

## The Fence or the Ambulance?

'Twas a dangerous cliff, as they freely confessed,  
Though to walk near its crest was so pleasant;  
But over its terrible edge there had slipped  
A duke, and full many a peasant;  
So the people said something would have to be done  
But their projects did not at all tally.  
Some said "Put a fence 'round the edge of the cliff;"  
Some, "An ambulance down in the valley."

But the cry for the ambulance carried the day,  
For it spread through the neighboring city;  
A fence may be useful or not, it is true,  
But each heart became brim full of pity  
For those who slipped over that dangerous cliff;  
And the dwellers in highway and alley  
Gave pounds or gave pence, not to put up a fence,  
But an ambulance down in the valley.

"For the cliff is all right, if you're careful," they said,  
"And if folks ever slip and are dropping,  
It isn't the slipping that hurts them so much  
As the shock down below—when they're stopping."  
So day after day, as these mishaps occurred,  
Quick forth would these rescuers sally,  
To pick up the victims who fell off the cliff,  
With their ambulance down in the valley.

Then an old sage remarked, "It's a marvel to me  
That people give far more attention  
To repairing results than to stopping the cause,  
When they'd much better aim at prevention.  
Let us stop at its source all this mischief," cried he,  
"Come neighbors and friends let us rally:  
If the cliff we will fence we might almost dispense,  
With the ambulance down in the valley."

"Oh, he's a fanatic," the others rejoined;  
"Dispense with the ambulance? Never!  
He'd dispense with all charities, too, if he could;  
No, No, we'll support them forever!  
Aren't we picking folks up just as fast as they fall?  
And shall this man dictate to us? Shall he?  
Why should people of sense stop to put up a fence  
While their ambulance works in the valley?"



## Fleischmann's Yeast As a Medicine

Compressed Yeast is being prescribed and used with splendid results in cases of boils, carbuncles, pimples and similar skin afflictions.

It is also a gentle but efficient laxative.

"The Healing Power of Compressed Yeast" is the title of a little booklet that will tell you all about it—sent free on request.

**The Fleischmann Company**

NEW YORK  
SEATTLE

CINCINNATI  
SAN FRANCISCO

## Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at  
Minneapolis, Minn.

**Judson Grocer Company**  
The Pure Foods House

Distributors  
GRAND RAPIDS, MICHIGAN

## TALK Over Citizens Long Distance Lines



Connecting with 250,000 Telephones  
in the State. 117,000 in Detroit.

COPPER METALLIC CIRCUITS

**USE CITIZENS SERVICE**



## Package Sugar Means Efficiency

Grocers who handle Franklin Package Sugars are enabled to have cleaner, neater, more attractive stores because of the elimination of bulk containers, spillage and waste. They save the clerks' time which can be devoted to window dressing and other store work of the kind that helps sell goods.

**The Franklin Sugar Refining Company**  
PHILADELPHIA

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered,  
Confectioners, Brown



## DEAL 1814

## SNOW BOY WASHING POWDER 24s—Family Size

through the jobber—to Retail Grocers

25 boxes @ \$4.85—5 boxes FREE, Net \$4.04

10 boxes @ 4.90—2 boxes FREE, Net 4.08

5 boxes @ 4.95—1 box FREE, Net 4.12

2½ boxes @ 5.00—½ box FREE, Net 4.17

F. O. B. Buffalo; Freight prepaid to your R. R. Station in lots of not less than 5 boxes.  
All orders at above prices must be for immediate delivery.

This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

**Lautz Bros. & Co., Buffalo, N. Y.**

## MORE PROFIT



# MICHIGAN TRADESMAN

Thirty-Sixth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 5, 1919

Number 1846

## 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.

### Subscription Price.

Two dollars per year, if paid strictly in advance.

Three dollars per year, if not paid in advance.

Canadian subscriptions, \$3.04 per year, payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents; issues five years or more old, \$1.

Entered at the Postoffice of Grand Rapids under Act of March 3, 1879.

### DANGER OF CONCENTRATION.

It makes hard sledding for a wholesale jobber to perform his work on a charge of a nominal overhead advance and compete with a class of trade—like the chain stores—who secure two profits and perform less than two classes of service. Of course, if the direct buying retailer actually did cut out the burden of the middleman's profit and give it to the consumer the irregular system would shortly gravitate toward the regular status. But the evidence tends to show, rather, that while the advantage of buying direct enables him to cut prices in some measure for the benefit of the consumer, a far more common practice is to use it as a handicap in the game of competition; wherefore the chain-store man only entrenches himself in an unfair fight.

It appears commonly to escape many observers of this situation that it is detrimental to the public welfare to allow steady and unmistakable trend toward concentration of a great public function into fewer hands.

If it were possible to imagine one great wholesale management for the whole food supply, that unit would be far less mindful of the quality of its public service than are the existing 3,700 competing jobbers. The savings of efficiency would be dissipated in the slackness of human endeavor, a factor which any observer of public service knows better than to dispute. If there ever was any reason for the enactment of laws for perpetuating competition there is just as great reason for checking the trend toward concentration.

On the other hand, it is doubtful if concentration really is taking place as fast as the trade generally supposes. That there is favoritism in the advantages enjoyed by chain stores no one can deny, but the adaptable grocer—wholesale and retail—is finding other competitive factors rather than price. One is service. Another is personality; another is individual initiative, which no machine like a

chain store can equal. More than ever the fallacious reasoning of some of the reformers is apparent of late, and a high mortality of ambitious schemes is noted.

The essential note of Mr. Hoover's statement—although some papers give it dark headlines—is serenity. If there are no unnecessary delays in the return of the old world to a free marketing condition, and if farmers, merchants, packers and banks stand together for two or three months to carry our food surplus until this free marketing condition calls for it, all will be well. We may trust the Peace Conference to realize the first condition by hastening its work. As for the second, Congress must be careful about meddling. Mr. Hoover is talking only of the disposal of our 1918 products. Of the possibility that we shall have a surplus beyond all foreign demand of one or more food crops in 1919, with consequent loss to the Treasury in the case of wheat and to the farmer in non-guaranteed crops, he says nothing. The Department of Agriculture has stated that it is not disturbed even as to that. But Mr. Hoover points out that our 1918 surplus for export is unprecedentedly large—three to four times as large as in pre-war years. The Allied market, after the armistice, suddenly began receiving foodstuffs from new sources, and was further weakened by the disposal of Government hoards. If it were not that the Central Powers and Eastern Europe need great importations, the outlook for selling our fifteen to twenty million tons at a good price would be poor. But already these markets are being opened up.

A world-survey of the influenza epidemic would probably show that, disastrous as it has been in Northern nations, especially those weakened by the war, it has been even more so in Southern lands, particularly those where the people are ill-nourished or unused to fighting disease. The London Times recently gave incomplete reports on India. Some 15,000 had died in Bombay; in Delhi, of 200,000 population, for a time 800 perished daily; and in the Punjab the deaths were estimated at 250,000. Other provinces were thought to be suffering equally; if this were true, and the Punjab figures correct, the total of deaths in India would exceed 3,000,000. Famine and the bubonic plague might envy this record. We have been told that influenza devastated the South Sea Islands until the dead were burned in ricks. Science gives "statistics approximately estimated" showing that it caused 432,000 deaths in Mexico. One fact is certain, no part of the world escaped.

### ROOSEVELT DAY.

Sunday, Feb. 9, is to be Roosevelt Day throughout the nation. The President has honored himself by his hearty assent. On that day the whole country will do honor to one of its great men and great Presidents. There will be a permanent memorial, the nature of which is yet to be decided. The only difficulty to be met with will be in choosing among the many suggestions coming from all parts of the nation. Perhaps, if the Colonel himself could be consulted, the thing he would like best would be to have his name associated with a great museum of natural history.

The honoring of this great man and true American will be a National labor of love. The bitter animosities he aroused during his lifetime are dead, not so much because he is dead, too, as because they never had any real life in them. It was a curious thing, and often noticed, that whenever he ceased for even a short time to be active in the public mind animosity died away, and his most virulent enemies began to talk kindly of him. That phenomenon was observable, for instance, when he disappeared in the South American wilds. When he got back and plunged again into political controversy, animosity returned to life. This makes it plain that the enmities he aroused were the enmities of a fighting man, and could last only while he was delivering and receiving blows. When he was not actually in a fight, it was impossible to resist his charm; and now he will fight no more.

While the magic of his personality remains with us, and so much with us that it is as yet difficult to realize that he is dead, it will be impossible to appraise his place in history. But whatever it may be, it will be a high place. In honoring him on Roosevelt Day we will be honoring one of the great names in American history.

### COTTON QUOTATIONS.

One happening which gave a great, although temporary, spurt to cotton quotations during the past week was the drastic cut in shipping rates from Atlantic and Gulf ports. This meant a decided reduction in the cost of cotton landed at Liverpool, and would naturally act toward increasing purchases of the article. What more natural, therefore, than that part of the saving in cost should be added by the exporter here? But the upward tendency refused to stay, and the quotations dropped again. By and by, it may occur to some that the greater use of cotton in a continuous way can best be achieved by having the prices more moderate and in accord with only a reasonable profit. This does not seem to be the notion of some,

however. A Southern Congressman the other day was predicting 40 cent cotton, and announced his purpose of organizing growers to reduce the acreage to be planted this year in order to produce a scarcity. Meanwhile, the goods market seems to be reflecting a cheaper cost for the raw material in the reduced prices for fabrics. Even at the reductions there has been no great rush on the part of buyers to purchase, and what transactions were reported were merely for this month's delivery. Instability is shown in the refusal on both sides to enter into commitments ahead. In knit goods the situation shows little change. Buying has not been large, and some selling agents have withdrawn their lines to await more settled conditions.

All true friends of the Y. M. C. A. greatly deplore the fact that so many of our soldier boys are coming back from France with bitterness in their hearts against the Y. M. C. A. The situation is deplorable, because the prejudice is so deeply seated that it will require many generations to lessen its severity. The Y. M. C. A. undertook an almost superhuman task and failed most miserably. The measure of the failure is in keeping with the magnitude of the undertaking. The managers of the organization undertook to do too much and did less than could reasonably be expected. Nearly every charge made against the organization has been admitted or proven true. The charges include nearly every crime in the calendar. The worst offense of all was the utter unfitness of many of the men who were sent overseas and the class distinctions and prejudices which they fostered and maintained. The unfortunate effect of the fiasco is that it will hamper the growth and influence of the Y. M. C. A. in this country for many years to come.

Man should be clear and concise in expression; whether through designs, drawings, mathematical determinations, or words. Even the facial gesture, small though it be, may yet be sufficient to answer the purpose in a delicate situation. Notable suppression is often discernible, yet in another sense one's feelings may find relief only through manifest expression. Try as you may you cannot blush to order. Language is the mirror of thought, just as smiles make the armor of the soul.

Do not look with contempt upon Shakespeare or Milton because they knew nothing of alternating currents or Pelton water wheels.

The active man hasn't time to worry over troubles.



### Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 4.—The regular meeting of Grand Rapids Council, held last Saturday evening, was well attended and snappy. Six new members were received into the order, four by initiation and two by re-instatement. Those initiated were William S. Beck, Lawrence A. Tennes, Clarence E. Field and Maurice T. Collins. Jacob John Berg and Albert Willison were received by re-instatement. Several important committees were appointed, among them being the finance committee and a committee on good roads and public welfare. James Bolen, chairman of the banquet committee reported that the tickets are now on sale and advised all who desire to attend to secure their tickets early, as positively no more than 250 will be sold and over 100 are already disposed of. Grand executive committee man F. B. Wolfe, of Tiffin Council, No. 359, Tiffin, Ohio, and Grand Page F. E. Sidwell, of Maple City Council, No. 268, Norwalk, Ohio, were present and gave the Council some good sound remarks and witty criticisms. The new paraphernalia made a decided hit with those who never saw it before. One member who belongs to several good lodges said, "That's the best I ever saw."

The executive committee of No. 131 met last Saturday and passed on the claim of our late brother, Raymond C. Parker, who was killed in the accident to the Wolverine flyer at Batavia, N. Y. By the terms of the policy the widow will receive \$6,300 from the order of the United Commercial Travelers of America.

If you are interested in having a good social time, where good fellowship runs rampant and high grade entertainment can be had in concentrated form, come down to the Bagman party Saturday night Feb. 8.

John Maurits says he is tired of walking around and in the future he is going to dodge a few of the pedestrians.

Mrs. Basil Stephanoff, of South Bend, Ind., nee Goetha Scott, is visiting several thousand of her friends in Grand Rapids this week. One reason that Goetha wears that smile that never comes off is because both her father, who is F. Eugene Scott, and her husband are good loyal members of the U. C. T.

If the ground hog didn't see his shadow Sunday, he better get a pair of specs.

If you don't know about the U. C. T. dancing party Feb. 22, it will be no fault of the editor of this column, or these columns, as we shall have something to say about this coming sensation in each issue from now until then.

Read the Michigan Tradesman, the old staunch and reliable friend of the traveling man and get the U. C. T. news. If you were a banker you would read the banking news; if a plumber you would read plumbing news; but if you are a traveler, read the Tradesman and get traveling men's news.

The time is coming when the Senior Counselor of No. 131 is going to get in wrong unless he mends his ways. It is a mighty funny thing how some things happen, and as a general thing if the happenings are able to explain the happening anywhere within reason, he may be able to get by without arousing undue suspicion. But if not—well, I guess everyone has come to the time sometime in their lives when they have to think fast and give the best in stock and stick to it.

This Senior Counselor is no different from other people in this respect, and in this particular instance, although the excuse was accepted with due respect to the one who offered it, it did not get past without leaving a suspicion of doubt in the recipient's mind as to the veracity of the statement. Of course, I realize this subject is a delicate one to handle, but

after considering the grievance for some time and never being a believer in a one-man jury, I thought it best to appoint a peace conference, composed of about a dozen honest traveling salesmen (not including the Honest Groceryman) to pass upon the merits of the case.

Now listen, fellows: This is what this Senior Counselor tried to put over, and taking into consideration the fact that he took a little more than a week trying to "pull it," it is very evident it was a premeditated affair. I am not mentioning any names, as the plaintiff in the case is a very modest young man and does not care to be brought into the limelight, but he is perfectly willing to testify in his own behalf if necessary. And so it happens like this: There is to be a very elaborate banquet pulled off at the Pantlind Hotel the evening of the first Saturday in March. This is to be the annual U. C. T. affair and is always looked forward to as the climax of a perfect year in U. C. T.ism. Speeches will be made and songs sung, and the committee in charge promises some evening. Close observers of our Senior Counselor have noticed of late that there has been a sort of worried, care-worn look upon the otherwise peaceable countenance of our leader, and we have noticed more recently that the perplexing look has changed to one of dire determination—an expression that comes to one who has made up his mind to get through some way. Well, to get up to the point where the plaintiff made the complaint: Some time ago, in order to attend the banquet at the Pantlind, March 1, he ordered from his tailor a suit of clothes and an extra pair of trousers. It was absolutely necessary for the plaintiff to have these clothes ready—sort of banking against the time when the U. C. T. banquet will be "pulled off." The tailor delivered this suit all right and collected the first instalment on the sale, but, as it afterwards proved, he failed to deliver the extra pair of trousers. Being a little short of help at the time, and knowing that the party could only wear one pair at a time, supposed he had him fixed up for the banquet and would deliver the extra pair of trousers later. I think the tailor was perfectly sincere in his part of the affair, but it so happened that our Senior Counselor also figured on attending that banquet and, as it proved later, was also in need of suitable raiment, but also on account of lack of help the tailor would not be able to execute his orders in time for the feed. Mr. Sawyer was in a quandary as to just what to do, when the tailor asked

him if he would deliver a pair of trousers for a friend of his. Will said, "Sure!"

It was an emergency case and temptation was in the way, so into the grip with a lot of samples such as prunes, rice, raisins, and Nedrow coffee, went the package containing the plaintiff's trousers. So it happened that the plaintiff began a search for the extra pair, and upon investigation found that they were last seen in the possession of the prune peddler. All possibly would have ended well, because I believe Mr. Sawyer really did intend to deliver the trousers sometime, but not until after the banquet. As luck would have it, Mr. Sawyer tore the original ones—I mean the ones he usually wears—while getting into his car. However, he did not say the things a man generally does, as he had the consolation of knowing that he had an extra pair with him. He has taken to carrying an extra pair, just as he would an extra tire, but the writer would suggest that hereafter he make a practice of carrying some of his own!

So going directly to his hotel he prepared to make the change, but upon further investigation, he found that the adopted trousers were about six inches short on one end and about two feet too small all round. Of course the only thing for him to do was to go to the harness shop and borrow some burlap and mend the ones he tore.

That evening, while burning up a few stogies (Will still smokes stogies—prosperity or no prosperity), his conscience began asking him questions as to just what was the right thing to do. And his answer was as follows:

As long as he found he couldn't wear my trousers he would do the right thing, and write a full confession of his misdeeds, which reached us just in time to have him from being brought back to Grand Rapids in irons. I have accepted the confession in the spirit in which it was written, as I am sure that our Senior Counselor has learned his lesson, and will never again transgress. I know that he has seen the error of his ways, and has profited thereby.

The committee in charge of the banquet, March 1, says the tickets are going fast, and well they might at \$1.50 for a \$2 plate. The sale of tickets has been on a week now and over half have been sold. This is to be one of the most enjoyable evenings of the entire year and we wish to see all the members there. Boys, you will be sorry if you do not attend this banquet, so get your tickets now.

D. F. Helmer.

### Interesting Features to Be Presented at Saginaw.

Cadillac, Feb. 4.—I am just in receipt of a letter from the Internal Revenue Collector of the First District of Michigan, advising that a Deputy Collector will be at the Saginaw convention of the Retail Grocers and General Merchants' Association on the 19th at 9 o'clock in the morning to address the delegates on income tax matters. If there are any features in making your tax returns which are not clear to you, this will afford all an opportunity to get them cleared up.

Under the heading of the problems which affect your business, an opportunity will be given for discussing various phases of the retail business and methods which have proved successful. No individual has a monopoly on ideas. The one which has proved of value to you may also prove of value to your neighbor, in which case it would be thankfully received. Delegates to the convention are anxious to carry back home new ideas. Come to the meeting with a determination to sift out as well as give of your time and thought to the questions under discussion.

Come prepared to report on the conditions in your locality. It may be the Association can help you by sending someone to work out better conditions.

Under new management some magazines exclude mail order advertising from their pages. Let us back up the work by doing something in a definite way to exclude mail order propaganda from each community.

Association and co-operation are vital to your success. Sometimes your competitor does not want to co-operate, but it is all a matter of intelligence and right understanding and these come from contact and conference, so that it is the hope of the officers that it will prevail more and more perfectly as time goes. You, of course, will be at the convention if you are a member of the Association, but try and bring a competitor who is not now a member. By doing this you will not only be doing your neighbor a favor, but you will also make it possible to enlarge the scope of the Association's activities.

The completed programme was published in the Tradesman of Jan. 29. If you have not saved it, write the Secretary for a copy of the programme. J. M. Bothwell, Sec'y.

Instead of trying to dodge temptation, some people worry because it dodges them.

## DELEGATES HEADQUARTERS. 22nd ANNUAL CONVENTION Retail Grocers and General Merchants Association of Michigan Saginaw, February 18, 19 and 20

NEW  
FIRE-PROOF  
BUILDING  
—  
250 ROOMS  
—  
EUROPEAN  
PLAN



MAINTAINING  
FIFTY YEARS  
REPUTATION  
OF  
APPRECIATED  
SERVICE  
AND  
SATISFIED  
GUESTS

A. B. Riley, Manager

HOTEL BANCROFT

Saginaw, Michigan

When you visit Saginaw make this your home. Have your friends meet you here. Have your letters and packages addressed in care of the Hotel Bancroft.

Make Your Reservations in Advance and be "All Set" for the Grocers' Convention.



# Michigan Hardware Company

GRAND RAPIDS

Michigan Distributors for  
The Famous

## BRAENDER Bull Dog Grip Non-Skid Tires and Tubes

Both Red and Gray



See those  
Teeth They  
Bite the  
Road

No Chains Needed  
**Braender Non-Skid Tires**

Will Not Skid

and

Will Give Greater Mileage

The Non-Skid feature of the Braender Non-Skid Tire consisting of the numerous resisting edges along with the vacuum created by the teeth closing when coming in contact with the road absolutely prevents them from slipping and skidding, thereby enabling the user to use his car during the rainy weather on macadam and hard roads.

The high grade material and scientific construction along with the tough tread of the Braender Tire enables the user to realize the greatest of mileage and more satisfaction.

**"The Tyre to Tie To"**



**BUY A REAL NON-SKID**  
Manufactured by  
**Braender Rubber & Tire Co.**  
Rutherford, N. J.  
Branches: Chicago, New York, Philadelphia

**Retail Hardware Dealers**

Make our space (booths No. 30 and 31) your rest room while at the Kalamazoo Convention, February 11, 12, 13 and 14.

We have several interesting propositions we know will appeal to you.

# Michigan Hardware Company

Exclusively Wholesale

Corner Oakes and Ellsworth

Grand Rapids, Michigan





### Movements of Merchants.

Carson City—John Howe, recently of Elm Hall, has engaged in the meat business.

Sunfield—Aaron B. Ives, dealer in agricultural implements, died at his home Jan. 29, of pneumonia, following an attack of influenza.

Shelby—A. R. Heald has purchased the store building next to his present bakery and will build a modern bakery to care for his increasing business.

Alma—Morris Messenger has sold his stock of clothing and men's furnishing goods to John Burkheiser, formerly of Ypsilanti, who has taken possession.

Pontiac—The F. H. Losee Shoe Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Battery Sales & Service Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$3,600 paid in in cash.

Detroit—The National Market Co. has been organized to conduct produce stores with an authorized capital stock of \$5,000, all of which has been subscribed and \$4,000 paid in in cash.

Allegan—S. M. Sequist and Charles Weny have formed a copartnership under the style of the Allegan Cider & Vinegar Co. The company will manufacture cider, vinegar and sweet wine.

Grass Lake—The Grass Lake Co-Operative Association has been incorporated with an authorized capital stock of \$1,000, of which amount \$400 has been subscribed and \$250 paid in in cash.

Owosso—Andrew Green and Andrew Green, cousins, have formed a copartnership and engaged in the cigar and tobacco business on West Main street, under the style of Green & Green.

Flint—The Flint Electric Co. has been incorporated with an authorized capital stock of \$14,000, of which amount \$7,000 has been subscribed and paid in, \$2,900 in cash and \$4,100 in property.

St. Louis—William Brewer has purchased the old Stevens store building and will tear it down and replace it with a modern store building which he will occupy with his stock of fresh and salt meats.

Mackinaw City—John Hayes has formed a copartnership with F. A. Foley and will engage in general trade under the style of Hayes & Foley. The latter will remove his grocery stock from Luther, where he has been engaged in trade for the past two years.

Pontiac—The Bautel-Moon Furniture Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed, \$1,500 paid in in cash and \$5,000 paid in in property.

Mt. Pleasant—The Naumes-Bamber Motor Sales Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in, \$8,500 in cash and \$1,500 in property.

Detroit—The Hamilton Drug Co. has been organized to conduct a wholesale and retail drug business, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$500 paid in in cash and \$9,670 in property.

Allegan—H. Stern & Co. for many years in the clothing business, have sold their stock and store fixtures to Benjamin Bush and David Musk, both employees of the company for years, who will continue the business under the style of Bush, Musk & Co.

Detroit—George H. Grommett, druggist at 2001 Jefferson avenue, has merged his business into a stock company under the style of the Day-Grommett Drug Co. with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Detroit—Leonard A. Seltzer, druggist at 32 Adams street, has merged his business into a stock company under the style of the Leonard A. Seltzer Co., with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Jackson—Joseph E. Collins, meat dealer at 225 West Main street, has formed a copartnership with James A. Golden and purchased the G. J. Grochst meat market, at 112 East Main street, and will continue the business under the style of the Central Market, as a branch to the other market.

### Manufacturing Matters.

Chelsea—The Chelsea Steel Ball Co. has increased its capital stock from \$100,000 to \$200,000.

Otsego—The MacSimBar Paper Co. has doubled its capital stock, thus increasing it from \$400,000 to \$800,000.

Detroit—The Utility Machinery Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Iron Tex Products Co. has been incorporated to manufacture and sell work clothing and cotton goods specialties, with an authorized capital stock of \$3,000, \$2,000 of which has been subscribed and paid in in cash.

Detroit—The Detroit Aircraft Corporation has been incorporated with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Kerosene Heating & Forge Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Grand Haven—The Ottawa Timber Co. has been incorporated with an authorized capital stock of \$90,000, all of which has been subscribed and \$31,460 paid in in property.

Ecorse—The D. J. Ryan Foundry Co. has been incorporated with an authorized capital stock of \$500,000, all of which has been subscribed and \$300,000 paid in in property.

Detroit—The Detroit Steering Wheel Corporation has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Niles—The Kawneer Manufacturing Co., manufacturer of cold drawn and rolled mouldings, is now being operated only three days a week, due to a temporary lull in business.

Detroit—The Detroit Electric Car Co. has been incorporated with an authorized capital stock of \$600,000, of which amount \$300,000 has been subscribed and \$60,000 paid in in cash.

Pontiac—The Standard Oil Company has purchased the old Colonial Hotel property, recently condemned as a fire risk, from A. L. Moore. The purchase price is announced as \$16,000.

Ionia—The Ypsilanti Reed Furniture Co., which some time ago removed from Ypsilanti to Ionia, has established a branch house in Cincinnati, owing to increasing southern business.

Detroit—The Dairy Products Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$100 paid in in cash and \$23,500 in property.

Detroit—The Great Lakes Cigar Manufacturing Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$35,000 has been subscribed and \$15,000 paid in in cash.

Boyerne City—A new industry is being started in Boyerne City by Josiah Wieland, of East Jordan, to be known as the Wieland Cabinet Works. Wieland was connected for many years with the East Jordan Cabinet Co.

Detroit—The Eccolene Manufacturing Co. has been organized to manufacture and sell eccolene, designed to promote efficiency in gas motors, engines, etc., with an authorized capital stock of \$300,000, all of which has been subscribed and paid in in property.

Saginaw—The Schust Baking Co. will build a duplicate of its present bakery and confectionery plant. The new plant will be on the corner of Congress and Michigan streets and will adjoin the present structure. This addition will enable the company to double its capacity and devote the three first floors of the new part to the wholesale grocery stock it will add.

Detroit—The Detroit Cone Co. has been organized to manufacture and sell ice cream cones, etc., with an authorized capital stock of \$25,000, of which amount \$17,000 has been subscribed, \$2,375.52 paid in in cash and \$324.48 in property.

Baroda—Fire destroyed the Lincoln Canning Co. plant a few nights ago, causing a loss of \$20,000. The company was organized a year ago and started operations last spring, employing sixty men. It is expected that the plant will be rebuilt.

Edmore—The Michigan Dairy Products Co. has purchased the power plant of the Western Hydro Electric Co. and will remodel the building and install machinery for making powdered buttermilk. This product is used in making bread, crackers, etc.

Kalamazoo—Peter J. Bushouse, confectionery manufacturer at 219 East Main street, has merged his business into a stock company under the style of the Bushouse-Ikeler Candy Co., with an authorized capital stock of \$30,000, of which amount \$12,500 has been subscribed and paid in \$3,073.75 in cash and \$9,426.25 in property.

Pontiac—The sale of the plant of the Monroe Motor Car Co. and its real estate holdings here has been confirmed by the United States District Court in Detroit, A. L. Moore, local attorney, getting the property at \$75,000. He had bid \$45,000 for it in the receivers' sale here a week ago, but raised the offer in court. The appraisal sets the value at \$174,200. Mr. Moore declined to say what he plans to do with the property, but said an announcement would probably be made next week. Sale of the property was forced by creditors of the Monroe company, chiefly tire concerns.

### Big Days For Michigan Pharmacists.

Jackson, Feb. 4—The annual convention of the Michigan State Pharmaceutical Association is going to be something different this year, for one thing it is going to be held in the winter, that in itself is some change, but that is not the only one on the schedule. Here is another reason why it is going to be different: It is going to be held in the city of Lansing, at a time when the State Legislature will be in session. At the time that the convention will be in session this year will be about the busiest part of the session of the Legislature. This in itself alone should be an incentive for every retail druggist in the State to arrange to be in attendance.

Then our own convention is going to be some convention—something doing every minute.

The Lansing bunch are all live wires; they have promised us something out of ordinary in the way of entertainment; they have the name over there of doing things and doing them right.

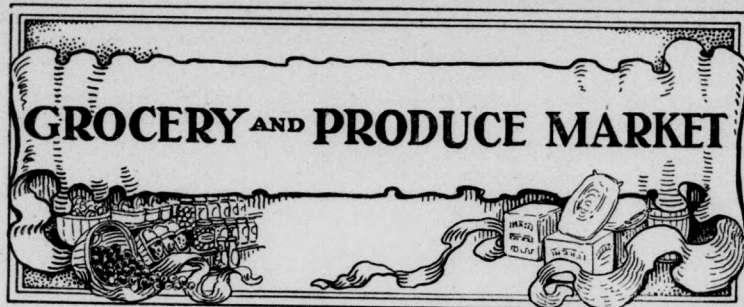
So, Mr. Druggist, if you have not done so already, you had better get busy and make arrangements to be at the 1919 convention, March 18, 19 and 20.

Not only plan to be there yourself, but get your brother druggist that is not a member to come with you.

In closing this little announcement let me say this to you, that is this, in my opinion this is going to be one of the biggest and one of the best conventions in the history of this Association; furthermore, if you miss it you are going to have something to regret for a long time to come.

F. J. Wheaton, Sec'y.





### Review of the Grand Rapids Produce Market.

Apples—The market continues firm. Pound Sweet, \$2.50 per bu.; Hubbard-stons, \$2.25; Baldwin, \$1.75; Northern Spys, \$2.50@3; Mackintoshes, \$2; Grimes Golden, \$2; Greenings, \$2; Russets, \$1.75.

Bananas—\$6.75 per 100 lbs.

Beets—90c per bu.

Butter—The market is steady, following a heavy decline, fancy creamery selling for about 7c per pound under previous quotations, due largely to increased supply and a falling off in the consumptive demand. We do not look for any material change in the immediate future. Demand has slightly increased with the lower prices. Local dealers hold fancy creamery at 43c in tubs and 45c in prints. Creamery more than a month old, 41c. Jobbers pay 35c for No. 1 dairy in jars. They pay 25c for packing stock.

Cabbage—\$3.25 per 100 lbs.

Carrots—75c per bu.

Celery—Michigan, 50c per bunch; California, \$1.35@2 per bunch, according to size.

