxon Wheat Food 4 50 Shred Wheat Biscuit 4 25 Triscuit, 18 2 25 Pillsbury's Best Cerl 2 50 Kellogg's Brands Toasted Corn Flakes 4 20 Toasted Corn Flakes 4 20 Toasted Corn Flakes Individual 2 00 Krumbs, 4 doz. 4 20 Krumbs, Indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 4 40 Bran 3 60		COFFEE ROASTED Rio Common 19 Fair 19 1/2 Choice 20 Fancy 21 Peaberry 23 Santos Common 20 Fair 20 1/2 Choice 21 Fancy 23 Peaberry 23 Maracalbo 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 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, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43 CONDENSED MILK Carnation, Tall 5 50 Carnation, Baby 5 00 Hebe, Tall 5 00 Hebe, Baby 4 90 Pet, Tall 5 50 Pet, Baby 3 60 Van Camp, Tall 5 50 Van Camp, Baby 3 60 CONFECTIONERY Stick Candy Pails Horehound 22 Standard 22 Cases Jumbo 23 Big Stick 23 Mixed Candy Pails Broken 22 Cut Loaf 23 French Cream 26 Grocers 18 Kindergarten 27 Leader 27 Novelty 23 Premio Creams 31 Royal 21 Special 21 X L O 21 Specialties Pails Auto Kisses (baskets) 26 Bonnie Butter Bites... 27 Butter Cream Corn ... 30 Caramel Bon Bons 25 Caramel Croquettes ... 25 Cocoanut Waffles 24 Coffy Toffy 25 Fudge, Walnut 28 Fudge, Choc. Peanut 25 Fudge, White Center 25 Honeysuckle Candy ... 25 Iced Maroons 25 Iced Orange Jellies ... 22 Italian Bon Bons 24 AA Licorice Drops 2 25 5 lb. box 2 25 Lozenges, Pep. 29 Lozenges, Pink 29 Manchus 23 Molasses Kisses, 10 lb. box 26 National Mints 7 lb tin 30 Nut Butter Puffs 25 Star Patties, Asst. ... 29	
BROOMS Fancy Parlor, 25 lb. .. 9 50 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 50 Common, 23 lb. 8 00 Special, 23 lb. 7 75 Warehouse, 23 lb. .. 10 50		COCOA Baker's 39 Bunte, 10c size 88 Bunte, 1/2 lb. 2 20 Bunte, 1 lb. 4 00 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, 5 lb. cans 37 Van Houten, 1/4s 12 Van Houten, 1/2s 18 Van Houten, 1/4s 38 Van Houten, 1s 65 Wan-Eta 36 Webb 33 Wilbur, 1/4s 33 Wilbur, 1/2s 32	
BRUSHES Scrub Solid Back, 8 in. 1 00 Solid Back, 11 in. 1 25 Pointed Ends 1 00 Stove No. 3 1 00 No. 2 1 50 No. 1 2 00 Shoe No. 1 1 00 No. 2 1 30 No. 3 1 70 No. 4 1 90		CHEESE Peerless @28 Brick @32 Lelden @ Limburger @30 Pineapple @ Edam @ Sap Sago @ Swiss, Domestic @	
BUTTER COLOR Dandelion, 25c size .. 2 00		CIGARS Peter Dornbos Brands 5c Dornbos Sin. Bdr. 40 00 5c Dornbos Perfecto 40 00 5c Van Dam 42 50 Johnson Cigar Co. Brands Dutch Masters Club 75 00 Dutch Masters Banq. 75 00 Dutch Masters Inv. 75 00 Dutch Masters Pan. 72 00 Dutch Masters Grande 72 00 Dutch Masters Lond. 72 00 El Portana 42 50 Gee Jay 42 50 Dutch Masters Six 42 50 Dutch Masters Hand 42 50 Made 42 50 Dutch Masters Baby 42 50 Grand 42 50 Little Dutch Masters 42 50 S. C. W. 42 50 Dutch Masters Seconds 37 50 Worden Grocer Co. Brands Boston Straight 40 00 Trans Michigan 42 00 C. P. L. 43 00 Court Royal 43 00 Hemmett's Cham- pion 42 50 Iroquois 42 50 La Azora Agreement 42 00 La Azora Bismarck 70 00 Whaleback 35 00 Worden's Hand Made 35 00 B. L. 40 00 Woodhouse & Co. Brands Tox 37 50 Miss Detroit 43 00 Special deal in quantities.	
CANDLES Paraffine, 6s 14 1/2 Paraffine, 12s 15 1/2 Wicking 65		CIGARS Peter Dornbos Brands 5c Dornbos Sin. Bdr. 40 00 5c Dornbos Perfecto 40 00 5c Van Dam 42 50 Johnson Cigar Co. Brands Dutch Masters Club 75 00 Dutch Masters Banq. 75 00 Dutch Masters Inv. 75 00 Dutch Masters Pan. 72 00 Dutch Masters Grande 72 00 Dutch Masters Lond. 72 00 El Portana 42 50 Gee Jay 42 50 Dutch Masters Six 42 50 Dutch Masters Hand 42 50 Made 42 50 Dutch Masters Baby 42 50 Grand 42 50 Little Dutch Masters 42 50 S. C. W. 42 50 Dutch Masters Seconds 37 50 Worden Grocer Co. Brands Boston Straight 40 00 Trans Michigan 42 00 C. P. L. 43 00 Court Royal 43 00 Hemmett's Cham- pion 42 50 Iroquois 42 50 La Azora Agreement 42 00 La Azora Bismarck 70 00 Whaleback 35 00 Worden's Hand Made 35 00 B. L. 40 00 Woodhouse & Co. Brands Tox 37 50 Miss Detroit 43 00 Special deal in quantities.	
CANNED GOODS Apples 3 lb. Standards .. @1 60 No. 10 @4 75 Blackberries 2 lb. @2 25 Standard No. 10 .. @9 50 Beans Baked 1 25@2 25 Red Kidney 1 25@1 35 String 1 50@2 00 Wax 1 50@2 00 Blueberries Standard @2 50 No. 10 @9 50 Clams Little Neck, 1 lb. 1 60 Clam Bouillon Burnham's 1/4 pt. 2 25 Burnham's pts. 3 75 Burnham's qts. 7 60		CIGARS Peter Dornbos Brands 5c Dornbos Sin. Bdr. 40 00 5c Dornbos Perfecto 40 00 5c Van Dam 42 50 Johnson Cigar Co. Brands Dutch Masters Club 75 00 Dutch Masters Banq. 75 00 Dutch Masters Inv. 75 00 Dutch Masters Pan. 72 00 Dutch Masters Grande 72 00 Dutch Masters Lond. 72 00 El Portana 42 50 Gee Jay 42 50 Dutch Masters Six 42 50 Dutch Masters Hand 42 50 Made 42 50 Dutch Masters Baby 42 50 Grand 42 50 Little Dutch Masters 42 50 S. C. W. 42 50 Dutch Masters Seconds 37 50 Worden Grocer Co. Brands Boston Straight 40 00 Trans Michigan 42 00 C. P. L. 43 00 Court Royal 43 00 Hemmett's Cham- pion 42 50 Iroquois 42 50 La Azora Agreement 42 00 La Azora Bismarck 70 00 Whaleback 35 00 Worden's Hand Made 35 00 B. L. 40 00 Woodhouse & Co. Brands Tox 37 50 Miss Detroit 43 00 Special deal in quantities.	

