

Petoskey Portland Cement Co.

AUTHORIZED CAPITAL STOCK \$1,500,000
ALL FULL-PAID AND NON-ASSESSABLE COMMON STOCK

Now is the Time to Invest in Cement Stocks

The Cement industry is paying big dividends and is sure to continue doing so for a good many years, because it is only in its infancy. Many new uses for cement have been found and Roadbuilding alone will consume millions of barrels each year from now on.

In a few years the present cement plants will be entirely unable to supply the demand according to the most reliable cement authorities.

Cement Stocks

are in high favor with investors because every cement plant in the country is making large profits. This is why no cement stock in present going plants is on the market to-day.

The Petoskey Portland Cement Company

owns 377 acres of high-grade calcium rock. This fronts directly upon Little Traverse Bay and thus affords direct water communication to all cities of the Great Lakes. It is estimated by reliable authorities that there are over 50,000,000 tons of this rock above lake level, and over 100,000,000 tons below lake level.

In addition to the limestone acreage the Company owns 23 acres of the finest shale in Michigan.

This is enough raw material to maintain a large cement plant 100 years and still sell millions of tons of rock.

Its Present Business

is the sale of crushed limestone to foundries, paper mills, sugar refineries, road commissions and the Newaygo Portland Cement Co.

The Company is increasing the crushed stone business many fold and has been offered orders for over 1,000,000 tons per year, most of which is on long time contracts and at greatly increased prices compared with previous years.

Upon the completion of the dock which will be started this spring, the crushed stone business will alone be able to make a 20% profit on the entire capitalization of the Company.

Dividends

This company is not a venture but a strong going concern, having long ago passed the speculative period. While the Cement plant is being built, the crushed stone business will alone guarantee good dividends. There have been at least ten years of dividends of never less than 8% from the sale of crushed limestone—the future dividends of this part of the business will be even larger, as this part of the business is being increased many fold.

A Cement Plant

is to be added just as soon as possible. This will still further increase the dividends of the stockholders. Other cement plants which buy their raw material and ship it great distances are making large profits. Why, then, should not the PETOSKEY PORTLAND CEMENT COMPANY make even larger profits from the manufacture of cement inasmuch as they own an inexhaustible supply of raw material and their cement plant will be located on their property contributory to all of the great consuming centers on the Great Lakes.

Management

That the management of any company is highly important is recognized by all careful investors.

In this important respect this company is particularly strong.

The men who are directing the affairs of this company are A. B. Klise, Pres. and Gen'l Mgr., John L. A. Galster, Sec. and Treas. and Homer Sly, Vice-President.

These men have won their spurs by performances in business and have been successful. They stand the acid test for ability, honesty and experience—the three essentials that should be insisted upon by every investor in the make-up of the men who are responsible for the use of the capital entrusted to them.

This stock is now selling at \$12 per share but will continue to do so for a limited time only. We recommend this stock to the public as a bona fide investment. This business has been paying dividends for some time and its future prospects are exceedingly bright.

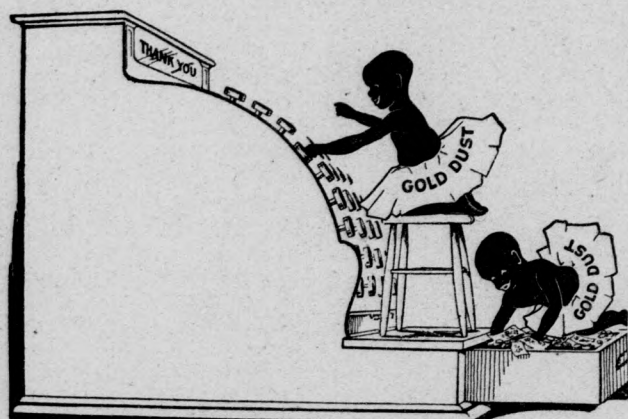
A careful investigation on your part, we are certain, will lead to your purchasing an interest in this company.

F. A. SAWALL COMPANY, Inc.

405-6-7 Murray Bldg.

Grand Rapids, Michigan

Every grocery store
has its own movie
—GOLD DUST.
It stays just long
enough to tinkle
the cash register.



Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Company
The Pure Foods House
Distributors
GRAND RAPIDS, MICHIGAN

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

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

DEAL 1814

MORE PROFIT

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.

MICHIGAN TRADESMAN

Thirty-Sixth Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 26, 1919

Number 1849

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete In Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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

CANNED GOODS SITUATION.

The only slowing up in the activity in canned fruit is due to the scarcity of offerings. While there has been a very large business transacted, it appears now that most of the offerings have been cleaned up. One feature of the situation, however, is that the supply for domestic use has been reduced to a minimum and domestic consumers will soon find it difficult to obtain canned fruit of any description. The reason for this lies in the fact that there has been the greatest difficulty in inducing domestic consumers to pay the high prices asked and goods have been allowed to lie on the shelves unsold. Consequently when the export demand sprang up and jobbers showed a willingness to buy back these supplies, sometimes at a profit to the retailers, there was no difficulty in securing them. It must be borne in mind, however, that the fruit pack was not an exceptionally large one and that it will not take very long to exhaust the surplus obtained by even such methods as are now in vogue.

The salmon demand is more or less intermittent, depending, as has been previously pointed out, on the amount of steamer space available at the moment. Prices remain firm. Tomatoes are the weak item on the list, and the absence of any serious export interest, as well as almost utter neglect by the domestic trade, is causing some cheap offerings from time to time.