Cucumbers—Indiana hot house \$4 per dozen.

Eggs—The market is somewhat erratic. Yesterday buyers were paying 35c per doz., loss off, including case, delivered. This morning they advanced to 40c, but will probably drop down to 35c or lower before the end of the week. Local storage operators are putting out their stocks on the basis of 35c for candled firsts and 32c for candled seconds.

Garlick—60c per lb.

Grape Fruit—\$5@5.75 per box for all sizes Floridas.

Grapes—California Emperors, \$12 per keg.

Green Onions—Shallots, \$1.20 per dozen.

Green Peppers—\$1 per basket for Florida.

Honey—35c per lb. for white clover and 30c for dark.

Lemons—California, \$5 for choice and \$5.50 for fancy.

Lettuce—Head, \$3.75@4 per bu. hamper; hot house leaf, 23c per lb.

Onions—There is a good enquiry. Most districts are cleaned up, affording a wider field in which to sell. Not many are moving, but shippers are not at all anxious to sell. Supplies are not overly large. Dealers find it easy to get \$2.25 on good yellow and reds.

Oranges—California Navals, \$4.50@5, according to size.

Pineapples—\$6 per crate.

Pop Corn—13c per lb.

Potatoes—The market is sloppy and there is no demand. Trade is holding off, and although there is absolutely

no accumulation on track, conditions are unsatisfactory. It is entirely a buyer's market. Loading in the country is light. Roads are in bad shape and farmers show no inclination to haul at present prices, but this is greatly discounted by conditions. Good table stock ranges around \$2.25 per 100 lb. sack.

Radishes—Hot house, 35c per doz. bunches.

Squash—Hubbard, \$3.50 per 100 lbs.

Sweet Potatoes—Jerseys command \$3.25 per 50 lb. hamper.

Tomatoes—California, \$2 per 5 lb. basket; hot house, 35c per lb.

Turnips—65c per bu.

### The Grocery Market.

Sugar—More raw sugar was worked up into refined during the past week than has been the case for a long time. This, however, has had and will have no effect upon refining price, as the refiners are bound up with the Sugar Committee and prices will probably remain as they are for the balance of the season.

Tea—Sentiment appears to be somewhat unsettled by the situation as to ocean freights and lower costs of importation, but in some quarters there is an impression that the lower rates from this country may bring in some export buying, and there was no apparent pressure of offerings on the market.

Coffee—The last week has brought lower prices on Santos 4s, but no material change on Rio 7s. Santos 4s went about 1c lower, but later advanced again. Business is very dull, nobody seeming to have very much confidence in the market. Probably a safe prediction is considerably lower prices sooner or later. Milds steady to firm and unchanged in price.

Canned Fruits—Business in those goods for which there is an export outlet has quieted down in a very decided manner, not that buying interest has been withdrawn, but because it is becoming more and more difficult to locate sellers of the varieties that are being sought. There is said to be nothing whatever left in the packers' hands and the stocks of second hands throughout the country have been so depleted by frequent combings as to be now practically negligible as a source of supply on which European buyers may draw. There is quite a little enquiry for New York State No. 10 apples and desirable stock has been pretty well cleaned up according to all accounts. Fancy are said to be unobtainable and for anything even passable as standards holders are demanding \$4 at the factory, which is 25c more than was re-

cently paid for the best stock in this grade.

Canned Vegetables—Tomatoes are unquestionably weak and stocks can be bought as low as \$1.70 in a large way, f. o. b. There is reason to believe that this is 10c per dozen below the actual cost of production, but it is by no means certain that prices will not go even lower. Corn and peas are fairly steady and show no indication of any particular decline, although the market is still ruling on a very high basis and it may be that when other merchandise declines corn and peas will have to do so also.

Dried Fruit—There were few if any additional offerings of prunes for shipment from the Coast and most of those made late in the week seemed to have been absorbed. The upward inclination of the market and the fact that packers were endeavoring to buy back contracts apparently convinced exporters and other buyers that they could do no better than the prevailing prices, although these were at a considerable advance over the opening basis, and as a result sales were said to have been made at the close of the week at 2½c and 3c above the basis named at the beginning of the season. The higher figure was paid on assortments containing a good percentage of the larger sizes. The store market for prunes was also firmer and while prices were not quotably higher it was said to be impossible to shade the inside as had been done in instances a few days ago. There is a continued active demand for apricots from the export trade but stock is getting into such small compass that purchases of even a few hundred boxes are effected with difficulty even though buyers do not haggle over prices. Peaches are even scarcer than 'cots and anything that second hands offer is quickly absorbed at very full prices. Raisins remain dull and nominal but holders look for improvement in demand later and are not inclined to push business now at the expense of price concessions. The recent small arrival of currants consists of one brand of which sales are being made at 17c in barrels. It is reported that the market in Greece is on a slightly higher basis. Prospects for further shipments are uncertain.

Flour—The market is all shot and people are buying from hand to mouth, including the bakers. Higher price is expected when the wheat guarantee and food situation as to the Allies is settled. The Government has been out of the market long enough to show effects on the general situation. Prices are unchanged this week.

Cheese—The market is steady, with a moderate supply on hand at this time, prices having declined about 1c per pound on fancy marks of old cheese. The receipts are fair for this time of year and there is a fair consumptive demand. If there is any material change in the immediate future, it will probably be for lower prices.

Provisions—The market on lard is steady, with quotations about the same as last week. There is a good supply on hand at this time, with a fair demand. The market on lard

substitutes is steady, with unchanged quotations, there being a fair demand and an ample supply. The market on smoked meats is somewhat easier, prices having declined about 1@2c per pound on the different styles. There is an ample supply of smoked meats on the market at this time and a fair demand. The market on dried beef is steady, with quotations unchanged. There is a light supply and a light demand. The market on barreled pork is steady to firm, with quotations ranging the same as previous quotations. There is a fair supply and a light demand. The market on canned meats is somewhat easier, prices having declined slightly during the last week. There is a light demand at this time, with a good supply.

Salt Fish—Mackerel continues weak, without very much quotable change for the past week. Holders profess to believe that the decline is over, but there is considerable reason to believe that it is not. Stocks of Irish fish are considerable, and this paper's prophecy on mackerel would be for a declining market.

### New Manager For Dry Goods Co.

The directors of the Grand Rapids Dry Goods Co., after considering many applications for manager of the corporation, to succeed the late Harold W. Sears, decided to elect Clarence J. Farley as Secretary, Treasurer and General Manager of the business.

Mr. Farley has resided in Grand Rapids nearly all his life, having been identified with the Michigan Trust Company for the past ten years as manager of the receiverships and the re-organization department, which involved the handling of all operating businesses. He is a gentleman of remarkable business capacity along managerial lines and will undoubtedly repeat the marked success he has already achieved in other avenues of activity and usefulness.

George Kalmbach, the handsome and debonair traveling representative for the Rindge-Kalmbach-Logie Co., has retired from the road to spend the remainder of his life in peace and plenty on the sunny side of Easy street. He is succeeded by Daniel J. Wall, who has covered the New York trade of that house for the past two years.

C. C. Ward has retired from the position of Secretary of the Michigan Wholesale Grocers' Association to take the management of the Levy-Ward Grocer Co., South Bend, Ind. His successor is D. J. Buck, of H. E. Buck & Sons, merchandise brokers, Bay City.

The Coulter Lumber Co., with offices at 615 Commercial Savings Bank building, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$2,000 paid in cash.

When it comes to personality, even Man Friday on leaving the island admitted that he owed much to Robinson Crusoe.



**Late News From the Saginaw Valley.**

Saginaw, Feb. 4—The writer took note of a sarcastic remark made by Joe S. Jackson, sport writer for the Free Press, last week, in which he says: "Further proof that there are a lot of people out of work is shown in a bill in the Legislature to provide a soft \$2,400 birth for an inspector of hotels and slightly less juicy jobs for one gent in each congressional district of the State."

If this gentleman were forced to travel 365 days a year and had to put up with some of the things and places provided for him in some hotels, he would be only too glad to support such a bill, instead of deriding it. We do not doubt but what he does travel some, but being backed by big sporting syndicates who provide plenty of spending money for their writers and stopping only in big cities at the best of hotels, I would venture to say he knows very little of conditions as they exist in the smaller cities.

It is hoped that the House and Senate both pass this bill and provide a means whereby the comfort and safety of the traveler can be looked after, by giving us a hotel inspector and a corps of assistants, if necessary. It would be only right and proper—in fact, the duty—of every commercial traveler in the State to write the Representative or Senator or both from this district urging him to vote for this bill.

Mr. and Mrs. Herman F. Zehnder, of Birch Run, were business visitors in Saginaw last Wednesday. Mr. Zehnder conducts a meat market and grocery in Birch Run.

George Hill, former Midland grocer, recently purchased the Tatham Cash Store No. 3 at 1020 Clinton street, Saginaw.

It is said 90 per cent. of the soldiers and sailors will marry soon after getting home. They are evidently used to taking orders.

Otto Stimbauer, manager of the lo-

cal branch of the National Grocer Co., spent most of last week in Detroit, attending the yearly meeting of the State managers.

Tony Sanzone, the beef trust of the Cornwell Co., this city, is back on his old territory, having spent the past three months in the Upper Peninsula. Tony lives at 512 North Fifth avenue.

Last week Judge Law, of Port Huron, sentenced Theodore Wilson, former Cashier of the Lexington State Bank, to Ionia, giving from one to ten years, with a recommendation of two years. Isn't it a shame that this man Wilson should be dealt with so rudely? Here is a man who embezzled only \$67,000 from the aforesaid bank and then is to be humiliated by such a severe (?) penalty. A chicken thief gets ten to fifteen years; a hold-up, life; a professional burglar, two years at Ionia. This man Wilson confessed to all, too. It pays to do big things.

The Columbia Western Mills, this city, were partly damaged by fire Saturday. The fire started in the storage yard.

If you compliment people, you are insincere; if you are candid, you are a brute; and if you are silent you are a grouch. So what are you to do?

The State Retail Grocers and General Merchants' convention to be held here this month promised to be the largest affair of its kind in the history of the Association. The local Association is doing everything possible within its means to provide both amusement and educational features, dwelling especially on the business feature. The attendance, the indications are, will be big. The writer has heard dealers say they were coming to Saginaw this year, grocers who have never attended a meeting heretofore. Among the most active men in Saginaw working for the success of this meeting is Louis Schwemer, of Schwemer & Witt, grocers at 719 Genessee avenue. Victor Tatham, an-

other one of Saginaw's live wires, and the President of the local Association, is working night and day. So is Charles Christensen. Every traveler out of Saginaw, whether wholesale grocer or not, should boost for this convention, which is to be held Feb. 18, 19 and 20.

If tradition holds out we are doomed for six weeks of winter yet. The ground hog saw his shadow.

Wm. Kinde, of Caro, received word from his son, Floyd, the past week, who is in France. Mr. Kinde has been very much worried, as he had not heard directly from his son for some weeks, although through other sources he had heard that his son was dead. Mr. Kinde conducts a fine market in Caro. He was formerly in business in Saginaw.

John Haley, head of the Chesaning Produce Co., recently left for Miami, Fla., to spend the winter.

Mrs. Henry Sensabaugh, wife of Henry Sensabaugh, grocer at 511 Lapeer avenue, this city, is able to be up and around now after an illness of thirteen weeks, caused from an abscess in her head.

John Clark, Manager of the Clark & McCaren Wholesale Grocer Co., of Bad Axe, was in Chicago last week on business.

William Mills, grocer at Durand, is able to be back on the job again after a couple of weeks' illness.

Miss Gladys Dunn, billing clerk at the D. A. Bentley Co., this city, went to St. Charles last Saturday to spend the week end with her parents. She was accompanied by Miss Clara Hamilton, assistant book-keeper for the same firm.

Saginaw Council, through its executive committee, has leased the Elks temple as its future meeting place. The committee surely deserves much credit for putting through this deal, as the temple is one of the finest lodge rooms in the city. The February meeting will be a big social affair and membership booster. Get busy, now,

every one of you prune peddlers, pill dispensers and contract writers and get one new member for this February meeting. There are a couple hundred salesmen in our fair city who need our protection and we need them. Watch this paper for announcements. And, by the way, why borrow your neighbor's Tradesman? Dig down in your jeans and fork out \$2 for a year's subscription and send it into the Tradesman office. Do it now. Don't put it off. Mr. Stowe, the editor, is a mighty dear friend of the travelers and a booster for our cause. He gives much space in his valuable paper to us and our works. It is the greatest paper in Michigan—yes, in the Middle West—for the price you pay and I personally don't think it has its equal in the entire country. It should be in every traveler's home every Thursday. Subscribe now.

The Schust Co. will within a short time build a duplicate of its present huge bakery and candy plant at the foot of Congress street. The new plant will be on the corner of Congress and Michigan and will adjoin the present structure. The first three floors of the new building will be used for the wholesale groceries, the fourth and fifth floors will be used for candy manufacturing, leaving the entire present structure for the manufacture of crackers and cookies.

Pearl W. Pidd, for some time past traveling representative for the Schust Co., this city, has resigned and accepted a position with the Perry Barker Candy Co., of Lansing. He expects to cover the same territory that he did for the Schust Co., North on the D. & M. R. R.

Ensign George O'Brien has been honorably discharged from the navy and is again back on the job for the Standard Oil Co., this city. George is one of the old 43'd boys who left his position to do his bit.

Charles W. Libbey, formerly in the grocery business in Corunna, has opened a grocery in Durand in the



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

## Barney says—

*I am having the time of my life.*

*I am taking a vacation and visiting friends in Detroit.*

*I think every day of the boys in the store and the boys on the road and the long list of customers who hold the company in such high esteem.*

*I wonder if you are keeping up the record for service you maintained so long while I was on deck to watch things.*

*I shall soon be back on the job, watching every department to see that our customers are given the service which is their due.*

## WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



store formerly occupied by the Smith Grocery at 212 West Main street.

Tony Simone, Montrose fruit dealer, was in Saginaw last Tuesday on business and in the evening went to see Ethel Barrymore at the Auditorium, returning home Wednesday morning.

L. H. Hubbing, Birch Run general merchant, was in Detroit on business a part of last week.

Last Sunday night the register at the Vincent closed to the public. The owners of the hotel expect to start remodeling and redecorating at once at a cost of over \$45,000. When finished, Saginaw will have another splendid hotel to its credit. As planned it will take about three months to complete the work.

Steve Pitts, 918 Adams street, Saginaw, is proud of the fact that he wears on the lapel of his coat a pin bearing three stars. He has two sons and one son-in-law in service. Clifton J. and Eugene A. Pitts are both in France and just recently met each other for the first time in two years. F. E. Wilber is at the radio station in Boston. Mr. Pitts himself is the oldest salesman in point of service traveling out of Saginaw for the National Grocer Co. and only recently moved from Owosso to Saginaw. We are mightily glad to have Brother Pitts in our midst, for what is Owosso's loss is our gain. Probably no salesman traveling out of Saginaw has a larger acquaintance or a greater lot of friends than he.

Himelhock Bros., formerly in the retail grocery business in this city, recently bought the Joe Frumplin wholesale grocery stock on Industrial avenue, Flint.

In recognition of their services for the past year, salesmen and office employees of the D. A. Bentley Co. and their wives were guests of the company at a banquet at the Bancroft Hotel Friday night. Mr. Bentley acted as toastmaster, following the banquet. The principal speaker of the evening was Robert H. Cook, one of Saginaw's promising young attorneys, who spoke on "Credits and the Coming Period of Reconstruction." He gave a splendid talk and it was well received by a most appreciative audience. Other speakers of the evening were John Tennant, the newly elected Vice-President, Arthur O. Cook and William H. Meader, the latter giving in a delightful manner his first experiences in the sales department of the company and the results. Mr. Meader was formerly in the grocery business in the city. He resides at 344 South Sixth avenue. Music was furnished during the evening by the Zito trio and vocal numbers were sung by W. J. Brydges. A theater party at the Mecca Palace concluded the evening. The following enjoyed the hospitality of the company:

Mr. and Mrs. D. A. Bentley, Jefferson avenue.

Mr. and Mrs. John Tennant, West Side.

Mr. and Mrs. Patrick O'Toole, Sheridan avenue.

Mr. and Mrs. W. J. Brydges, Warren avenue.

Mr. and Mrs. W. H. Meader, South Sixth avenue.

Mr. Bruce Bentley, the Misses Mabel Foley, Gladys Dunn, Blanch Vetenele, Clara Hamilton, Mr. J. B. Terome, Mr. Alex Sells and the Messrs. R. H. and A. O. Cook.

It was an evening long to be remembered and greatly cherished by all present. L. M. Steward.

#### Trapping Once More Brings Good Return.

Alpena, Feb. 4.—High prices for pelts and comparatively few gathering them have brought the old time trapper back to his lines. Many a pioneer who never expected to make another "set" has taken down his Woodhouse No. 4's from the rafters of the barn, polished them up and spread them about the countryside.

Several features enter into the pres-

ent fur situation. In the first place the unprecedented demand for furs has established prices that have never before obtained. Prime muskrat pelts that used to sell for from 25 to 50 cents are now bringing from \$1.25 upwards and the furriers are anxious to get them. As these furs will not be manufactured into garments before another year it indicates high prices for fur clothes next winter.

Another contributing cause is the great number of young men who formerly trapped successfully who are now in the army. In a measure their places are being taken by boys and old men, but even the hosts who are

going over their lines every other day do not compare with Michigan's former array of trappers and less fur is being taken this season than for many years, despite the high prices.

In the North the winter pelts are just reaching prime, but it is understood that farther South in the State warm weather and an open winter have failed to produce the standard hides. Muskrats, which form the bulk of the catches in Michigan, are plentiful. Their breeding season was ideal and the State game laws preventing the locating of traps near their houses and other protective measures are having their effect.

Skunks seem to be as plentiful as ever, but mink, weasel and fox are growing harder to deceive. Few fox are caught in traps anyway, the bulk of the hides which go on the market having been hunted down. Of course, beaver in the Lower Peninsula are far from plentiful and the number a season which a trapper can take under a State license is limited. The swamps along the Upper Manistee River are about the only places in Lower Michigan where the expensive beaver pelts can be found.

Some people can berate if they can't become president.

## "Michigan's Leading Insurance Company"

### FIFTY-FIRST ANNUAL STATEMENT OF THE OLD

# Michigan Mutual Life Insurance Company

## OF DETROIT

Michigan Mutual Life Building

150 Jefferson Avenue

For the Year Ending December 31st, 1918

#### ASSETS.

|                                                                 |               |
|-----------------------------------------------------------------|---------------|
| Cash on deposit in banks .....                                  | \$ 580,028.20 |
| First mortgage loans on real estate .....                       | 10,497,016.15 |
| Real Estate (Home Office building) .....                        | 102,967.95    |
| Loans to policy holders secured by reserves .....               | 1,848,764.54  |
| U. S. Government Liberty Loan Bonds .....                       | 225,834.00    |
| State of Michigan War Loan Bonds .....                          | 35,000.00     |
| Loans on collateral .....                                       | 500.00        |
| Interest due and accrued .....                                  | 192,560.55    |
| Net outstanding and deferred premiums secured by reserves ..... | 147,448.77    |
| Due from other companies .....                                  | 2,805.83      |

#### LIABILITIES.

|                                                                                              |                 |
|----------------------------------------------------------------------------------------------|-----------------|
| Reserve fund, including disability benefits (computed by the Michigan Insurance Dept.) ..... | \$12,309,752.59 |
| Premiums, interest and rents paid in advance .....                                           | 32,102.90       |
| Installment policy claims not yet due .....                                                  | 57,069.63       |
| All other policy claims .....                                                                | 92,374.49       |
| Reserved for taxes and other items payable in 1919 .....                                     | 38,518.10       |
| Surplus fund .....                                                                           | 1,103,108.28    |
|                                                                                              | \$13,632,925.99 |

1918 was a trying year for life insurance companies. The deaths from the epidemic of influenza and pneumonia greatly exceeded any previous rate of mortality experienced by the life insurance companies of this country. Notwithstanding the excessive death rate from this cause, which in this Company's experience amounted to over \$200,000, the old Michigan Mutual has emerged from the fateful year in an improved and vigorous condition with all its obligations faithfully performed and with no shadow upon its future progress.

You will note that the assets of the Company are now over \$13,632,000; over 90% of which amount is securely invested in first mortgages upon real estate and upon the security of its own policies. In addition, over one-quarter million of its assets are invested in Liberty Bonds and Michigan War Bonds. The amount of insurance in force was increased nearly three million, reaching a total amounting to \$63,500,000.

During the year we paid death claims amounting to \$794,790.87, and also returned to our living policy holders \$672,132.99. During the 51 years of its existence the Company has returned to its policy holders the sum of \$30,202,414.05, being more than twice the amount of its present assets. The Company starts the new year with a surplus fund of over \$1,100,000.00; ample to protect its patrons from further excessive mortality such as we passed through last year.

The stability and strength of the old Michigan Mutual has been thoroughly tested by the disastrous year of 1918, and it has not only stood the test but has added additional laurels to its past record.

O. R. Looker, President.

A. F. Moore, Secretary.

J. C. Grix, Asst. Secretary.

W. G. Hutchinson, M. D.

Medical Director.

J. J. Mooney, 2nd Vice-Pres. and  
Supt. Agencies.

George B. McGill, Asst. Supt. of  
Agencies.

J. P. Dawson, Cashier.

R. P. Williams, 1st Vice-President.

G. W. Sanders, Actuary.

L. H. Chamberlin, Auditor.

O. F. Looker, Asst. Auditor.

W. B. Marshutz, Supervisor of Agencies for Michigan.



### ABRAHAM LINCOLN.

One hundred and ten years ago there was born in a floorless Kentucky log cabin a babe destined to change the face of a continent, emancipate an enslaved race and revivify liberty and equality in the republic founded by the fathers in 1776.

No such man had appeared on earth since the birth of the Babe of Bethlehem and it may well be believed that none other like our own Abraham Lincoln will come again to this earth. He saved, or rather redeemed his Nation from the sin of slavery and placed the American Republic on a higher pinnacle than it had heretofore occupied in the eyes of the world.

The curse of slavery, inherited from the fathers of the Republic, made for internal dissensions that served finally to embroil the United States in the horrors of civil war. Up to the day of this poor Kentucky white's election to the Presidency, there had been constant and irritating debates going on within the states of the American Union. It finally became evident that it would be impossible to hold the Union together without either complete nationalization of the "peculiar institution," or its utter extirpation.

Lincoln became the leader at the West of the anti-slavery Whigs. These joined with the free soil Democrats in the formation of the Republican party, which was organized for the purpose of excluding slavery from free territory, not for its abolition where it then existed.

The awkward backwoods' lawyer, traveling the circuit in central Illinois, felt the inspiration of the hour when slave labor threatened the rights of free labor both North and South. Lincoln came from the depths, a man from the common people, a man so simple in his habits, in his goings out and comings in, as to commend him to all who earned their bread by the sweat of physical labor.

The lad, now grown, from the Kentucky log cabin with its floorless room, its fireless hearth, was unable to point with pride to a long line of illustrious ancestry; in fact, he had none such worthy of mention on the historic page. He was the beginning, the alpha and omega of the family name, hence the marvel of the historian when he comes to review the story of Lincoln, the son of "poor white trash," and that of the man, emancipator of a race, the saviour of his country, destined to become the most potent factor for good among all the nations of the earth.

The story of Abraham Lincoln's life reads like a romance from the pen of one greater than a Scott or a Dickens. The heights to which he ascended as the most magnificent figure of the age in which he lived, was awe-inspiring, until we find him bending to the very dust to clasp the hand of a wounded soldier, or to grasp the soil-stained fingers of a negro slave. Study him as we will we find only traits to admire in this greatest of statesmen, simplest of citizens of the Republic.

None were too lowly to attract the notice and exact the sympathy of his great heart. He had no patience with hypocrisy, no desire to curry favor

with those high in society or politics. His nature was as open as the day, as flawless as that of any being born into this world of sin and sorrow. Forty days before his untimely taking off we find these words in his second inaugural address:

"Fondly do we hope, fervently do we pray, that this mighty scourge of war may speedily pass away. Yet if God wills that it continue until all the wealth piled by the bondsmen's 250 years of unrequited toil shall be sunk, and until every drop of blood drawn with the lash shall be paid with another drawn by the sword as was said 3,000 years ago, so still it must be said: 'The judgments of the Lord are true and righteous altogether.'"

The world has never had but one Lincoln. It will never have another. As the sun darkens to the West, so will the passage of time enlarge and develop the great deeds and kindly acts and words of Abraham Lincoln until all the world shall know him as he is known throughout America as the greatest, bravest, noblest, most saintlike figure among earth's children since the dawning of that day when God pronounced His creation good.

Any review of existing business conditions would be inadequate which failed to stress the prevailing uncertainty of mind as the principal cause of inaction. Not even the oldest of traders can recall a set of circumstances as complex and baffling as those which now confront them. Attempts to forecast the trend by reference to, or comparison with, previous periods are futile because of the points of difference. The nearest approach to similarity is possibly to be found in the year following the civil war. But then the country was in great measure undeveloped, its industries were still in the formative stage, and its foreign trade was comparatively trivial. The aggregate of its imports and exports in the fiscal year 1865—the latter including foreign goods re-exported—was only \$434,774,882, which is much less than the exports alone of any one month during the last year excepting February, 1918. After the civil war, moreover, the depreciated paper currency helped for a long time to keep up the nominally high prices, and contraction came by degrees as the value of the greenback dollar approximated that of the gold one. Elements of this kind are wanting now, just as is the opportunity of providing desirable homesteads for the men mustered out of service, which helped so to solve the labor problem in 1865 and thereafter. Thus it happens that, before a general re-adjustment of values can be brought about, traders are confronted with an insistent demand from the public for lower prices in the principal commodities, with the alternative hinted at that otherwise buying will be restricted to the barest essentials. Justification for caution, and perhaps something beyond, would seem to be afforded by this state of facts.

Rare is the man who doesn't like a compliment occasionally.

### THE METAL OF THE MAN.

These are the times that determine the metal of the merchant; the kind of stuff of which he is made; the value he places on his own word and the integrity of his contract.

For some years the trend of prices has been upward. Substantial profits have been made by retailers in advances alone. In many cases goods have greatly enhanced in value while they were in transit or awaiting shipment from the stocks of the manufacturer or jobber. Cancellations of orders were almost unheard of, because the increase in value would enable the retailer to resell the goods to his neighbors in trade and reap handsome profits. No cases of dodging or repudiation of orders on the part of the jobber have been brought to the attention of the Tradesman. The jobber, as a class, has stayed by the retailer during this period of constant enhancement in values and lived up to his obligations in man fashion; filling every order with as little substitution as possible, no matter what sacrifice or loss of profit the transaction involved.

Now the tables have turned. Values are going the other way in many instances. Several lines of goods purchased by jobbers to fill the orders given them by retailers can now be obtained on more favorable terms and competing houses are availing themselves of this opportunity to make the customer of other houses dissatisfied by quoting lower prices, than those prevailing at the time the orders were placed. They are not breaking their backs to equalize prices with their own customers, but are doing all they can to disturb the customers of other houses and in some cases are precipitating a decidedly unsettled condition.

What is the duty of the retailer in this emergency? To sit tight, stand by the jobber who stayed by him and kept him supplied with goods when values were advancing, often at considerable pecuniary loss. To do otherwise is little less than contemptible. To ask or insist on rebates or an equalization of prices unless the jobber can obtain same from the manufacturer is unfair and unjust. To refuse to accept goods purchased at the market price at the time order was placed, to ask the jobber to cancel orders entered in good faith or to ship goods back to the jobber without first consulting him stamps the retailer who resorts to such practices as unworthy of confidence and unwilling to bear his share of the burden or re-adjustment.

We cannot all have things our way all the time. If we accept favorable conditions and profit thereby, we ought also to be willing to share in the losses which come to us as merchants as the result of conditions over which no merchant has any control. Not to accept the situation cheerfully and honorably and live up faithfully to every obligation is to place a black mark on our career which time can never obliterate and memory will never efface.

There is a reason why the Tradesman gives this preachment the cap-

tion it does, because the experience of the past month and the experience of the months to come will naturally divide retailers into two great classes—those who live up to their agreements in man fashion and accept the situation as true sportsmen and merchants and those who repudiate their obligations and besmirch their names and reputations for all time to come by following the example of the Kaiser and insisting on treating their contracts and orders as "scraps of paper."

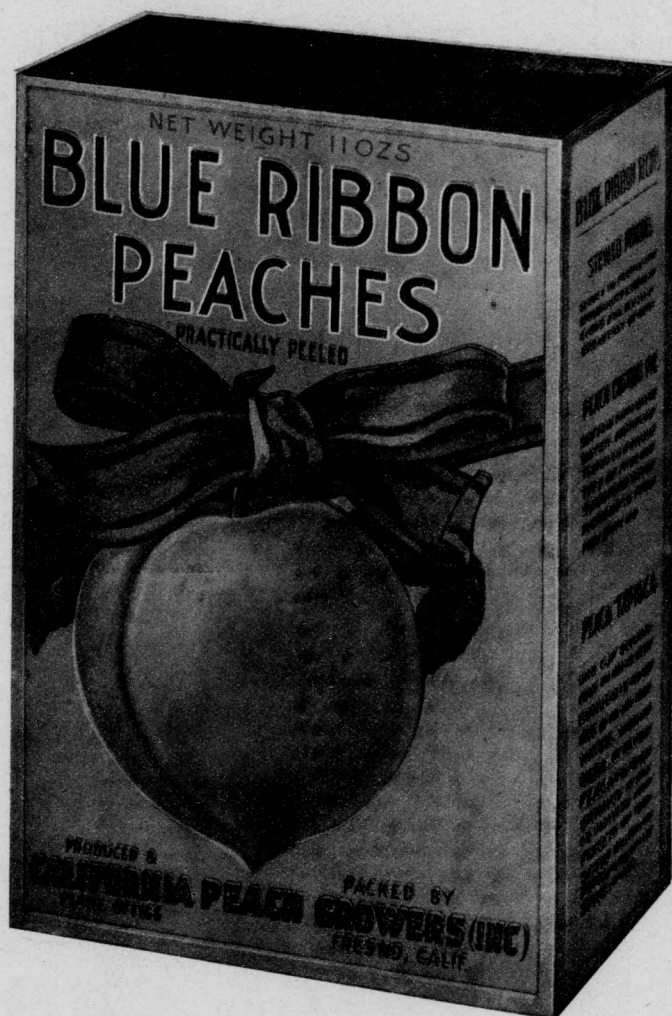
To which class, friends and readers of the Tradesman, do you propose to belong?