COCOANUT 1/4s, 5 lb. case 38 1/4s, 5 lb. case 37 1/4s, 15 lb. case 36 1/4s, 15 lb. case 35 1/2 and 1/4s, 15 lb. case 35 1/2 6 and 12c pails 4 35 Bulk, pails 27 Bulk, barrels 25 70 8c pkgs., per case 5 25 70 4 oz. pkgs., per case 5 25 Bakers Canned, doz. 1 20		Chocolates Pails Assorted Choc. 27 Amazon Caramels 30 Champion 28 Choc. Chips, Eureka 26 Klondike Chocolates 33 Nabobs 33 Nibble Sticks, box 2 00 Nut Wafers 33 Ocoro Choc. Caramels 32 Peanut Clusters 36 Quintette 28 Regina 27 Star Chocolates 29		Pearl Barley Chester 6 00 Portage 6 00 Peas Green, Wisconsin, lb. 11 Split, lb. 10 1/2 Sago East India 15 German, sacks 15 German, broken pkg. Tapioca Flake, 100 lb. sacks .. 16 Pearl, 100 lb. sacks .. 16 1/2 Minute, 10c, 3 doz. 3 00	
COFFEES ROASTED Rio Common 19 Fair 19 1/2 Choice 20 Fancy 21 Peaberry 23 Santos Common 20 Fair 20 1/2 Choice 21 Fancy 23 Peaberry 23 Maracalbo 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 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, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43 CONDENSED MILK Carnation, Tall 5 50 Carnation, Baby 5 00 Hebe, Tall 5 00 Hebe, Baby 4 90 Pet, Tall 5 50 Pet, Baby 3 60 Van Camp, Tall 5 50 Van Camp, Baby 3 60 CONFECTIONERY Stick Candy Pails Horehound 22 Standard 22 Cases Jumbo 23 Big Stick 23 Mixed Candy Pails Broken 22 Cut Loaf 23 French Cream 26 Grocers 18 Kindergarten 27 Leader 27 Novelty 23 Premio Creams 31 Royal 21 Special 21 X L O 21 Specialties Pails Auto Kisses (baskets) 26 Bonnie Butter Bites... 27 Butter Cream Corn ... 30 Caramel Bon Bons 25 Caramel Croquettes ... 25 Cocoanut Waffles 24 Coffy Toffy 25 Fudge, Walnut 28 Fudge, Choc. Peanut 25 Fudge, White Center 25 Honeysuckle Candy ... 25 Iced Maroons 25 Iced Orange Jellies ... 22 Italian Bon Bons 24 AA Licorice Drops 2 25 5 lb. box 2 25 Lozenges, Pep. 29 Lozenges, Pink 29 Manchus 23 Molasses Kisses, 10 lb. box 26 National Mints 7 lb tin 30 Nut Butter Puffs 25 Star Patties, Asst. ... 29		Pop Corn Goods Cracker-Jack Prize .. 5 60 Checkers Prize 5 60 Cough Drops Boxes Putnam Menthol 1 50 Smith Bros. 1 50 COOKING COMPOUNDS Crisco 36 1 lb. cans 10 25 24 1 1/2 lb. cans 10 25 6 6 lb. cans 10 25 4 9 lb. cans 10 25 Mazola 5 1/2 oz. bottles, 2 doz. 2 60 Pints, tin, 2 doz. 7 50 Quarts, tin, 1 doz. 7 00 1/2 gal. tins, 1 doz. 13 25 Gal. tins, 1/2 doz. 12 80 5 Gal. tins, 1-6 doz. 13 50 NUTS—Whole lbs. Almonds, Tarragona 21 Almonds, California soft shell Drake .. Brazil 18 Filberts 20 Cal. No. 1, S. S. 24 Walnuts, Naples Walnuts, Grenoble ... 22 Table nuts, fancy 16 1/2 Pecans, Large 17 Pecans, Ex. Large ... 20 Shelled No. 1 Spanish Shelled Peanuts 16 @16 1/2 Ex. Lg. Va. Shelled Peanuts 16 1/2 @17 Pecan Halves @90 Walnut Halves @70 Filbert Meats @42 Almonds @60 Jordan Almonds Peanuts Fancy H P Suns Raw 18@18 1/2 Roasted 20@20 1/2 H P Jumbo Raw 19 1/2@20 Roasted 21 1/2@22 Spanish Shelled, No. 1 18@18 1/2 CREAM TARTAR Barrels or Drums 84 Boxes 86 DRIED FRUITS Apples Evap'd, Choice, blk. @16 Evap'd Fancy blk. ... @ Apricots California @21 Citren @30 California @30 Currents Imported, 1 lb. pkg. ... 26 Imported, bulk 25 1/2 Peaches Muir's—Choice, 25 lb. .. 12 Muir's—Fancy, 25 lb. .. 13 Fancy, Peeled, 25 lb. .. 16 Pear Lemon, American 27 Orange, American 28 Raisins Cluster, 20 cartons ... Loose Muscatels, 4 Cr. 9 1/2 Loose Muscatels, 3 Cr. 9 1/2 L. M. Seeded 1 lb. 10 1/2 @11 California Prunes 90-100 25 lb. boxes .. @08 1/2 80-90 25 lb. boxes .. @09 1/2 70-80 25 lb. boxes .. @10 1/2 60-70 25 lb. boxes .. @11 1/2 50-60 25 lb. boxes .. @12 1/2 40-50 25 lb. boxes .. @13 FARINACEOUS GOODS Beans California Limas 15 1/2 Med. Hand Picked 15 Brown, Holland Farina 25 1 lb. packages 2 65 Bulk, per 100 lb. Original Holland Rusk Packed 12 rolls to container 3 containers (36) rolls 4 32 Hominy Pearl, 100 lb. sack 6 1/2 Macaroni Domestic, 10 lb. box .. 1 30 Imported, 25 lb. box .. Skinner's 24s, case 1 87 1/2		FISHING TACKLE Cotton Lines No. 2, 15 feet 10 No. 3, 15 feet 11 No. 4, 15 feet 12 No. 5, 15 feet 14 No. 6, 15 feet 15 Linen Lines Small, per 100 feet 50 Medium, per 100 feet .. 55 Large, per 100 feet 63 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 1 25 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 1/2 Ounce 20 Cent 1 80 2 Ounce 35 Cent 2 70 2 1/2 Ounce 35 Cent 2 85 2 1/2 Ounce 45 Cent 3 10 4 Ounce 55 Cent 5 20 8 Ounce 90 Cent 8 50 7 Dram Assorted 1 25 1 1/2 Ounce Assorted .. 2 00 Moore's D U Brand Per Doz. 1 oz. Vanilla 15 Cent 1 25 1 1/2 oz. Vanilla 25 Cent 2 00 3 oz. Vanilla 35 Cent 2 70 1 oz. Lemon 15 Cent 1 25 1 1/2 oz. Lemon 25 Cent 2 00 3 oz. Lemon 35 Cent 2 75 FLOUR AND FEED Valley City Milling Co. Lily White 11 34 Rowena Rye, 1/4s 11 25 Graham 25 lb. per cwt. 5 35 Rowena Bolted Meal, 25 lb., per cwt. 5 35 Golden Granulated Meal, 25 lb., per cwt. 5 65 Rowena Pancake 5 lb. per cwt. 6 40 Rowena Buckwheat Comp. 5 lb., per cwt. 6 85 Watson Higgins Milling Co. New Perfection 1/4s .. 11 40 Worden Grocer Co. Quaker, 1/4s cloth .. None Quaker, 1/2s cloth .. None Quaker, 3/4s cloth .. None Quaker, 1/4s paper .. None Quaker, 1/2s paper .. None Quaker, 3/4s paper .. None Kansas Hard Wheat Worden Grocer Co. Paper American Eagle, 1/4s 11 75 American Eagle, 1/2s 11 85 Spring Wheat Worden Grocer Co. Wingold, 1/4s cloth 11 70 Wingold, 1/2s cloth 11 80 Meal Bolted Golden Granulated .. Wheat Red White Oats Michigan carlots Less than carlots ... Corn Carlots Less than carlots ... Hay Carlots Less than carlots ... Feed Street Car Feed No. 1 Corn & Oat Fd Cracked Corn Coarse Corn Meal .. FRUIT JARS Mason, pts., per gro. 7 60 Mason, qts., per gro. 8 00 Mason, 1/2 gal. per gr. 10 35 Mason, can tops, gro. 2 80	