An echo of old times is the letter of the former Kaiser, written in 1890 and now published in Vienna, explaining to Francis Joseph the dismissal of Bismarck. The facts, as stated, do not differ from the generally received account. They square fairly well with the statements made by Bismarck himself in his "Reminiscences." But the vivid color put in by Wilhelm II is all his own. No doubt, the old Chancellor was in poor health, was testy, irritable, domineering, and determined to let the

young Emperor know that he was master; but he could hardly have been the impossible hypochondriac and marplot that this letter would make him out. The juster view of Prince Hohenlohe in his memoirs—the publication of which so enraged the Kaiser—will not be displayed by the new evidence. Hohenlohe held, in brief, that Bismarck made himself very difficult to get on with, but that the Kaiser, none the less, had made a blunder in "dropping the pilot." Carl Schurz reported Bismarck's telling how he used to bring the old Emperor to heel. He would threaten to resign, whereupon Wilhelm I would weep and let the Chancellor have his way. The method was tried on the youthful Emperor, to whom Bismarck repeatedly "flung" his resignation. The weeping duly followed—the Kaiser wrote of his being in "a convulsion of tears"—but it was not until after Bismarck had been dismissed.

Mr. Hoover's letter to the President about the packing industry, written during the war but just published, shows once more his remarkable combination of cool judgment and inventive mind. He made a clear distinction between the policy necessary to provide the food supply during the war, and that necessary for a permanent economic arrangement. To have seized the packing houses or attempted any radical reforms during the war would have been to disrupt the agencies on which we had to depend for sustenance; abuses could be handled by regulation and taxation. But permanent re-organization would demand something much more fundamental than a few Government fiat. "These businesses have been economically efficient in their period of competitive upgrowth, but, as time goes on, this efficiency can not fail to diminish and, like all monopolies, begin to defend itself by repression rather than by efficiency." The centralization, Mr. Hoover points out, took place partly because of superior ability to utilize by-products and partly because of access by the large firms to cheaper animals from the cheaper lands of the West. Both conditions have since been altered, and local abattoirs near the large cities might now succeed if established with municipal help and protected from unfair competition. This suggestion, with that relating to control of the subsidiary by-product businesses, merits careful study.

If the 180,000 labor unionists around New York make good their threat to strike against prohibition on July 1, in case the Federal dry law then goes into effect, it will be a beer or no work rebellion sacred to the memory of booze bolshevism.

When a woman is unable to convince a man she calls him a crank.

WILD ORGY OF BUYING.

As more detailed figures are made public of the tremendous purchases by the Government for war purposes, the full extent of the wild orgy of buying becomes more apparent. And there is no cause for wonder at the enormous stocks of all kinds which remain in the possession of the authorities. While the war was on, much stress was laid on the fact that civilian experts had generously tendered their services to help get the needed supplies. If they were responsible for what happened, their aim, seems to have been to find out the utmost that every mill and factory in the land could produce and then buy it for the Government, regardless of the quantity needed or which could be utilized. It appears, also, that deliveries were expedited so that comparatively little of the orders could be cancelled after the armistice was signed. This is shown in a statement made by the statistics branch of the War Department issued on Wednesday. Only a few of the data are needed to make clear what happened. Of woolen stockings, light and heavy, about 133,500,000 pairs were ordered since April 1, 1917, and the cancellations were little over 1½ per cent. Underwear was ordered galore, the amount being over 86,000,000 undershirts and more than 81,000,000 drawers, and the cancellations a little over one-half of 1 per cent. Nine million four hundred and seventy thousand overcoats were ordered, and more than 8,000,000 delivered, while of melton cloth the orders totaled over 94,000,000 yards, hardly any of which were cancelled. Of duck the total ordered was 202,702,000 yards, and of shoes 29,645,000 pairs. These are figures taken simply at random. They help to show why trade was needlessly handicapped and why a pretext was given for exacting high prices.

PIECE GOODS ARE ACTIVE.

Reports coming from secondary distributors of dry goods here indicate considerable improvement in the movement of cotton dress fabrics in the last week. Especially nice things are said of white goods, in which the movement of both staple and novelty cloths has been good in spite of the uncertainty that has prevailed in regard to prices.

Departments handling linens, on the other hand, are none too busy. Most retail buyers regard prices on all-linen goods—where they can be had—as "sky high," and are also said to look askance at such "unions" as may be offered. Wholesalers insist, however, that lower prices are absolutely out of the question, and in some quarters it is asserted that linen goods generally will see a further rise be-

fore any sign of a decline appears. Not only that, but predictions regarding supplies for some time to come are none too cheerful.

Canada is well known to have gone energetically about the utilization of water power, but it will surprise many Americans to learn that a census of hydro-electric developments in the Dominion shows a total of 2,305,310 turbine horsepower developed. Unless methods of computation have differed radically from those usually employed, Canada has developed nearly half as much water power as the United States. The estimate for our country was placed in a recent scientific bulletin for the Government at roughly one-tenth the amount which could be utilized without special storage provision, or 5,000,000 horsepower. The Canadian census shows about 1,750,000 horsepower developed in central electric stations, and most of the rest in pulp and paper manufactories. Ontario and Quebec are furnishing more than two-thirds the total. Only Norway uses more water power per capita.

The prompt and emphatic manner in which Armour and Company responded to the telegraphic enquiry of the Tradesman regarding their reported invasion of the retail grocery field is certainly re-assuring. Disquieting rumors have come so thick and fast during the past few weeks that the retail trade as a class had about come to the conclusion that there must be some fire where there was so much smoke and had settled down to face the situation with the same composure it faced the department store, the chain store and other invasions of its legitimate field. The prompt denial and vehement protest of Watson Armour will be received with the confidence its frankness deserves and do much to re-assure the trade that it is not to be invaded from the house of its friends.

The programme prepared for the annual convention of the Michigan Retail Dry Goods Association, published elsewhere in this week's paper, indicates the high plane on which that organization has been founded and will be conducted. Every topic selected for discussion and action is vital to the dry goods merchant, whether his business be large or small. The Tradesman trusts the attendance at the Battle Creek convention may be so large and representative that the leaders of the movement for co-operative effort may never have occasion to regret their action in bringing the retail dry goods trade together for a common aim and purpose.