### WOOL AND WOOLENS.

No marked change occurred during the week with regard to wool supplies or prices. Further auction sales of Government owned wools are to take place this week in Boston. These will include both domestic and foreign varieties, the total being about 19,500,000 pounds. Increase of shipping facilities will doubtless soon bring in larger imports, particularly as these are now unrestricted by any regulations. The tendency will be to reduce the price of wool, and this seems to be worrying the sheep growers out West, who have been only partially placated by the Government's announcement that it will stop its auction sales of competing wools while the domestic clip is being marketed. Not much life is shown in the goods market. The mills are not yet prepared to fix prices, and buyers who came to town some time ago left without leaving orders. They will be back in a few weeks, when matters are more clarified. Retail clothing dealers in different parts of the country are trying to clear their shelves of goods; and are, in instances, offering substantial price reductions. The mildness of the winter has had some effect in preventing as large a distribution as was expected, and the dealers are not anxious to carry over stock until next winter. Even the sellers of fabrics are in pretty much the same position, although they are vigorously combating the idea that prices of staple wools and worsteds will be lower next fall than they are now.

"The biggest fool on earth," says J. Ogden Armour, "is the man who tries to fool himself." But isn't this a rather sweeping statement? The man who tries to fool himself is undoubtedly a fool, and a big fool, but is he the biggest fool on earth? Eliminate the fools you have tried to fool and the fools who have tried to fool you and consider merely the fools who try to fool themselves. What a company! Fool ourselves? We all do it, some all of the time and all of us some of the time. The self-made fool is probably the most successful of all fools, but shall we call him the biggest of all fools? There are altogether too many of him. No, the man who tries to fool himself is a fool, and a big fool, as every fool knows, but when we call him the biggest fool we run the risk of fooling ourselves.





## Place Your Order Now For DRIED PEACHES IN PACKAGES

### Nationally Advertised

BLUE RIBBON dried peaches in packages will be advertised in four-color pages in the Ladies Home Journal, Delineator, Designer and Woman's Magazine during April, May and June.

Packed in 3 sizes:  
— 11 Ounce  
— 2 Pound  
— 5 Pound

Dried peaches will ultimately be marketed in packages, as have so many other products formerly sold in bulk. It is the ONLY way to market any product.

Why not take the progressive step and begin NOW to offer dried peaches in packages to your customers? They will appreciate it. It means wholesome, economical fruit to them, provided in a clean, sanitary and appetizing manner.

BLUE RIBBON PEACHES are packed in attractive sanitary cartons. The fruit is carefully selected. All the fuzz and most of the peeling has been removed.

Selling in bulk is an old-fashioned idea. Get away from it. Give your customers the best that the market affords. There is a liberal profit in BLUE RIBBON PEACHES and no waste of fruit and no waste of time and expense in using string and paper bags—AND YOUR CUSTOMERS WILL BE BETTER SATISFIED!

---

---

Produced and Packed by the  
**California Peach Growers (Inc.)**  
Over 6,500 Members      Main Office: Fresno, California





#### Michigan Retail Shoe Dealers' Association.

President—J. E. Wilson, Detroit.  
 Vice-Presidents—Harry Woodworth, Lansing; James H. Fox, Grand Rapids; Charles Webber, Kalamazoo; A. E. Kellogg, Traverse City.  
 Secretary-Treasurer—C. J. Paige, Saginaw.

#### Selling Shoes at Prevailing Prices.

Written for the Tradesman.

This discussion doesn't involve a theory, but has to do with a condition, and how to meet it: namely, the present high price of footwear, and how to liquidate stocks under present selling conditions.

It has been shown, I think, to the satisfaction of everybody who has gone into the subject fully, that the present high price of footwear is not due to profiteering, but rather to unavoidable conditions—a shortage of leather and other shoe materials—but especially leather—and the increased cost of production as a result of the war. But simply knowing all this doesn't solve for the shoe dealer the problem he is up against; namely, the problem of selling his present shoe stocks at a profit.

When you have to ask \$8 a pair for growing girls' shoes, and your customer comes in a month later and exhibits a sole that is worn to shreds, you can hardly resist a feeling of sympathy for the party. When you have to ask from \$5 to \$6 for a pair of shoes that are really cheap, if not shoddy, you surely regret—or at least ought to regret—that the distress of the present time seems to make this thing unavoidable.

The retail shoe dealer is closer to the shoe consumer than anybody else in the industry. He has his finger on the pulse of the trade. He knows their likes and dislikes; and he is able to judge the extent of their buying capacity. His touch is—or ought to be—characterized by both awareness and sympathy. It is to his interest as a merchandiser to see to it that they get a fair average dollar's worth of shoe value for every dollar they leave in his store.

But the thing that makes the going hard at this time, is the fact that this average dollar's worth of shoe value has, seemingly, struck rock bottom. It is a situation that doesn't materially affect the rich and the well-to-do, for it is no hardship for them to pay the difference and get shoes of the grade which they have always worn. But the situation does affect the great middle class of people, and it hits the poor very hard.

Take, for example, the case of the popular-priced basement of the department store, or the specialty shop catering to the trade of people who must buy inexpensive shoes. A few

years back, people could go into the popular-priced shoe basement or the popular-priced shoe shop around the corner and get a fairly serviceable pair of shoes anywhere from \$2 to \$3.50. But what can they get for that price now? Shoe managers of department stores have, in many instances, discontinued these so-called popular-priced lines simply because the stuff that was offered them was junk. They figured that people who got stung on a shoddy, worthless pair of shoes would acquire a prejudice against the store and everything and everybody in it. And the position is well taken. It is better not to sell cheap shoes at all, than to sell shoddy cheap shoes.

Now, there's no use trying to shut one's eyes to this situation, or trying to imagine it doesn't affect anybody much; for it is a very real hardship to a large number of people. The writer recently overheard a little woman say: "That five dollars I got was a godsend, for I was entirely out of shoes. I was going around with my feet literally on the ground. So when he gave me the five dollars, I went right down and bought me a pair of shoes!" Think of a woman going around in mid-winter with her feet literally on the ground—and a frail little woman at that! If it hadn't have been the mildest winter of years, she couldn't have gone out at all—or, if she had, she'd probably caught a cold and died of pneumonia.

I wonder how many poor little women like that there are in the country who are going around with their feet literally on the ground at this time! No, this isn't a sob sketch; and the writer is not going to wind up by asking for a donation to some charity; but I am asking you as a merchant to look fairly into the face of this situation.

The truth is shoes are so high, the problem of their judicious distribution is difficult. While the war was on, and shops, factories and production plants of all sorts were running on full time, and everybody who had one good arm could get a job, it was different. People were getting good wages—better wages than they had ever gotten. But now many of these mills, shops and factories are closing down, or letting part of their force out. The situation in the country hasn't been materially affected as yet. And the transition from war to peace has not wrought any appreciable change in the small town or village. But it has hit the big places—and hit them hard.

The problem of liquidating stocks under present conditions is, confessedly, not so dead easy. If the pinch

## Hood Leather Shoes

### New and Attractive

#### STUDY THIS CUT



Made with special process rubber fibre soles (Bullseye quality), Hood special compound. Goodyear Welt fastened, every pair.

Made in the Hood Mill by the Hood Rubber Co.

in  
 Tan Kang Blu  
 Tan Kang Scout  
 Russet  
 Horse Hide Blu  
 Russet  
 Horse Hide Scout  
 Black Kang Blu  
 Black Kang Scout  
 Black Mule Blu  
 Black Mule Scout  
 Brown Mule Blu  
 Brown Mule Scout  
 Drab Mule Blu  
 Drab Mule Scout  
 And others.

## Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

## SERVICE SHOES

that will stand up under all conditions and tests are good ones on which to build your business.

### The H. B. Hard Pan (Service) Shoes

have stood the test of time. Season after season they have been subjected to the severest test that any shoe could be put by thousands of out door men in every walk of life.

They have stood up and today they are regarded as the standard in service shoe values. Dealers who have handled the H. B. Hard Pan shoe for years say it is more widely and favorably known than any other line they have ever had.

From the very first the aim of our factory has been to produce the best service shoe the market offered. By using at all times the very best of materials we have been able to maintain the high standard of quality in our line.

Your spring trade will demand a large number of service shoes. Prepare for that business now by laying in a supply of the H. B. Hard Pan Service Shoes.

You cannot go wrong on this line.

### Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.



should get harder as the months pass, the situation will be still further complicated for the shoe dealer.

My advice would be, sell as many pairs as you can during the next few weeks. By advertising and trims endeavor to focus attention on your merchandise. Wherever you can make a price-concession, do it. In broken lines where you do not contemplate sizing up, and on all odds and ends and discontinued styles, cut your prices until they move. Clean up as thoroughly as you can.

And then buy gingerly. Buy from 40 to 50 per cent. fewer pairs than you think you'll need. You can always get in-stock shoes to meet an unexpected local demand, but you can't so easily work up an artificial local appetite to absorb your overstock. In a time like this it is better to be short than long. I know the boys will scare you to a fare-you-well by hair-raising yarns about the leather that's going to Europe and the consequent upward trend of the market, and the prospect of higher shoes. That's a part of their game. If they can scare a big order out of you, they'll do it. But just stop and think that you don't get your profits—or even your money back—until all those shoes are sold! And when it comes time to sell them selling conditions may be worse than they are now.

The writer is no alarmist at all. And don't get the idea that he is counseling ultra conservatism; but—well, use your head! Try to play it as safely as you can. There is a big class of people throughout the coun-

try who are going to practice a pretty rigid economy during the next few months—not because they want to especially, but because they must.

Cid McKay.

#### Women Like Consideration.

Often a woman will land at the counter with several bundles. Don't wait until she asks you to wrap them together for her. Suggest doing it yourself. It shows a nice, courteous consideration. Don't let a woman struggle with a basket of goods if the trolley stops at your corner. If the young one is crying, ask the mother if you may give it a chocolate drop. Fish out a chair where you see an indication of over-weariness or old age. Little things these are, to be sure, but big friendship binding factors. Many a corner is turned until the customer gets to the store where "that accommodating clerk" works. Put these little things into practice; no extra labor. The reward is big.

#### In Moderation.

During an address to a body of law students ex-President Taft pointed out that too much care cannot be taken in the selection of the jury. In this connection he told of an intelligent looking farmer who had been examined by both defence and prosecution and was about to be accepted when the prosecutor chanced to ask:

"Do you believe in capital punishment?"

The farmer hemmed and hawed and after a moment's reflection replied:

"Yes, sir, I do, if it ain't too severe."

## A Live Number For Live Merchants



Bentz Chocolate Kid 8 inch Welt Military

Heel. In stock: A, B, C and D  $\frac{3}{8}$  @ \$6.50

## Hirth-Krause Company

Tanners and Shoe Manufacturers

Grand Rapids

Michigan

R. K. L.

R. K. L.

## Do You Like This Snappy Last?



Immediate  
Shipment  
Will Be Made

| No.                                  | Price  |
|--------------------------------------|--------|
| 2844—Havana Brown Kid McKay.....     | \$4.50 |
| 2846—Havana Brown Chrome India ..... | 3.90   |
| 2848—Black Kid McKay.....            | 4.35   |
| 2851—Havana Brown Calf ..            | 4.00   |

Widths C and D  
Sizes 3 to 8  
on all above numbers.

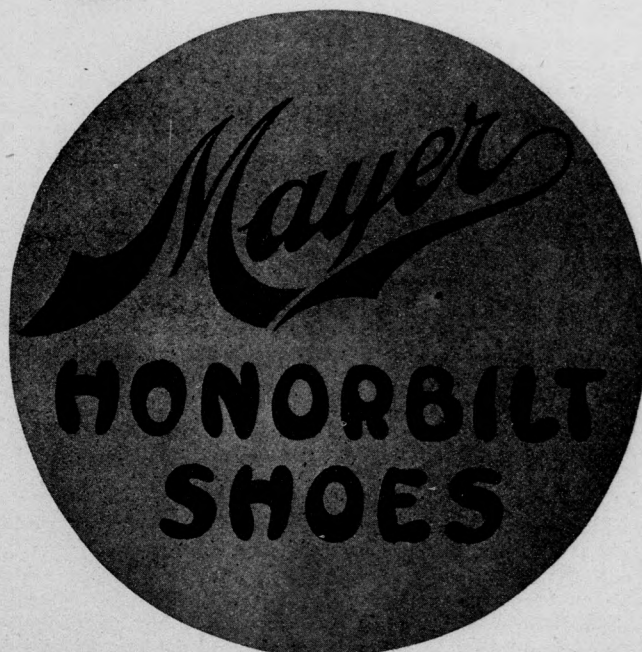
Order at Once

Rindge, Kalmbach, Logie Company  
Grand Rapids, Mich.

R. K. L.

R. K. L.

You will profit by selling Mayer Honorbilt Shoes for they raise the transaction from the level of price to the basis of real value.



PEOPLE want reliable quality and they buy Honorbilt Shoes because they know the quality and consequent service are there.

F. MAYER BOOT & SHOE CO.

Milwaukee, Wis.





### Holds Stock Dividends Are Exempt From Taxation.

Written for the Tradesman.

Judge Julius M. Meyer has rendered a decision which will prove a stop-gap in the ruinous taxation imposed by the Wilson administration. It is to the effect that stock dividends are not income and, therefore, not taxable. And there is little doubt in the minds of some of the most able lawyers in the country that Judge Meyers will be sustained by the United States Supreme Court on appeal. They say, in fact, that the Government has not a leg to stand on in its attempt to collect income tax on stock dividends—no case that could be argued successfully—and that Judge Meyer very properly refused to take upon himself the responsibility of revising the New York Supreme Court in the Towne case. The decision is most important and has an economic bearing which Congress would do well to study, where at present decidedly dangerous confusion exists as to the distinction between capital and income. As very truly pointed out, in order to keep pace with the growth of the population and the expansion of the country's business, capital must also grow, and this can only be accomplished through savings out of earnings. This, as in the case recently decided, means re-investment in the business of the country, and it is rightly held that only the earnings from that investment should be liable to taxation. To pursue the wasteful policy attempted by the Government is to kill the goose that lays the golden egg. The fact is clearly apparent and should be emphasized that the United States Treasury cannot raise the contemplated taxation or successfully handle the \$6,000,000,000 loan of next April without taxing necessary capital out of existence. Stop to consider this: It is proposed to take from the industries of the country and from the wage earner in income tax approximately twice the country's necessary growth in capital in a given year. This cannot be done without the most serious and widespread injury to business, resulting in suspension, bankruptcy and an extension of that unemployment which is already becoming a serious question. There is no real necessity for this. Congress can and should cut down its extravagant estimates by making a sound budget, both for the loan and the taxes, eliminating the hundreds of millions of waste which is proving a disgrace to the country. It is probable that at least a billion dollars could be raised by import taxes distributed over a wide area of consumption. The direct taxation tried during the war, while loyally submitted to, imposed a bur-

den which became well nigh unbearable. This is a most vital subject. Business interests should closely study it and exert their influence with Congress to check the growing spirit of legislative Bolshevism stimulated by the Wilson theories.

Railroads in 1918 under Government control earned about \$713,000,000 or \$250,000,000 less than in 1917; \$370,000,000 less than the record year of 1916. Gross receipts were approximately \$4,873,000,000 or \$832,000,000 more than in 1917. Operating expenses were \$3,971,000,000, an increase of \$1,119,000,000; and yet former Director General McAdoo is trying to point out the "economies" effected in operation under Government control. As a matter of fact, the experience of eighteen months of Government control shows very plainly that Government ownership is a farce and a fraud on the people and that, under incompetent management whose sole aim is to build up the fortunes of the once dominant political party, Government ownership would soon involve us in universal bankruptcy and universal confiscation of property.

On top of this comes the intimation that the Railroad Wage Board has decided, or will decide, in favor of another enormous wage increase precipitated solely to ensure the political support of the railway employees in the next election. The 1918 wage increases under Government control made the brotherhood men at the end of last May enlarged the payroll of the railroads by no less than \$475,000,000 and now it is proposed to give these men \$100,000,000 per annum more. With the railroads staggering under the stupendous load already imposed upon them by the Government, to even propose to increase that burden by \$100,000,000 more is worse than foolish. **IT IS CRIMINAL.** How any sane set of men, at this time, when the war is over and the country in the process of industrial reconstruction, can propose such utterly idiotic procedure is beyond comprehension—and this in the face of the fact that wages are already inflated beyond reason. What is now needed, above all other things in order to put industrial affairs on a sound and enduring basis, is a re-adjustment to the normal in all the country's economic relations. Yet everywhere, not alone in the railroad field, but in all lines of industrial activity unthinking wage earners are demanding higher pay or shorter hours or both, and this at a time when many men are being thrown out of work by reason of the cancellation of Government orders. Still to prevent strikes the demands of the dissatisfied wage earners

## 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

**T**HERE are many reasons why this institution is the ideal executor and trustee. Whether you have made your Will or not you are invited to come in and talk the matter over with the officers of

## THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Send for Blank Form of Will and booklet on  
"Descent and Distribution of Property"



are referred to the Wage Boards or War Labor Boards who are still proceeding on a war basis when the war is really over. The wage earners are certain of some increase wherever a wage dispute is thus referred, for experience has proven that these boards have acted solely as wage increase boards, thus—to use a slang expression—"passing the buck" to the consumer through higher prices, including these self same wage earners, who are mainly slackers, slovens and incompetents. When will the people wake up to the folly of this policy? Not until they are bled white, unless through an educational campaign, the avaricious members of organized labor are shown they are digging their own economic graves.

These developments have had an adverse affect on the securities markets. People will not invest their money when they see every prospect of the legitimate returns from such investments being swallowed up by confiscation, taxation and outrageously high wages. In fact, the slowing down of manufactures and of commerce noted in the latest reports of the mercantile agencies shows conclusively that business interests realize that prices have reached the high limits and are holding off until there is a genuine movement toward a return to normal conditions. This must come. The law of supply and demand will bring this about and the organized union labor thugs of the industrial road would do well to read the handwriting on the wall.

Trading on the Detroit Stock Exchange has again become active, the investing public realizing there are many securities of intrinsic worth on the bargain table. So pronounced has the activity in trading become, that the Board of Governors has decided to resume the continuous sessions of the Exchange between the hours of 10 a. m. and 3 p. m. This change took effect Monday, Feb. 3. The salutary effect of Stock Exchange discipline as to the method of transacting business by members and the commissions that shall be charged is attract-

ing attention through the State, with the result that institutions whose stocks are on the market are becoming interested and it is probable that the number of the stocks listed on the Detroit Stock Exchange will be materially increased.

Detroit is again in the throes of another municipal purchase of street railways campaign. Mayor Couzens, who made his millions with the Ford Motor Co., won his election on a municipal ownership issue and the owners of the Detroit United Railway are perfectly willing to let go at a reasonable price. What that reasonable price is presents a knotty problem to solve. Mayor Couzens announces he does not wish to figure values on a basis of the cost of reproduction—a basis the Detroit United believes to be fair. The consequence is there will be enormous amounts of the peoples' money paid to alleged experts for appraisal purposes. Former experience was that the "experts" were about as far apart as Dan and Bersheba. It means a wrangle back and forth for months—probably lasting long enough to ensure the re-election of the man who precipitated the agitation solely for vote getting purposes. In the meantime many much needed improvements will not be made and the cars during the rush hours will continue to be strap hangers' paradise for those lucky enough to get their noses inside of the doors, while the coffers of the company continue to swell. One thing must be said for the company—it is striving its best to meet the traffic demands which are beyond the capacity of any set of surface lines, and the city must look forward to the installation of either a subway or elevated. It will probably be the latter, due to the underground formation which contains too much quicksand. This would make the cost of construction almost prohibitive, if not impossible, so Detroiters will probably, in time have to submit to the noise, grease and darkened streets resulting from the operation of an elevated system. Paul Leake.

## A New Banking Service

WE have arranged with

**F. A. Gorham, Jr.**

a recognized authority on  
Income and other

## Federal Tax Matters

to be at this bank

**Tuesday of Each Week**

prepared to give service, without charge, to any customer of ours, on matters relating to Income and Excess Profits Taxes, and to assist in making out returns, if desired.

Our customers are cordially invited to avail themselves of Mr. Gorham's services.

**THE OLD NATIONAL BANK**  
GRAND RAPIDS 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.

ASK FOR BOOKLET ON "DESCENT AND DISTRIBUTION OF PROPERTY" AND BLANK FORM OF WILL.

**GRAND RAPIDS TRUST COMPANY**

OTTAWA AT FOUNTAIN BOTH PHONES 4391

Safe Deposit Boxes at Three Dollars Per Year  
and Upward

## 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

**3½**

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



### Proposed Measure Would Penalize Business Men Unjustly.

Detroit, Jan. 22—A notice in today's issue you gave some space to the bill presented by Senator Condon intended to cut down the number of arson fires in this State.

As I am very much interested in this bill, I want to call your attention to the fact that it refers only to where fire originates on the premises of an assured, from an unknown cause, and even then there is nothing in the bill which prevents an investigation by an adjuster and an arrival at the amount due, if anything be due.

I would not want the public to get the idea that there was going to be any unreasonable delay and therefore create a prejudice to the measure which, if passed, will, in my opinion, eliminate two-thirds of the arson fires of this State and go down to the credit of Michigan as having taken the initiative in a measure which ought to be adopted by every state in the union.

I might say that this bill has been referred to the insurance commissioners of every state in the union and has had their universal approval.

Paul Turner.

Detroit, Jan. 31—The above clipping from the Free Press issue of Jan. 27 is illuminating evidence of the horns and hoofs that we have always presumed must be behind Senator Condon's bill. To properly appreciate the article one must know Mr. Turner's peculiar temperament and this can best be done by talking with someone who has approached him on the subject of paying out money for

a fire loss, he being consistently reluctant in all matters of this kind. His letter betrays a sense of humor of which he had been previously charged guiltless with his ingenious remark that he is very much interested in this bill is fit to rank with Irvin Cobb's best efforts. One might also comment on his fondness for the vertical personal pronoun which occurs frequently in this article. If the public thinks as well of Mr. Turner as he thinks of himself, this measure will undoubtedly pass. Mr. Turner is managing underwriter—in fact, the whole works of the Detroit National Fire Insurance Co., and it is not to be wondered at that he is greatly interested in the enactment of this bill. His letter, which contains a word of apology for this legislation of which he is the natural if not legal father, is only what might be expected of him by reason of his peculiar personal interest in the passage of this and similar measures. Sometime last summer Mr. Turner broke out in print with this identical plan. Thus his thinly camouflaged letter of Jan. 22, in support of Condon's bill is, therefore, hardly what could be termed disinterested.

On the face of it, the desire to prevent arson is a very laudable one and if the bill would operate in this fashion, it would, undoubtedly, be for the ultimate best interests of the public. If, however, the attempt to prevent arson, or even the actual prevention of arson in some degree, should be the cause of financial loss and delay to reputable business men, it is quite apparent that a law of this kind is not what the State requires. If the

insurance companies are really interested in preventing the crime of arson in Michigan, their attention might be directed to the fact widely known to all insurance men, and you will admit beyond doubt that it is a most reasonable theory, that the best prevention for the crime of arson is better underwriting and inspection by the insurance companies. This is what the rates they charge are supposed to cover and was one of the excuses for the 10 per cent. raise in rates made recently. The insurance companies are evidently determined to play a sort of game in which they cannot lose. There is no reason in the world why insurance corporations with an admittedly intimate knowledge of their business should come before the people of Michigan and ask that the State government pay for the cost of covering up the mistakes made by these insurance companies in underwriting. The crime of arson is caused by over-insurance, which is due to the greed of insurance companies to obtain premiums. In cases coming under the observation of the writer, there often has been over-insurance from 100 to 400 per cent. with the full knowledge and consent of the agent of the insurance company. This is the actual and basic cause of arson. Were it not for the fact that arsonites could so readily procure all the insurance they desired there would not be the incentive to set a place on fire. Then if the insurance companies used proper judgment this over-insurance would never exist. For that reason, we believe that this bill is intended to protect the insurance companies and to permit them to insure

at random, and as much as they please without careful inspection and then crawl behind the State's Fire Marshall's office and escape payment of a loss by the use of the authority of the State for their private purposes. You will concede, no doubt, in cases that you have known that the actual cause of a fire is really often unknown and it puzzles even experts to determine the same. This bill would make the business man whose place had been damaged in this manner, the sufferer and there is no reason why the company should escape its obligations to its insured because the insured is not fortunate enough to furnish a plausible excuse for the origin of the fire. This bill would not injure to any great extent the person who was clever enough to actually commit the crime of arson and get away with it successfully, because if arson were a premeditated act and the person guilty of same were at all wise, he undoubtedly would have his alibi prepared previously, and when the Fire Marshall would make his report, could give him beyond doubt, a logical and apparent cause for the fire.

This bill would operate only to the harm of the business man whose fire actually occurred from a cause not apparent and who has nothing to do with the matter and he would be penalized for being perfectly honest and made the victim of delay, even were the bill to be carried out in the spirit it professes. You can draw your own conclusion from what might occur should the insurance companies decide to use the bill as a club to beat the assured down in the adjustment of the loss, unless the companies

## 15th Quarterly Financial Statement

DECEMBER 31, 1918

# INTER-INSURANCE EXCHANGE

OF THE

## MICHIGAN AUTOMOBILE OWNERS

### ASSETS

|                                                             |                     |
|-------------------------------------------------------------|---------------------|
| United States, Municipal and Railroad Bonds .....           | \$ 59,009.45        |
| Certificates of Deposit .....                               | 40,000.00           |
| Cash in Bank and Office .....                               | 1,800.60            |
| Accrued Interest on Bonds and Certificates of Deposit ..... | 965.13              |
| Premiums on collection .....                                | 21,579.55           |
| <b>Total Cash Assets .....</b>                              | <b>\$123,354.73</b> |

### LIABILITIES

|                                                      |                     |
|------------------------------------------------------|---------------------|
| Unpaid Losses as of December 31, 1918 .....          | \$ 6,536.87         |
| Reserve for Unearned Deposits .....                  | 45,730.40           |
| Reserve for Administration Expenses .....            | 7,552.84            |
| Reserve for Funds Advanced by Attorney in Fact ..... | 47,500.00           |
| <b>Total Liabilities .....</b>                       | <b>\$107,320.11</b> |

|                               |                     |
|-------------------------------|---------------------|
| <b>Net Cash Surplus .....</b> | <b>\$ 16,034.62</b> |
|-------------------------------|---------------------|

|                                 |                     |
|---------------------------------|---------------------|
| <b>Total .....</b>              | <b>\$123,354.73</b> |
| <b>Contingent Surplus .....</b> | <b>\$128,092.28</b> |

|                                              |                     |
|----------------------------------------------|---------------------|
| <b>Total Resources of the Exchange .....</b> | <b>\$251,447.01</b> |
|----------------------------------------------|---------------------|

## GIANT STRIDES

Have been made by the oldest Auto Insurance Exchange in Michigan.

Premium income since organization.

1915-\$8,110.90-1915

1916-\$50,597.18-1916

1917-\$86,681.09-1917

1918-\$128,092.28-1918

## Policy Holders

participate in the savings of the "Exchange." Dividend checks are now being sent to all subscribers who had policies expiring in 1918.

## This "Exchange"

grants extended insurance, i. e., no charge is made while auto is laid up.

## Our Rates

are the LOWEST POSSIBLE consistent with safe underwriting.

Bell Phone  
2297.

**Home Office:—Houseman Bldg., Grand Rapids, Michigan**

Citz. Phone

**Branch Offices:—Detroit - Cleveland - Cincinnati**

7297

### OFFICERS

HUGH E. WILSON ..... President  
BRINTON F. HALL ..... Vice President  
HENRY J. KENNEDY ..... Sec. Treas.  
GEORGE E. NICHOLS ..... General Counsel

### BOARD OF DIRECTORS

BRINTON F. HALL ..... Belding  
GEORGE E. NICHOLS ..... Ionia  
HERBERT B. WEBBER ..... Ionia  
HUGH E. WILSON ..... Grand Rapids  
HENRY J. KENNEDY ..... Grand Rapids  
HAL H. SMITH ..... Detroit  
HARLAN J. DUDLEY ..... Grand Rapids



have changed considerably and have become unusually pure in their motives. There can be no doubt that in a great number of cases they would use the bill to force the assured to do business on their terms. Just think what a wonderfully effective weapon this would be in the hands of an unscrupulous company adjuster!

The fact that the power of determination as to the advisability of adjusting a loss would be put in the hands of State employees would largely increase the opportunities for manipulation of a State Department by insurance corporations and it does not require much imagination to know the probable result in a game where millions are at stake and the parties involved are on the one hand underpaid employees of the State, and on the other hand wealthy insurance companies. What is really needed in this State for the benefit of the people is a law similar to one in operation in Missouri and known as the "Vexatious Delay Law." This would make the companies responsible beyond the amount of their policy for loss and damage occasioned by unwarranted delay in the adjustment of losses. Just introduce a measure of this kind and see if Mr. Turner would give it his disinterested support.

These facts are put before you for such publication as you wish to give them in your valuable paper, which has previously very effectively championed the people when their rights have been trespassed on by insurance corporations.

Archibald R. Campbell.

#### More Clever Claptrap in Rider No. 35.

Further analysis of Rider No. 35 discloses the fact that it contains still more catch phrases calculated to entrap the country merchant who is so foolish as to permit the pernicious form to remain on his policy. In fact, it is full of incongruities, contradictions and tautologies—all evidently introduced for the purpose of carefully disguising the villainous features which serve to invalidate the policy and lessen the amount of indemnity the policy holder will receive in the event of a fire.

At the recent annual dinner of the Worden Grocer Company this rider was distributed among the gentlemen present by a local insurance agent, who presented it as a model form. Any man who stands sponsor for such an iniquitous document is either a knave or a fool, because careful study of the form by even a novice in insurance matters soon discloses that it is one of the most insidious pieces of claptrap and camouflage ever invented to victimize the insuring public and place the policy holder in a position where he has no legal recourse against the company whose policy he holds.

Any agent who utters a policy with Rider No. 35 attached thereto is an object of suspicion and disgust, because he voluntarily places himself in the position of a man who obtains money under false pretenses. I urge all my readers to scan their policies carefully and promptly and forcibly reject any policy which bears this tricky evidence of duplicity and fraud. Mutual companies doing business in this State must be exceedingly careful not to play with fire in this manner, because in opposing and reversing the methods of the stock fire insurance companies they can not use the insurance riders prepared by the cohorts of the combine without laying themselves open to suspicion. In this

connection the following letter, which has been sent to every mutual mercantile company doing business in Michigan, is submitted for the perusal of my readers:

Grand Rapids, Feb. 3—I presume you have already noted my condemnation of Rider No. 35 in the Michigan Tradesman of Jan. 15.