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 90
Knox's Acidu'd doz.	1 90
Minute, 1 doz.	1 25
Minute, 3 doz.	3 75
Nelson's	1 80
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	
Hides	
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

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

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

Wool	
Unwashed, med.	@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

Jell-O	
Assorted Case, 3 doz.	3 40
Lemon, 3 doz.	3 40
Orange, 3 doz.	3 40
Raspberry, 3 doz.	3 40
Strawberry, 3 doz.	3 40
Cherry, 3 doz.	3 40
Chocolate, 3 doz.	3 40
Weight 11 lbs. to case.	
Freight rate, 3d class.	

Jell-O Ice Cream Powder	
Assorted Case, 3 doz.	2 85
Chocolate, 3 doz.	2 85
Vanilla, 3 doz.	2 85
Strawberry, 3 doz.	2 85
Lemon, 3 doz.	2 85
Unflavored, 3 doz.	2 85
Weight 15 lbs. to case.	
Freight rate, 3d class.	

JELLY	
15lb. pails, per pall	1 45
30lb. pails, per pall	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 95

MOLASSES	
New Orleans	
Fancy Open Kettle	68
Choice	58
Good	50
Stock	45
Half barrels 5c extra	
Red Hen, No. 2	2 80
Red Hen, No. 2 1/2	3 40
Red Hen, No. 5	3 40
Red Hen, No. 10	3 30
Uncle Ben, No. 2	2 80
Uncle Ben, No. 2 1/2	3 30
Uncle Ben, No. 5	3 40
Uncle Ben, No. 10	3 30
Ginger Cake, No. 2	3 30
Ginger Cake, No. 2 1/2	4 30
Ginger Cake, No. 5	4 15
O. & L. Open Kettle, No. 2 1/2	5 65

MUSTARD	
1/2 lb. 6 lb. box	30

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	
Iron Barrels	
Perfection	12.7
Red Crown Gasoline	23.7
Gas Machine Gasoline	44.2
V. M. & P. Naphtha	23.7
Capitol Cylinder, Iron Bbls.	39.4
Atlantic Red Engine, Iron Bbls.	26.4
Winter Black, Iron Bbls.	14.3
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 90
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. 116, per box	
Clay, T. D. full count	30
Cob, 3 doz. in box	1 25

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

POTASH	
Babbitt's, 2 doz.	2 65

PROVISIONS	
Barreled Pork	
Clear Back	51 00@52 00
Short Cut Clr	48 00@49 00
Bean	37 00@38 00
Brisket, Clear	55 00@56 00
Pig	
Clear Family	35 00

Dry Salt Meats	
S P Bellies	31 00@32 00
Lard	
Pure in tierces, 27 1/2 @28	
Compound Lard 24 @24 1/2	
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
3 lb. pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	30 @31
Hams, 16-18 lb.	29 @30
Hams, 18-20 lb.	28 @29
Ham, dried beef sets	37 @38
California Hams	21 1/2 @22
Picnic Balled	
Hams	31 @32
Boiled Hams	41 @42
Minced Hams	20 @21
Bacon	38 @46

Sauages	
Bologna	18
Liver	13
Frankfort	13
Pork	14 @15
Veal	11
Tongue	11
Headcheese	14

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

Pig's Feet	
1/2 bbls.	1 75
3/4 bbls., 40 lbs.	3 40
1/2 bbls.	9 00
1 bbl.	16 00

Tripe	
Klts, 15 lbs.	90
1/2 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00

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

Uncolored Oleomargarine	
Solid Dairy	23 @24
Country Rolls	28 @29

Canned Meats	
Corned Beef, 3 lb.	8 50
Corned Beef, 1 lb.	8 75
Roast Beef, 3 lb.	8 50
Roast Beef, 1 lb.	8 75
Potted Meat, Ham	
Flavor, 1/2	55
Potted Meat, Ham	
Flavor, 1/2	95
Deviled Meat, Ham	
Flavor, 1/2	52
Deviled Meat, Ham	
Flavor, 1/2	1 00
Potted Tongue, 1/2	55
Potted Tongue, 1/2	1 00

RICE	
Fancy	
Blue Rose	10 @11
Broken	

ROLLED OATS	
Monarch, bbls.	10 25
Rollad Avena, bbls.	10 60
Steel Cut, 100 lb. sks.	
Monarch, 90 lb. sks.	5 10
Quaker, 18 Regular	1 95
Quaker, 20 Family	5 20

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 25
Wyandotte, 100 1/2 s.	3 00

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

SALT	
Solar Rock	
56 lb. sacks	50

Common	
Granulated, Fine	2 10
Medium, Fine	2 20

SALT FISH	
Cod	
Large, whole	@14
Small, whole	@13
Strips or bricks	16 @19
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 50

Lake Herring	
8 lbs.	

SEEDS	
Anise	38
Canary, Smyrna	18 1/2
Caraway	80
Cardamom, Malabar	1 20
Celery	50
Hemp, Russian	9
Mixed Bird	12 1/2
Mustard, white	30
Poppy	15
Rape	15

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

SNUFF	
Swedish Rapee, 10c 8 for	64
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 50
Big Master 100 blocks	6 00
Climax	5 00
Queen White	5 90
Oak Leaf	5 50
Queen Anne	5 50

Proctor & Gamble Co.	
Lenox	5 00
Ivory, 6 oz.	6 00
Ivory, 10 oz.	9 80
Star	4 90

Swift & Company	
Swift's Pride	5 00
White Laundry	5 65
Wool, 6 oz. bars	5 60
Wool, 10 oz. bars	9 40

Tradesman Company	
Black Hawk, one box	7 75
Black Hawk, five bxs	7 70
Black Hawk, ten bxs	8 65

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.	
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Scouring Powders	
Sapallo, gross lots	9 50
Sapallo, half gross 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, 20 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

Oak Leaf Soap Powder	
24 pkgs.	4 25
Oak Leaf Soap Powder	
100 pkgs.	5 50
Queen Anne Soap Powder, 60 pkgs.	3 60
Old Dutch Cleanser, 100s	3 70

SODA	
Bl Carb, Kegs	3 1/4

SPICES	
Whole Spices	

Allspice, Jamaica	9 @10
Allspice, lg. Garden	@11
Cloves, Zanzibar	@55
Cassia, Canton	@20
Cassia, 5c pkg. doz.	@35
Ginger, African	@15
Ginger, Cochinchina	@20
Mace, Penang	@30
Mixed, No. 1	@17
Mixed, No. 2	@16
Mixed, 5c pkgs. dz.	@45
Nutmegs, 70-8	@50
Nutmegs, 105-110	@45
Pepper, Black	@32
Pepper, White	@40
Pepper, Cayenne	@22
Paprika, Hungarian	
Pure Ground in Bulk	