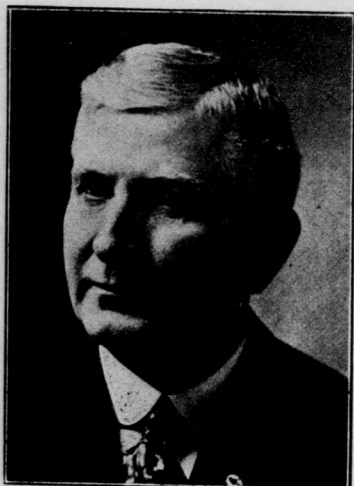
If all lawyers took only cases they believed to be just, there would be a large falling off in legal business.

RETIRES WITH HONOR.

After Twenty-six Years of Faithful Service.

Charles W. Mulholland has been notified by his long-time employer, the Fleischmann Company, that because of his long period of faithful service he will be retired on a life pension April 1. His successor will be Isaac Douma, who represented the Fleischmann interests in Holland eleven years and has been acting as assistant to Mr. Mulholland for the past four years, with the exception of fifteen months spent in the service of his country as a soldier.

Charles W. Mulholland was born in Cleveland, Ohio, March 28, 1852. His father was of Scotch-Irish descent and practiced medicine for sixty consecutive years. His mother was a



Charles W. Mulholland.

full blooded Yankee, having been born in Massachusetts. She lived to the ripe old age of 90, while her husband lived to pass 85 mile posts. When he was 2 years old the family moved to Peoria; two years later they moved to Muscatine, Iowa; two years later they took up their residence in Milwaukee and two years later they located at Detroit. He was 10 years old when the family located in Tuscola, Tuscola county, where they remained about twelve years. At the age of 22 Mr. Mulholland engaged in the grocery business at Pine Grove, Pa. Two years later he sold the stock and engaged in the same line of business in Toledo. Three years later he sold the stock in Toledo and took the agency of the Fleischmann Company in the Saginaw valley. He was located in Saginaw, but covered all of the cities and towns contiguous thereto, including Bay City. After conducting this agency eleven years he resigned and re-engaged in the grocery business at Toledo. Two years later he sold the stock and came to Grand Rapids where he took the management of the Fleischmann agency on the death of John Smyth. He has continued in this position twenty-six years, having made and retained in the meantime the friendship of every retail grocer and baker in the Valley City.

Mr. Mulholland was married Sept. 3, 1872, to Miss Lila Owen, of Tuscola. They have had one daughter

who is now a widow and the daughter and grandson, 8 years of age, reside under the parental roof at 1256 Logan street.

Mr. Mulholland is a member of the National Union and the Knights of Pythias, but he is not very active in either organization. His only hobby is his automobile. He attributes his success to keeping continually at work. As a token to his faithfulness to the Fleischmann interests it may be stated that he has taken only two vacations in twenty-six years, amounting to four weeks altogether. As a matter of fact, he is entitled to an annual vacation and could have it for the asking, but has refrained from doing so rather than to give his competitors any opportunity to make any inroads on the trade of his territory as the result of his absence from his post of duty. Like all the employees of the Fleischmann Company, Mr. Mulholland is exceptionally loyal to his house and would make any sacrifice, within reason, rather than be compelled to chronicle the loss of a single customer.

Mr. Mulholland has no plans for the future other than to take a long rest and to continue to make his home in the city of his adoption, in which is centered all his hopes and ambitions.

Few men have been able to go through the ordeal of a long business career and retain as permanent friends so large a proportion of the men with whom they come in daily contact.

The Lamp-Post.

Written for the Tradesman.

Up-raised above the sordid street
Where oft I pass you in the night
I wonder as you guide my feet
What are the thoughts of the lamp-post light.

Is it because a world grows dark
And wicked men seek others harm
That you send forth a glowing spark
To lend the darkness thus a charm?

Perhaps some stranger—gone astray—
Seeks shelter from the driving snow
And could not find a place to stay
Unless you showed him where to go.

Or some far more familiar one
Who oft has passed your way before
Unconsciously—his day's work done—
Turns at his gate and waiting door.

What is there too in your very mien
That children coming late from play
Soon as your radiance is seen
Do know it's you—and too their way?

Thus ever from your iron post
You look upon a varied world
From where I think you see almost
The lives of men—like flags unfurled.

And as you come to know them too
And greater grows your ambient host
How many stop and say to you—
"You're The Light Of My Life—you old lamp-post."

Charles A. Heath.

Now Soup Time.

The woman with a big family usually makes her own. Good idea to make a display of beans, peas, rice, lentils, macaroni, etc. Let the big card read, "Things for Making Wholesome Soup for Winter Weather." If your store carries fresh meats, a couple of soup bones nicely cracked and laid out on a platter will make your show doubly effective.

Persons who do questionable things do not want to be asked about them.

Most persons flatter themselves that they could be a lot worse than they are.

ARMOUR SAYS RUMOR FALSE.

Denies He Proposes to Invade Retail Field.

Battle Creek, Feb. 22—There are reports now current here that are of very great interest to the retailer, if they are true, but they are not at all easy to verify, and I naturally turn to you to see if you are able to give me any help.

I am informed that a leading member of one of Toledo's large wholesale firm stated before a large gathering of their employees that J. O. Armour had bought out the Atlantic and Pacific Tea Stores and was going to run them. One report says that he has not taken possession as yet, but does in the not distant future. The party who gave me the last information said that he understood that Mr. Armour had been a heavy stockholder in them for some time.