I found Mr. Bode was still using this obnoxious rider after I had recommended its abandonment, and I accordingly wrote him as follows:

"Dear Sir—Enclosed herewith find letter from C. F. Mansfield, Lakeview, and copy of my reply thereto.

"In the light of my analysis of Rider No. 35 in the Michigan Tradesman of Jan. 15, I am appalled to find it attached to one of your policies sent out under date of Jan. 23.

"Unless I can have your assurance in writing that the use of this unfair rider will be discontinued by you immediately and that you will never use such a questionable rider on a policy again, I prefer to have you withdraw your advertisement from the Tradesman, because I cannot countenance such action on your part."

Mr. Bode thereupon agreed to discontinue the use of the rider if I would furnish him one devoid of pitfalls for the policy holder and "secure it adopted by the Insurance Commissioner." I told him there was no such thing as the "adoption" of a rider by the Insurance Commission. Any one can get up his own rider and use it at his pleasure and any insurance company can use any form of rider it sees fit, so long as a copy of it is filed in Lansing. The Commissioner has no authority to accept or reject—all he can do is to file. In proof of statement, permit me to quote the following letter from the Commissioner:

"We have your letter of January 30th, regarding forms and riders to be used on insurance policies.

"A copy of each policy form or rider used in this state must be filed with this Department.

"This Department does not approve forms or riders. If the mutual companies of the State, or any one of them, desire to make up their own form for country stores, to replace Form No. 35, it is only necessary to file the form with this office and use such form on all like risks."

In order that no one may find any excuse to intimate that I condemned the infamous features of Rider No. 35 in order to sell my own form, I will furnish their riders free of cost to such insurance companies as will agree to use them in writing country store risks. There is no copyright or protection on the form. Any can use it in welcome at any time.

E. A. Stowe.

Late reports from Lansing indicate that the Condon bill, condemned in this department last week and again this week will stand no show of enactment, because it discloses all too plainly the cloven hoof of the stock insurance lobby. The State Insurance Commissioner condemns it and the mutual companies are a unit in opposing its enactment. I have positive assurance that it will never be reported out by the Insurance Committee of the House.

Chairman Scully, of the Insurance Committee of the Senate, abused his privilege as chairman by pushing a bill through his Committee permitting the farmer mutuals of Michigan to insure mercantile risks as well. The farmer mutuals are all assessment companies and are doing a splendid work in their own field on account of the isolation of their risks and the low expense ratio on which they can be operated. Assessment insurance, however, is not adapted to the mercantile business and the clever ruse of Mr. Scully, who is a man of strong parts, will avail him nothing, because his pet measure will never get by the vigilant Insurance Committee of the House. E. A. Stowe.

## 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

## INSURANCE AT COST

On all kinds of stocks and buildings written by us at regular board rates, with a dividend of 30 per cent. returned to the policy holders.

No membership fee charges.

Insurance that we have in force over \$2,500,000

### MICHIGAN SHOE DEALERS MUTUAL FIRE INSURANCE COMPANY

FREMONT, MICH.

One of the Strongest Companies in the State

## Fire Insurance that Really Insures

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

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

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

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

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

## Bristol Insurance Agency

FIRE, TORNADO AND AUTOMOBILE

Insurance

FREMONT, MICH.

We specialize in Mutual Fire Insurance and represent three of the best Michigan Mutuals which write general mercantile lines at 25% to 30% off Michigan Inspections Bureau rates, we are also State Agents for the Hardware and Implement Mutuals which are allowing 50% to 55% dividends on hardware, implement and garage lines.

We inspect your risk, prepare your form, write your policy and adjust and pay your loss promptly, if you meet with disaster. If your rate is too high, we will show you how to get it reduced.

Why submit to the high rates and unjust exactions of the stock fire insurance companies, when you can insure in old reliable Mutuals at one-half to two-thirds the cost?

Write us for further information. All letters promptly answered.

C. N. BRISTOL, Manager and State Agent.





Michigan Retail Dry Goods Association.  
President—D. M. Christian, Owosso.  
First Vice-President—George J. Dratz,  
Muskegon.  
Second Vice-President—H. G. Wendland,  
Bay City.  
Secretary-Treasurer—J. W. Knapp,  
Lansing.

#### Dry Goods Conditions as Viewed by Sales Manager.

Peace is unofficially here and the country is slowly waking to the fact that it brings us problems much more difficult than those of war and for the solution of which we are in a way unprepared.

Nobody can be blamed for our unpreparedness. Peace came so unexpectedly that it found all loyal Americans, great and small, prominent and obscure, strenuously absorbed in the prosecution of war activities.

The problems of restored peace are so much more difficult than those of war and seem so pregnant with the threat of panic and disaster, if they are not correctly solved, that many business men all over this country are in a state of nervous apprehension, cancelling orders and standing pat waiting to see what is going to happen.

That is the very thing we must do. We must make things happen.

That is what we did when we went into war and it gave us prosperity and finally victory.

For nearly two years Uncle Sam has been an industrial autocrat or dictator. He has been the greatest employer of men, the greatest purchaser of raw materials, the greatest manufacturer. Being dictator, he was able to bring our industries into a state of order and unity which has never before existed. Bank credits expanded enormously, prices soared, wages and profits were satisfactory.

Now Uncle Sam is letting go of the reins and bidding us to seek our own paths, guided only by that delicate and sometimes wayward compass, the old-fashioned law of supply and demand. In other words, the restoration of peace means that this country industrially must pass over from the rigid, clear-cut, arbitrary rules of autocracy to the seemingly chaotic freedom of democracy.

The effects of a war upon business or upon a Nation are conditional—depending largely on the industrial cycle (as Mr. Babson would say) through which the Nation happens to be passing.

A business that is sound—a business house whose principles or ideals are well founded can weather almost any storm—and the business of the country is but a collection of a great number of individual units.

In 1865, at the close of the Civil War, there was much talk of a serious industrial depression. Hundreds of thousands of soldiers had to be re-absorbed by industry—the Southern half of our country was disrupted with many of its people in poverty—the Nation's money was for the most part a mass of depreciated notes—prices were high but rapidly falling and there was a public debt of over two and a half billion dollars. The population was 45,000,000.

Instead of the industrial prostration, there followed a remarkably prompt gathering of business forces

with the result that normal prosperity was soon a fact.

The explanation is found in the pre-war conditions and the ever-present American enterprise.

The gross volume of the country's business multiplied three-fold in the twenty year period 1860-1880.

The sharp decline in business which came with the first shock of war in 1860 was matched by a prompt recovery the previous level.

Taking the figures in 1860 with 100 as a basis, the index figure for 1861 was 84 while that of 1863 was 102. Thereafter, with the exception of a slight break in 1869 there was a steady healthy gain until the crisis of 1873.

Comparing the conditions during the Civil War period with those of 1917-1918, we find that we had in the latter period a population of 104,000,000 and a public debt of \$2,975,000,000, exclusive of Liberty Loans. The cost of the war to date has been \$18,000,000,000, and the estimated cost to June 30 will be \$23,000,000,000.

When we entered the war our country was enjoying prosperity to the utmost—business was going at full speed—there was a demand for better merchandise.

This was due mainly to the fact that the European countries were looking

## The Goods! Net Prices!

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

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

*Where can I get the goods?*

Items listed in this catalogue have the goods behind them.

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

## Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas

## SERVICE

## QUALITY

# Luxury Taxes Objectional and Ill-Advised

As a last punch in its fight against the so-called luxury taxes in the pending revenue bill the National Retail Dry Goods Association has sent a vigorous telegram of protest to the conference committee in Washington.

The telegram describes the proposed taxes as objectional alike to the retail distributor and to the public. The administration of these taxes, the Association points out, will cause wide inconvenience and require extra labor far out of proportion to the revenue they will raise. It is further asserted that the discrimination between an article at a certain price and one a few dollars higher is particularly ill-advised at a time when the world is in so much danger from the efforts of professional fomenters of class hatred to drive a wedge between the prosperous and those less fortunate.

Another point made by the Association is that the extra cost of a higher priced article is chiefly the cost of the additional or superior labor required to produce it. The proposed luxury taxes would strike a severe blow at the best class of labor, with the possibility of very unfortunate effects on the already critical labor situation.

We urge every dry goods dealer in Michigan to communicate with his Senator and Representative at once, urging him in the most emphatic manner to oppose the so-called Luxury Taxes to the limit of his resources.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids

Michigan

QUALITY

SERVICE



to us for supplies of every nature. Money was pouring into this country—loans of great sums were being made—and in reality we were making money so fast that some of us did not see the threatening clouds.

America's part in the great war began in 1917. It came upon us suddenly—not unexpected—yet we were not prepared to carry on "Business as Usual."

We didn't know what war really was.

It didn't take long to find out.

Only the automobile manufacturer or a business man of like character figured his production on a planned basis of sales until a few years ago.

Why not a department store?

I know that you will say that such sales are problematical—a person may want a new suit or coat—madam may want a new fur coat—Johnny may fall and stub his toe and need new shoes—mother-in-law may come on a visit and you need new bedding and dishes.

It is just these maybe's that make business possible.

Jennings takes his ball team South and plans a batting order, figuring that certain things will happen to the opposing teams.

Harvard, Princeton, Yale, plan a scheme of attack to get the other fellow.

The modern retailer merely plans a scheme of attack to get you—the customer.

There are two things that will bring the biggest business in retailing, first a fire sale, next, a bonafide removal sale, planned in a big way.

Both of these are a sure cure for lack of sales, but only temporary.

The business that blossoms and blooms and bears fruit is the business that produces 313 days in the year.

The modern method is to plan a quota of sales first for the year, then into two six months periods, then by months, by weeks and by days.

Each of these stages must be gone through for each department and many times by groups of departments or by floors, for the sales manager must know the weak spots and either plant more seed there, in the way of advertising or window displays or possibly a little enthusiasm—always a sure cure.

But that is not all.

The plan just mentioned brings the figures only to the departments. Now the buyer or department manager steps in and apportions his quota of daily sales among his salespeople—that is the final and most important step.

Thus, each selling employe is a unit of the departments' anticipated sales, of the group, of the floor, of the total store. And if one salesperson falls down a cog in the big machine fails to turn. In other words, you must impress upon every salesperson the importance of getting their quota, then pay them a bonus for beating that quota.

And so the modern business man found himself playing the big game when the war clouds broke and the Government stepped in.

For possibly two months we felt our way as to possibilities, as to just what the people wanted. In the early stages of the war it was plainly a price proposition. People were attracted by sale merchandise—then as we became accustomed to war conditions, we settled down to regular business, featuring stocks and quality.

We'll take each department in the modern department store and compare the war period with present conditions, and the future.

For example. Wash goods—nothing being imported as yet. Buyers going abroad as fast as possible, and people asking for better merchandise—price no object.

Such kindred lines as silks, dress goods and the accessories, linings and notions, all coming strong.

Foreign silks and dress fabrics out of the question, but the forecast of styles is here. Already the designers are at work and looms are starting. These lines are sure to be stronger than ever. During the war women have been patriotic to a greater or less degree in their wearing apparel, doing one of two things—either making a previous season's model do double duty or designing and making their own garments. This we believe counts for a good increase in piece goods. And once women see what can be done, there is a fairly good chance of their keeping it up.

Undergarments. Women's undermuslins, negligees and corsets.

Here enters the Japanese question. Many stores for the first time sending buyers to the Philippines and Japan. Yes, good medium grade underwear. Some comes to this country partially made—the actual fitting being completed in America—a combination of labor which keeps down the cost of production.

The better grade of underwear is obtainable now at a fairly good advance in price. But the prospects are that the price will come down a trifle, and that before long.

N negligees, robes and gowns. Here also we hear from Japan, and the merchandise is coming to us not quite so freaky—probably Americanized.

Corsets. This merchandise suffered a shock during the early war period and came near being placed on the non-essential list. It took a hard fight on the part of manufacturers to prove that the corset was quite essential to the woman's health, especially the working woman.

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

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

After an unsettled period in market conditions, Gingham have been repriced.

Right now, with a good selling season before you, it will pay you to inspect our newly selected line of Spring Goods. We also are taking orders for Outing Flannel for Fall delivery.

We will gladly furnish you with information, at any time, relative to present market conditions.

Quality Merchandise—Right Prices—Prompt Service

**Paul Steketee & Sons**  
WHOLESALE DRY GOODS GRAND RAPIDS, MICH.

## Help Keep Business Good

Business can't be put back on a before-the-war basis over night. War time restrictions can't be overcome in a day. Normal production must come gradually and war prices may go up before they start to come down.

Take This Tip From Us

**"Sit Tight and Don't Rock the Boat"**



Cutting short on orders in expectation of a big drop in prices will get you nowhere. Buying over-heavily is just as unsafe. Help stabilize business by ordering in the quantities you would normally buy at prevailing prices. That will do more than anything else to bring things back to a peace basis where we'll all enjoy real prosperity.

We Hand Knit folks are getting things squared away for the new era as rapidly as possible and as soon as conditions become a little more settled our salesmen will be on the road.

Wait for them. Wigwam Sweater Coats and Hand Knit Hosiery will be there this year, as usual, with the good old-fashioned quality.

**"From Sheboygan---it's right"**

**Hand Knit Hosiery Company**  
Sheboygan, Wisconsin



And sales have seemed to increase in proportion—women asking for better merchandise daily.

Laces, embroideries, trimmings and ribbons. Mostly style accessories—they come and go as Dame Fashion dictates. If there is a demand for any of these lines we feature the merchandise and possibly increase selling space.

Toilet goods. Better merchandise has the call—and it is all made in America. Foreign perfumes are not to be obtained and women are becoming accustomed to our own products. Business here is increasing rapidly and the outlook is especially good. Furthermore, sales are coming and will come on regular lines without the old-fashioned cut-price methods.

Infant's apparel. This department, this line of merchandise should be one of the best as a business producer. The reason is obvious.

Men's clothing. Here we have two propositions. The returning soldier governing both. Manufacturers and retailers everywhere are preparing for an unusually heavy business in men's wear—clothing, shoes, furnishings and hats. Figure this out yourself. Is it not fair to assume that the returned soldier will naturally want to get into a real suit of clothes just as soon as possible—that's one side of the question.

Then the other side. The Government requests that soldiers wear their uniform for a period of three months after being discharged. Many men landing in New York, and many men doing Government work in various cities of the country far removed from their home, insist upon going home in a new uniform. So you see the retailer is the gainer both ways. Of course, the uniform proposition will gradually diminish but there will always be some demand—they are a part of the stock of the modern store.

While on this subject let me mention the "military shops" most stores have maintained during the war period. Immediately after the signing of the armistice there was a falling off in sales—almost the next day. The public took it for granted that the war was over and that the men overseas had no further need for supplies of any kind.

Jewelry. Here's a department which has been the surprise of everyone. The Government placed this line of merchandise on the non-essential list. Quite naturally we did not advertise it, neither did we use any window displays. In fact, we considered side-tracking the department.

But the business increased beyond all expectations. People who were earning money above the usual amount spent it in jewelry and demanded the better grades and most expensive lines. Since the war this has kept up. What of the future? Scores and hundreds of manufacturers, both large and small, were put out of business by the war and turned to making various kinds of war needs. These factories now return to their original lines, but with a knowledge of how to do something else and with machinery at their command to make other lines. We are anticipating still greater gains and a big future of jewelry.

Leather goods. Another department that was hit by war conditions, although not classed as unessential. Some lines are still hard to get but sure to come back strong when factories are placed on an average working basis. Novelty leather goods are already showing strength and give signs of renewed action.

Kindred to leather goods, we will class trunks and luggage. This line was hit somewhat hard by war conditions, but one has but to think of what will happen in this country and abroad when travel again becomes not alone popular, but almost a necessity.

Eastern retail houses are prepared in a big way for overseas travel. We

may not quite reach that pace, but it will come big, we know that.

Boys' clothing. War conditions hit the family purse in some cases and occasionally we find a case where the school lad did not get his customary new suit for fall or spring as the case may be.

That condition is now changed. Boys are being re-outfitted, and it has just begun. For spring, both manufacturers and retailers are looking for and expecting big business.

The suits coming through now are good clean models—no more military effects—no more freaks, for so many manufacturers tried to capitalize the war by getting up special styles.

Bedding (cotton) and blankets (wool). The Department of Agriculture has announced its final estimates of this year's cotton crop as 11,700,000 bales—almost 400,000 bales in excess of last year.

The Government's attitude is being watched very closely, and much depends on the first move.

And as to blankets. The Government owns 300,000,000 pounds of raw wool, purchased for war purposes and the Government has not as yet shown its hand as to making prices. The jobbers have little merchandise while the manufacturers have ample quantities. At the present time there is somewhat of a stagnation—but this is only temporary. Blankets, the so-called "all wool" blankets are not to be obtained in great quantities, but deliveries are assured for fall, and in ample quantities. Business should be good in these lines.

Linens—a problem. Little likelihood of there being any great amount imported this year—yes, there will be some where restrictions have been removed from foreign warehouses, and there will also be some on the market as soon as the United States Government turns it in for consumption rather than war work. In each case the assortment will be limited. People are paying higher prices and no doubt will continue to do so.

Such lines as hosiery and knit underwear are governed by the actual movements of the cotton and wool markets. In either case the lines are a trifle easier to obtain, and the demand is far greater.

Millinery is purely a style proposition. When fashion decrees a large hat it goes, no matter what the price; if on the other hand small hats are called for—some with very little trimming—that's final.

Ready-to-wear—the usual title given to coats, suits, dresses, skirts, blouses, etc. To the layman, a coat or dress or suit is looked upon as one number. You speak of the style of that coat or the individuality of that dress, but remember even that merchandise is turned out in a manner not far removed from house furnishings or furniture, and the manufacturers barter over this merchandise by the thousands. Prices have dropped some, even now, but here a peculiar condition exists. The great bulk of this merchandise is in the hands of Hebrew manufacturers—and in many cases they are holding it for a certain price. It is known that these men, while being clever merchants, are actually poor losers and once somebody starts something, once a move is made to break away, something is going to drop.

In the market general, and we speak of the market as applied to ready-to-wear, one hears the manufacturer and jobber preaching that high prices will be maintained, stating that they are bound to stay at their present status, but we believe that this is just part of a concerted movement—they cannot remain up to their present standard. This is camouflage, pure and simple, and these same men are merely endeavoring to keep up their courage.

These are the conditions as we find them—we believe they are not unlike those found by other merchants. As to the future of madam's apparel. Just

picture her blossoming out next spring more radiant than ever—that's human nature.

Prices of merchandise in general. Taking all lines usually carried in a modern department store, we believe they are now at their high peak from point of view of selling.

Opinions vary as to how long the manufacturer can keep up his end, for even now in some lines there are signs of weakening and it is our opinion that the scale from now on will be downward, rather slowly perhaps, but still on the decline.

In many lines it is just a question of breaking away from possibly a group of manufacturers who are trying to keep up the scale.

The retailer will naturally have to fall in line and reduce his price. This will be a gradual movement and will apply only to a few lines and fewer dissections in each line, but it will come.

Much has been said about service during the war period, and we have sacrificed considerable of our usual "courtesy-service" in obeying the orders of Council of National Defense.

This raises the questions, "what does the merchant sell—merchandise or service?"

The good store, we believe, sells both.

Good merchandise and poor service is not a lasting proposition; neither is poor merchandise and good service.

During the war period our delivery was curtailed; the help proposition was cut down to the minimum and for a time it looked as though sales quotas would be out of the question. But it was just a question of meeting conditions, playing the business game with a little more vim—and we did.

Now the question arises, Shall we go back to pre-war conditions and give the customer service and then some; shall we continue one delivery a day; or shall we accommodate the customer to the extent of allowing her to purchase at 10 o'clock in the morning and deliver the merchandise at 3 o'clock the same day?

Personally, I believe this is the best advertising a store can do; it may add to your cost of doing business just a trifle but this will be offset by the increased volume. And in the meantime you are building a foundation that your competitor cannot overcome. Give the customer the best merchandise at the fairest price and give it to her in the way she wants it, at the exact time she wants it—yes, she may impose upon you at times but this will be offset by the good will you create.

During the war we sang with great enthusiasm, "When the Boys Come Back." Well, they're coming home now, and what are we going to do about it?

They are coming home faster than we first expected—thousands of them—better men, stronger, healthier and a good percentage of them will not be satisfied with conditions existing before the war, as related to themselves and possibly their employment.

We talk of not being able to provide work for these men. We believe that the men who want work, actually want work, will find jobs waiting for them or will make jobs for themselves.

That may be a radical statement, but we believe it to be a fact. There may be just a slight tremor in business in some parts of the country, but it will be so slight that no one will notice it.

The plants are here, the men to operate them will be here and just as soon as each cog, machine and human being, is in place, the power will be turned on and the machinery will go whirring as it did before the war. No, faster than ever, faster than has been known for years. Why, America will have a whole world to feed for some time to come and a whole world to supply with implements of peace, while but a short while ago

we were supplying to the same old world implements of war.

In Detroit, we believe there is clear water straight ahead, and big business, not alone good times but big business for the man or the organization, who believes things can be done and then goes out and does them; that's the whole problem.

There's only one thing needed to ensure a year of great prosperity—greater than we have ever had before. That is a determination on the part of every live-wire business man, to go ahead with absolute confidence.

Get out your plan for more business, and if you haven't any plan make one. Who ever heard of building a structure without a blue print?

That's what you need a blue print for future business.

Make an objective point, then fight up to it.

Speed up your sales organization, your production department. Speed up yourself.

The salesmen of this country can do more than anyone else to keep the wheels of industry turning at full speed.

Pessimism has no place in business to-day for this is the year above all others where optimism is going to prove a winner.

Capital and labor, big and little merchant, customer and store, all must do their share—and we believe they will.

J. B. Mills.

One display window on the main street is worth a block of windows on the side street.

**WM. D. BATT**  
Hides, Wool, Furs and Tallow  
28-30 Louis St.  
GRAND RAPIDS, MICHIGAN



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

**33,000** ☐

☐ Satisfied  
Customers

know that we  
specialize in  
accommodation  
and service.

THE BANK WHERE YOU FEEL AT HOME

**GRAND RAPIDS SAVINGS BANK**

WE WILL APPRECIATE YOUR ACCOUNT  
TRY US!

**Kent State Bank**

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000  
Surplus and Profits - \$700,000

Resources  
**10 Million Dollars**

**3½ Per Cent.**

Paid on Certificates of Deposit

**The Home for Savings**



## *RYZON Sales Policy Helps Solve Important Trade Problem*

The General Chemical Company welcome the invitation to a discussion of the RYZON Sales policy with the Federal Trade Commission. Discarding prejudices and abandoning inefficient merchandising methods, this policy was devised with the modern and democratic idea of rendering the greatest service to all concerned at the least cost.

There would be nothing new in a plan to benefit the trade at the expense of the consumer or to benefit the consumer at the expense of the trade. The novelty of the RYZON plan is that it renders a distinct and valuable advantage to *every one* who handles or uses RYZON.

- 1—The Manufacturer, having established and published a uniform price, is enabled to concentrate upon problems of production, to make the most satisfactory baking powder and make it most economically, with known costs and known income.
- 2—The Wholesaler is relieved of speculative trading, and serves and is served by being free to develop distribution along economic lines of fair trading.
- 3—The Retailer is afforded a fair, uniform, constant profit for the service he renders, based on the *movement* of RYZON and not on his willingness to resort to overstocking, price-cutting, or other uneconomic practices.
- 4—The Semi-Wholesaler (or chain store Dealer) handles RYZON on terms which recognize his large turnover and economical selling methods and yet prevent him from undermining the RYZON trade of the Service Grocer on whom the public depends for 90 per cent of its groceries.
- 5—The Consumer, because of these economies in manufacturing and distribution, is supplied with a demonstrably superior baking powder at a uniform price which is materially lower than other baking powders which are less efficient.

The proof of the soundness of this open policy lies in the fact that it is heartily accepted and praised by the leaders in the Trade throughout the country, and that the demand for RYZON among Consumers is rapidly increasing.

**GENERAL CHEMICAL CO.**  
**FOOD DEPARTMENT**  
**NEW YORK**





**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; E. L. Williams, Howell; C. J. Chandler, Detroit.

#### Improving the Canned Baked Bean.

The past five years have been fraught with many perplexing problems and situations for the baked bean canners. Shortage of tin plate and priority uses for steel have on several occasions rendered it necessary to close plants and to see our workers absorbed by other industries.

While many bean canners have enjoyed a satisfactory business in packing beans for our army and for the Allies, this business came to a sudden halt immediately upon the signing of the armistice, and most packers are abruptly brought to the realization that they must now make a new beginning in the distribution of their product to the civil population.

Many old and satisfactory business connections of long standing have been disrupted by the exigencies of war and the menu of the great consuming public has no doubt undergone many permanent modifications due to the rules and regulations put into execution by the Food Administration. Many thousands of people have learned to like rice, cornmeal and corn flour, as well as many other foods which they disdained before the war. To what extent some of the changes in diet will affect the consumption of canned foods cannot be determined at this time.

It is probable that no article of food has received more conspicuous endorsement during the period of intensive food conservation than beans; the world's chief meat substitute. Beans as an important food article first became prominent during the Civil War, and now the great world war has placed them on an even higher pinnacle. It would seem that those foods which were determined to be of most economic value will retain this distinction during those years when all foods are in more bountiful supply.

There is a bright future in store for the baked beans industry provided the canners act with wisdom and discretion. I do not think that at the prevailing high cost of canned beans there will be consumed as great quantities of this product, but we must remember that the pendulum of values has reached its high point and is now on its inevitable course downward. Buyers of practically all commodities will adopt a hand-to-mouth buying policy, and probably will

make few commitments far in advance of actual needs. Bean canners should proceed with caution and not buy and pack faster than actual sales are made.

It will be not only poor business but suicidal to the industry to cheapen the product by the use of inferior ingredients in order to meet the buyer's views of lower price. We should be unanimous in our desire to adopt standards and have them approved by the Food and Drug Inspection Bureau, which will render illegal inferior products.

Baked beans should be packed from a limited number of species of the genus "Phaseolus Vulgaris" which will include all good beans corresponding in chemical analysis, quality and appearance with the navy bean and excluding Soja, Rangoon and Bayo, and other varieties which have at times been packed as baked beans to the detriment of the industry.

"Pork and Beans" should mean that there is actually a piece of pork visible to the naked eye in the can, the weight of the pork in each can should be fixed, and those who knowingly give short weights in the pork should be punished. "With Tomato Sauce" should mean just what it says and a minimum quantity of standard gravity tomato pulp to be used in one hundred gallons of sauce should be established. This would not prevent any packer from using more tomato and making a better sauce, but it would put a stop to some of the "near tomato" sauce, some of which contained no tomato at all, which has been employed by some packers in the past.

I favor the establishment of a "total moisture" content for a can of pork and beans which will prevent the packer of "soupy" or "sloppy" beans in which there is an insufficient quantity of beans in the can. The British Government employed the "total moisture" specifications in all of their purchases of baked beans, and while I think their specifications of 64 per cent. to 68 per cent. moisture was too dry for the American standard, the method of ensuring a satisfactory proportion of beans and sauce is good and can be employed to advantage in our specifications of standards.

J. W. McCall.

When a man talks about purifying politics he wants an office.

Write us for  
 1919 Wholesale Price List of  
 Seeds, Fertilizer and Insecticides  
**Reed & Cheney Company**  
 Grand Rapids, Michigan

IT  
 SELLS!

Nationally  
 Advertised

### Jap Rose Soap

This New Metal  
 Display Rack

ATTRACTIVE—holding just 12 cakes of the extensively advertised, cartoned Jap Rose Soap.

Sent Free with an Order of  
 Two Boxes or More

**JAMES S. KIRK & CO.**  
 CHICAGO

## 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

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

## SERVICE PIOWATY QUALITY

Largest Produce and Fruit Dealers in Michigan

All Nut Margarines are NOT alike. Farrell's A-1 brand has stood the supreme test. (The summer test.)

**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. FRANK T. MILLER, Sec. and Treas.

## Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

## Onions, Apples and Potatoes

Car Lots or Less

We Are Headquarters

Correspondence Solicited



**Vinkemulder Company**

GRAND RAPIDS

:::

MICHIGAN

### WE BUY AND SELL

Beans, Potatoes, Onions, Apples, Clover Seed, Timothy Seed, Field Seeds, Eggs. When you have goods for sale or wish to purchase

WRITE, WIRE OR TELEPHONE US

Both Telephones 1217

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



### Luxury Taxes Penalize Public For Good Taste.

New York, Feb. 4.—Probably few realize how onerous a burden of taxation certain features of the new revenue bill, now in the hands of Congress, would put upon the man and woman who take a natural pride in their personal appearance and who strive also to keep their homes comfortable and pleasant.

Under one of the schedules in the new tax measure, which soon may be law in its present form unless the public protests against its objectionable features, many articles of attire, home furnishings and articles which for many years have been in familiar use, not by the "idle rich" alone but by people of even modest means, will carry a tax which must be paid by the consumer at the time of purchase. These taxes, which have been termed "luxury taxes," were included in the original draft of the revenue bill which was prepared when the Nation was preparing for a long war. The men who made that first draft not only faced the need of raising a huge sum of money to carry on the war, but also desired to check the consumption of many articles not deemed of vital necessity so that machinery, labor and materials might be more quickly found for the manufacture of the things the war required.

Even while we were at war there was a marked difference of opinion concerning the necessity and wisdom of classing articles of common daily use as "non-essential." Now that the war has ended and the need of curtailing production has given place to an obligation on the part of all to speed up the country's business in order to find work for the soldier boys coming out of Uncle Sam's service, there is an overwhelming weight of public opinion against taxes upon consumption, but that opinion will not protect the public unless it is forcefully expressed.

In the case of the "luxury taxes" the new revenue bill sets up wholly arbitrary standards of price on all sorts of common articles, carpets and rugs, umbrellas, hats for men, millinery, hosiery, shirts and many other articles of this type, which, if sold at prices higher than those which Congress deems necessary, must carry a percentage tax to be paid by the purchaser.

Thus if Mrs. Brown, who is careful of her appearance, should purchase a pair of silk hose at more than \$2, she must pay 10 per cent. upon that part of the purchase price which exceeds \$2. It may be that Mrs. Brown has no more money than Mrs. Jones, who isn't so particular about her appearance and finds the stockings she wants at \$1.89, but, nevertheless, Mrs. Brown is obliged to pay a tax on part of the price of her stockings, while Mrs. Jones pays no tax. Perhaps the husbands of these two women earn exactly the same and both are taxed upon their income, yet when their wives go to the store one must pay an extra tax for indulging her natural craving for an article of a little better quality, while the other pays no tax.