Allspice, Jamaica	@16
Cloves, Zanzibar	@55
Cassia, Canton	@20
Ginger, African	@15
Mace, Penang	@30
Nutmegs	@36
Pepper, Black	@35
Pepper, White	@48
Pepper, Cayenne	@30
Paprika, Hungarian	@45

STARCH	
Corn	
Kingsford, 40 lbs. ..	94
Muzzy, 48 1lb. pkgs. ..	94
Kingsford	
Silver Gloss, 40 1lb. ..	94
Gloss	
Argo, 48 5c pkgs.	2 40
Silver Gloss, 16 3lbs. ..	94
Silver Gloss, 12 6lbs. ..	94
Muzzy	
48 1lb. packages	94
16 3lb. packages	94
12 6lb. packages	94
50 1lb. boxes	64

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Aug. 27.—In the matter of Rudolph Kapff, bankrupt, the first meeting of creditors has been held. Claims were allowed, but no trustee was appointed, as there were no assets in the estate. The estate will therefore be closed at the expiration of thirty days.

In the matter of the Ludington Manufacturing Co., bankrupt, the final meeting of creditors was held. The trustee's final report and account approved, and an order for distribution of the cash on hand was made. A final dividend of 2.4 per cent. was declared. The meeting was adjourned and held open until the outcome of certain suits in Chicago courts were decided.

In the matter of Nels J. Larson, bankrupt, the meeting for the purpose of declaring a first dividend was held. Claims were allowed. The first report and account of the trustee, showing cash on hand of \$691.04, was considered and approved. Order for a first dividend of 5 per cent. was made. A further hearing was called for the purpose of having Christina Johnson show cause why she should not reconvey certain property received by her through avoidable preference.

In the matter of Charles S. Foster, bankrupt, an offer for the assets had been received, and hearing held on such offer, and the sale was confirmed to Rogers & Neeley, of Gladwin, at \$1,300 for all of the assets, except those withdrawn because of petitions for reclamation filed thereon.

In the matter of Matthew Williams, bankrupt, an offer for a certain account receivable was received, and hearing held thereon, and the account, aggregating \$625.32, was sold to Thomas P. Bradfield for \$85. The sale was confirmed.

In the matter of Frank P. Hakes, bankrupt, a final meeting of creditors has been called for Sept. 4. The trustee's report shows cash on hand amounting to \$25.21, and the same will be considered at such meeting. It is probable that there will be no dividend.

In the matter of Horace W. Hakes, bankrupt, the final meeting of creditors has been called for Sept. 4, at which time the final report and account of the trustee will be considered, said report showing a balance on hand of \$68.95. There will be a final distribution, but it is not probable that there will be any dividend.

In the matter of Joseph J. Klaassen, bankrupt, the special meeting has been called for Sept. 4, at which time the first report and account of the trustee, showing total receipts of \$537.49, and no disbursements, will be considered, and a first dividend will probably be declared.

In the matter of Peterson & Bryant, bankrupts, a hearing was called for the purpose of considering the exemptions of the bankrupt and his wife and also for the purpose of considering an offer for the assets.

In the matter of Shifting Sands Sanatorium, bankrupt, a final meeting of the creditors was called, at which time the final report and account of the trustee, showing balance on hand of \$324.10, will be considered, and an order for distribution made, and a probable dividend declared.

In the matter of Kent State Garage & Supply Co., bankrupt, an offer was received from C. J. Van Dusen for the assets of this estate. Hearing will be held thereon on Sept. 5.

In the matter of Herbert Porter, bankrupt, a final meeting was called for Sept. 5, at which time the trustee's final report and account, showing no receipts and disbursements, and showing certain right in the estate of Alice Wilkins, deceased, estimated to be worth \$250, and for which an offer has been made, will be considered, and the sale of such right considered and the sale confirmed to the highest bidder. There will be no dividend.

In the matter of Otto Ream, bankrupt, the final meeting has been called for Sept. 6, at which time the final report and account of the trustee, showing balance on hand of \$193.18, will be considered, an order for distribution made, and a probable first and final dividend declared.

In the matter of Fred Steinke, bankrupt, a special meeting has been called for Sept. 6, at which time the first report and account of the trustee will be considered, which shows total receipts of \$454.09, and no disbursements; an order for distribution will be made, and a first dividend to creditors declared.

In the matter of C. C. Bratton, bankrupt, the final meeting has been called for Sept. 6, at which time the final report and account of the trustee will be considered, showing balance on hand of \$305.30. Order will be made for the payment of certain administration expenses and a final dividend will be declared.

In the matter of The Fair, bankrupt, the final meeting of creditors has been called for Sept. 6, at which time the final reports and accounts of the trustee will be considered, showing balance on hand to be distributed amounting to \$1,946.25.

They will consider and determine what action shall be taken by the trustee to recover certain alleged unpaid stock subscriptions from John W. Kingsbury. A final dividend will be declared.

In the matter of Simon Olthof, bankrupt, a special meeting of the creditors has been called for Sept. 9, at which time the first report and account of the trustee, showing balance on hand of \$196.40, will be considered and a probable first dividend declared.

In the matter of Fred Sikkema, bankrupt, the final meeting has been called, at which time the final report and account of the trustee will be considered, showing balance on hand of \$90.95. Order will be made for the payment of certain administration expenses and a probable dividend will be declared.

Charles La Rue, bankrupt, filed his petition in bankruptcy. Adjudication was made and the matter referred to Referee Corwin. No meeting has as yet been called. The bankrupt's schedules show the following:

Liabilities, \$2,268.08; assets, household goods which are exempt and debts due on open accounts, \$8. Following is the list of creditors:

Secured Creditors.
Donovan Brothers, Grand Rapids \$ 24.00
Heyman Co., Grand Rapids 9.00
W. E. Gibbs, Grand Rapids 12.00

Unsecured Creditors.
G. Kananavicz, Grand Rapids 15.00
Neil Malloy Estate, Grand Rapids 15.00
Ray Peasley, Grand Rapids 130.00
G. J. Ross, Alpine Station 98.00
Mr. Limburner, Sparta 36.95
Charles Momber, Belmont 42.70
Louis Schaidel, Comstock Park 36.95
O. Wiersma, Grand Rapids 9.00
W. H. Misner, Grand Rapids 22.60
George Wolford, Grand Rapids 33.25
F. Finkler, Grand Rapids 12.00
Leonard Prince, Grand Rapids 30.25
John Zimmer, Grand Rapids 24.64
Harry Christensen, Plainfield 21.80
Harry Baldwin, Grand Rapids 275.00
A. J. Stryker, Grand Rapids 55.00
Mrs. Thole, Grand Rapids 40.00
Dr. Cornell, Grand Rapids 15.00
Brummeler-Van Strien, Grand Rapids 3.80
H. B. Elkhart, Grand Rapids 35.00
John Kamstra, Grand Rapids 18.00
Jennie Church, Grand Rapids 24.00
E. A. Prange, Grand Rapids 18.00
George Boltwood, Grand Rapids 10.00
William Timmer, Grand Rapids 6.00
Farmers & Merchants Bank,