We, of course, know that he has gone into the manufacture of rolled oats, macaroni and breakfast foods on an extensive scale, and that is of itself exceedingly unfortunate, as it shows a tendency to want to gobble up the whole earth and make all the rest of us eat out of his hand—and pay him well for the privilege of doing so. I have persistently refused to handle his new factory products for this reason, even though his fine new plant is within two blocks of my place of business. Now if he is going into the retail business—and that of the very worst form of cut-rate, chain-store cut-throat-competition kind—it is time that we were awake to the fact, so as to meet it accordingly; not merely as retailers, but as retailers and consumers together, for in the end it means the same to all of us. He manipulates prices for his own benefit and the public pays the bill.

Can you tell me as to the truth, or probability of truth, of the report that he has bought these stores; or the report that he has for some time been a heavy stockholder in them? Can you inform me as to the number of these stores in this country?

I thank you in advance for any information you may be able to give.

Elon P. Boynton.

Grand Rapids, Feb. 24—Yours of Feb. 22 to hand and contents noted.

I have wired Armour and Company for a definite statement on the subject. Will acquaint you with their reply.

If you could give me the name of the Toledo jobber who made the statement you refer to, I might be able to trace the truth or falsity of the report from that end.

I am glad to hear from you in this matter, because I want to be helpful in every way possible. E. A. Stowe.

Telegram to Armour and Company.

Grand Rapids, Feb. 24—Report from Toledo says Toledo wholesaler asserts that Ogden Armour or Armour and Company has purchased large interest

in Atlantic and Pacific stores and will manage them hereafter. Is there any truth in any or all of these statements? Please answer this enquiry by wire at our expense.

Michigan Tradesman.

Reply to Above Telegram.

Chicago, Feb. 24—The report that J. Ogden Armour or Armour and Company or anyone acting for Armour and Company has an interest in chain stores or the general retail business is a deliberate falsehood. The report which has reached you is similar to rumors which have been spread over the country and it is as unfair and damaging as it is insidious. We have stated before and now state again that we have no intention whatever of going into the retail business. Any statement to the contrary is untrue and obviously the work of some unscrupulous competitor.

We are concerned over the frequency with which this falsehood is repeated and we will appreciate information from you or from anyone which will enable us to identify the man or firm responsible for its circulation. Please give us the name of your informant so that we may trace this rumor to its source. Patience has ceased to be a virtue and we have determined to put a stop to vicious and malicious rumor-mongering.

A. Watson Armour.

Reply to Above Telegram.

Grand Rapids, Feb. 24—I am pleased to receive your telegram and letter, both of which reached me by the same mail delivery. The enclosed proof, which will be run in the Tradesman of Wednesday, is all I can give you at present regarding the source of this latest rumor. As soon as I hear from my Battle Creek correspondent, I will gladly communicate with you further.

In behalf of the retail trade, whose interests I have undertaken to serve during the thirty-six years I have published the Michigan Tradesman, I wish to thank you for the very emphatic manner in which you stamp the falsehood of the rumor which I brought to your attention.

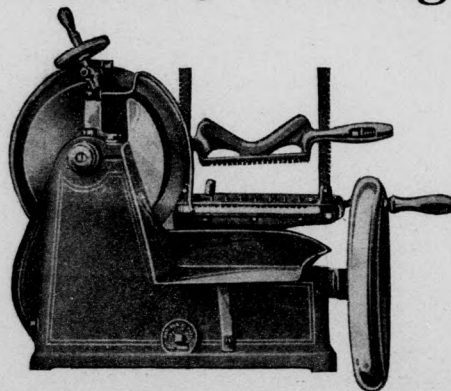
E. A. Stowe.

Rid of Old Toy Stocks.

Toy buyers in the city say that the past year has been the most prosperous in their history and with American goods forming 90 per cent. of the new stock handled. This latter fact is, however, only a pleasing incidental. The general benefit has come because, on account of market conditions, dealers have cleaned up all their old stock and disposed of things that in normal times would have lain on their shelves for several years to come.

Make a "game" out of your work. By force of will you can make it yield more pleasure than most things of life.

Sanitary Slicing Machine



Less parts than any other machine on the market. Easily cleaned.

Will slice faster than any other machine.

Write for circulars and prices to

Boot & Co.

Michigan Agents
GRAND RAPIDS

LESSONS OF THE WAR.

Some Hoodoos Which Might Well Be Annihilated.

While there is no denying the old saying that "there's none so blind as those who won't see," there is considerable evidence at hand that any grocer with his eyes open might have discovered out of his war experiences that in some of his preconceived grievances at the hands of competitive conditions he was more scared than hurt; that much of his supposed hardship was psychological rather than actual.

For instance, there has always been a cry that price governs everything, and that anyone with goods selling at low prices could put out of business all those who had to sell in competition with him at a higher price. Logically it is true, but the experiences of the war—now that some have had a chance to think it over—show that it isn't so by a long shot; at least not invariably. In fact, there are other elements in competition which have proved more effective during the war than price itself.

Out in California a grocery trade editor, who has been serving as deputy State Food Administrator, makes the observation that "up to the time the Food Administration rules became effective it was supposed that wholesalers and retailers were forced by competition to follow the market, no matter what the loss or profit might be. But within the last year we have seen the spectacle of retailers in the same city and district selling the same grade of tomatoes at a price ranging all the way from 10 cents a can up to 20 cents a can, and while the man with the 10-cent tomatoes has had the "edge," he has not done all of the business by any means.

"Throughout the last year all efforts at uniformity in prices were given up, and yet on the whole a satisfactory business was done by the rank and file of the trade.

"If the same policy can be followed on the downward swing of prices, all will be well. And it is the bounden duty of every grocer not alone to himself but to his fellow dealers to follow this policy, and not make capital of the fact that he may from time to time own certain items lower than does the man across the street or around the block. The chances are a little better than even that his competitor has other items on which he has the advantage, and promiscuous price cutting by either dealer merely reacts upon himself."