This is only one example of many objectionable features of the luxury taxes as they would weigh upon the public. There are many more objectionable features, for the luxury taxes must be collected from the public. This is specifically provided in the bill. These taxes are going to prove a troublesome kind of taxation which will greet consumers at every point for the retail stores will be powerless to do other than enforce the law whenever Mrs. Brown desires anything which, in the judgment of certain members of Congress, she does not vitally need.

The luxury taxes are not fair taxes, because as they appear in the bill they show many inconsistencies. For example, the working girl who by dint of saving and sacrifice is able

to gratify her natural longing for a little better quality in shoes, stockings, umbrella, parasol or pocket-book, will be obliged to pay a tax. On the other hand, the wealthy woman may, if she chooses, pay a thousand dollars for a dress without being required to pay a tax.

Besides the obvious burden the luxury taxes will place upon the public, they will also operate to increase the cost of desired merchandise because the business of computing and collecting and making returns to the Government for the taxes collected will prove so difficult that some retail merchants figure the cost of collection will be almost as great as the tax itself. Ultimately this too must be paid by the public in the form of a higher cost of distribution.

Many customers of some of the leading stores are asking to sign petitions expressing their opposition to the luxury taxes. These petitions, which may be signed at any of the larger stores, will be forwarded in a few days to the proper officials of Congress in the attempt to demonstrate to our lawmakers how unpopular these arbitrary luxury taxes are certain to be in the eyes of the consuming public.

Lew Hahn.  
Sec'y Nat. Retail Dry Goods Ass'n.

### Fiber Containers for Canned Goods Are Taboo.

The Action of the National Canners' Association in going on record at the recent convention as opposed to the further use by packers of the fiber containers has been received by brokers and jobbers with expressions of satisfaction. The experiences they have had with them has been in many instances far from satisfactory, especially where the goods had to go through more than one shipment. While realizing the excellence of the fibre containers for innumerable purposes, especially in the war emergency, it is held by the trade that in all circumstances they will not sustain the handling involved in moving canned goods from the factory to the warehouse of the jobber and thence to the retailer or other buyer.

### Try This Kind of a Window.

Take thirty small carrier baskets, line them with white (not manilla) paper. Carelessly place in each basket a few bottles of one kind of pickles; in another olives; in another catsup; in another vinegar, etc.—all the different sizes you've got in stock. Cover the floor of the window with bay leaves. Have a card in each basket, 2 x 3, giving name and price. Let a big card be hung in the center reading, "Nothing in the Window but Appetizers." I have tested this out and got splendid results from it. It is a case of getting out of the rut, you see, and thus getting away from the "standing still" habit.

Know your business and mind it.

### Plain Foods Made Delicious



Rich taste and delicious flavor given war desserts, plain desserts, sauces—

### Mapleine

The Golden Flavor makes food saving a pleasure. Order from your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago, Ill. Crescent Mfg. Co. (M-348) Seattle, Wash.

### Knox Sparkling Gelatine

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

### TAKING INVENTORY

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

### Money Saved by Buying Your EGG TESTER

of  
S. J. FISH CO.,  
Write for catalogue. Jackson, Mich.



The great food value of Peanut Butter causes Dr. Wiley and other food experts to urge its use. The niceness of "Bel-Car-Mo" will please your customers.

Ask Your Jobber

## MOORE'S

### D. U. Brand of Vanilla and Lemon Flavoring

Is one of the many grades of Vanilla and Lemon Extracts or Flavors we make. For general use we recommend you to consider our D. U. BRAND for the following five Big REASONS—

- (1) The largest bottle consistent with quality.
- (2) Tastes "Just a little better."
- (3) Positively guaranteed against heat or cold.
- (4) Consumers get into the habit of asking for this brand.
- (5) Grocers find it increases their sales and attracts new customers to the store.

If you are selling this brand, you know the above is true. If you have never sold our line, try it and you will be convinced.

THE MOORE COMPANY, Temperance, Mich.

## Back to the Good Old Days

Now that the war is won and a good crop of wheat is in stock the Food Administration has found it advisable to permit the mills to go back to the manufacture of patent flour.

This is certainly good news for every one, and particularly those who have been in the habit of using the old time high quality

## Lily White

"The Flour the Best Cooks Use"

You cannot expect to bake the best biscuits, breads and pastries if you do not use the best flour.

Of course a good cook will produce better results with a poor flour than a poor cook, but good cooks do not risk their reputations by using poor flour.

Certainly no better flour has ever been made than LILY WHITE, and it has been so universally used by particular, exacting housewives that it is now known as "The flour the best cooks use."

This fact is very suggestive and is a very good reason why YOU should bake with LILY WHITE FLOUR.

Our Domestic Science Department furnishes recipes and canning charts upon request and will aid you to solve any other kitchen problems you may have from time to time. Public demonstrations also arranged. Address your letters to our Domestic Science Department.

VALLEY CITY MILLING CO.  
Grand Rapids, Mich.

The above is a sample of ads. we are running in the newspapers. Your customers are reading them—keep a good stock on hand to supply the demand.





### Seasonable Suggestions for the Hardware Dealer.

Written for the Tradesman.

Presuming that the arduous task of stock-taking is over, and every retail merchant is wise to get his inventory out of the way by the close of January, the programme for February and the early part of March is pretty clearly mapped out.

The shelves are in order, the various lines are assorted, the "tail ends" of stock are conveniently placed for jobbing off, accounts are in good shape, and everything clear for the year's operations. The merchant now knows where he stands, the dollars he has gained or lost, the lines that have proved most salable, and the merits or otherwise of his store organization.

As a starter, assure yourself that the clerical department of the store is in first class shape. Perhaps your method of book-keeping could be improved, simplified or extended. A book added or taken away may mean all the difference between order and chaos in the office.

Don't be afraid to revolutionize your entire method, if the inventory shows that the book-keeping has been at fault. Elaborate systems are not necessary in the small store, perhaps, but primitive methods won't do in days like these. Go right at the work of improving your office methods, and get this work done while the year is young. You may have a good scheme in mind whereby easier track can be kept of the selling and cost price of goods; or an idea of a neater and more comprehensive sales book, doing away with considerable confusion. If so, give the scheme a try-out right away. It is better to put a theory into practice and find it wanting than to never attempt improvements on existing methods. No method is so perfect that it can't be improved.

Your credit and collection department is one place where improvement can probably be made. Many merchants are too lax, and not sufficiently systematic. On the one hand, there may be no clear-cut system of rendering accounts. On the other hand, debtors may be allowed too much rein.

The bigger the cash trade done, the quicker the turn-over. This applies also to the case of short and long credit. If no systematic rule is adopted with regard to closing up accounts, customers get the idea that their bills can be settled any old time.

Trade is never lost by a polite, but, at the same time clear-cut, request for settlement. In most cases all that is needed is to render accounts regularly at the end of each

month. Have printed on your statements or stamped on them, in red, a few words to the effect that "Settlements must be made monthly"—that is, unless you have some other arrangement or practice as to settlement of credit accounts. If accounts are not settled when first rendered, render them again at the end of the next month—or better still, go after them personally. Much can be done toward avoiding bad debts by care in the first place in extending credit. It might be well to consider right now a definite plan for limiting your retail credits to individual customers.

In the winter months is a good time to plan the re-arrangement of the store for the spring trade. Space may be gained by the shifting of a counter or the more effective disposition of a silent salesman. The brightening up of the show cases and shelves, and a few dollars spent in paint and wall tint, will add immensely to the appearance of the store. If any remodeling of the building itself is to be done, now is a better time than two months from now.

If the mid-winter special sale is to be held and has not yet been staged, the earlier in February it is put on, the better. The mid-winter or after-inventory sale should enable the merchant to clean up the stock in preparation for spring, and at the same time to stimulate trade somewhat in the dull months.

The merchant need not rely solely on this agency, however, to make February a reasonably good month instead of a merely tolerable one. Business can always be stimulated by the good use of newspaper advertising and window display. The average merchant is inclined to be perfunctory in his window displays and newspaper advertising when trade is dull, and to redouble his efforts at seasons when business is normally lively. Thus, the hardware dealer saves his best advertising efforts for the Christmas season, the busiest part of the year. And when Christmas is over he lies down like a tired horse and lets any young cub on his staff put the displays together in any old way; and if he doesn't cut out the advertising, he doesn't care what goes into his newspaper space so long as it is filled somehow.

Right now, when things are a bit dull, is the time that calls for the merchant's best business-getting efforts. February should be a challenge to the business genius that every true merchant possesses. Foch the truest military genius of the great war, never showed up so well as in the darkest hours of the struggle—at the turning point of the first

Marne, at the Yser, and in the early days of 1918 when the Allies stood with their backs to the wall. Just so, in the deadly dull months of the year is the time when the man with the thoroughgoing spirit of modern merchandising calls up his mental reserves and puts his best ideas into action.

For the next few months, put on the best window display campaign you can devise. Put out the most appealing advertising copy you can get together. Put your best efforts—and see that your salespeople put their best efforts—into every sale.

You'll find business immensely stimulated—more than you can conceive. But, away and beyond that consideration, you're getting your store organization into fighting trim for the really big months of the year. Every good advertisement you write, every A-1 window display you put together, every difficult sale you succeed in making, adds to your skill in these things. Even if you were to fail entirely, your efforts wouldn't be lost. But you won't fail. You'll do a lot better business than if you decide to "just rest up." The effort involved in keeping persistently at it will do you more good than the so-called "rest" in which you let yourself forget a good part of what experience taught you last year with regard to running your store.

Plan right now for a window display to carry you clear through until the spring. Two changes a week, regular as clock work, maybe three; every display a live and timely effort,

with a message for the public. Plan it all in advance. This prevents careless, slipshod and purposeless methods, and gives unity and strength to the series. Make each display tell something.

Then let your newspaper advertising, changed just as often, co-operate with your displays; see that they work hand in hand; and put into your "copy" every bit of punch you have at your command. Try this out for six weeks. Meanwhile, plan still further ahead for the work of the spring and summer.

Now, too, is a good time to look over your various prospect list, and to encourage the salespeople to look out for new prospects. Use your opportunities, too, to get more closely in touch with your helpers, to encourage them to better efforts, and to stir them to a bigger interest in the store and its success.

Victor Lauriston.

Some men are content to play second fiddle, while others will never be satisfied until they swing the baton.

### Jobbers in All Kinds of BITUMINOUS COALS AND COKE

A. B. Knowlson Co.  
203-207 Powers Theatre Bldg., Grand Rapids, Mich.

### HARNESS OUR OWN MAKE Hand or Machine Made

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

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

## Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

## Foster, Stevens & Co. Wholesale Hardware



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

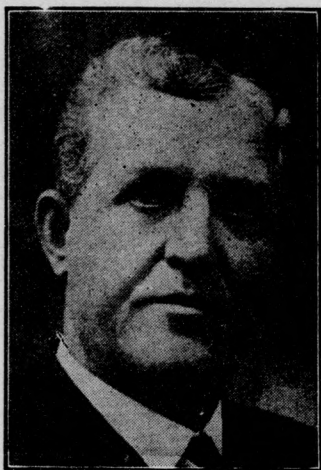
Grand Rapids, Mich.



### Everything Ready For Kalamazoo Convention.

Kalamazoo, Feb. 4—Everything is "all set" for the twenty-fifth annual convention of the Michigan Retail Hardware Association to be held in this city, Feb. 11, 12, 13 and 14. All details are complete and every bit of booth space has been sold.

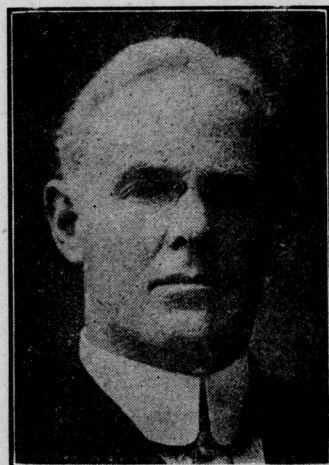
Never in the history of the Association has the importance of full attendance at an "annual" been more vital than it is this year and indications are that fully a thousand delegates will be present when Secretary Arthur J. Scott, of Marine City, calls the roll.



John C. Fischer, President

Many matters of interest to the retail hardware trade will be up for consideration, brought about by post war conditions. The importance of united and harmonious relations between manufacturers, wholesalers and jobbers and the retailers is necessary to speedy re-adjustment of trade conditions looking to a settled base for merchandising.

The business outlook is good. Retail stocks are low and the people have economized to the limit during the past few years. All forms of construction are behind schedule. Town homes and farm buildings need painting and repair. The lifting of the ban on building will have a stimulating effect with the approach of summer and production will regain top speed to meet trade demands. A careful survey of the situation discloses the dawn of the greatest era of prosperity this country has ever seen.



Arthur J. Scott, Secretary

President John C. Fischer, of Ann Arbor, says: "Every hardware man in Michigan, whether he is a member of the Association, or not, is cordially invited to attend the convention and will receive a hearty welcome." He urges all dealers to come to Kalamazoo and remain throughout the entire four-day silver jubilee meeting.

Fred E. Button.

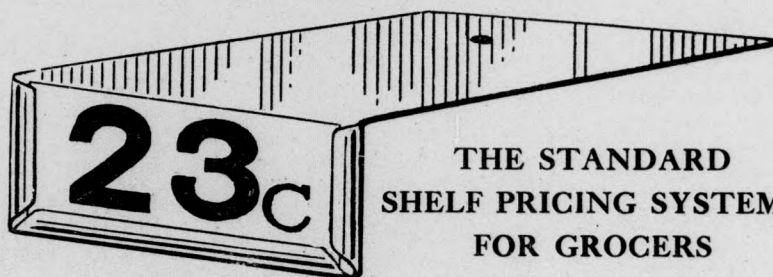
## Increase Your Sales and Save Your Profits



### Rench's Price Card Holders and Celluloid Price Cards

(Pat. July 30, 1912)

Solve the Grocer's Price Marking Problem at once and for all time, saving time, labor and mistakes.



THE STANDARD  
SHELF PRICING SYSTEM  
FOR GROCERS

**Because:** 1st. One purchase is all that is necessary; the Price Card Holders with Celluloid Cards and Price Card File make a permanent Shelf Pricing System that will last a lifetime.

2nd. The holders, made of well coated bright tin, slip under the goods, are just the width of the shelf and not in the way in taking goods from above or below the shelf, yet the Price Cards can easily be read by the customers in front of the counter.

3rd. They are the ONLY Holders that are adaptable to ALL shelves; on the counter-shelf or base-shelf, turn them upside down and set back under goods as shown in picture.

4th. The large assortment of Price Cards (150 cards printed on both sides making 300 prices, with each 100 Holders, Cards for 1c, 2c, 3c and 4c have 5c on the other side; 6c, 7c, 8c and 9c have 10c on the other side, etc.), enables the merchant to quickly install them on his shelves ready for use, and,

5th. The Price Card File furnished with each two hundred Holders enables him to instantly find the Price Card he wants.

Users say: "No need to mark every article now;" "no mistakes in prices when I am absent from the store;" "takes less time to wait on customers;" "helps new clerks to do their work accurately;" "prominent prices sell more goods;" "assures customers that we are a one-price store."

Two recent orders:

Kindly send us 1000 Card Holders which entitles us to 1500 Celluloid Cards with same. We are opening a new store December 1st and want to have these for use at that time. We have been using your Card Holders for the past three years and have found them a great help to the salesman as well as to the customer.

(8000 Holders are now in use by Ralphs Gro. Co.)

Los Angeles, Cal., Nov. 18, 1918.

Yours truly,

RALPHS GROCERY CO.

Philadelphia, Pa., Dec. 16, 1918.

Please send to our warehouse 1000 Price Card Holders. **Please rush order.** This is our second order. The first lot of 3000 were very satisfactory.

Yours very truly, HUBBS STORES.

150,000 Rench's Price Card Holders are in use in Michigan alone.

You will want these Price Card Holders some time, so why not order them now and let them begin to save you time, labor and money. Order to-day from your Wholesale Grocer, or we will send prepaid on receipt of price or by Parcel Post, C. O. D.

|                                                   | With<br>Celluloid Cards | With<br>Cardboard Cards |
|---------------------------------------------------|-------------------------|-------------------------|
| 100 Holders, 150 Assorted Cards 4c to \$1.00..... | \$3.50                  | \$2.50                  |
| 200 Holders, 300 Cards in Card File.....          | 6.70                    | 4.70                    |
| 1000 Holders or more, per 100.....                | 3.25                    | 2.25                    |
| Price Cards, assorted to order.....               | 1.00                    | .20                     |
| Price Card Files, 15c each                        |                         |                         |

#### FOR SALE BY

National Grocer Co., Port Huron, Saginaw, Bay City,  
Lansing, Jackson and Sault Ste. Marie.  
Symons Bros. & Co., Saginaw.  
Lee & Cady, Saginaw.  
Saginaw Woodenware Co., Saginaw.  
Northrop, Robinson & Carrier, Lansing.  
Sprague, Warner & Co., Chicago.

Symons, Moffit & Co., Flint.  
W. S. Robinson Grocer Co., Pontiac.  
Rednor & Cartright Paper Co., Battle Creek.  
Guyer & Calkins, Freeport, Ill.  
L. M. Steward, 209 North 6th Ave., Saginaw,  
Broker for Michigan

As one Rench's Shelf Pricing Outfit lasts you as long as you keep store, you can readily see that we cannot afford to continue running this ad indefinitely, so if you do not order today, preserve this copy of the Tradesman until ready to order. Samples sent on request.

4096 Fifth Street

RENCH & CO.

San Diego, Cal.

Mention the Michigan Tradesman when answering ad.





**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. Beiknap, Bay City.

#### How to Be a Real Salesman.

"Many are born, but few are chosen." Someone made this remark away back in the years when people were full and brimming over with superstition. At a time when people who did things were considered lucky—when a man who was successful was judged to be possessed of some peculiar charm or unnatural gift—when a man would not walk under a ladder or take three lights from the same match.

It is true that a salesman "is born and not chosen," but the born salesman is usually unsuccessful unless he is refined. Crude copper is good, but not much use until it has been refined; so it is with the average salesman. What is the process of refining a salesman? This is to a very large extent up to the sales manager, but the sales manager can't do it all.

It is first the duty of someone who knows the line to teach the man. Many good salesmen have failed because they did not know as much about the goods they were trying to sell as the prospective customer. There is no use turning over a salesman to a teacher who never sold goods and knows the line only in a way that would interest himself. The "I know it all," bombastic, verbose sales manager will give the prospective salesman a lecture on how to approach a customer, how to get him to listen, how to bring him around to a place where the customer really wants the goods, etc., etc., after the fashion of the "Attention-Interest-Desire" method, losing sight of the fact whether this part of the game is natural with the salesman.

Then the manager hands the poor soul a bunch of samples, a route list, a stock of daily report blanks, expense account blanks, a price list and fifty dollars, and says "Good luck, old man! Beat 'em to it!" Fine chance this fellow has against the seasoned, intelligent, well-informed competitor.

Courage! Sand! Absolutely necessary; but all the sand and courage one may have will be knocked out immediately he is obliged to plead

ignorance. Therefore, insist upon information, know your competitor—how the goods are made, how they are used, and, above all, for general information, know your competitor's line. If your sales manager can't give you this information, get it before you start out from someone who does know.

Courage! If you are a weak sister you are not cut out for a salesman. Unless you are able to stick, and stick without offense—quit! If you go to a buyer's office and have a quiet little wish lurking in your system that the buyer is out, you're no salesman. If you go to the door of a buyer's office and then turn back, you're a coward. Courage of a nature that gets respect is the prime asset.

You may be a speckled-face shrimp, but if you dress neatly and cleanly, shine your shoes, and shave daily, you will win if you know how to talk intelligently about your goods instead of your competitor's. Know how to talk about their superior quality—about the absolutely perfect service your firm can and will give.

No man is ever criticised for having pleasant, gentle manners; and you don't have to be a six-foot Adonis to have this faculty, either.

No man ever lost anything by being clean and spruce—spick and span. If you are slovenly about your person, you usually become just so about your business, and buyers know it.

Don't approach a gentleman as if you had known him all your life. Don't stick out one hand and, with the other, shove out a cigar. Be modest and retiring. Speak slowly and forcefully, and when you speak, say something! Gab is excess baggage.

Work! Here is the rock that about ninety out of a hundred split on. Work!! Did you ever hear a man say, "Jim Jones is a good fellow and a worker?" More often you hear, "Jim is just a good fellow."

So many men fritter away their time—they talk and parade—talk until they get an order, and then hang around and talk until they talk themselves out of it, instead of getting out just as soon as the deal is closed.

Monday mornings they can't do anything because "buyers are busy with their mail," and Saturdays they can't do much because "buyers are getting away." Not so, and you know it. Work you must; and work hard, too.

How many men go into a town, see one or two customers, perhaps get one or two orders, then go to the hotel, meet a friend, dine and play

pool until 4 o'clock, then hurry to get to the next town because they are due to be there. If a town is worth going to it is worth working thoroughly—and "thoroughly" means to call on every buyer there, whether his office is in the post-office block or a mile down the railroad.

If you are a salesman—a regular, real salesman—you will work; if you don't work you will be a "nearly was" all your life.

To sell goods is the most interesting and important work any man can engage in, and any well-meaning, gentle, intelligent, mannerly hard worker will succeed. All he needs in addition to the above is tact and common sense. No one can teach you either.

H. R. Wardell.

Bell Phone 596 Citiz. Phone 61366

**Joseph P. Lynch Sales Co.**  
**Special Sale Experts**

**Expert Advertising—Expert Merchandising**  
 44 So Ionia Ave. Grand Rapids, Mich.

*Henry Smith*  
 FLORIST  
 139-141 Monroe St.  
 Bath Phone  
 GRAND RAPIDS, MICH.

#### Get Your Money

BILLS, notes and accounts collected. H. C. Van Aken, Lawyer, 309 Post Building, Battle Creek, Mich. Reference—any Bank in Battle Creek.

#### New Hotel Mertens

GRAND RAPIDS

ROOMS  
 WITHOUT BATH \$1.00  
 WITH BATH (shower or tub) \$1.50  
 MEALS 50 CENTS

Union Station



#### CODY HOTEL

IN THE HEART OF THE CITY  
 Division and Fulton

RATES { \$1.00 without bath  
 \$1.50 up with bath

CODY CAFETERIA IN CONNECTION

#### Only Brick Hotel in the City

#### Whiting Hotel

Traverse City, Mich.

Hot and Cold Running Water  
 and Telephone in  
 All Rooms

Rates \$2.50 and \$3.00

American Plan

Light Sample Rooms on  
 Lobby Floor Free

J. P. OBERLIN, Prop.

Two Blocks From All Depots

#### HOTEL STEEL

ST. JOHNS, MICH.

European Plan 75c, \$1.00, \$1.50  
 With running water \$1.00. Private bath \$1.50  
 Eat in the New Coffee Room  
 A Popular Priced Lunch Room

#### 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



## UPPER PENINSULA.

## Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Feb. 4.—The Erickson Grocery Co., one of our leading retail mercantile houses here, added another branch to their chain of stores last week at Rudyard in purchasing the Sass grocery store there. The opening of the new branch took place with appropriate ceremonies. It is under the management of J. Nlaki, an experienced groceryman. Their branch at Dafter has been a successful venture and, undoubtedly, the newly acquired store at Rudyard will also be a success.

The cold spell of last week has put new pep into lumber operations in this territory. The operators have been feeling somewhat discouraged during the warm spell in which they were unable to operate. With the new supply of snow and cold weather, everything is going along full blast.

"Don't expect to meet with success. You must get a hustle on yourself and overtake it."

The wedding bells were ringing again at Detour last week. This time one of the Detour belles, Miss Olive Mae Goetz, daughter of the well-known lumberman, J. F. Goetz, became the bride of Raymond C. Duracher, son of the wealthy marine contractor. There was the usual celebration, in which the whole town participated, the bride having been born at Detour and known as one of the most accomplished young ladies in the township. She was assistant to the postmaster last summer. The groom has charge of his father's interests at Detour and the young couple are spending their honeymoon at Chicago and other large cities, after which they will return to make their home at Detour.

Miss Eleanor Munroe, popular cashier for the George Kemp Coal Co., has gone to Detroit, where she will remain the remainder of the winter visiting friends.

H. G. Mills, local manager of Grinnell Bros., attended the annual meeting of Grinnell Brothers at Detroit last week.

C. A. Ivans, for the past two years assistant manager of the W. T. Feetham jewelry store, has resigned and departed with his family for Iowa, where he expects to engage in a similar line. They have made a host of friends here who will regret their departure and who wish them success in their new home.

A disastrous fire occurred at Dafter last week, destroying the Erickson Grocery Co. barn, with a loss of two horses, vehicles, and a large amount of hay.

The Soo is to lose another one of its distinguished citizens in the person of Joseph Scales, who for the past several years has been district superintendent of the Union Carbide Co., with headquarters here. Mr. Scales has been promoted to a position in the head office in New York City and expects to move his family to the metropolis in the near future. He has the best wishes of his numerous friends here who regret his departure.

Marks & Schenk, the hustling new clothing merchants, are making some big improvements in their large store and when completed the establishment will be one of the finest of its kind in Michigan. They have let the contract for installing an indirect lighting system and the entire store will be redecorated. This new firm has been going some since embarking in the business, having purchased the stock of the late Barney Morris.

The Murray Hill Hotel changed hands last week. The veteran land lord, J. W. McTavish, has stepped out and is succeeded by Nic McPhee, who came to the Soo recently from his home in Duluth to consider an offer as manager of the Murray Hill. After due consideration, he decided

to accept the offer and, as a consequence, took over the management last week. Mr. McPhee is an experienced hotel man, having conducted a hotel at Two Harbors, Minnesota, for twelve years. He comes highly recommended as a successful caterer and assures the public the best of hotel service. He will be assisted in the management by his two sisters, Misses Elizabeth and Catherine McPhee, both of whom are experienced in the hotel business. Many improvements are being contemplated in the near future and it is hoped by next summer that the new Murray Hill will be a reality. It has not as yet been announced what Mr. McTavish will do, but, undoubtedly, he will take a long deserved rest, having for many years strictly attended to business without the sensation of a vacation.

The Northern Michigan Land Co. is forming a project which will, within the next year or two, bring to Chippewa county hundreds of settlers under conditions which will ensure their remaining. This will mean as much to Chippewa county as an additional agent and another agricultural school. It will be the culmination of a successful Canadian plan, the basic idea being that it is not enough to sell land to prospective settlers and let them shift for themselves. This plan includes staying with them, building the necessary house and barn, clearing ten acres out of every eighty, furnishing stock, necessary tools, etc. Three million dollars will be invested in the Upper Peninsula, principally in Chippewa county. What a grand opportunity this will be for the thousands of unemployed throughout the country who can take advantage of an opportunity of this kind and help develop the country at the same time helping themselves! The proposition is looked upon as a great success.

A. M. Combs, one of the best-known bakers, having operated here for thirty years, has sold his interests to Harry R. Thomas and Andres Dhont, who will continue to conduct the business under the present name of Comb's bakery. Mr. Combs has been a very successful business man and expects to retire. His successors are both experienced bakers, having been in the employ of Mr. Combs for the past several years and, undoubtedly, will make a success of the new venture. The Comb's bakery is said to be one of the finest bakeries in the Upper Peninsula. The new building was erected in 1909.

One of the happiest men in the Soo last week was Alf Richards, the ice king. He started in business after the few cold nights in which the ice froze thick enough to enable him to start his harvest. There are thirty men and eight teams working on the job.

Charles Field, the well-known hockey man and cigar king of Chippewa, is all swelled up over the success of his Nationals, having cleaned up everything in sight so far and feels confident of further victories. Definite arrangements have been made to bring the Great Lakes Hockey Team to the Soo for Feb. 12 and 13, but no games have as yet been booked with St. Paul. There is no getting away from the Soo for hockey, as they have a reputation known throughout the entire country.

William G. Tapert.

## Honks From Auto City Council.

Baltimore, Feb. 1.—Readers of the Tradesman who have never visited the National capitol might be interested in what we saw on a side trip Jan. 27 and we feel constrained to write about it and pass it off as Honks. Receiving instructions from our employers to look after their interests at or near Mt. Vernon, on the Potomac, we left Baltimore early in the morning and after an hour's ride arrived at Washington. At Twelfth street, near Pennsylvania avenue, we found the little old Virginia Railway,

which, with one electric car and trailer, carried us across the Potomac and down through Alexandria, the city which General Washington surveyed when only 16 years of age. This road crosses some barren fields, dodges around some low lands and wends its way down the West bank of the Potomac. At ten miles per hour we ride quite comfortable, but at twenty we are bounced worse than in a ford car over a Michigan log-road. Finally, a beautiful well-kept station is reached just outside the walls which enclose the historic Washington Homestead. This Homestead is now owned and cared for by the Mt. Vernon Ladies' Association of the Union and, as we understand it, there is one lady from each state acting as director.

The real purpose of our visit being a business proposition with those in charge, we were for this reason, perhaps, given more than ordinary attention, and points of special interest were pointed out. The view, when standing on the front lawn, is magnificent. To the Northwest we can see almost to Washington and to the Southeast the beautiful Potomac River wends its way past craggy shores so far as the eye can see, while the shores of Maryland stand as a panoramic view for miles and miles.

The Homestead faces the River and stands seventy-nine feet above the water line and about fifteen rods back from the shore. Years ago it was discovered that, owing to the earth's formation at this point, Mt. Vernon was slowly but surely sliding toward the Potomac. It is easily understood now why General Washington, in his will, provided that a new tomb should be built giving the exact location, which is about twenty rods from the one built by himself near the river bank. Traces of this land sliding are still to be noticed when pointed out by those in charge. Some years ago James R. Archer, a civil engineer of Colorado, was engaged and, through his experienced efforts, the slides were stopped without mutilating or changing the surface in the least. It was he who explained to us in detail how this was accomplished and he has since been retained as resident engineer. Mr. Archer took us over the entire premises and pointed out many interesting features of the great General's home life, proven, as he says, by diaries in which General Washington recorded the dates and exact location of all the trees planted on the estate and all buildings erected. He showed us the interior of the buildings and how and of what material they were constructed, so they have withstood the elements for so many years. Aside from shingles, the buildings are exactly as they were when General Washington died in December, 1799. The old coach house with the family coach inside and the main barn which was built in 1733 is in good state of preservation. The garden walls which General Washington himself built are still standing. The gardens of both flowers and vegetables are cultivated in the same manner as when he lived and the varieties are never changed.

Among other things of special interest which were pointed out was the tree which history records as being planted by General Lafayette and, as we stood with bared heads by the vine covered tomb, in plain view of the marble caskets which hold the remains of the Great General and his noble wife, a feeling of awe came over us which we cannot explain.