Casnovia 76.31
John Bullis, Casnovia 76.31
G. Van Putten, Holland 42.00
H. A. Harrington, Holland 9.00
Isaac Kouw & Co., Holland 9.00
James Kole, Holland 2.50
Steffern Brothers, Holland 16.00
Knites Meat Market, Holland 7.50
Hartman Furniture Co., Chicago 7.00
Quaker Mfg. Co., Peoria, Ill. 7.00
Henschell Hotel, Muskegon 105.00
Dr. Hoxie, Grand Rapids 15.00
Dr. Stevensma, Grand Rapids 2.50
Dr. Jarvis, Grand Rapids 12.00
Dr. Van Der Stolt, Grand Rapids 12.00
Jacob Souffrouw, Belmont 22.00
Mr. Church, Englishville 30.00
G. R. Press, Grand Rapids 15.00
Bell Telephone Co., Grand Rapids 14.00
Commercial Printing Co., Grand Rapids 12.00
Leonard Visschers, Holland 28.00
Home Supply Co., Grand Rapids 8.00
Plainfield Produce Co., Grand Rapids 25.00
W. H. Priest, Grand Rapids 85.00
H. Skutt Transfer Co., Grand Rapids 50.00
Schlitz Brewing Co., Grand Rapids 100.00
P. H. Walsh, Grand Rapids 15.00
John Ley, Grand Rapids 30.00
Samuel Haney, Grand Rapids 13.00
Mrs. Stonehouse, Grand Rapids 5.00
Ide Tea Co., Grand Rapids 3.00
F. A. France, Grand Rapids 4.50
Kevers-Longwood Co., Casnovia 145.00
Estlow & Reed, Casnovia 22.00
John Bull, Bailey 50.00
J. L. Norris & Son, Casnovia 10.00
H. A. Brott, Casnovia 80.00
J. Frelick, Casnovia 25.00
Mr. Hutson, Casnovia 15.60
Black & White Taxi Co., Grand Rapids 9.00
F. G. Milch, Grand Rapids 4.00
Charles S. Holt, Grand Rapids 4.00

In the matter of Snellink & Son, meat dealers, co-partners, bankrupts. The above named have filed their petition in bankruptcy. They were adjudicated, and the matter referred to Referee Corwin. A first meeting of creditors has been called for Sept. 9. The bankrupts' schedules show the following: Liabilities, \$785.66; assets, stock in trade, \$50; machinery and tools, etc., \$100; debts due on open accounts, \$347.16; total, \$497.16. They filed a pauper petition, and do not claim any exemptions as copartners.

Their creditors are as follows:
Morris & Co., Grand Rapids \$145.44
Wilson & Co., Grand Rapids 125.00
Swift & Co., Grand Rapids 152.40
Plankington Packing Co., Milwaukee 85.07
Mills Paper Co., Grand Rapids 12.45
Central Michigan Paper Co., Grand Rapids 20.92
Collins Ice Co., Grand Rapids 32.81
Citizens Telephone Co., Grand Rapids 3.00

Rapids 3.00
John Brower, Grand Rapids 112.20
John Burwala, Grand Rapids 48.38
Wilson Spice Co., Toledo 13.80
Worden Grocer Co., Grand Rapids 30.00
Peter Lafave, bankrupt, has filed a

petition in bankruptcy and the matter has been referred to Referee Corwin. No meeting has as yet been called. The bankrupt's schedules show the following: Liabilities, \$266; assets, \$250; household goods, which are exempt. Following is a list of the creditors:
Buckley & Douglas Co., Manistee \$ 85.00
G. F. Macklin, Grand Rapids 44.00
Dr. Paul Jensen, Manistee 100.00
G. Knowles estate, Manistee 14.00
Thomas Morris, Manistee 13.00
Albert Kruger, Manistee 10.00

Woman Writer Who Has No Use For Dogs.

St. Ignace, Aug. 20.—We always look forward to the coming of the Tradesman. The articles on organized labor have been of especial interest and for a long time we have been looking for something just like the article written by B. B. Yankee on Dogs and Cats. We happen to be living at present where it is a case of dogs and still more dogs, many of them sleek and well cared for, more of them always hungry. We know of two big dogs in one family which take turns wearing the one dog license tag. At present the female is wearing it for obvious reasons. The woman who does our laundry work, not always sure where the next meal is coming from, feeds a large dog. Some are ugly, but, of course, they are some one's pets. There are so many beautiful mild song birds here, unless the cats are done away with, their days of song and freedom are numbered. Why are dogs not more heavily taxed? This would seem to us to help to remedy this unnecessary evil. We doubt very much if B. B. Yankee will receive very much encouragement from the Food Commissioners, for when the heads of the Government or our politicians rather in Washington refuse to grant the petitions of the better people of the whole United States to conserve food, labor and life, what will they care how many thousands of dogs wax fat on the food human beings ought to have instead? May we quote here a little of an article in a recent leading publication:

"To continue to manufacture liquor now seems to be the essence of wastefulness. Why our churches and schools must be closed and our business and factories shut down to save coal and the scarcity of food made a matter of conscience with all our families, while our transportation facilities are being overtaxed, over 3,000,000 tons of coal are consumed each year in the manufacture of liquor and 68,000,000 bushels of grain turned over to the brewers. This is an inconsistency for which there is no real logical explanation—although there is a reason."

No mention is made of the swells used which are worse than wasted. We live where before May 1 men women and young lads were always in evidence, intoxicated. Since May 1 only one drunk has been seen—and that from Wisconsin beer. We are thankful for small favors anyway. And glad to number ourselves among B. B. Yankee's friends in the Cloverland.

Regular Reader.

Waste.

"Extravagance costs blood, the blood of heroes," says Lloyd-George.

War savers are life savers. The sinews of war are gathered largely from thrift. The war perhaps can be won partly by stored-up resources. We must save out of the present products of labor. The British people had to learn, as we must learn, that goods and services must be saved by all. Saving must become a habit. For war is a battle of resources. Germany saves with efficiency because she saves scientifically. She conserves her resources.

To waste in these times is to fight on the side of the Kaiser.

Employers Watching War Labor Board.

Some of the recent performances of the National War Labor Board are causing employers throughout the country a great deal of anxiety. This is especially true of manufacturers in the iron and steel industry, which in the past has been comparatively free from union domination.

Unless all signs fail—and the indications are so clear they can hardly be mistaken—before the war is over practically every establishment in this industry will have been unionized from top to bottom and that, too, as the result of the war emergency! This extraordinary situation is due to the general policy of the War Labor Board, the creation of which had for its chief object, according to official announcement, the holding of an even balance between employers and employees, between capital and labor, for the duration of the war.

The National War Labor Board was appointed as the result of a labor conference, participated in by representatives of both employers and employees, for the purpose of agreeing upon a so-called "declaration of principles," the execution of which would prevent either capital or labor from using the war emergency to secure any advantage. The importance of the movement was apparent to all and the desirability of a clear understanding was universally conceded.

Summing up the "declaration of principles" as briefly as possible, it contemplated the maintenance of the status existing at the beginning of the war. There were to be no strikes and no lockouts; union shops were to remain closed and open shops were to remain open.

This seemed to be eminently fair, and when it was announced that the members of the labor conference had been appointed a National War Labor Board, there was general satisfaction, as everybody assumed that, being familiar with the "declaration of principles," they would be in the best possible position to interpret and enforce the agreement. While the radical pro-labor views of Frank Walsh, one of the joint chairmen, were well known, the conservative leanings of ex-President Taft, the other chairman, were counted upon to keep the balance fairly even.