There are quantities of grocers who can testify to the truth of the above—if they will. With everything on the "cost plus" basis, the goods on the grocers' shelves stood him in at all kinds of prices and hardly any two stores could truthfully sell at the same price and margin of profit at one and the same time. And yet, did the customer go "shopping around" among ten or a dozen stores to get a can of this or a package of that at a slightly lower price? She did not.

The same thing is shown by those who will admit the truth—of course, not invariably—in the case of the no-

torious price cutter. As a rule, price is his one and only lever with which to pry trade into his shop, and it very commonly happens that a higher-grade grocer, with a reputation for superior goods or service or uniform fairness, gets all the business he ought to expect to—even if not all he would like—right alongside him.

As the California man says, it is the average of price level that finally tells the story; not the specific article. Anyone who will take the pains to study the thing out, from the overhead of each dealer, his margin of profit, his manifest bank balance, etc.—will find that chasing price cutters is a waste of time and that a steady, fair-principled base of family supplies is the best for the customer in the long run.

The writer encountered in a Middle Western city last fall a woman who arose at 5:30 o'clock every morning, paid carfare two ways, and went two miles to a municipal market to "get in early on the bargains," and she boasted that her saving was about a dollar a week. Later she quit, and when enquiry was made it developed that she had one day waked up to the fact that she was holding her time and labor and comfort at a mighty low level; too low for her own self respect, when once she saw it. And, in the long run, most people are pretty much alike. At least, it doesn't pay to standardize one's practices on the measly minority.

There is another thing which appears to the average retail grocer like a veritable hoodoo, to which he might very properly give less magnification; and that is the idea of Sunday closing. There is a lot of nonsensical hysteria about it and, while no one can deny the general soundness of the Sunday closing argument, a great many do deny all the hullabaloo that is made about it by some of the grocers.

Of course, everyone ought to be willing to take one day off in seven, and it is good for the public morality that the law should require it. But much of the sanctimonious indignation heard because an occasional grocer here and there does not "observe the Sabbath" is nonsense and hypocrisy. It isn't religious fervor for the observance of the Sabbath so much as it is the fear that "the fellow next door" is sneaking in an occasional dollar by the back door, and a lack of nerve to let him alone if he is small and penurious enough to waste his whole day for the few dollars he may pick up from one's regular customers who are forced in the emergency to go to the side door.

Any grocer with the right kind of mercantile spirit can impress his self-respect and fair trading on his customers enough to hold them, even if an emergency call does send them into the highways and byways to supply a temporary need.

Not that the writer is in sympathy with seven-day business weeks, or with Sabbath breaking or perpetual slaving—nor again, out of harmony, with Sunday closing laws—but it might be well for the champions of the tight Sunday to fight in the open and bank on the traditional sense of

American fair play, rather than assume a cloak of sanctity or run away from ghosts.

By the way, someone has figured it out that, with all the watching and sleuthing, and the lure of a chance to make a little more here and there under stress of wartime necessity, only 3,500 of the 375,000 retail grocers of the country ever broke the Food Administration rules sufficiently to invoke punishment. In fact, the Food Administration had listed about 450,000 retail food places and less than three-quarters of 1 per cent. of them broke the rules. It is doubtful if many lines of business can make so good a showing, and even the friends of the grocer will feel surprised that the showing was so good.

And another branch of the food trade is just now receiving much commendation for its loyalty in the war—the canner. Everyone knows how great was the part of the tin can in the war, but few had any idea how enormous was the task of furnishing all this stuff. Talking in technical terms of the canner, Captain Walker, of the army, at the recent convention of the National Canners' Association made the startling statement of the vastness of the canned food used by the army that "it would take the latest model 4 spindle-closing machine, operating at the rate of 240 cans per minute exactly twenty-three years and six months to seal the cans furnished the Government if it worked continuously eight hours every day of the year."

Green Onions.

Written for the Tradesman.

One thing I crave else ill content
But no sooner have than I repent;
Nowhere I swear will taste again
Lac Vieux Desert or Saint Germain—
Green onions.

I await them early; they reach our town
In January from somewhere down
The Florida coast, whose sunny sky
My home almost has ruined by
Green onions.

The pungent things quick pass my lips
No bee that stings such nectar sips
They are so sweet, ice-cooled and small
I really eat them tops and all.
Green onions.

My pleasure though not long did last
I saw it go before the mast
For I kissed and said "Shall we see a
show?"
She replied instead of yes or no—
"Green onions."
Charles A. Heath.

She Pulled the Bell Cord.

An old woman with a peaked black bonnet got aboard a train at Kalkaska, and after calmly surveying everything in the coach she turned to a red-haired boy and, pointing to the bell-cord, asked:

"What's that, and why does it run into the car?"

"That's the bell-cord; it runs into the dining car."

The old woman hooked the end of her parasol over the bell-cord and gave it a vigorous jerk. Instantly the brakes were set and the train came to a stop.

The conductor rushed in and asked loudly: "Who pulled that bell-cord?"

"I did," calmly replied the old lady.

"Well, what do you want?" shouted the conductor.

"A cup of coffee and a ham sandwich."

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

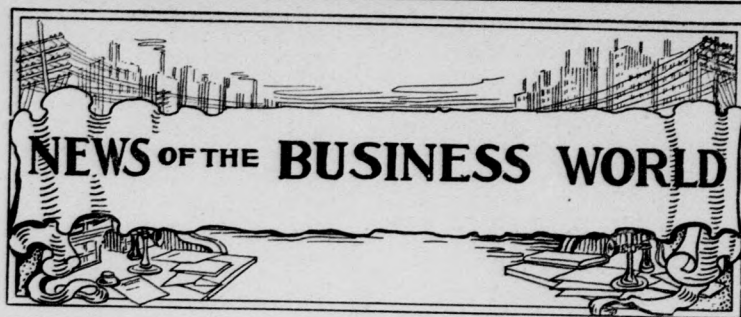
Domino Package Sugars

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



Movements of Merchants.