On the return trip we stopped off at Alexandria and visited the church in which General Washington worshipped. His pew was pointed out to us and we were invited to sit in it, which we did. The attendant said that the bricks which entered into the construction of this church were brought over from England. Ser-

vices are still held in this church, there being over 300 communicants and it has never been without a reactor.

Arriving at Washington, I took a turn around the White House and viewed the President's sheep which were pasturing in the back yard. I went to the top of Washington monument, visited the old Ford theater, where President Lincoln was assassinated, the house across the street in which he died, and then came back to Baltimore.

I am likely to visit other historical points later in the season, and if Mr. Stowe passes this for Honks, I may come again. H. D. Bullen.

## Detroit Druggist Summarily Dealt With.

At a special meeting of the Michigan Board of Pharmacy, held at Detroit yesterday, it was decided to revoke the license of John A. Grier, druggist at 898 Michigan avenue. Mr. Grier has been under suspicion for some time, due to the fact that he had purchased 250 gallons of alcohol since Nov. 1. It was found that he was selling Hoffman Drops at \$4 per pint and Compound Spirits of Juniper at \$2 per pint—and all for use as a beverage. It is estimated that Grier must have cleaned up \$10,000 from the sale of these two articles during the past three months.

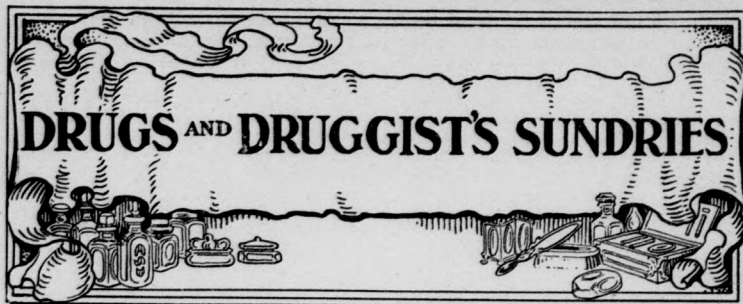
The Board has about thirty other cases under advisement, on which action will soon be taken. The Polish district of Detroit is said to be the seat of many violations, one druggist in that district having purchased 600 gallons of alcohol since Oct. 1. On being confronted with this evidence by the representative of the Board, he sent back 90 gallons of alcohol to the Michigan Drug Co. and promised to discontinue doing an illegal business in the sale of Hoffman Drops.

Frank X. Green, who has covered the city trade for H. Leonard & Sons for the past twenty-five years, has resigned to take up his residence in Southern California. He is succeeded by Cornelius R. Folkertsma, who has been covering the city trade for Butler Bros. Mr. Green leaves this city Thursday morning, going via Santa Fe. He speaks in terms of high appreciation of his long-time connection with H. Leonard & Sons, whom he regards in the light of a father as well as employer. His relations with Frank E. Leonard, the manager of the house, have always been of a most cordial and co-operative character.

The word comes from Walter E. Lypps, chairman of the Bagman dancing committee, that the special scenery for setting the background for Sherm Tuller's orchestra is delivered by the special artist and all set. The committee will be on hand with the glad hand of welcome to all U. C. T.'s and all friends of U. C. T.'s—all Bagmen you know are U. C. T.'s and all U. C. T.'s should be Bagmen. Come to the dance Saturday evening and you will never regret your action.

Guy W. Rouse, President Worden Grocer Company, is in Detroit to-day attending a meeting of the directors of the Michigan Sugar Co.





**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.  
 Examination Sessions—Detroit, Jan. 21, 22 and 23, 1919.

**Michigan State Pharmaceutical Association.**  
 President—J. H. Webster, Detroit.  
 Secretary—F. J. Wheaton, Jackson.  
 Treasurer—F. B. Drolet, Kalamazoo.  
 Next Annual Convention—Lansing, March 18, 19 and 20.

**Michigan Pharmaceutical Travelers' Association.**  
 President—W. E. Collins, Detroit.  
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

#### Opening of German Patents to Our Use.

Of the 20,000 or more German patents that have just been opened for the use of American manufacturers by order of the Federal Trade Commission by far the most important are two or three on medicine. Salvarsan—the specific for malignant blood disease—is probably the most important of all, for the supply was exhausted in spite of the almost prohibitive prices that had prevailed, and there was no substitute. Next in importance are veronal, the sedative for the nerves, and novocaine, the most valuable local anesthetic.

The conditions under which these patents may be used are most generous to the patentees. No one may appropriate a German patent; the right to make use of one must be formally applied for, and the applicant must prove it is to the public interest that the article specified should be made and that he intends to and is able to make it. Only after complying with these conditions and formally contracting to deposit with the Government, 5 per cent. of the total receipts from its manufacture in trust for the benefit of the German patentee, who will have the right to sue for this money as royalty after the war, will he receive a license to use the patent.

But in many cases German inventors have protected themselves with subtle skill. Under our laws one can patent an entire process of any single step in a process. Now most processes are complex and have several steps, each one of which is essential and no one of which can be omitted. The wily German selects, say, three steps from a process that contains five, takes out patent upon each of these three and keeps the other two locked in his breast. The result is that, although any one may acquire the right to use the three patented steps, these are absolutely useless without knowledge of the intermediate and connecting steps, which, of course, are just as essential to the process as those that have been patented.

In Germany this is impossible, for the German law requires a complete disclosure of an entire process, including full details of every step, before it will grant a patent. This information, however, is not made public, as it is with us, but is carefully kept for the exclusive use of the Government. Thus the Government of Germany can, if need be, make any patented article without the assistance of the patentee merely by following the records in its Patent Office. In Germany the inventor is protected by exclusive right to make his invention or use his process for seventeen years, and this right is guaranteed by his patent.

The advantage of the German system over our own is that the German Government is in possession of all trade secrets and has the right to use them if it wants to, of course compensating the inventor, while our Government grants patents so generously that no man need disclose the whole of his trade secret. In fact, our system of publishing details of all patents makes it distinctly advisable for the inventor to withhold some essential part of or step in his device; only thus can he keep it secret and avoid the probability of having to fight rivals who may be unscrupulous enough to infringe upon his rights. And a close examination of these recently released patents in Washington proves how cleverly German inventors have taken advantage of this American law.

#### Things Worth Knowing.

Never stock cheap shoddy tooth brushes. A shoddy tooth brush is a deliberate client-loser.

Don't lose your temper with an insolent customer. Should reasoning fail, then "Silence is golden."

To powder shellac add a few drops of water, then grind with the pestle. The water gives the starting grip.

Don't let anyone bully you into hastening your dispensing. Be quick by all means, but let your password be "Accuracy."

Don't increase the price of an oft-repeated prescription unless you will

### 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

## It's Pure, That's Sure



**PIPER ICE CREAM CO.**  
 Kalamazoo :: Michigan

# 1919

**Drugs, Sundries, Books,  
 Stationery.**

**Soda Fountains, Carbonators, Tables,  
 Chairs and Fountain Supplies.**

We all readily recall the weather conditions in Michigan one year ago and the extreme difficulty not only in getting merchandise from the manufacturers but in distributing the same to the retailers and consumers.

The severity of the winter season of 1918 not only precluded but practically put an end to the winter consideration of investment in fountains, carbonators, etc., for the summer of 1918. Now, all is changed, the winter is open and many are not only considering but closing deals for the necessary apparatus for what will be we believe a splendid season.

We have continued our agency for the Guarantee Iceless Fountain and we also can furnish carbonators on short notice. We have amply provided for our purchases of syrups, coco cola, fruit juices, etc. We suggest early consideration of all of these features which are strong side lines for the drug trade. Our Mr. Olds who has charge of the specialty department is always at your service.

Yours respectfully,

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



actually lose money at the old price. "Repeaters are suspicious of price-changes."

If you wish to enforce punctuality on your staff, make punctuality your own motto. Then you will be in a position to see that your orders are carried out.

Medicinal syrups should always be stored in a cool place. Neglect to do this results in recrystallization of sugar with precipitation of metallic salts or fermentation of organic bodies.

Don't promise to procure an article by any definite date, but try your utmost to get it. Under present conditions promises should be guarded, then no one will be disappointed.

The farmer stores his barns with feed for his animals for winter; the householder fills his coal bin and cellar for the same event. Unfortunate is the business man who in the recent flush times could not or did not accumulate a reserve for the coming reaction.

Assets \$3,099,500.00



Insurance in Force \$55,088,000.00

## MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

## Service to Policy Holders

\$4,274,473.84

## Paid Policy Holders Since Organization

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

WM. A. WATTS  
President  
RANSOM E. OLDS  
Chairman of Board

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

SURPLUS TO POLICY HOLDERS \$477,509.40

## 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



Wilmarth show cases and store fixtures in West Michigan's biggest store

## In Show Cases and Store Fixtures Wilmarth is the best buy—bar none

Catalog—to merchants

Wilmarth Show Case Company  
1542 Jefferson Avenue Grand Rapids, Mich.

**Made In Grand Rapids**

## WHOLESALE DRUG PRICE CURRENT

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

|                                             |                                        |                                               |
|---------------------------------------------|----------------------------------------|-----------------------------------------------|
| <b>Acids</b>                                | <b>Cotton Seed</b> .... 2 05@2 20      | <b>Capsicum</b> ..... @2 15                   |
| Boric (Powd.) .. 18@ 25                     | Eigerson ..... 6 50@6 75               | Cardamon, Comp. @1 60                         |
| Boric (Xtal) .... 18@ 25                    | Cubebs ..... 10 50@10 75               | Catechu ..... @1 60                           |
| Carbolic ..... 46@ 50                       | Eigerson ..... 4 50@4 75               | Cinchona ..... @2 35                          |
| Citric ..... 1 48@1 55                      | Bucalyptus ..... 1 25@1 35             | Colchicum ..... @2 40                         |
| Muriatic ..... 3 34@ 5                      | Hemlock, pure .. 2 00@2 25             | Cubebs ..... @2 35                            |
| Nitric ..... 10@ 15                         | Juniper Berries 16 00@16 25            | Digitalis ..... @1 90                         |
| Oxalic ..... 53@ 60                         | Juniper Wood .. 4 00@4 25              | Gentian ..... @1 50                           |
| Sulphuric ..... 3 34@ 5                     | Lard, extra ..... 1 80@2 00            | Ginger ..... @1 50                            |
| Tartaric ..... 1 12@1 20                    | Lard, No. 1 ..... 1 55@1 75            | Guaiaac ..... @1 90                           |
| <b>Ammonia</b>                              | Lavender, Flow. 7 50@7 75              | Guaiaac, Ammon. @1 80                         |
| Water, 26 deg. .... 12@ 20                  | Lavender, Gar'n 1 25@1 40              | Iodine ..... @1 50                            |
| Water, 18 deg. .... 10 1/2@ 18              | Lemon ..... 2 25@2 40                  | Iodine, Colorless @2 00                       |
| Water, 14 deg. .... 9 1/2@ 17               | Linseed, boiled, bbl. @1 64            | Iron, clo. .... @1 60                         |
| Carbonate ..... 19@ 25                      | Linseed, bld less 1 74@1 79            | Kino ..... @1 65                              |
| Chloride (Gran.) 20@ 30                     | Linseed, raw, bbl. @1 62               | Myrrh ..... @2 50                             |
| <b>Balsams</b>                              | Linseed, raw less 1 72@1 77            | Nux Vomica .... @1 75                         |
| Copaiba ..... 1 40@1 65                     | Mustard, true, oz. @2 95               | Opium ..... @7 50                             |
| Fir (Canada) ..... 1 75@2 00                | Mustard, artifl. oz. @1 65             | Opium, Camph. @1 35                           |
| Fir (Oregon) ..... 40@ 50                   | Neatsfoot ..... 1 75@2 00              | Opium, Deodor'd @9 50                         |
| Peru ..... 4 75@5 00                        | Olive, pure ..... 8 80@10 50           | Rhubarb ..... @1 65                           |
| Tolu ..... 1 75@2 00                        | Olive, Malaga, yellow 6 50@7 00        | <b>Paints</b>                                 |
| <b>Barks</b>                                | Olive, Malaga, green 6 50@7 00         | Lead, red dry .... 13@13 1/2                  |
| Cassia (ordinary) 40@ 45                    | Orange, Sweet .. 4 50@4 75             | Lead, white dry 13@13 1/2                     |
| Cassia (Saigon) 90@1 00                     | Organum, pure .. @2 50                 | Lead, white oil .. 13@13 1/2                  |
| Sassafras (pow. 50c) @ 45                   | Organum, com'l .. @ 75                 | Ochre, yellow bbl. @ 1 1/2                    |
| Soap Cut (powd.) 35c ..... 26@ 30           | Pennyroyal ..... 2 50@2 75             | Ochre, yellow less 2 @ 5                      |
| <b>Berries</b>                              | Peppermint ..... 6 50@6 75             | Putty ..... 4 1/2@ 7                          |
| Cubeb ..... 1 60@1 70                       | Rose, pure ..... 38 00@40 00           | Red Venet'n Amer. 2@ 5                        |
| Fish ..... 1 00                             | Rosemary Flows 2 00@2 25               | Red Venet'n, Eng 2 1/2@ 5                     |
| Juniper ..... 12@ 18                        | Sandalwood, E. l. .... 18 50@18 75     | Vermillion, Amer. 25@ 30                      |
| Prickley Ash ..... @ 30                     | Sassafras, true 3 50@3 75              | Whiting, bbl. .... @ 3                        |
| <b>Extracts</b>                             | Sassafras, artifl 90@1 20              | Whiting, 3 1/4@ 6                             |
| Licorice ..... 60@ 65                       | Spearment ..... 6 50@6 75              | L. H. P. Prep'd 2 90@3 10                     |
| Licorice powd. .... 1 50@1 75               | Sperm ..... 2 85@3 00                  | <b>Miscellaneous</b>                          |
| <b>Flowers</b>                              | Tansy ..... 5 50@5 75                  | Acetanalid ..... 1 10@1 20                    |
| Arnica ..... 1 20@1 25                      | Tar, USP ..... 45@ 60                  | Alum ..... 17@ 20                             |
| Chamomile (Ger.) 70@ 80                     | Turpentine, bbls. @ 80                 | Alum, powdered and ground 18@ 21              |
| Chamomile Rom. 1 50@1 60                    | Turpentine, less 85@ 90                | Bismuth, Subnitrate 4 00@4 10                 |
| <b>Gums</b>                                 | Wintergreen, tr. 800@8 25              | Borax xtal or powdered 10@ 15                 |
| Acacia, 1st ..... 75@ 80                    | Wintergreen, sweet birch 7 00@7 25     | Cantharides po 2 00@6 50                      |
| Acacia, 2nd ..... 65@ 75                    | Wintergreen, art 1 25@1 50             | Calomel ..... 2 56@2 62                       |
| Acacia, Sorts ..... 35@ 40                  | Wormseed ..... 7 50@7 75               | Capsicum ..... 38@ 45                         |
| Acacia, powdered 60@ 70                     | Wormwood ..... 6 50@6 75               | Carmine ..... 6 50@7 00                       |
| Aloes (Barb. Pow.) 30@ 40                   | <b>Potassium</b>                       | Cassia Buds ..... 50@ 60                      |
| Aloes (Cape Pow.) 1 30@1 35                 | Bicarbonate ..... 1 25@1 30            | Cloves ..... 77@ 85                           |
| Aloes (Soc Pow.) 1 30@1 35                  | Bichromate ..... 52@ 60                | Chalk Prepared .. 12@ 15                      |
| Asafoetida ..... 4 25@4 50                  | Bromide ..... 1 30@1 60                | Chalk Precipitated 12@ 15                     |
| Pow. .... 4 50@4 75                         | Carbonate ..... 1 20@1 30              | Chloroform ..... 82@ 89                       |
| Camphor ..... 3 25@3 35                     | Chlorate, gran'r 65@ 70                | Chloral Hydrate 2 32@2 42                     |
| Guaiaac ..... @2 50                         | Chlorate, xtal or powd. .... 60@ 65    | Cocaine ..... 12 85@13 40                     |
| Guaiaac, powdered @2 75                     | Cyanide ..... 40@ 60                   | Cocoa Butter ..... 50@ 60                     |
| Kino, powdered .. @1 00                     | Iodide ..... 4 29@4 36                 | Corks, list, less 40%                         |
| Myrrh ..... @1 20                           | Permanganate 2 75@3 00                 | Copperas, bbls. .... @ 3                      |
| Opium ..... 28 50@29 00                     | Prussiate, yellow @1 75                | Copperas, less .. 3 1/2@ 8                    |
| Opium, powd. .... 31 25@32 00               | Prussiate, red 3 75@4 00               | Copperas, powd. 4 1/2@ 10                     |
| Opium, gran. .... 31 25@32 00               | Sulphate ..... @1 00                   | Corrosive Sublim 2 22@2 28                    |
| Shellac ..... 85@ 90                        | <b>Roots</b>                           | Cream Tartar ..... 79@ 85                     |
| Shellac, Bleached 90@ 95                    | Alkanet ..... 4 50@4 75                | Cuttlebone ..... 95@ 100                      |
| Tragacanth ..... @5 00                      | Blood, powdered 1 10@1 20              | Dextrine ..... 1 00@ 15                       |
| Tragacanth powder 3 00                      | Calamus ..... 60@6 50                  | Dover's Powder 5 75@6 00                      |
| Turpentine ..... 15@ 20                     | Elecampane, pwd. 15@ 20                | Emery, All Nos. .... 10@ 15                   |
| <b>Insecticides</b>                         | Gentian, powd. 27@ 35                  | Emery, Powdered 8@ 10                         |
| Arsenic ..... 15@ 20                        | Ginger, African, powdered ..... 25@ 30 | Epsom Salts, bbls. @ 4 1/2                    |
| Blue Vitriol, bbl. .... @11 1/4             | Ginger, Jamaica 35@ 40                 | Epsom Salts, less 5@ 10                       |
| Blue Vitriol, less 12@ 20                   | Ginger, Jamaica, powdered ..... 32@ 35 | Ergot ..... @3 50                             |
| Bordeaux Mix Dry 20@ 25                     | Goldenseal, pow. 8 50@9 00             | Ergot, powdered @3 60                         |
| Hellebore, White powdered ..... 38@ 45      | Ipecac, powd. .. 6 00@6 25             | Flake White ..... 15@ 20                      |
| Insect Powder ..... 40@ 60                  | Licorice ..... 50@ 55                  | Formaldehyde, lb. 25@ 30                      |
| Lead, Arsenate Po 34@ 44                    | Licorice, powd. 50@ 60                 | Gelatine ..... 1 75@1 90                      |
| Lime and Sulphur Solution, gal. .... 20@ 25 | Orris, powdered 40@ 45                 | Glassware, full case 58%                      |
| Paris Green ..... 48 1/4@54 1/4             | Poke, powdered 20@ 25                  | Glassware, less 50%                           |
| <b>Ice Cream</b>                            | Rhubarb ..... @1 00                    | Glauber Salts, bbl. @ 3                       |
| Piper Ice Cream Co., Kalamazoo              | Rhubarb, powd. 1 25@1 50               | Glauber Salts less 4@ 8                       |
| Bulk, Vanilla ..... 1 00                    | Rosinweed, powd. 25@ 30                | Glue, Brown ..... 25@ 35                      |
| Bulk, Chocolate ..... 1 10                  | Sarsaparilla, Hond. ground 1 25@1 40   | Glue, Brown Grd. 25@ 35                       |
| Bulk, Caramel ..... 1 10                    | Sarsaparilla Mexican, ground 1 00@1 10 | Glue, White ..... 30@ 35                      |
| Bulk, Strawberry ..... 1 20                 | Squills ..... 35@ 40                   | Glue, White Grd. 30@ 35                       |
| Bulk, Tutti Fruiti ..... 1 20               | Squills, powdered 45@ 65               | Glycerine ..... 24@ 40                        |
| Brick, Vanilla ..... 1 20                   | Tumeric, powd. 25@ 30                  | Hops ..... 60@ 75                             |
| Brick, Chocolate ..... 1 60                 | Valerian, powd. .. @1 00               | Iodine ..... 5 80@5 90                        |
| Brick, Caramel ..... 1 60                   | <b>Seeds</b>                           | Iodoform ..... 6 59@6 74                      |
| Brick, Strawberry ..... 1 60                | Anise ..... 42@ 45                     | Lead, Acetate ..... 25@ 30                    |
| Brick, Tutti Fruiti ..... 1 60              | Anise, powdered 47@ 50                 | Lycopodium ..... 2 25@2 50                    |
| Brick any combination 1 60                  | Bird, ls ..... 13@ 19                  | Mace ..... 85@ 90                             |
| <b>Leaves</b>                               | Canary ..... 28@ 35                    | Mace, powdered 95@1 00                        |
| Buchu ..... @3 75                           | Caraway, Po. .95 85@ 90                | Menthol ..... 7 50@7 75                       |
| Buchu, powdered @4 00                       | Cardamon ..... 1 80@2 00               | Morphine ..... 15 45@16 00                    |
| Sage, bulk ..... 67@ 70                     | Celery, powd. 1.00 90@1 00             | Nux Vomica ..... @ 30                         |
| Sage, 1/4 loose ..... 72@ 78                | Coriander powd. 30 22 1/2@25           | Nux Vomica, pow. 28@ 35                       |
| Sage, powdered .. 55@ 60                    | Dill ..... 30@ 35                      | Pepper black pow. 53@ 55                      |
| Senna, Alex ..... 1 40@1 50                 | Fennel ..... 1 00@1 20                 | Pepper, white ..... @ 50                      |
| Senna, Tinn. .... 40@ 45                    | Flax ..... 10@ 15                      | Pitch, Burgundy .. @ 15                       |
| Senna, Tinn. pow. 50@ 55                    | Flax, ground .... 10@ 15               | Quassia ..... 12@ 15                          |
| Uva Ursi ..... 45@ 50                       | Foenugreek pow. 22@ 30                 | Quinine ..... 1 28@1 72                       |
| <b>Oils</b>                                 | Hemp ..... 11 1/4@ 15                  | Rochelle Salts .. 59@ 65                      |
| Almonds, Bitter, true ..... 18 50@18 75     | Lobelia ..... 40@ 50                   | Saccharine ..... @1 25                        |
| Almonds, Bitter, artificial 7 00@7 20       | Mustard, yellow .. 45@ 50              | Salt Peter ..... 36@ 45                       |
| Almonds, Sweet, true 4 00@4 25              | Mustard, black .. 30@ 35               | Selditz Mixture .. 48@ 55                     |
| Almonds, Sweet, imitation 75@1 00           | Poppy ..... @1 00                      | Soap, green ..... 20@ 30                      |
| Amber, crude ..... 4 00@4 25                | Quince ..... 1 50@1 75                 | Soap mott castile 22 1/2@ 28                  |
| Amber, rectified 5 50@5 75                  | Rape ..... 15@ 20                      | Soap, white castile case ..... @28 50         |
| Anise ..... 2 50@2 75                       | Sabadilla ..... @3 35                  | Soap, white castile less, per bar ..... @3 00 |
| Bergamont ..... 9 50@9 75                   | Sabadilla, powd. 35@ 45                | Soda Ash ..... 4 1/2@ 10                      |
| Calceput ..... 2 00@2 20                    | Sunflower ..... 15@ 25                 | Soda Bicarbonate 3 1/2@ 10                    |
| Cassia ..... 4 50@4 75                      | Worm American .. @ 25                  | Soda, Sal ..... @ 5                           |
| Castor ..... 3 10@3 30                      | Worm Levant ..... 1 55@1 75            | Spirits Camphor .. @1 50                      |
| Cedar Leaf ..... 1 75@2 00                  | <b>Tinctures</b>                       | Sulphur, roll ..... 4 1/2@ 10                 |
| Citronella ..... 1 00@1 25                  | Aconite ..... @1 65                    | Sulphur, Subl. 4 9-10@ 16                     |
| Cloves ..... 4 50@4 75                      | Aloes ..... @1 35                      | Tamarinds ..... 15@ 20                        |
| Cocoonut ..... 40@ 50                       | Arnica ..... @1 50                     | Tartar Emetic ..... @ 90                      |
| Cod Liver ..... 5 60@5 75                   | Asafoetida ..... @4 40                 | Turpentine, Ven. 50@6 00                      |
| Croton ..... 2 00@2 25                      | Belladonna ..... @2 35                 | Vanilla Ex. pure 1 50@2 00                    |
|                                             | Benzoin ..... @2 50                    | Witch Hazel ..... 1 35@1 75                   |
|                                             | Benzoin Compo'd @3 30                  | Zinc Sulphate .... 10@ 15                     |
|                                             | Buchu ..... @2 40                      |                                               |
|                                             | Cantharides ..... @3 90                |                                               |