Reviewing the work of the Board since its organization, however, indicates that it has become little else than the organ of union labor and that its future activities may be relied upon only to extend labor organization and to boost wage scales to the extreme limit. In every controversy of importance that has been referred to the Board, it has decided in favor of the workers and in notable instances it has gone outside the record and beyond the claims of labor to saddle upon the employers heavy burdens in the shape of wage increases that will not only serve greatly to augment costs of production but to upset local economic conditions and produce widespread demoralization.

Most important of all, it has construed the "declaration of principles" to mean that, while employers must not attempt to break up the union shops, there is nothing to prevent labor from completely unionizing all open shops. In addition, the strictly non-union shop no longer has any status, for the labor leaders are held to be perfectly free to unionize it whenever they choose to do so.

To call such an agreement a "maintenance of the status existing at the beginning of the war" is a ghastly joke, and the joke is altogether on the employers. It can have but one result and that is an enormous accession to the ranks of union labor, for the influence of a great National organization like the War Labor Board, operating under the wing of the Federal Government, will be far-reaching and potent beyond any estimate that can be made to-day.

As illustrating the methods of the National War Labor Board a few instances may be cited of its recent decrees. They are illuminating and appear to be based on the broadest and most comprehensive of policies, all in the interest of labor.

Not long ago certain controversies in the town of Waynesboro, Pa., were referred to the board for settlement. Men engaged in unskilled common labor were receiving 23 cents per hour and demanded 30 cents. Skilled workers asked for proportionate increases.

The Board gave the skilled workers what they asked and then proceeded to boost the wages of the common laborers to 40 cents, or 10 cents per hour more than they had demanded. The employers—half a dozen manufacturing concerns having contracts, chiefly with the Government—seeing their small profits disappear over night, filed an appeal from the Board's ruling on the ground that it was "absolutely impracticable," but the Board refused to entertain the appeal "until the employers should put the decree into force!"

The low wages prevailing in Waynesboro for unskilled labor were based on a cost of living much below that of the big cities in Pennsylvania, a fact that appears to have been wholly ignored by the Board, which gave common labor there a rate as high as any it has decreed in the largest manufacturing centers of the country. Of course, all other manufacturers in Waynesboro will be obliged to raise the wages of their unskilled workers to the same level in order to hold them and, of course, this will greatly increase the cost of living in the town and its vicinity, thereby inflicting great hardship upon all who are not the beneficiaries of the Board's action.

The ruling of the Board in the Waynesboro case was understood to be based upon its intention to adopt a "standard minimum living wage" for both skilled and unskilled labor, but after several futile conferences the announcement was made that the attempt to fix a standard minimum wage had been abandoned. Of course, this determination has not

relieved the situation in Waynesboro.

One of the most amazing decisions of the Board was recently made in the case of a few employees at the plant of the Bethlehem Steel Company at South Bethlehem, Pa. The strikers constituted so small a proportion of the company's force that the managers of the plant declared that, practically, no strike was in progress and declined to submit the controversy to the Board.

The Board, nevertheless, took jurisdiction of the dispute and handed down a ruling holding against the company on every count and not only applied its decision to some 26,000 workers, the great majority of whom were not on strike at all, but abolished the company's bonus system of rewarding special industry and faithfulness. Incidentally the Board appointed a special agent to reside at the South Bethlehem works and see to it that all the terms of the award are enforced.

While the Bethlehem case was pending, a "business agent" of one of the unions telegraphed the Board that the union could not lease a hall in South Bethlehem in which to hold a meeting of protest and demanded that the Attorney General of the United States interfere at once to secure the desired hall, threatening "bloodshed" if this were not done at once. Instead of bringing this outrageous threat to the attention of the proper authorities, the secretary of the War Labor Board at once appealed to the Attorney General to assist the local union in obtaining the hall, declaring that it was one of the most conservative and law-abiding labor organizations in the country!

Is it any wonder the employers are fast losing confidence in the impartiality of the National War Labor Board?

If You Sell Seasonable Goods.

When fresh eggs were selling at their lowest, one merchant conceived an idea which enabled his customers to buy their eggs the year round at practically the low price. Hundreds of dozens were disposed of under this plan, and the merchant had the satisfaction of rendering his community a service it will not soon forget.

The merchant first laid his plan before the local food administrator, who gave his consent to it. Then the merchant advertised that he would sell eggs and hold them in storage until fall at the current price, plus the actual storage cost. The eggs, he said, could be delivered at any time during the fall months.

The merchant's profit, of course, was made at the time of the sale. He handled the merchandise but once, when he delivered it from the storage house to his customer.

Comparisons with the previous year's prices showed that the merchant's customers paid exactly one-half for their eggs that year.

Charles Chase.

You can never tell what a woman in love and a balky horse are going to do.

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. If set in capital letters, double price. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Eighty-three and Bound to Quit. Write for a bargain or better come and see it. Stock of drugs, books, paints, glass and sundries. Frank Smith, 104 Michigan Ave., Ypsilanti, Michigan. 887

For Sale—\$18,000 stock of dry goods, furnishings and shoes, mostly at the old prices. Established business in good manufacturing district in Detroit. Seven year lease at cheap rent. Good reason for selling. Address No. 888, care Michigan Tradesman. 888

For Sale—Good established grocery business located on one of the best corners on Gratiot avenue, Detroit. Rent reasonable. Will take \$2,000. Reason for selling, am expecting to be in one of the next drafts. Address No. 889, care Michigan Tradesman. 889

Bakery, Confectionery and Soda Fountain—Only bakery in granite manufacturing and college town of 3,500. For particulars, write J. J. Sawyer, Northfield, Vermont. 891

Farm For Sale or Trade—137-acre farm, lays practically level, 50 acres cleared, good water, lots of wood, some large timber, running water, fairly good house, small barn. We will sell or trade for stock of groceries or general merchandise. Call or write, Thomas & Bassett, Cedar Springs, Michigan. 892

Your window is your greatest asset, our colored current event cartoon service attracts 200% more people to your window, it brings you greatly increased publicity which results in increased sales. Write for particulars. Experienced advertising men, write us regarding our salesmen's proposition. Paramount Advertising Corp., 1475 Broadway, New York City. 894

Store For Sale—The Hub clothing, gents' furnishing, store. Up-to-date. One year old. Down-town location. Reasonable rent. Good reason for selling. The Hub, 119 Michigan Ave., Detroit, Michigan. 896

Wanted—A good reliable clerk for grocery store. Address No. 883, care Michigan Tradesman. 883

Good Opening For Restaurant Man—Confectionery in connection. All equipped. Practically no capital required, except for current expenses. Building steam heated; good location; business established; rent reasonable. If you mean business, apply to M. Vanderbilt, Grand Lodge, Michigan. 884

Exchange—Very desirable residence with eight lots for stock of merchandise in Northern Michigan. Address P. O. Box 196, St. Louis, Michigan. 886

Fine bakery; two good restaurants for rent or sale (terms). Splendid locations, modern equipment, living rooms. Write now. Box 127, Chrisman, Illinois. 873

Wanted—Registered pharmacist or experienced drug clerk. Good wages, hours and steady position for right party. Schrouder's, Grand Rapids. 877

For Sale—General merchandise and hardware stock; general merchandise invoices about \$15,000; hardware, \$12,000; will sell separately; either one or both can be reduced \$5,000; will sell or rent buildings, furniture and fixtures. Retiring from business. Write for particulars. Bohnet Bros. & Co., Fessenden, North Dakota. 878