Battle Creek—The Wicks-Aldrich Co. has opened a garage at 217 West Main street.

Howell—E. F. Young, meat dealer, is installing new fixtures and a five ton ice machine in his market.

Sand Lake—Victor Ledger has sold his meat market to Fred Misner, recently of Cedar Springs, who has taken possession.

Hersey—William O'Neil, of the Coakley Hardware Co., died suddenly Feb. 19, following an attack of acute indigestion.

Jackson—D. A. Small has opened a confectionery, cigar and tobacco store in the rear of the Peoples National Bank building.

Bay City—The First National Bank has perfected an organization of the First National Trust Company, to do a general trust company business.

Sunfield—The Farmers' & Merchants' bank has been organized here by farmers in this locality and will be open for business in the near future.

Hopkins—The Hopkins State Bank has changed its name to that of Hopkins State Savings Bank. The capital stock has been increased from \$20,000 to \$25,000.

Charlotte—Ira D. Smith has purchased an interest in the shoe stock of Harmon & Osborn and the business will be continued under the style of Harmon, Osborn & Smith.

Ionia—The Quality Store is being remodeled and when completed, will be double its present size. Several new departments incident to house furnishing, will be added.

Newaygo—R. N. Fisher has removed his jewelry and optical stock here from Pewamo and consolidated it with the jewelry stock of George W. Gould & Son, which he recently purchased.

Pewamo—Mrs. Ellen C. Fisher has removed her stock of millinery goods to Newaygo and will continue the business in the same building occupied by her husband with his stock of jewelry and optical goods.

Ishpeming—F. Braastad & Co., who recently announced the closing out of their stock of dry goods and women's ready-to-wear clothing, have now decided to close out the grocery stock also and will retire from business unless they decide later to continue the furniture business.

Petoskey—Petoskey is not going to be without a wholesale fruit house this summer. Since the Gamble-Robinson-Shaw Co. decided to move its branch to the Upper Peninsula, O. C. St. John, the former manager at Petoskey, who resigned so that he might remain in Petoskey, has been managing the Co-Operative Market Association and in

the very near future will engage in the wholesale fruit business. A very desirable location has been secured. This will be appreciated by the merchants of Petoskey and nearby territory, as it will give them the benefit of car-load rates on some of their principal commodities in the fruit and vegetable line.

Manufacturing Matters.

Pontiac—Fire damaged the plant of the Pontiac Packing Co., Feb. 19, causing a loss of over \$4,000.

Orleans—Fire destroyed the grain elevator and feed mill of Robertson & Wardorp Feb. 19. No insurance was carried.

Port Huron—Fire destroyed the South Park plant of the Romeo Foundry Co., causing a loss of about \$100,000. The plant will be rebuilt.

Grand Ledge—The Baker Clay Co. will be refinanced, decision to this effect having been made at a meeting of the stockholders a few days ago.

Niles—T. Willard Ready, who is said to be the pioneer producer of vegetable liquid matter used in coloring butter and oleomargarine, will erect a larger plant here. He has factories in South Bend, Chicago and Buffalo.

Charlotte—The Bennett furniture factory, which has stood idle for the past ten years, has been sold to Grand Rapids parties, who will remodel it into a hardwood casket factory. It will be open for business about April 1.

Mt. Clemens—Stockholders of the Mount Clemens Brick & Tile Co. have decided to sell the property, which consists of thirty-nine acres of land. No work has been done by the concern for the last five years, and the business will be closed out.

St. Joseph—The Industrial Rubber Co. is a new concern here. Fred C. Palenske and G. E. Fredericks are at the head of the enterprise, which has obtained the two-story building of the J. A. Blanchard Co., on Broad street. To start with, ten men will be employed.

Detroit—The Schoff-Gracey Co. has been incorporated and has purchased the commercial body department of the Maurice W. Fox & Co. It will continue business at 156 Milwaukee avenue, east. In addition to the building of commercial bodies of all kinds, it will handle used cars and automobile accessories.

Detroit—Stockholders of Nelson, Baker & Co., manufacturing pharmacist, at the annual meeting recently, adopted resolution authorizing an increase in the corporation's capital stock from \$500,000 to \$1,000,000. The

new stock, par value \$10, is to be offered to the present stockholders pro rata to their holdings.

Grand Haven—Paul Johnson and Alvin Jacobsen, of Muskegon, have bought an interest in the Grand Haven Brass Foundry Co. and William Zoerner, founder of the concern, has withdrawn from the management, although retaining an interest. He will be identified in future with the Temple Stone Co., of Grand Rapids, manufacturer of building material. Mr. Jacobsen was at one time connected with the American Brass Novelty Co., of Grand Haven, and was lately with the Linderman Steel & Machine Co., of Muskegon. He left the Linderman concern February 15 to become manager of the foundry in Grand Haven.

The Slimy Hand of German Influence.

Lansing, Feb. 24—The Federal Relations Committee of the House has reported out the concurrent resolution of Representative W. L. Case, of Leelanau county, which would call upon Congress to prevent the return to the United States of German and Austrians who left the country to take up arms for the Central powers. Last week Representative Virgil A. Fitch, of Ludington, led a fight to have the house reinsert the words "German and Austrian," which were stricken from the resolution and "undesirable aliens" substituted at the request of Representative Andrew B. Toepel, of Detroit.

A quarter of a million dollars seems too trivial a sum to bring to the attention of a Congressman, but perhaps the ordinary citizen may be forgiven for asking whether there is any convincing reason for increasing the amount spent for free seeds by 50 per cent. The Congressman may reply that, despite the increase in the appropriation, his prestige in his district is likely to suffer. For whereas he formerly had 25,000 packages of garden seeds and 3,000 packages of flower seeds to bestow upon grateful constituents, the new appropriation will supply him with a paltry 14,000 packages of the one and a reduced number of packages of the other. He may add that even in the good old days he had only one package of any kind of seeds for every seven or eight citizens, or less than one to a family, while under the new arrangement he will have only one for every dozen or so. Is it consistent with American independence, he may demand, to compel two or more families to get together and pool their garden and flower seeds, or divide them up at the rate of less than half a package to the family? Will this procedure promote that domestic tranquility which the Constitution specifically names among the objects for which it was ordained and established? At this point his questioner can but exclaim against the niggardliness of the Appropriations Committee and return to work upon his income-tax blank.