# GROCERY PRICE CURRENT

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

| ADVANCED                      |  | DECLINED                        |  |
|-------------------------------|--|---------------------------------|--|
| Jelly Glasses                 |  | Canned Apples<br>Canned Milk    |  |
| AMMONIA                       |  | CHEWING GUM                     |  |
| Arctic Brand                  |  | Adams Black Jack .. 70          |  |
| 12 oz. 16c, 2 doz. box 3 00   |  | Adams Sappota .. 75             |  |
| 16 oz. 25c, 1 doz. box 1 75   |  | Beeman's Pepsin .. 70           |  |
| 32 oz., 40c, 1 doz. box 2 85  |  | Beechnut .. 75                  |  |
| AXLE GREASE                   |  | Doublemint .. 70                |  |
| Mica, 25 lb. pail .. 1 60     |  | Flag Spruce .. 65               |  |
| BAKED BEANS                   |  | Juicy Fruit .. 70               |  |
| No. 1, per doz. .... 1 35     |  | Sterling Gum Pep. .. 70         |  |
| No. 2, per doz. .... 2 00     |  | Spearmint, Wrigleys .. 70       |  |
| No. 3, per doz. .... 3 15     |  | Yucatan .. 70                   |  |
| BATH BRICK                    |  | Zeno .. 70                      |  |
| English .. 95                 |  | CHOCOLATE                       |  |
| BLUING                        |  | Walter Baker & Co.              |  |
| Jennings'                     |  | German's Sweet .. 35            |  |
| Condensed Pearl Bluing        |  | Premium .. 35                   |  |
| Small, 3 doz. box .. 2 55     |  | Caracas .. 28                   |  |
| Large, 2 doz. box .. 2 90     |  | Walter M. Lowney Co.            |  |
| BREAKFAST FOODS               |  | Premium, 1/4s .. 35             |  |
| Cracked Wheat, 24-2 .. 4 60   |  | Premium, 1/2s .. 35             |  |
| Cream of Wheat .. 7 50        |  | CIGARS                          |  |
| Pillsbury's Best Cerl .. 2 50 |  | Johnson Cigar Co. Brands        |  |
| Quaker Puffed Rice .. 4 35    |  | Dutch Masters Club              |  |
| Quaker Puffed Wheat 4 35      |  | Dutch Masters Banq.             |  |
| Quaker Brkfst Biscuit 1 90    |  | Dutch Masters Inv.              |  |
| Quaker Corn Flakes .. 2 90    |  | Dutch Masters Pan.              |  |
| Ralston Purina .. 4 00        |  | Dutch Master Grande             |  |
| Ralston Branzen .. 2 20       |  | Dutch Master Special            |  |
| Ralston Food, large .. 3 30   |  | Dutch Master Lond               |  |
| Ralston Food, small .. 2 30   |  | El Portana .. 40                |  |
| Saxon Wheat Food .. 4 75      |  | Gee Jay .. 40                   |  |
| Shred Wheat Biscuit .. 4 50   |  | Dutch Masters Six .. 40         |  |
| Triscuit, 18 .. 2 25          |  | Dutch Masters Hand              |  |
| Kellogg's Brands              |  | Made .. 40                      |  |
| Toasted Corn Flakes 4 20      |  | Dutch Masters Baby              |  |
| Toasted Corn Flakes 4 20      |  | Grand .. 40                     |  |
| Toasted Corn Flakes           |  | Little Dutch Masters            |  |
| Individual .. 2 00            |  | S. C. W. .. 40                  |  |
| Krumbles, Indv. .... 2 00     |  | Dutch Masters                   |  |
| Biscuit .. 2 00               |  | Seconds .. 40                   |  |
| Drinket .. 2 60               |  | Exemplar .. 40                  |  |
| Peanut Butter .. 4 40         |  | Peter Dornbos Brands            |  |
| Bran .. 4 30                  |  | Dornbos Single Bndr. 42 50      |  |
| BROOMS                        |  | Dornbos Perfecto .. 42 50       |  |
| Fancy Parlor, 25 lb. 9 00     |  | Van Dam, 5c .. 37 50            |  |
| Parlor, 5 String, 25 lb. 8 75 |  | Van Dam, 6c .. 42 50            |  |
| Standard Parlor, 23 lb. 8 50  |  | Van Dam, 7c .. 49 00            |  |
| Common, 23 lb. .. 8 00        |  | Van Dam, 10c .. 70 00           |  |
| Special, 23 lb. .. 7 25       |  | Worden Grocer Co. Brands        |  |
| Warehouse, 23 lb. .. 10 00    |  | Boston Straight .. 42 00        |  |
| BRUSHES                       |  | Trans Michigan .. 42 50         |  |
| Scrub                         |  | Court Royat .. 48 00            |  |
| Solid Back, 8 in. .... 1 00   |  | Hemmett's Cham-                 |  |
| Solid Back, 11 in. .... 1 25  |  | pion .. 46 00                   |  |
| Pointed Ends .. 1 00          |  | Iroquois .. 42 50               |  |
| Stove                         |  | Qualex .. 46 00                 |  |
| No. 3 .. 1 00                 |  | La Qualatencia .. 70 00         |  |
| No. 2 .. 1 50                 |  | Worden's Hand Made .. 40 00     |  |
| No. 1 .. 3 00                 |  | B. L. .. 42 50                  |  |
| Shoe                          |  | Royal Major .. 45 00            |  |
| No. 1 .. 1 00                 |  | La Valla Rosa .. 80 00          |  |
| No. 2 .. 1 30                 |  | La Valla Rosa, Kids .. 40 00    |  |
| No. 3 .. 1 70                 |  | Valla Grande .. 42 50           |  |
| No. 4 .. 1 90                 |  | Kuppenheimer, No. 2 .. 43 00    |  |
| BUTTER COLOR                  |  | First National .. 33 00         |  |
| Dandelion, 25c size .. 2 00   |  | Knickerbocker .. 42 50          |  |
| CANDLES                       |  | CLOTHES LINE                    |  |
| Paraffine, 6s .. 17 1/2       |  | Per doz.                        |  |
| Paraffine, 12s .. 18 1/2      |  | No. 40 Twisted Cotton 2 00      |  |
| Wicking .. 65                 |  | No. 50 Twisted Cotton 2 50      |  |
| CANNED GOODS                  |  | No. 60 Twisted Cotton 3 00      |  |
| Apples                        |  | No. 80 Twisted Cotton 3 25      |  |
| 3 lb. Standards .. @ 1 45     |  | No. 50 Braided Cotton 2 50      |  |
| No. 10 .. @ 5 00              |  | N. 60 Braided Cotton 3 00       |  |
| Blackberries                  |  | No. 80 Braided Cotton 3 50      |  |
| 2 lb. .. @ 10 50              |  | No. 50 Sash Cord .. 3 40        |  |
| Beans                         |  | No. 60 Sash Cord .. 4 00        |  |
| Baked .. 1 25 @ 2 25          |  | No. 60 Jute .. 1 75             |  |
| Red Kidney .. 1 25 @ 1 85     |  | No. 72 Jute .. 2 00             |  |
| String .. 1 90 @ 2 50         |  | No. 60 Sisal .. 1 85            |  |
| Wax .. 1 80 @ 2 50            |  | Galvanized Wire                 |  |
| Blueberries                   |  | No. 20, each 100ft. long 1 90   |  |
| Standard .. @                 |  | No. 19, each 100ft. long 2 10   |  |
| No. 10 .. @ 11 50             |  | No. 20, each 100ft. long 1 00   |  |
| Clams                         |  | No. 19, each 100ft. long 2 10   |  |
| Little Neck, 1 lb. ....       |  | COCOA                           |  |
| Clam Bouillon                 |  | Baker's .. 39                   |  |
| Burnham's 1/4 pt. .. 2 25     |  | Bunte, 10c size .. 88           |  |
| Burnham's pts. .. 8 75        |  | Bunte, 1/2 lb. .. 2 20          |  |
| Burnham's qts. .. 7 50        |  | Bunte, 1 lb. .. 4 00            |  |
| CATSUP                        |  | Cleveland .. 41                 |  |
| Van Camp's, 1/2 pints 1 80    |  | Colonial, 1/4s .. 35            |  |
| Van Camp's pints .. 2 70      |  | Colonial, 1/2s .. 33            |  |
| CHEESE                        |  | Epps .. 42                      |  |
| Peerless .. @ 42              |  | Hershey's 1/4s .. 32            |  |
| Brick .. @ 39                 |  | Hershey's 1/2s .. 30            |  |
| Lelden .. @                   |  | Huyler .. 36                    |  |
| Limburger .. @ 36             |  | Lowney, 1/4s .. 38              |  |
| Pineapple .. @                |  | Lowney, 1/2s .. 37              |  |
| Edam .. @                     |  | Lowney, 1/4s .. 37              |  |
| Swiss, Domestic .. @          |  | Lowney, 5 lb. cans .. 37        |  |
| HERBS                         |  | Van Houten, 1/4s .. 12          |  |
| Sage .. 15                    |  | Van Houten, 1/2s .. 18          |  |
| Hops .. 15                    |  | Van Houten, 1s .. 36            |  |
| Laurel Leaves .. 30           |  | Van Houten, 1s .. 65            |  |
| Senna Leaves .. 30            |  | Wan-Eta .. 36                   |  |
| Waukesha .. 1 60              |  | Webb .. 33                      |  |
| Sage .. 15                    |  | Wilbur, 1/4s .. 33              |  |
| Hops .. 15                    |  | Wilbur, 1/2s .. 33              |  |
| Laurel Leaves .. 30           |  | Cocoa .. 33                     |  |
| Senna Leaves .. 30            |  | COCOA                           |  |
| Waukesha .. 1 60              |  | 1/4s, 5 lb. case .. 38          |  |
| Sage .. 15                    |  | 1/4s, 5 lb. case .. 37          |  |
| Hops .. 15                    |  | 1/4s, 15 lb. case .. 36         |  |
| Laurel Leaves .. 30           |  | 1/4s & 1/2s, 15 lb. case 35 1/2 |  |
| Senna Leaves .. 30            |  | 6 and 12c pails .. 4 35         |  |
| Waukesha .. 1 60              |  | Bulk, pails .. 27               |  |
| Sage .. 15                    |  | Bulk, barrels .. 25             |  |
| Hops .. 15                    |  | 70 8c pkgs., per case 5 25      |  |
| Laurel Leaves .. 30           |  | 70 4 oz. pkgs., per case 5 25   |  |
| Senna Leaves .. 30            |  | Bakers Canned, doz. 1 20        |  |
| Waukesha .. 1 60              |  | COFFEES ROASTED                 |  |
| Sage .. 15                    |  | Rio                             |  |
| Hops .. 15                    |  | Common .. 24                    |  |
| Laurel Leaves .. 30           |  | Fair .. 25                      |  |
| Senna Leaves .. 30            |  | Choice .. 26                    |  |
| Waukesha .. 1 60              |  | Fancy .. 27                     |  |
| Sage .. 15                    |  | Santos                          |  |
| Hops .. 15                    |  | Common .. 27                    |  |
| Laurel Leaves .. 30           |  | Fair .. 28                      |  |
| Senna Leaves .. 30            |  | Choice .. 29                    |  |
| Waukesha .. 1 60              |  | Fancy .. 30                     |  |
| Sage .. 15                    |  | Peaberry .. 29                  |  |
| Hops .. 15                    |  | Maracaibo                       |  |
| Laurel Leaves .. 30           |  | Fair .. 34                      |  |
| Senna Leaves .. 30            |  | Choice .. 36                    |  |
| Waukesha .. 1 60              |  | Mexican                         |  |
| Sage .. 15                    |  | Choice .. 34                    |  |
| Hops .. 15                    |  | Fancy .. 36                     |  |
| Laurel Leaves .. 30           |  | Guatemala                       |  |
| Senna Leaves .. 30            |  | Fair .. 34                      |  |
| Waukesha .. 1 60              |  | Fancy .. 37                     |  |
| Sage .. 15                    |  | Java                            |  |
| Hops .. 15                    |  | Private Growth .. 34            |  |
| Laurel Leaves .. 30           |  | Mandling .. 34                  |  |
| Senna Leaves .. 30            |  | Ankola .. 37                    |  |
| Waukesha .. 1 60              |  | San Salvador                    |  |
| Sage .. 15                    |  | Good .. 34                      |  |
| Hops .. 15                    |  | Mocha                           |  |
| Laurel Leaves .. 30           |  | Short Bean .. 55                |  |
| Senna Leaves .. 30            |  | Long Bean .. 35                 |  |
| Waukesha .. 1 60              |  | Bogota                          |  |
| Sage .. 15                    |  | Fair .. 39                      |  |
| Hops .. 15                    |  | Fancy .. 39                     |  |
| Laurel Leaves .. 30           |  | Package Coffee                  |  |
| Senna Leaves .. 30            |  | New York Basis                  |  |
| Waukesha .. 1 60              |  | Arbuckle .. 27 00               |  |
| Sage .. 15                    |  | McLaughlin's XXXX               |  |
| Hops .. 15                    |  | McLaughlin's XXXX               |  |
| Laurel Leaves .. 30           |  | package coffee is sold to       |  |
| Senna Leaves .. 30            |  | retailers only. Mail all or-    |  |
| Waukesha .. 1 60              |  | ders direct to W. F. Mc-        |  |
| Sage .. 15                    |  | Laughlin & Co., Chicago.        |  |
| Hops .. 15                    |  | Extracts                        |  |
| Laurel Leaves .. 30           |  | Holland, 1/2 gross bxs. 1 30    |  |
| Senna Leaves .. 30            |  | Felix, 1/2 gross .. 1 15        |  |
| Waukesha .. 1 60              |  | Hummel's foil, 1/2 gro. 85      |  |
| Sage .. 15                    |  | Hummel's tin, 1/2 gro. 1 43     |  |
| Hops .. 15                    |  | CONDENSED MILK                  |  |
| Laurel Leaves .. 30           |  | Carnation, Tall .. 7 50         |  |
| Senna Leaves .. 30            |  | Carnation, Baby .. 6 80         |  |
| Waukesha .. 1 60              |  | Pet, Tall .. 7 45               |  |
| Sage .. 15                    |  | Pet, Baby .. 5 25               |  |
| Hops .. 15                    |  | Van Camp, Tall .. 7 50          |  |
| Laurel Leaves .. 30           |  | Van Camp, Baby .. 5 50          |  |
| Senna Leaves .. 30            |  | MILK COMPOUND                   |  |
| Waukesha .. 1 60              |  | Hebe, Tall, 6 doz. .. 6 10      |  |
| Sage .. 15                    |  | Hebe, Baby, 8 doz. .. 6 00      |  |
| Hops .. 15                    |  | CONFECTIONERY                   |  |
| Laurel Leaves .. 30           |  | Stick Candy Pails               |  |
| Senna Leaves .. 30            |  | Horehound .. 25                 |  |
| Waukesha .. 1 60              |  | Standard .. 25                  |  |
| Sage .. 15                    |  | Cases                           |  |
| Hops .. 15                    |  | Jumbo .. 26                     |  |
| Laurel Leaves .. 30           |  | Mixed Candy                     |  |
| Senna Leaves .. 30            |  | Pails                           |  |
| Waukesha .. 1 60              |  | Broken .. 25                    |  |
| Sage .. 15                    |  | Cut Leaf .. 26                  |  |
| Hops .. 15                    |  | Grocers .. 20                   |  |
| Laurel Leaves .. 30           |  | Kindergarten .. 29              |  |
| Senna Leaves .. 30            |  | Leader .. 25                    |  |
| Waukesha .. 1 60              |  | Novelty .. 25                   |  |
| Sage .. 15                    |  | Premio Creams .. 35             |  |
| Hops .. 15                    |  | Royal .. 24                     |  |
| Laurel Leaves .. 30           |  | Special .. 24                   |  |
| Senna Leaves .. 30            |  | X L O .. 23                     |  |
| Waukesha .. 1 60              |  | Specialties                     |  |
| Sage .. 15                    |  | Pails                           |  |
| Hops .. 15                    |  | Auto Kisses (baskets) 23        |  |
| Laurel Leaves .. 30           |  | Bonnie Butter Bites .. 38       |  |
| Senna Leaves .. 30            |  | Butter Cream Corn .. 32         |  |
| Waukesha .. 1 60              |  | Caramel Bon Bons .. 32          |  |
| Sage .. 15                    |  | Caramel Croquettes .. 30        |  |
| Hops .. 15                    |  | Cocacorn Waffles .. 28          |  |
| Laurel Leaves .. 30           |  | Coffy Toffy .. 30               |  |
| Senna Leaves .. 30            |  | Fudge, Walnut .. 32             |  |
| Waukesha .. 1 60              |  | Fudge, Choc. Peanut 30          |  |
| Sage .. 15                    |  | Iced Orange Jellies .. 27       |  |
| Hops .. 15                    |  | Italian Bon Bons .. 27          |  |
| Laurel Leaves .. 30           |  | AA Licorice Drops .. 2 25       |  |
| Senna Leaves .. 30            |  | 5 lb. box .. 2 25               |  |
| Waukesha .. 1 60              |  | Lozenges, Pep. .. 30            |  |
| Sage .. 15                    |  | Lozenges, Pink .. 30            |  |
| Hops .. 15                    |  | Manchus .. 27                   |  |
| Laurel Leaves .. 30           |  | Molasses Kisses, 10 .. 28       |  |
| Senna Leaves .. 30            |  | lb. box .. 28                   |  |
| Waukesha .. 1 60              |  | Nut Butter Puffs .. 28          |  |
| Sage .. 15                    |  | FISHING TACKLE                  |  |
| Hops .. 15                    |  | Cotton Lines                    |  |
| Laurel Leaves .. 30           |  | No. 2, 15 feet .. 10            |  |
| Senna Leaves .. 30            |  | No. 3, 15 feet .. 11            |  |
| Waukesha .. 1 60              |  | No. 4, 15 feet .. 12            |  |
| Sage .. 15                    |  | No. 5, 15 feet .. 14            |  |
| Hops .. 15                    |  | No. 6, 15 feet .. 15            |  |
| Laurel Leaves .. 30           |  | Linen Lines                     |  |
| Senna Leaves .. 30            |  | Small, per 100 feet .. 50       |  |
| Waukesha .. 1 60              |  | Medium, per 100 feet .. 55      |  |
| Sage .. 15                    |  | Large, per 100 feet .. 65       |  |
| Hops .. 15                    |  | Floats                          |  |
| Laurel Leaves .. 30           |  | No. 1 1/2, per dozen .. 13      |  |
| Senna Leaves .. 30            |  | No. 2, per dozen .. 15          |  |
| Waukesha .. 1 60              |  | No. 3, per dozen .. 20          |  |
| Sage .. 15                    |  | FLAVORING EXTRACTS              |  |
| Hops .. 15                    |  | Jennings D C Brand              |  |
| Laurel Leaves .. 30           |  | Pure Vanilla                    |  |
| Senna Leaves .. 30            |  | Terpenoleless                   |  |
| Waukesha .. 1 60              |  | Pure Lemon                      |  |
| Sage .. 15                    |  | Per Doz.                        |  |
| Hops .. 15                    |  | 7 Dram 15 Cent .. 1 25          |  |
| Laurel Leaves .. 30           |  | 1 1/4 Ounce 20 Cent .. 1 80     |  |
| Senna Leaves .. 30            |  | 2 Ounce, 35 Cent .. 2 70        |  |
| Waukesha .. 1 60              |  | 2 1/2 Ounce 35 Cent .. 2 85     |  |
| Sage .. 15                    |  | 2 1/2 Ounce 45 Cent .. 3 10     |  |
| Hops .. 15                    |  | 4 Ounce 55 Cent .. 5 20         |  |
| Laurel Leaves .. 30           |  | 8 Ounce 90 Cent .. 8 50         |  |
| Senna Leaves .. 30            |  | 7 Dram Assorted .. 1 25         |  |
| Waukesha .. 1 60              |  | 1 1/4 Ounce Assorted .. 2 00    |  |
| Sage .. 15                    |  | Moore's D U Brand               |  |
| Hops .. 15                    |  | Per Doz.                        |  |
| Laurel Leaves .. 30           |  | 1 oz. Vanilla 15 Cent 1 25      |  |
| Senna Leaves .. 30            |  | 1 1/4 oz. Vanilla 25 Cent 2 00  |  |
| Waukesha .. 1 60              |  | 3 oz. Vanilla 35 Cent 3 00      |  |
| Sage .. 15                    |  | 1 oz. Lemon 15 Cent 1 25        |  |
| Hops .. 15                    |  | 1 1/2 oz. Lemon 25 Cent 2 00    |  |
| Laurel Leaves .. 30           |  | 3 oz. Lemon 35 Cent 3 00        |  |
| Senna Leaves .. 30            |  | FLOUR AND FEED                  |  |
| Waukesha .. 1 60              |  | Valley City Milling Co.         |  |
| Sage .. 15                    |  | Lily White .. 11 90             |  |
| Hops .. 15                    |  | Rowena Rye, 1/4s .. 9 75        |  |
| Laurel Leaves .. 30           |  | Graham 25 lb. per cwt. 5 70     |  |
| Senna Leaves .. 30            |  | Rowena Bolted Meal,             |  |
| Waukesha .. 1 60              |  | 25 lbs., per cwt. .. 4 40       |  |
| Sage .. 15                    |  | Golden Granulated Meal,         |  |
| Hops .. 15                    |  | 25 lbs., per cwt. .. 4 90       |  |
| Laurel Leaves .. 30           |  | Rowena Pancake 5 lb.            |  |
| Senna Leaves .. 30            |  | per cwt. .. 6 20                |  |
| Waukesha .. 1 60              |  | Rowena Buckwheat                |  |
| Sage .. 15                    |  | Compound .. 6 95                |  |
| Hops .. 15                    |  | Rowena Corn Flour,              |  |
| Laurel Leaves .. 30           |  | Watson Higgins Milling          |  |
| Senna Leaves .. 30            |  | Co.                             |  |
| Waukesha .. 1 60              |  | New Perfection 1/4s .. 11 90    |  |
| Sage .. 15                    |  | Worden Grocer Co.               |  |
| Hops .. 15                    |  | Paper                           |  |
| Laurel Leaves .. 30           |  | Quaker, 1/4s cloth .. None      |  |
| Senna Leaves .. 30            |  | Quaker, 1/4s cloth .. None      |  |
| Waukesha .. 1 60              |  | Quaker, 1/4s cloth .. None      |  |
| Sage .. 15                    |  | Quaker, 1/4s paper .. None      |  |
| Hops .. 15                    |  | Quaker, 1/4s paper .. None      |  |
| Laurel Leaves .. 30           |  | Kansas Hard Wheat               |  |
| Senna Leaves .. 30            |  | Worden Grocer Co.               |  |
| Waukesha .. 1 60              |  | American Eagle, 1/4s 11 45      |  |
| Sage .. 15                    |  | American Eagle, 1/4s 11 55      |  |
| Hops .. 15                    |  | Spring Wheat                    |  |
| Laurel Leaves .. 30           |  | Worden Grocer Co.               |  |
| Senna Leaves .. 30            |  | Wingold, 1/4s cloth 11 70       |  |
| Waukesha .. 1 60              |  | Wingold, 1/4s cloth 11 60       |  |
| Sage .. 15                    |  | Meal                            |  |
| Hops .. 15                    |  | Bolted ..                       |  |
| Laurel Leaves .. 30           |  | Golden Granulated ..            |  |
| Senna Leaves .. 30            |  | Wheat                           |  |
| Waukesha .. 1 60              |  | Red ..                          |  |
| Sage .. 15                    |  | White ..                        |  |
| Hops .. 15                    |  | Oats                            |  |
| Laurel Leaves .. 30           |  | Michigan carlots ..             |  |
| Senna Leaves .. 30            |  | Less than carlots ..            |  |
| Waukesha .. 1 60              |  | Corn                            |  |
| Sage .. 15                    |  | Carlots ..                      |  |
| Hops .. 15                    |  | Less than carlots ..            |  |
| Laurel Leaves .. 30           |  | Hay                             |  |
| Senna Leaves .. 30            |  | Carlots ..                      |  |
| Waukesha .. 1 60              |  | Less than carlots ..            |  |
| Sage .. 15                    |  | Feed                            |  |
| Hops .. 15                    |  | Street Car Feed ..              |  |
| Laurel Leaves .. 30           |  | No. 1 Corn & Oat Fd             |  |
| Senna Leaves .. 30            |  | Cracked Corn ..                 |  |
| Waukesha .. 1 60              |  | Coarse Corn Meal ..             |  |
| Sage .. 15                    |  | FRUIT JARS                      |  |
| Hops .. 15                    |  | Mason, pts., per gro. 7 60      |  |
| Laurel Leaves .. 30           |  | Mason, qts., per gro. 8 00      |  |
| Senna Leaves .. 30            |  | Mason, 1/2 gal. per gr. 10 35   |  |
| Waukesha .. 1 60              |  | Mason, can tops, gro. 2 80      |  |
| Sage .. 15                    |  | GELATINE                        |  |
| Hops .. 15                    |  | Cox's, 1 doz. large .. 1 45     |  |
| Laurel Leaves .. 30           |  | Cox's, 1 doz. small .. 90       |  |
| Senna Leaves .. 30            |  | Knox's Sparkling, doz. 1 90     |  |
| Waukesha .. 1 60              |  | Knox's Acidu'd doz. .. 3 00     |  |
| Sage .. 15                    |  | Minute, 1 doz. .. 1 25          |  |
| Hops .. 15                    |  | Minute, 3 doz. .. 3 75          |  |
| Laurel Leaves .. 30           |  | Nelson's .. 1 50                |  |
| Senna Leaves .. 30            |  | Oxford .. 75                    |  |
| Waukesha .. 1 60              |  | Plymouth Rock, Pho. 1 50        |  |
| Sage .. 15                    |  | Plymouth Rock, Plain 1 50       |  |
| Hops .. 15                    |  | Waukesha .. 1 60                |  |
| Laurel Leaves .. 30           |  | HERBS                           |  |
| Senna Leaves .. 30            |  | Sage .. 15                      |  |
| Waukesha .. 1 60              |  | Hops .. 15                      |  |
| Sage .. 15                    |  | Laurel Leaves .. 30             |  |
| Hops .. 15                    |  | Senna Leaves .. 30              |  |
| Laurel Leaves .. 30           |  | Waukesha .. 1 60                |  |
| Senna Leaves .. 30            |  | Sage .. 15                      |  |
| Waukesha .. 1 60              |  | Hops .. 15                      |  |
| Sage .. 15                    |  | Laurel Leaves .. 30             |  |
| Hops .. 15                    |  | Senna Leaves .. 30              |  |
| Laurel Leaves .. 30           |  | Waukesha .. 1 60                |  |
| Senna Leaves .. 30            |  | Sage .. 15                      |  |
| Waukesha .. 1 60              |  | Hops .. 15                      |  |
| Sage .. 15                    |  | Laurel Leaves .. 30             |  |
| Hops .. 15                    |  | Senna Leaves .. 30              |  |
|                               |  |                                 |  |



## HIDES AND PELTS

|                        |      |
|------------------------|------|
| Green, No. 1           | 18   |
| Green, No. 2           | 17   |
| Cured, No. 1           | 20   |
| Cured, No. 2           | 19   |
| Calfskin, green, No. 1 | 33   |
| Calfskin, green, No. 2 | 31½  |
| Calfskin, cured, No. 1 | 35   |
| Calfskin, cured, No. 2 | 33½  |
| Horse, No. 1           | 6 00 |
| Horse, No. 2           | 5 00 |

## Pelts

|            |           |
|------------|-----------|
| Old Wool   | 75@2 00   |
| Lambs      | 1 00@2 00 |
| Shearlings | 1 00@2 00 |

## Tallow

|       |     |
|-------|-----|
| Prime | @08 |
| No. 1 | @07 |
| No. 2 | @06 |

## Wool

|                |     |
|----------------|-----|
| Unwashed, med. | @40 |
| Unwashed, fine | @35 |

## HONEY

|                       |      |
|-----------------------|------|
| A. G. Woodman's Brand |      |
| 7 oz., per doz.       | 4 80 |
| 16 oz., per doz.      | 4 80 |

## HORSE RADISH

|          |    |
|----------|----|
| Per doz. | 90 |
|----------|----|

## JELLY

|                         |      |
|-------------------------|------|
| 10lb. Kanakin, per pail | 1 40 |
| 30lb. pails, per pail   |      |

## JELLY GLASSES

|                       |    |
|-----------------------|----|
| 8 oz. capped in bbls. |    |
| per doz.              | 40 |

## MAPLEINE

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

## MINCE MEAT

|          |      |
|----------|------|
| Per case | 4 15 |
|----------|------|

## MOLASSES

|                       |      |
|-----------------------|------|
| New Orleans           |      |
| Fancy Open Kettle     | 70   |
| Choice                | 58   |
| Good                  |      |
| Stock                 |      |
| Half barrels 5c extra |      |
| Red Hen, No. 2        | 2 90 |
| Red Hen, No. 2½       | 3 50 |
| Red Hen, No. 5        | 3 40 |
| Red Hen, No. 10       | 3 30 |
| Uncle Ben, No. 2      | 2 90 |
| Uncle Ben, No. 2½     | 3 50 |
| Uncle Ben, No. 5      | 3 40 |
| Uncle Ben, No. 10     | 3 30 |
| Ginger Cake, No. 2    | 3 35 |
| Ginger Cake, No. 2½   | 4 30 |
| Ginger Cake, No. 5    | 4 25 |
| O. & L. Open Kettle   |      |
| No. 2½                | 5 65 |

## MUSTARD

|                 |    |
|-----------------|----|
| ½ lb. 6 lb. box | 30 |
|-----------------|----|

## NUTS—Whole

|                          |       |
|--------------------------|-------|
| Almonds, Terragona       | 30    |
| Brazils, large washed    | 34    |
| Fancy Mixed              | 28@29 |
| Filberts, Barcelona      | 24    |
| Peanuts, Virginia        | 18    |
| Peanuts, Virginia        | 18    |
| Roasted                  | 22    |
| Peanuts, Spanish         | 20    |
| Walnuts California 36@37 |       |
| Walnuts, French          | 32    |

## Shelled

|                  |      |
|------------------|------|
| Almonds          | 55   |
| Peanuts, Spanish |      |
| 10 lb. box       | 19½  |
| Peanuts, Spanish |      |
| 100 lb. bbl.     | 17½  |
| Peanuts, Spanish |      |
| 200 lb. bbl.     | 17   |
| Pecans           | 1 00 |
| Walnuts          | 90   |

## OLIVES

|                        |       |
|------------------------|-------|
| Bulk, 1 gal. kegs      | @1 75 |
| Bulk, 2 gal. kegs      | @1 55 |
| Bulk, 5 gal. kegs      | @1 50 |
| Stuffed, 5 oz.         | 1 45  |
| Stuffed, 14 oz.        | 3 00  |
| Stuffed (not stuffed)  |       |
| 14 oz.                 | 3 00  |
| Manzanilla, 8 oz.      | 1 45  |
| Lunch, 10 oz.          | 2 00  |
| Lunch, 16 oz.          | 3 25  |
| Queen, Mammoth, 19     |       |
| oz.                    | 5 50  |
| Queen, Mammoth, 28     |       |
| oz.                    | 6 75  |
| Olive Chow, 2 doz. cs. |       |
| per doz.               | 2 50  |

## 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.                  | 41.8  |
| Atlantic Red Engine    |       |
| Iron Bbls.             | 26.80 |
| Winter Black, Iron     |       |
| Bbls.                  | 14.8  |
| Polarine, Iron Bbls.   | 44.8  |

## PICKLES

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

## Small

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

## Gherkins

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

## Sweet Small

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

## PIPES

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

## PLAYING CARDS

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

## POTASH

|                   |      |
|-------------------|------|
| Babbitt's, 2 doz. | 2 75 |
|-------------------|------|

## PROVISIONS

|                |             |
|----------------|-------------|
| Barreled Pork  |             |
| Clear Back     | 52 00@53 00 |
| Short Cut Clr  | 44 00@45 00 |
| Brisket, Clear | 55 00@56 00 |
| Pig            |             |
| Clear Family   | 48 00       |

## Dry Salt Meats

|             |             |
|-------------|-------------|
| S P Bellies | 31 00@32 00 |
|-------------|-------------|

## Lard

|                  |           |
|------------------|-----------|
| Pure in tierces  | 29@30     |
| Compound Lard 24 | @24½      |
| 80 lb. tubs      | advance ¼ |
| 60 lb. tubs      | advance ¼ |
| 50 lb. tubs      | advance ¼ |
| 20 lb. pails     | advance ¼ |
| 10 lb. pails     | advance ¼ |
| 5 lb. pails      | advance 1 |
| 3 lb. pails      | advance 1 |

## Smoked Meats

|                 |        |
|-----------------|--------|
| Hams, 14-16 lb. | 35 @36 |
| Hams, 16-18 lb. | 34½@35 |
| Hams, 18-20 lb. | 33 @34 |
| Ham, dried beef |        |
| sets            | 37 @38 |
| California Hams | 25 @26 |
| Picnic Rolled   |        |
| Hams            | 35 @40 |
| Bolled Hams     | 51 @52 |
| Mixed Hams      | 22 @23 |
| Bacon           | 39 @42 |

## Sausages

|            |       |
|------------|-------|
| Bologna    | 18    |
| Liver      | 12    |
| Frankfort  | 19    |
| Pork       | 14@15 |
| Veal       | 11    |
| Tongue     | 11    |
| Headcheese | 14    |

## Beef

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

## Pig's Feet

|                  |       |
|------------------|-------|
| ¼ bbls.          | 1 75  |
| ¾ bbls., 40 lbs. | 3 40  |
| ¼ bbls.          | 9 00  |
| 1 bbl.           | 10 00 |

## Tripe

|                  |      |
|------------------|------|
| Kits, 15 lbs.    | 90   |
| ¼ bbls., 40 lbs. | 1 60 |
| ¾ bbls., 80 lbs. | 3 00 |

## Casings

|                    |           |
|--------------------|-----------|
| Hogs, per lb.      | 50@55     |
| Beef, round set    | 19@20     |
| Beef, middles, set | 45@55     |
| Sheep              | 1 15@1 35 |

## Uncolored Oleomargarine

|               |       |
|---------------|-------|
| Solid Dairy   | 28@29 |
| Country Rolls | 30@31 |

## Canned Meats

|                    |      |
|--------------------|------|
| Corned Beef, 2 lb. | 6 60 |
| Corned Beef, 1 lb. | 4 70 |
| Roast Beef, 2 lb.  | 6 60 |
| Roast Beef, 1 lb.  | 4 70 |
| Ported Meat, Ham   |      |
| Flavor, ¼s         | 55   |
| Ported Meat, Ham   |      |
| Flavor, ¼s         | 90   |
| Deviled Meat, Ham  |      |
| Flavor, ¼s         | 55   |
| Deviled Meat, Ham  |      |
| Flavor, ¼s         | 1 00 |
| Deviled Tongue, ¼s | 1 80 |
| Deviled Tongue, ½s | 3 10 |

## RICE

|           |        |
|-----------|--------|
| Fancy     |        |
| Blue Rose | 9½@10½ |
| Broken    |        |

## ROLLED OATS

|                         |       |
|-------------------------|-------|
| Monarch, bbls.          | 10 00 |
| Rolls Avena, bbls.      | 10 50 |
| Steel Cut, 100 lb. sks. |       |
| Monarch, 100 lb. sks.   | 5 20  |
| Quaker, 18 Regular      | 1 95  |
| Quaker, 20 Family       | 5 20  |

## SALAD DRESSING

|                         |      |
|-------------------------|------|
| Columbia, ¼ 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 ¼s     | 3 00 |

## SAL SODA

|                          |      |
|--------------------------|------|
| Granulated, bbls.        | 1 95 |
| Granulated, 100 lbs. cs. | 2 10 |
| Granulated, 363 pkgs.    | 2 25 |

## SALT

|                  |      |
|------------------|------|
| Solar Rock       |      |
| 56 lb. sacks     | 52   |
| Common           |      |
| Granulated, Fine | 2 10 |
| Medium, Fine     | 2 20 |

## SALT FISH

|                  |       |
|------------------|-------|
| Cod              |       |
| Large, whole     | @15½  |
| Small, whole     | @15   |
| Strips or bricks | 20@23 |
| Pollock          | @14   |

## 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. |  |
| No. 1, 40 lbs.  |  |
| No. 1, 10 lbs.  |  |
| No. 1, 3 lbs.   |  |