For Sale—To close an estate, we offer for sale our established business in the heart of the resort region. First-class stock of general merchandise; also buildings for sale or rent. Stock and fixtures will inventory about \$6,000. Estate of F. E. Martin, Indian River, Mich. 865

For Sale—My stock of implements, harness, hay and feed. Will invoice about \$4,500. Located in good territory with no competition. 1917 sales were \$42,817. Health conditions, reason for selling. Investigate if interested. J. M. McFarren, Rapid City, Michigan. 879

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 757

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

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

Wanted—First-class meat cutter. Not in the draft. Must furnish references. Good salary. Address Sanitary Cash Market, Junction City, Kansas. 864

To Rent Or Sell—Two-story brick building, 24 x 110 feet, with full basement and heating plant. Warehouse in rear. Store equipped with counters, shelving, electric light and power. Best location, Main street. Address Farmers & Merchants State Bank, Carson City, Michigan. 882

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

Wanted—Second-hand cash register, for cash. Address A. F. Hunt, 215 So. Washington Ave., Saginaw, Mich. 767

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

We can sell your business for cash, no matter where located; no publicity. Describe fully in first letter. All correspondence confidential. Herbert, Webster Bldg., Chicago, Illinois. 872

HELP WANTED.

Wanted—Clerk for general store work; from 4 to 6 years' experience or more. If within draft age must be classified in class 3 or 4 or later. Position steady. Salary \$100.00 per month. Give references. C. E. Murray, Midland, South Dakota. 890

Wanted—Rug and carpet salesman. Excellent opportunity for advancement. Paul Steketee & Sons, Grand Rapids, Michigan. 893

POSITION WANTED.

Wanted—Position as traveling salesman after Sept. 10. Tobacco line preferred, but other lines considered. Not in draft age. Best references. Address No. 895, care Michigan Tradesman. 895

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.

Labor Saving Devices

Low Cost Feeds Low Cost Operation of Plants

Will be some of the things the United States Government Officials are going to exhibit and demonstrate at the

National Dairy Show Columbus, Ohio

October 10th to 19th

The show should be a patriotic rally of all dairy people of America this year.

Japan's Dependence On Rice.

Those who have been surprised that a people so orderly as the Japanese should come to riot over the rice supply should remember that there is no food in America exactly analogous in national demand to the rice of the Japanese. We speak of wheat bread as our staff of life, but we do not lean on it as the Japanese lean on rice. When our white flour was shut off we turned with ease to other grains, for we make meats and vegetables the most important part of our diet. This the Japanese have not done. They have not even tried to make wheat, the grain of the world at large, share the burden of their sacred rice.

A Japanese workingman will eat in a year five and one-third bushels of rice and a little less than a bushel of barley; 200 pounds of radishes, 120 pounds of potatoes, 50 pounds of fish, a dozen or two of eggs, 30 pounds of fruit and only 3 pounds of meat. Meat and bread, the mainstays of the Occidental, are practically strangers to the Japanese.

It is a common mistake to suppose that the Japanese eats rice because it is all he can get in the way of grain. He eats it because he likes it, just as the American eats wheat bread. In Japan it is a sign of poverty to eat grains other than rice. In the prosperous cities rice is eaten "straight"; in the rural districts large quantities of barley are mixed with the rice.

Our American rice is not good enough for the Japanese of moderate means. It shares with the rices of India and China the name of "foreign rice," a term implying poor quality. Foreign rice sells in Japan at a price lower than the native rice, and only the poor will eat it. What is considered good rice in Japan is that which is grown in the main and the southern islands. The product of the fields in Formosa and Corea will not do for the well to do persons.

Americans are likely to think of the rice of the Orient, as a cheap product. The cost of its production, says Dr. Kokichi Morimoto, associate professor of economics in Tohoku Imperial University, is greater than that of wheat, for the reason that large scale machine cultivation, such as is common in wheat countries, cannot be applied to the wet rice fields. Rice culture is a matter of human labor, and that means high price.

Another point made by Dr. Morimoto, who has been advising his countrymen to use wheat as well as rice when the world's wheat supply will permit of it, is that the cost of preparing rice for the table is high. A bread diet can be prepared more cheaply than a rice diet. The preparation of the latter requires more time and labor than the former. In the ordinary household a maid-servant, whose chief duty is to make boiled rice at least once or twice a day, must be hired. She is rightly called in Japanese the meshifakionna, meaning "girl to cook boiled rice."

The American housewife sends to

the bakery for loaves, but the Japanese madam must do her own cooking or hire it done. Co-operative rice kitchens have been tried in Japanese cities, but they were a failure. The rice was not kept warm enough to suit the customers.

What has become of the financial and industrial aid which the United States was to extend to Russia? This was an essential part of the President's original plan. Indeed it appeared to be the main part. The military expedition was to be subordinate, merely furnishing a kind of police force to accompany the commission of philanthropists and experts in industry and transportation and farming who were to bear our large offers of assistance. It was understood that many names had already been canvassed, and that the commission or commissions would soon be appointed. But nothing has been done, and now the Sun's Washington correspondent states that the project has been indefinitely postponed. This appears to be limited to the so-called 'civic commission,' it being added that the President is still determined to send business men and authorities on agriculture and railroading, etc. Even so the delay has been unfortunate. Those familiar with conditions in Russia and most sympathetic for her people have felt that an American delegation bearing help would be full of promise. The President seemed to think so when he announced his Russian policy. But the wheels of that chariot have driven heavily. We can but hope that something will be done speedily, both for the sake of carrying out the published plan, and with the object of giving relief to a people in dire need of it.

Mr. Hoover announces in London that when arrangements already made between the Allied food controllers are fully carried into effect, there will be a universal war bread of better quality than last year for all those fighting Germany, and this practically without rationing. The method by which this result is to be achieved has been pretty fully revealed. There is to be a standardized flour for America and the Allies; it will be a scientific mixture of wheat flour with the common substitutes, as cornmeal, potato flour and rice flour, and it will be practically the only flour available. The mixing will be done at the mill, not in the kitchens, thus ending the present plan of requiring housewives to buy a certain amount of substitutes with each sack of wheat flour. In this way the estimates of the food controllers in building up a reserve of wheat—Mr. Hoover declares that we must carry over a stock of foodstuffs next year that will form positive insurance against any climatic eventualities—will be made more positive, and both merchants and housekeepers will be saved much inconvenience. That next winter New York, London, Paris, Lisbon, Rome will all be eating the same bread will be striking evidence of Allied unity in food consumption.

Mr. Hoover Again Honored.

As a national acknowledgment of service rendered, United States Food Commissioner Herbert C. Hoover has been named an Honorary Citizen of Belgium and Friend of the Belgian Nation. While a guest of the King and Queen, King Albert presented his photograph "To Mr. Hoover. With my feelings of deep gratitude for the eminent services rendered to the Belgian people," and signed it "Albert."

Mr. Hoover first solved the problem of feeding starving Belgium in 1914, and later extending his work, nourished the destitute of the German-occupied part of France, where, because of malnutrition, the death rate was staggering. His greater responsibility as chief of the Commission for Relief in Belgium and Northern France and as ration provider for all the Allies has not embarrassed him. He tells us that the danger of famine for any of the Allies is now behind us. Although Mr. Hoover is optimistic about the harvests in France, England, and Italy, he emphasizes the fact that we must not and dare not relax our efforts to save enough to help our Allies.

By reflection and because of the homage paid "to the part taken by the United States" in Brussels in those fateful days of 1914, Americans may well be proud of the latest honor accorded to Mr. Hoover. They welcome back to our shores the man who can say, "We have to make good!"