Life is not a losing game, nor is it an uncertain one. We are not human puppets thrown off to be buffeted by fate or a cruel destiny, to sink or swim, according to circumstances. We are all children of Omnipotence, intended to be divine successes. Whether we are or not rests with ourselves.

Cleave to the One and Avoid the Other.

I observe that the Piggly-Wiggly chain store scheme has been re-organized with some new financial blood. One of the newcomers is C. E. Martin, President of the Acme Packing Co., of Chicago, who becomes Vice-President of the Piggly-Wiggly concern. The Acme Packing Co. packs the Red Crown products.

While an officer of a corporation is not exactly the corporation, and while he may, of course, have outside interests which the corporation does not share, still where the outside and the inside interests are allied, as in this case, packers of food products and retailers of food products, it means in a sense that the Acme Packing Co., which depends for most of its distribution on retail grocers, has engaged in the chain store business. Competing with its own customers, in other words, and competing in a particularly annoying way. The Piggly-Wiggly stores are self-serve stores; regular grocers find it very hard to compete with them. Hard? In many ways they find it impossible, for no regular service store, nor even a cash and carry store, can sell as cheap as a self-serve store and make any money. Take the cafeteria restaurants, which are doing for the restaurant business what the self-serve stores are doing for the grocery business. In a certain city not far from Grand Rapids there is a restaurant company which runs two restaurants within one block of each other. One is the conventional restaurant with waiters, the other is a cafeteria. So far as I can judge, the food served is the same in both, yet for most things the price charged by the cafeteria is about three-fourths the price charged by the restaurant. The difference between the prices of a service grocery and a self-serve store is of course not 25 per cent., but it is enough to put the regular store out of the running with the consumer who buys on price alone.

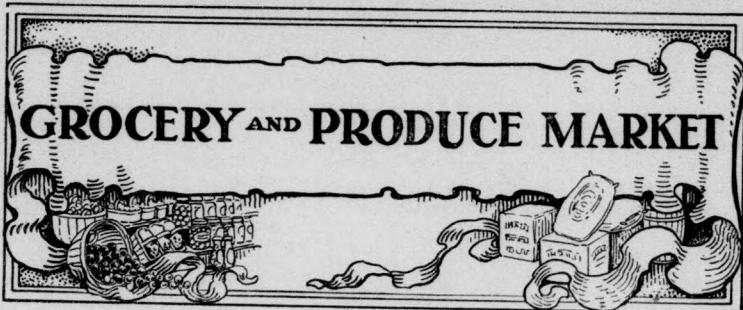
I am curious as to how the retail grocers ought to feel toward the Acme Packing Co., whose President has become a chain store grocer. Far be it from me to stir up any war between trade classes, but the time may come—in fact, it may be here now—when retailers must separate their friends from their enemies and cleave to the one and avoid the other. Frank Stowell.

Detroit Jobbers Out With Glad Hand.

Detroit, Feb. 26—Carrying out a campaign to interest retailers of Michigan in goods put out by local wholesalers, representatives of forty wholesale jobbing houses of Detroit start to-day on a trip to Ionia, Belding and Greenville, under the auspices of the Detroit Wholesale Merchants' Bureau.

"A series of trips such as this has been planned by the Bureau," says William E. Wilkinson, Secretary of the organization, "with the purpose of promoting a better feeling between the wholesalers and retailers of the State."

"A trip to Michigan towns will be made every two weeks by some of our men, beginning to-day and lasting until the summer months. The next places to be visited will be Adrian, Coldwater and Hillsdale. We intend to take with us on these occasions representatives from banks and other concerns of the State, as well as our own men."



Review of the Produce Market.

Apples—The market continues firm. Baldwin, \$3.50; Northern Spys, \$4; Greenings, \$3.50; Russets, \$3.

Bananas—\$7.25 per 100 lbs.

Beets—90c per bu.

Butter—The market is steady, prices having advanced slightly, following a very sharp decline. The market is fairly well-cleaned up, but the receipts are running slightly heavier than last week and there is not much butter on the market. We look for a steady market in the immediate future, with continued active trading. Local dealers hold fancy creamery at 52c in tubs and 54c in prints. Jobbers pay 40c for No. 1 dairy in jars. They pay 28c for packing stock.

Cabbage—\$3 per 100 lbs.

Carrots—75c per bu.

Celery—California, \$1.35@2 per bunch, according to size.

Cucumbers—Indiana hot house \$4 per dozen.

Eggs—The market is steady, quotations having remained stationery the last few days, receipts having been a little heavier than usual. There is a good demand for fresh eggs at this time and we do not look for any great change in the near future. The prospects are for heavier receipts, as the increase in the consumption has cleaned up the receipts daily. Local dealers pay 36c per doz., loss off, including cases, delivered. Local storage operators are putting out their stocks on the basis of 32c for candled firsts and 29c for candled seconds.

Garlick—60c per lb.

Grape Fruit—\$5@5.50 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—The market is advancing rapidly, due to the fact that Wisconsin, Indiana, Illinois and Ohio are pretty closely cleaned. There is a much improved demand and prices much better. Dealers are asking \$3 per 100 lb. sack, either red, yellow or Australian brown.

Oranges—California Navals, \$5.50@6, according to size.

Pineapples—\$6 per crate.

Pop Corn—12c per lb. for shelled.