## Mackerel

|                 |       |
|-----------------|-------|
| Mess, 100 lbs.  | 25 00 |
| Mess, 50 lbs.   | 13 25 |
| Mess, 10 lbs.   | 2 95  |
| Mess, 8 lbs.    | 2 30  |
| No. 1, 100 lbs. | 24 00 |
| No. 1, 50 lbs.  | 12 75 |
| No. 1, 10 lbs.  | 2 80  |

## Lake Herring

|        |  |
|--------|--|
| 8 lbs. |  |
|--------|--|

## SEEDS

|                   |      |
|-------------------|------|
| Anise             | 45   |
| Canary, Smyrna    | 28   |
| Caraway           | 85   |
| Cardamon, Malabar | 1 20 |
| Celery            | 65   |
| Hemp, Russian     | 12   |
| Mixed Bird        | 12½  |
| Mustard, white    | 40   |
| Poppy             | 40   |
| Rape              | 15   |

## SHOE BLACKING

|                        |      |
|------------------------|------|
| Handy Box, large 3 ds. | 3 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

|                           |      |
|---------------------------|------|
| James S. Kirk & Company   |      |
| American Family, 100 6 40 |      |
| Jao Rose, 50 cakes        | 5 10 |
| White Flake, 100          | 6 25 |

## Lautz Bros. &amp; Co.

|                       |      |
|-----------------------|------|
| Acme, 100 cakes       | 5 50 |
| Rig Master 100 blocks | 6 00 |
| Climax                | 5 00 |
| Queen White           | 5 90 |
| Oak Leaf              | 5 50 |
| Queen Anne            | 5 00 |

## Proctor &amp; Gamble Co.

|               |       |
|---------------|-------|
| Lenox         | 5 65  |
| Ivory, 6 oz.  | 6 65  |
| Ivory, 10 oz. | 10 80 |
| Star          | 5 55  |

## Swift &amp; Company

|                   |      |
|-------------------|------|
| Swift's Pride     | 5 50 |
| White Laundry     | 5 65 |
| Wool, 6 oz. bars  | 6 50 |
| Wool, 10 oz. bars | 9 40 |

## Tradesman Company

|                        |      |
|------------------------|------|
| Black Hawk, one box    | 3 75 |
| Black Hawk, five boxes | 3 75 |
| Black Hawk, ten boxes  | 3 75 |

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

## Scouring Powders

|                         |      |
|-------------------------|------|
| Sapallo, gross lots     | 9 50 |
| Sapallo, half gro. lots | 4 85 |
| Sapallo, single boxes   | 2 45 |
| Sapallo, hand           | 2 40 |
| Queen Anne, 30 cans     | 1 20 |
| Queen Anne, 60 cans     | 2 20 |
| Snow Maid, 30 cans      | 1 20 |
| Snow Maid, 60 cans      | 2 20 |

## Washing Powders

|                     |      |
|---------------------|------|
| Snow Boy, 100 pkgs. | 5 65 |
| Snow Boy, 60 pkgs.  | 3 55 |
| Snow Boy, 24 pkgs.  | 5 00 |
| Snow Rev. 20 pkgs.  | 5 25 |

## Soap Powders

|                        |      |
|------------------------|------|
| Johnson's Fine, 48 2   | 5 75 |
| Johnson's XXX 100      | 5 75 |
| Rub-No-More            | 5 00 |
| Nine O'Clock           | 4 25 |
| Lautz Naphtha, 60s     |      |
| 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                   | 4 00 |

## SODA

|               |    |
|---------------|----|
| Bl Carb. Kegs | 3½ |
|---------------|----|

## SPICES

|                      |     |
|----------------------|-----|
| Whole Spices         |     |
| Allspice, Jamaica    | @12 |
| Allspice, lg. Garden | @11 |
| Cloves, Zanzibar     | @25 |
| Cassia, Canton       | @20 |
| Cassia, 5c pkg. doz. | @35 |
| Ginger, African      | @15 |
| Ginger, Cochiti      | @20 |
| Mace, Penang         | @20 |
| 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  | @18   |
| Cloves, Zanzibar   | @28   |
| Cassia, Canton     | @25   |
| Ginger, African    | @25   |
| Mace, Penang       | @1 00 |
| Nutmegs            | @45   |
| Pepper, Black      | @35   |
| Pepper, White      | @52   |
| Pepper, Cayenne    | @30   |
| Paprika, Hungarian | @45   |

## STARCH

|                     |    |
|---------------------|----|
| Corn                |    |
| Kingsford, 40 lbs.  | 9½ |
| Muzzy, 48 lb. pkgs. | 9½ |

## Kingsford

|                      |    |
|----------------------|----|
| Silver Gloss, 40 lb. | 9½ |
|----------------------|----|

## Arg



## MEN OF MARK.

W. J. Brydges, Secretary and Treasurer D. A. Bentley Co.

One year ago last Saturday Saginaw took another step forward in the world of commerce, when there was launched in her midst a concern incorporated to do a wholesale business along the produce lines, the same being financed by Saginaw capital. The founder of this concern is probably one of the best known characters in his line in the State of Michigan, Duncan A. Bentley, who for twelve years headed the produce department of the Cornwell Co., of Saginaw.

To launch out under conditions as they existed at that time took nerve and an abundance of confidence. All of which the instigator possessed and was determined to put his experience and knowledge of affairs against war odds.

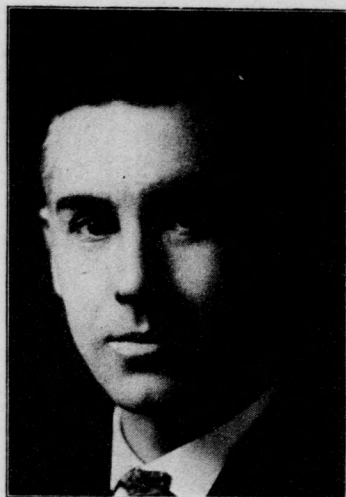
One year has passed. The D. A. Bentley Co. has grown by leaps and bounds. A year ago it started in a small way, handling only butter, eggs and cheese, with no salesmen and but a ford delivery, doing business only in the city, while to-day it has six salesmen traveling on the road and the house carries an enormous stock along general produce lines. This, however, was not accomplished by Mr. Bentley alone, but by the solid working force of the entire organization from the manager down to the office boy. Harmony is the big watchword at the above plant and, where this exists, success is bound to follow.

Last Saturday the regular yearly meeting was held and the election of officers for the ensuing year followed with D. A. Bentley elected as President, John Tennant Vice-President, W. J. Brydges Secretary and Treasurer. The figures, as given by the auditor for last year, showed that this new concern had done over \$750,000 business in the short period of its existence and is headed to greatly outdo this the coming year.

The newly-elected Secretary and Treasurer of this concern, W. J. Brydges, needs no introduction in the Saginaw Valley. He is a well-known figure in the business, social and musical world. By birth he is a Canadian and probably this is the secret of his success, as he possesses the same fighting blood that made the Canadian soldiers the heroes of the Kaiser's war. He is a self-made man and owes all that he possesses to no one but himself. His parents being of moderate means and living on a farm, thus affording him but little chance for advancement. His education he acquired by hard and persistent labor.

Besides being an expert accountant, in which capacity he served with the General Motors in the auditing de-

partment, he is a very fine singer, possessing a baritone voice of rare quality. He is a product of the great Herbert Witherspoon of New York, one of America's greatest teachers. He possesses a voice which shows careful training and a pleasing personality, which has won him favor in the hearts of all music lovers wherever he has appeared. He gave his services to Uncle Sam during the war



Wm. J. Brydges.

and was kept busy all the time, appearing wherever called by the war board. He is a Presbyterian, being soloist at the First Presbyterian church. He is a Mason and a member of the Shrine. If he has a hobby, outside of work, it is to spend his spare time with his wife and two children, Billy and Jean, at their home at 411 South Warren avenue.

At least one step seems certain to be taken soon in facilitating the return of the veteran to the land. Bills modifying the homestead laws so as to give returned soldiers a concession upon the length-of-residence clauses commensurate with the length of their service have been favorably reported in both House and Senate. They have Administration support. Since comparatively few soldiers will have served more than two years, to deduct the whole term of service from the ordinary five-year requirement for residence on a homestead would be no indiscreet generosity. Of recent years Congress has been steadily liberalizing the homestead enactments to make "homesteading" more attractive. Laws of 1909, 1915, and 1916 permit homesteaders to enter 320 acres of some lands and 640 of others. But the cream has been so far taken off our farming and stock domain that no rush of armies to them may be expected. Meanwhile, what has become of Secretary Lane's principal land plan?

## LOWER PRICES ARE COMING

NOW IS THE TIME TO TURN YOUR MERCHANDISE INTO CASH  
OR YOU ARE GOING TO BE THE LOSER

TURN YOUR STOCK NOW through the HARPER SPECIAL SALES SERVICE. Each sale personally conducted by an expert.

### ALL SIZE STOCKS HANDLED

To a profitable advantage to the retailer. Sixteen years conducting Trade Building, Stock Reduction and Complete Closing Out Advertising Special Sale Campaigns, with a record of having closed out stocks of merchandise netting more than one hundred cents.

### HARPER'S SERVICE

is endorsed by Banks, Trade Journals and Wholesale Houses, such as Cluett, Peabody & Co., Keith Bros. Co., and many others. Finished closing out stock for Landis & Nelson, Miami, Arizona, November 21, 1918, selling \$20,480.92 from an estimated stock of \$15,000. To verify we refer to them. Sold for the Andrew Simpson Clothing Co., Scotts Bluff, Neb., sales \$23,091. Size of stock estimated \$22,000. Are you interested? For particulars mention size of stock and object of sale.

C. N. HARPER & COMPANY, Inc.

995 Marquette Building, CHICAGO, ILL.

## The Sugar Bowl Has Come Back

In every home the housewife is filling the sugar bowl and putting it back in its accustomed place on the table. She is also using more sugar in her baking and puddings. More than ever she will want

**Domino** Package Sugars

The grocer, too, prefers Domino Package Sugars because the sturdy cartons and cotton bags prevent spillage and breakage, save paper bags and twine; save the time of scooping and wrapping. With Domino sugars he really makes a profit and he *knows* he makes it.

**American Sugar Refining Company**

*"Sweeten it with Domino"*

Granulated, Tablet, Powdered, Confectioners, Brown

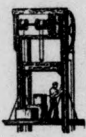
# DIAMOND CRYSTAL

*The Salt that's all salt.*

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



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



### 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

**OFFICE OUTFITTERS**  
**LOOSE LEAF SPECIALISTS**

**The Tisch-Hine Co**

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

**Fieglers**

**Chocolates**

Package Goods of  
 Paramount Quality  
 and  
 Artistic Design

**The Michigan Mercantile Fire Insurance Co.**  
 OF GRAND RAPIDS  
 will use this space during  
 1919.  
 WATCH IT.

**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

## 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.

Wanted to hear from owner of good general merchandise store for sale. Cash price, description. D. F. Bush, Minneapolis, Minnesota. 35

For Sale—Drug store in live country town. Doing good business. Don't fail to investigate this. Address No. 88, care Michigan Tradesman. 88

For Sale—Complete set of tinning tools, including square shears, circle shears, benders, folders, seamers, etc., all in first class condition. Reason: closing tinning business. Chas. W. Brigham, Decatur, Michigan. 89

WANTED—BRIGHT, CAPABLE SHOE MAN FOR shoe department in the best store in one of the good county seat towns in Northwestern Iowa. Must be an A-1 man. Send references and state salary in first letter. We have an unusual opportunity for men who can make good. A. B. White, Humboldt, Iowa. 90

For Sale—Stock of groceries and general merchandise. Invoicing about \$2,500. Good location. Address Box 34, Clayton, Michigan. 91

FOR SALE—MEN'S SHOE STORE in Tiffin, Ohio, doing \$25,000 annually. Will sell lease and fixtures with or without stock. Must be sold at once. L. N. Mangette, Tiffin, Ohio. 92

Lower Prices Are Coming—Now is the time to turn your merchandise into cash with a successful stock reduction sale through The Harper Special Sales Service. Each sale conducted by an expert. See advertisement in run of paper. For particulars tell the size of your stock. C. N. Harper & Co., 905 Marquette Bldg., Chicago, Illinois. 93

For Sale Or Trade—40 acres Kalkaska County land. Value \$500. Can use car, small truck, lumber, cattle or merchandise. What have you? G. A. Johnson, Edgetts, Michigan. 94

**Special Sales** To reduce merchandise stocks personally conducted for retail merchants anywhere. Write for date and terms stating size stock. Expert service.

A. E. GREENE SALES CO., Jackson, Mich.

For Sale—Suburban drug store in Grand Rapids, Michigan; sales \$9,000 yearly; rent \$25 month; growing section. Address No. 74, care Michigan Tradesman. 74

For Sale—Two story brick store building and general stock of clothing, shoes, dry goods, furniture and groceries; doing an annual volume of \$65,000 per year. Business established since 1896. Reason for selling, ill health of founder and principal owner. Full particulars on application. Address No. 77, care Michigan Tradesman. 77

Can lease or sell building for general merchandising purposes in best town in best wheat belt of Washington, or anywhere else. Average annual business of present tenant, \$400,000; profits \$45,000. Present tenant retiring. Possession about March 1st. Wiley & Wiley, 926 Paulsen Bldg., Spokane, Washington. 78

For Sale—Double store with living rooms, large garage and two dwellings. Nice clean grocery stock, with fixtures and delivery auto. Great opportunity for some one with some cash. No trade considered. One of the best locations in city. Other business. Address No. 80, care Michigan Tradesman. 80

HAVE desirable space to lease for Ladies' and Children's Shoe Department on sales percentage basis in a popular priced department store in Grand Rapids, Michigan. All fixtures installed. Address EISENDRATH MILLINERY CO., Chicago, Illinois. 81

For Sale—\$15,000 general merchandise, brick store building and residence in good Northern Iowa town of 1,000 population, doing over \$60,000 yearly. Will accept part in good real estate. Address No. 83, care Michigan Tradesman. 83

For Sale—Factory, ten million feet timber, skidder, loader and 3 miles rail. Working near Norfolk, Virginia. John Slocum, 135 Kimball Terrace, Chesterfield Heights, Norfolk, Virginia. 84

For Sale—One of the best grocery stores in one of the best towns in Michigan. Doing a splendid business. Only reason for selling, cannot stand the work. Address No. 6, care Michigan Tradesman. 6

SALESMAN WANTED TO CARRY A SPECIALTY SIDE LINE—Sells to every retailer who uses twine. Unlimited field of retail stores. Easy and inexpensive to sell. Big commissions. Write for particulars Brown Paper Company, 1220 Spruce St., St. Louis, Missouri. 85

For Sale—The Wm. J. Stephens' residence, basement under house and porch; hard and soft water; electric lights; all modern improvements. Also store building and old established harness business with stock and fixtures, including shoe, harness and auto tire repair equipment; all stock inventoried at old prices. W. J. Stephens, Elkton, Michigan. 53

For Sale—Controlling interest in a display fixture company. Central Hotel, Kankakee, Illinois. 86

Clothing Store For Sale—Central location in manufacturing city of 10,000; surrounded by rich farming section. Will sell building also, if wanted. A. S. Burgess, Cortland, New York. 41

We can sell your business, farm or property, no matter where located. Capital procured for meritorious enterprises. Herbert, Webster Bldg., Chicago, Ill. 1

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

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 936

Cash Registers—We buy, sell and exchange all makes of cash registers. We change saloon machines into penny key registers. Ask for information. The J. C. Vogt Sales Co., Saginaw, Mich. 906

For Sale—Michigan drug stock, floor fixtures and fountain. Inventory less 40 per cent. or \$1,800. Can be moved readily. Personal inspection solicited. Address No. 71, care Michigan Tradesman. 71

### COLLECTIONS.

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

### SEE NEXT PAGE.

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

**The United Agency System of Improved Credit Service**

**UNITED AGENCY**  
 ACCURATE - RELIABLE  
 UP-TO-DATE

**CREDIT INFORMATION**

**GENERAL RATING BOOKS**

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

**Superior Special Reporting Service**

Further details by addressing

**GENERAL OFFICES**

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

### SOUND CRATING LUMBER

200,000 ft. 24 inch 6 to 20 ft. Pine Fir and Larch (Rocky Mountain Cypress)

100,000 ft. 6 inch 6 to 20 ft. Pine Fir and Larch (Rocky Mountain Cypress)

200,000 ft. 8 to 12 inch 6 to 20 ft. Pine Fir and Larch (Rocky Mountain Cypress)

Can Rip, Resaw or surface as required. Shipment anywhere. Priced to move. Write or wire.

GAYNOR LUMBER CO., Sioux City, Iowa.

## 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

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



Are Working Together Now-a-days.  
 They Are a Great Team, Sure.  
 Prospects for Normal Supply of the  
 Coffee Are Growing Better—Fast.  
 Don't Let a Single "White House"  
 Customer Get Away.  
 We'll Strain a Point to Help Out  
 Any Emergency.

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



## ON TO SAGINAW.

## Urgent Plea to Attend By President Cusick.

Detroit, Feb. 4.—On Tuesday, Wednesday and Thursday, February 18, 19 and 20, the annual convention of our State Association will be held in the city of Saginaw.

The past year has been an abnormal one from every standpoint and, with the food industry almost entirely controlled by Government regulations and with the members of our organization bending every energy along patriotic lines, the conditions have not been favorable for the inauguration of many reforms and the development of various plans which it was hoped could be taken up and aggressively pushed during this period.

With the signing of the armistice, however, the opportunity has been presented for a greater freedom of action along the line of intensive organization work among retail merchants, and at our forthcoming convention it is proposed to discuss and set in motion a great many important innovations in behalf of the independent retailer.

A period of reconstruction which affects not only the retailer, but has a vital bearing upon the very principles for which our boys offered up their lives on the field of battle is conceded to be confronting the people of the United States, and we, as business men, will have an important part to play in seeing that the country emerges from our experience of the past year, bigger, better and more in harmony with the ideals upon which the Republic was founded than we were before the war.

Government control of certain industries has exposed the necessity for the solution of broad problems of policy affecting the man in business and there has become a noticeable tendency towards the development of greater efficiency in the distribution of merchandise from the manufacturer to the consumer.

The inauguration of income tax reports has made it necessary for the retailer to know more about the details of his own business, and to keep his records in such shape that he may know at the end of the year just how much money he really has made. In view of the carelessness of retailers on this matter in previous years, it must be admitted that this one development, brought about by war conditions, will prove a boon to the man who formerly thought he was making money, but had no definite means of ascertaining the exact amount of his returns from his work during the war.

The jobber also has learned some valuable lessons along the lines of efficiency and the time has now come when the element of speculation in food products must be controlled to a greater extent than was the case before there were any restrictions except each man's judgment, in regard to the quantity of merchandise which he should buy for his anticipated requirements.

At our Saginaw meeting it is proposed to give over a greater portion to the programme than ever before to practical discussions amongst the delegates of the actual problems that are confronting each grocer in his daily business life.

We have held some exceedingly interesting and profitable conventions in Michigan during the past two decades and no retailer ever returned from one of these meetings without feeling that he was better able to handle the details of his own business as a result of what he had learned. This year there is reason to feel that the constructive work of the convention will be even more pronounced and in order that we may derive the maximum results from our deliberations, it is hoped that every town in the State will be represented by the ablest men in the lines we represent so that our actions on the matters that will come up in behalf of the

trade will be guided by the most representative minds in the craft.

Plans for making the State Association of more direct value to each one of its local branches and for strengthening the power and influence of both state and local associations will be discussed and acted upon and it is the duty of every man who has the welfare of the business in which he is engaged at heart, to be either present at these meetings or to see that some capable delegates are sent there to represent his town.

The Saginaw business men and the people of the Valley City, as a whole appreciate the importance of the event and have for several months been planning suitable reception and entertainment for the visiting delegates. Further details in regard to this feature will be announced later but the main consideration which should prompt us to go to Saginaw is the underlying necessity for the cementing together of a stronger and better groundwork for the business of the grocers and general merchants of this great State of Michigan.

Local associations are requested to send a list of their delegates as soon as possible to state secretary J. M. Bothwell, of Cadillac, while merchants in unorganized towns who contemplate being present should also send in their names to the secretary so that he can facilitate the work of organizing when the convention opens.

I trust the forthcoming meetings will break all records in point of attendance and in constructive work accomplished in behalf of the retailers of the State.

William J. Cusick, President.

## Late News From Michigan's Metropolis.

Detroit, Feb. 4.—Nelson, Baker & Co., manufacturing and wholesale pharmacists, filed notice with the county clerk Saturday of an increase in capital stock of the corporation from \$500,000 to \$1,000,000. The shares are of \$10 par value, and the new stock is to be offered to present stockholders at par, \$25,000 of the issue being reserved for purchases by employees.

P. J. Schmidt, the Michigan avenue shoe dealer, is enjoying a big business among the bowlers of this city. It is estimated that no less than 25,000 people are members of leagues and teams, and his store has for years been known as "the home of bowling shoes."

General Motors Corporation is reported to have completed plans for the erection of a \$1,500,000 plant in Detroit for the Scripps-Booth Motors Corporation. Announcement of the site of the plant has not been made, although it is believed that the tract of land recently secured by the General Motors Corporation in the northern part of the city will be used.

It is taking longer than expected to make the necessary alterations and changes to the first floor of the Kline store at 179 Woodward avenue, but the management says everything will be completed and ready for occupancy not later than Feb. 10. Several innovations are promised in the enlarged shoe department which will consume the entire mezzanine floor overlooking the main floor.

War contracts of the Maxwell Motor Co., when the armistice was signed, aggregating \$40,000,000 are still being filed. Due to the variety of business the company undertook but a small portion of its contracts were cancelled, and work on six-ton tanks and five-ton artillery trucks is proceeding.

Work on new buildings for the Newcomb, Endicott Co. and Ernst Kern Co. will be actually started within sixty days, both of which will be on Woodward avenue.

Louis Siegel, who for twenty-five years has been conducting the cloak and suit department at Heynz Bazaar, 147 Woodward avenue, has leased the entire building at the expiration of the

present Heynz's lease which is Oct. 1, 1919. It is generally believed that Heynz Bazaar will vacate before that time, in which event Mr. Siegel will let contracts for various alterations and changes he has in mind. He plans to redecorate the interior of each floor, and to remodel the front, putting in new style windows. He will conduct the new store under the name of the Parisian Co., and will supervise the women's cloak and suit departments personally, but will, undoubtedly, lease out some of the departments one of which will be the shoe department.

Carl Wisner has been appointed Secretary of the American Loan & Trust Co. to fill a vacancy created by the resignation of Daniel Kelly. Mr. Wisner has been active in trust company work for more than eight years both in Pennsylvania and in Michigan, and for the last two years has been with the Michigan State banking department, as bank examiner. He assumed his new duties February 1.

W. P. Putnam, for the past fourteen months a major in the army, has secured his discharge from the Government service and has returned to Detroit to resume his duties as president of the Detroit Testing Laboratory. During his fourteen months in service Major Putnam was attached to the Inspection Division of Ordnance and organized a force of chemists to check up manufacturing operations. He also had supervision of metallurgical problems involved in the production of trench warfare material and artillery munitions.

## Bottom Facts From Booming Boyne City.

Boyne City, Feb. 4.—The bottomest fact from this section is that we have no snow, no ice, no roads and that it is neither good winter nor spring. Lumbermen are looking gloomy and praying for even a handful of snow and the ice man is equally anxious. The lake is frozen, but not enough to be safe even for the small people to skate on. Of course, we have six weeks of winter yet due. Mr. ground hog could see his shadow at any hour of the day on Candlemas day, but Old Sol is getting all the time nearer to a look on the other side of the fence when no more winter is possible.

We note by the local paper that several of our prominent business men were absent from the city attending annual meetings of corporation in "The Rapids." We are compelled to think, however, from little asides that are dropped occasionally that their time was not consumed exclusively in the consideration of weighty business matters. Not that business did not receive due and proper consideration, but lighter matters were not entirely ignored.

Some items from the published statement of the Co-Operative Farm Marketing Association are of interest. The shipment of 8,000 bushels of apples, 45,000 bushels of potatoes and 400 barrels of cider make a fair showing for the season's work. The shipment of fifty tons of hay from a point that previously has had to import large quantities is another item showing the rapidly developing farming community.

We were interested in "Bill W. Bailey's" letter. He seems to take exception to our flattering remarks, but he does not deny that our allegations were true. Anyway, we got a rise out of him.

S. C. Smith was absent from his accustomed place Monday assisting in the celebration of the fiftieth anniversary of the wedding of his parents, who reside in Petoskey. No half century in the history of the world has seen so much change for the better, socially, economically or politically, as that covered by the space of their married life. Bernard Shaw says that a couple who live together fifty years are foolish, but we dunno. Anyway,

it appeals to us more than the marital calisthenics of a Nat Goodwin.

One of our prominent citizens says that he can't see any reason for him to spend his time, money and brains in serving the dear people as mayor of the city, getting nothing but kicks, cuffs and criticism and \$400 per month. Surely, the general manager of a corporation which enters so closely into the well-being of everybody in the community is deserving of adequate remuneration. Maxy.

## Still Later News From the Saginaw Valley.

Saginaw, Feb. 5.—George Bremer, the Saginaw banana artist, representing the Spagnola Co., of Saginaw, thought spring was here last week, so made the Thumb territory with his lizzy. Everything went well until the return home, when he went into the ditch on the Reese road. With his pockets full of orders and no doubt his mind on his expense sheet, the flivver suddenly started ditchward and when George woke up, he found himself altogether and but slight damages to the car.

For big team work there is probably no greater on the road than Thomas Pattison, of the Blackney Cigar Co., Saginaw, and Clayton Smith, who represents the Saginaw branch of Hammond, Standish & Co. For a combination of height, weight and secret process for getting orders, the above two gentlemen are in a class by themselves. Every two weeks on a Monday morning their smiling countenance are to be seen.

The firm of A. & J. Gingrich, Bad Axe clothiers, closed their store the first of the week, owing to the death of their father.

J. E. Cramer, grocer of Pigeon, has purchased the Murdock block and in the near future expects to erect a brick structure and open up a big general merchandise store. Mr. Cramer started in business about ten years ago in Pigeon and has been a very successful merchant, building up a splendid trade by his being a careful buyer and knowing how to treat the public right. Mr. Cramer is now at Terre Haute, Ind., on a business trip. In his absence the business affairs are being looked after in a very capable manner by his wife.

R. F. Wolpert, grocer at 510 Potter street, Saginaw, left his business last summer to do his bit for the stars and stripes and joined the navy. He was stationed at the Great Lakes Naval Station and just recently received an honorable discharge. Mrs. Wolpert conducted the business and proved herself equal to the occasion in the absence of her husband.

Fred Buckel, who represents the G. A. Alderton Co., of Saginaw, is rounding out his fifteenth year with the above concern. He is a very familiar character in the Thumb district and enjoys a splendid business. He has three hobbies, that of selling groceries, playing rummy and snoring in his sleep. It is said a traveler entered the lobby of the Heasty Hotel, in Pigeon, one night last week and on hearing a noise, said, "I'll bet there is either a cyclone coming or else Fred Buckel is in the house." And, sure enough, Fred's name appeared on the register. L. M. Stewart.

## BUSINESS CHANCES.

Wanted—Book-keeper, who is also a typewriter operator. Address in own handwriting, stating experience and salary wanted. Boyne City Electric Co., Boyne City, Michigan. 95

Auto Radiator Trouble Solved—Our one lesson mail course tells how to repair and prevent bursting from freezing, all for \$1.00. Nothing to sell but experience. For further information address Chapman & Sons, 25 South High St., Akron, Ohio. 96

Special Warehouse Facilities—We have more warehouse space than we need on river and lake front, centrally located in Chicago. No cartage or cost of loading or unloading. Free lighterage to all railroads and freight houses. We have stevedores. Will sublet large or small space or handle your goods. National Bag & Paper Co., 358, 360, 362 and 364 River St., Chicago, Illinois. 97



Marshall Field said:

"The best advertisement a store can have is a satisfied customer."



Sun Crimp Top

PORTER'S  
"TUFF-GLASS"  
Lamp Chimneys  
Guaranteed First Quality

Carefully made, free from flaws, and tempered to withstand great extremes of temperature. They give the retailer more profit and his customer more service.

If your local jobber does not carry them write to us for complete price list.

PORTER POTTERY CO., Inc. Clinton, Ky.

## Red Crown Gasoline for Power

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

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

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

For sale everywhere and by all agents and agencies of

STANDARD OIL COMPANY  
(INDIANA)  
Chicago U. S. A.



## You Demand Years and Years of Service

That is why the McCray Refrigerator is so popular in the grocery trade—because it gives years and years of service. Grocers well know that "life-time service" is the McCray watchword.

McCray Refrigerators stand the test of time because they have true quality inbuilt in them. True quality is more than convenience and design—it is these plus materials, construction and workmanship.

McCray quality is more than a claim—as the thousands of satisfied owners are glad to testify. The many grocers using the McCray Refrigerator is the best proof of the fact that it is the leader for the trade.

## MCCRAY Sanitary Refrigerators

embody our well known cooling system by which constant circulation of cold, dry air is assured through every compartment. By this means perfect conservation of food is accomplished. McCray insulation confines the cold air currents within and excludes the warm air currents from without.

OUR EASY PAYMENT PLAN makes it easy for any grocer to buy the McCray. The refrigerator can be secured and paid for while it is in use. The McCray Refrigerator prevents waste, saves food and will pay for itself.

SEND FOR CATALOG—Let us send you catalog that describes a great variety of designs—one to suit every requirement: No. 71 for Grocers and Delicatessens; No. 62 for Meat Markets and General Stores; No. 94 for Residences; No. 51 for Hotels and Restaurants.

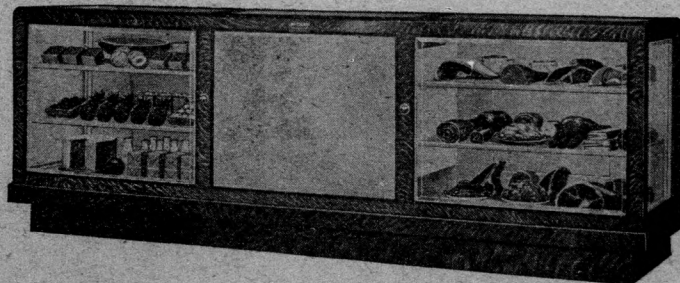
"Refrigerators for All Purposes."

## McCray Refrigerator Co.

944 Lake Street

Kendallville, Ind.

Detroit Salesroom 14 East Elizabeth St.





# The Master Cigar



Manufactured only by the

**G. J. Johnson Cigar Co.**

Grand Rapids, Michigan