Late in the fall of 1917 there appeared a series of articles in the daily papers of this country, predicting a revolutionary upheaval in Germany, with the implication that a maximum war effort on the part of the United States was not essential. Deputy Attorney-General Becker's account of the origin of these articles, inspired directly from German official sources, bears strongly on much that is now being cabled from the front concerning the decline in German morale. When the German chief censor caused to be sent abroad stories of threatening revolution, it is obvious that at Berlin the deception of the Allies outweighed any risk at home arising from such uneasy rumors. In other words, the German government has never had any fear of the morale of its own people, in the sense of the German people getting out of hand. The Germans might be confident or despondent, but the ancient discipline would hold under all circumstances. For the German government this subtle kind of propaganda abroad was not the double-edged weapon which it presumably would be. This confidence in the completeness of German discipline shows in the license Maximilian Harden enjoys. And it is reinforced by the record of recent military events. The morale of the German soldiers is not perceptibly broken. The rear-guard battles which Ludendorff is now delivering show no signs of panic. If anything, the traditional German discipline is now being reinforced by the element of fear.

Clemenceau may be right in asserting that victory is now assured. But there is some very bitter fighting ahead of us. There is no use in looking for German collapse in the Bolshevik manner.

Some of the detailed testimony taken in the Senate's aeroplane enquiry is sorrowful reading. The very devil of misunderstanding and cross-purposes seemed to have got into our manufacture of aircraft. Orders given only to be countermanded, then issued again to be recalled once more later; specifications made, changed, cancelled, reissued, altered, tinkered with; contradictory cablegrams from the army in France; fatuous efforts to make the right motor fit the wrong plane—in this general and seemingly inextricable confusion lies the chief explanation of the exasperating delays and the substantial failure of the whole original air programme. Gen. Kenly gave it explicitly as the main trouble. Whether there was anything criminal in the hugger-mugger, we shall not know until Mr. Hughes makes his report; but as the record stands it is painful enough. That it relates largely to the past and that things are marching much better now, it is a comfort to be assured. But past experience makes one shiver a little at the announced plan of assuring Gen. Pershing that he may count upon having 11,000 aeroplanes by next July. Might it not be better to be less definite and generous in promises, but more efficient in producing the actual machines?

"Only wholesome pictures are to be produced," says the Priorities Committee in ruling that "movies" are an essential industry. Is this an underhanded attempt to control the freedom of thought and the revolutionary influence that have been wont to frequent the "movie" palace? One of our greatest didactic institutions, one which has done more to foster progressive ideas, push our intelligent citizenry toward revolt against social injustice, introduce the new morality, upset staid family life, and bob the hair of our young women, has been the film drama, the Wild West picture, the animated representations of conditions on the Chapin front. The Priorities Committee may imagine that by the word "wholesome" it will be able to censor the motion-picture industry. But in this it will be deceiving itself. The film will continue to exercise its great stimulative influence, will continue, as usual, to make the masses think.

Eight hundred Arizona ostriches will have reason to hide their heads in the sand, but to no avail. The Food Administration has granted permission to J. E. Cogdell, manager of one of the largest ostrich farms in America, situated near Phoenix, to slay all of his birds. They are in excellent condition for eating, he reports heartlessly. They will be dressed and placed on the market at fifteen cents a pound, and represent 25,000 pounds of dressed meat. The ostriches were imported from Africa several years ago, but, although poultry is scarce enough, who buys ostrich plumes now? There is material for the student of esthetics here.

Mr. Retail Grocer:

A large amount of money is being spent by this Company in forceful advertisements to the housewife to

"Buy Coffee From Your Grocer Only."

The big effort is

Anti-Peddler

Anti-Premium

Anti-Mail-Order.

Your co-operation, and it's needed, will yield you a good profit and bring you satisfied coffee customers.

Ask our representative or write for particulars.

The Woolson Spice Company
TOLEDO OHIO

DWINELL-WRIGHT CO.'S
White House
Coffee
and **Teas**



"Talk Right Out Loud"

In Any
Grocer's Stock

Their presence there stamps the dealer handling these two representative products as keenly alive to the interests of his customers as well as his reputation for providing the very BEST the market affords. People like to trade with that kind of a grocer—they feel safe.

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

H. Leonard & Sons

Cor. Commerce Ave.
and Fulton St.

Grand Rapids
Michigan



**Have You Any
Dead Space in Your Store?**

If so, convert it into

Profit Making Space

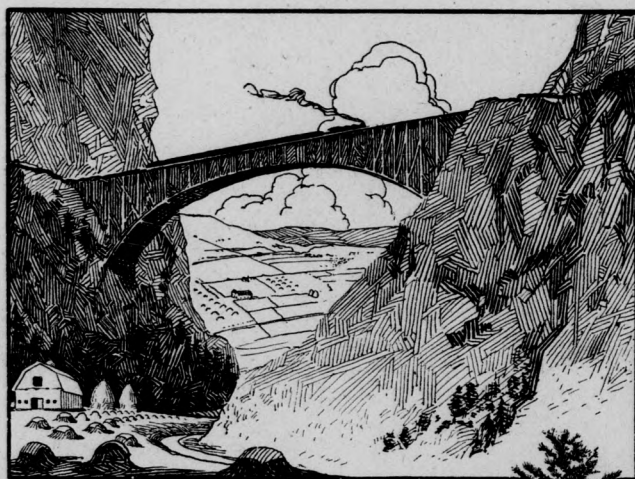
by the addition of our

Staple Merchandise

We have large stocks ready to ship, which means much to merchants.

You are cordially invited to call and examine in person, if possible, or write for quotations on thousands of items we exhibit in lines of

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| Aluminum Goods | Ironing Boards |
| Bird Cages | Jardiniers |
| Brooms | Lamps and Fixtures |
| Baskets | Lamp Chimneys |
| Balloons | Lawn Mowers |
| Baby Carriages | Liquid Veneer |
| Brushes | Lawn Sprinklers |
| Box Papers | Nickel Plated Goods |
| Crockery | Oil Cans |
| Clothes Lines | Oil Stoves |
| Coffee Urns | O'Cedar Mops |
| Croquet Sets | Roasters |
| Curtain Poles | Refrigerators |
| Clothes Bars | Screen Doors |
| Chair Seats | Screen Cloth |
| Cups and Saucers | Silver Plated Ware |
| Chinaware | Soda Fountain Ware |
| Clocks | Sad Irons |
| Crepe Paper | Shoe Taps |
| Clothes Pins | Souvenir Goods |
| Carpet Sweepers | Suit Cases |
| Cutlery | Summer Toys and Dolls |
| Cut Glass | Sewing Tables |
| Door Mats | Tablets |
| Dinner Sets | Tubs and Pails |
| Enameled Wares | Toilet Papers |
| Express Wagons | Traveling Bags |
| Electric Lamps | Thermos Bottles |
| Fancy Goods | Vacuum Cleaners |
| Galvanized Iron Ware | Wash Boards |
| Garden Hose | Wringers |
| Garden Tools | Washing Machines |
| Glassware | Window Screens |
| Hardware Specialties | Wash Boilers |
| Hammocks | Whips |



Pine Tree Brand Bridges the Gap

Time and Money Saved--
use Pine Tree Brand
timothy and clover seeds.
Extra recleaned at mod-
erate cost.



The Albert Dickinson Co. TRADE MARK
MINNEAPOLIS CHICAGO. IT STANDS ALONE