Potatoes—The feeling is a little better this week, although trading is extremely light. Farmers still hold to their ideas and are not hauling

heavily and, consequently, receipts are light. This is extremely fortunate, as heavy receipts would easily demoralize the market. Weather conditions are bad and there is no buying to speak of. Should farmers ever let loose lower markets would certainly be the rule. Good table stock ranges around \$2 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, \$1.75 per 5 lb. basket; hot house, 35c per lb.

Turnips—65c per bu.

The Grocery Market.

Sugar—The situation in refined has developed no new features. There is a steady demand for stock as needed and orders are being shipped a few days after their receipt. Of beet sugar, buyers are confining purchases to actual wants, but their stocks are low and need constant replenishing. Many of the orders for beets are accompanied by urgent requests for allotment to nearby factories. This is not always possible, on account of depleted assortments of the individual plants. Buyers who have heretofore been supplied from Ohio factories, especially those in need of bags, must figure on a little longer time in transit, as it is likely their allotments will have to move from Michigan factories. Ottawa and Fremont are entirely sold out. Findlay has 4-25s. and bulk bags only, in the proportion of two-thirds bales to one-third bags. Paulding has barrels and bales only. The major part of the unsold supplies are those of Eastern Michigan factories, principally in the Bay City-Saginaw district. With the beet sugar producing campaign now entirely over interest is centered on the new crop. Reports from all sections indicate that the sowings will show a decided increase over last year, when they were curtailed owing to delay in settlement of the price of beets. The prices this year are considered satisfactory.

Tea—The situation presents nothing of unusual interest. A steady expansion of trade is apparent, but it is still along jobbing lines. Distributors generally are interested in covering only their current wants, seeing nothing in the prospect to warrant the expectation of an upward movement in prices, while on the other hand the persistent policy of waiting, they argue, may ultimately be rewarded by the securing of stocks on a lower basis of values. Importers, however, are not in a mood to make concessions, claiming that prices now are at the lowest levels warranted by first

costs and the condition of supplies. They are satisfied that the buying movement must continue to grow under the impulse of actual consumption, and being aware that holdings by second hands throughout the country are virtually exhausted, they look upon the advent of the spring season with confidence as ensuring a good and strong market during coming weeks.

Coffee—The demand is still extremely light, particularly as the market showed some easiness during the week. Santos coffee is probably $\frac{1}{2}$ c lower than last week. Rio about unchanged. The stock of milds is still piling up, but the market remains fairly steady.

Canned Fruit—Canned fruits are still very scarce, with no pressure to sell, prices very high and demand active.

Canned Vegetables—Tomatoes are still weak and very dull. Everybody, in fact, is afraid to buy in spite of the general admission that prices are below the cost of production. Corn and peas and the other items of canned goods are unchanged and dull. Peas are inclined to be firm on account of good export demand. Not very much interest has been taken in future peas.

Canned Fish—Sardines are easing up a little and there is some pressure to sell. Salmon is exceedingly scarce and firm.

Dried Fruits—Large size prunes are almost out of the market and even the small sizes are very high. There are some prunes now being offered of very small size that ordinarily would not have attracted any buyers whatever. This year they are being eagerly snapped up. Dried fruits generally are scarce, particularly peaches and apricots; prices are steady to firm.

Rice—While the home trade is of limited extent, there is a very lively export enquiry, and it is said by competent trade authorities that a large business could be done on orders from Southern Europe and Scandinavian countries were tonnage available at the Government rate of freight. Steamer space at a higher cost is to be had, but buyers are reluctant to pay the difference, preferring to wait and take the chances of securing freight room at the Government rate. The export demand is counted upon to relieve the market of the pressure of a heavy oversupply, consisting mainly of lower grades and broken rice, which descriptions are understood to be acceptable to a number of the foreign buyers. Failing such an outlet, it is feared that the competition of the cheaper rice with the higher grades in a narrow home market will, notwithstanding the scarcity of the latter, precipitate a general slump in market values.

Syrup and Molasses—The glucose market shows a tendency to fluctuate but without material change for the last few days. Compound syrup is still exceedingly dull. Sugar syrup dull and firm. There is very little fancy molasses about and prices are high, in fact, they are so high there is

a prediction of an early decline. There is considerable poor molasses about.

Cheese—The market is unsettled, due to receipts of fresh-made goods which have had a slight tendency to lower the market on old cheese. There is not much old cheese on the market, however, and it is gradually being cleaned up. We do not look for any material change in the cheese market at this time, as the production is only moderate for this time of year.

Provisions—The market on lard is steady to firm, with quotations the same as last week. There is a fair supply and an active demand. The market on lard substitute is steady, with quotations ranging the same as previous quotations, there being an ample supply for the demand at this time. The market on smoked meats is slightly easier, prices having shown a slight decline from last week's prices, due to an increase in the receipt of live hogs and a slight falling off in the consumptive demand. The market on barreled pork is steady and unchanged, with quotations ranging the same as previous quotations. The market on dried beef is slightly easier, with an ample supply to meet the light demand. The market on canned meats is easier. There is a good supply and a fair demand.

Salt Fish—The market for Irish mackerel continues to sag slowly and prices are now from \$8@9 a barrel below what they were a few months ago. They are still, however, much above normal. The demand has not been very much helped by the decline in price, as nobody believes that the bottom has not been reached.

Dr. Mary Walker wore to the last the trousers authorized by Congress. They were to her a badge of honor, recalling that she was the first woman to practice medicine, the only woman ever to be exchanged for a male prisoner of war, and all her life a champion of the equality of the sexes. Neither Dr. Mary Walker, however, nor Lydia Thompson nor the bicycle nor war itself could abolish the invincible skirt. And when suffrage triumphed, it was not because its leaders put on mannish garb. The more feminine they appeared, the more persuasive they were. By trousers Dr. Walker will be chiefly remembered. Prof. John Bascomb used to say that the pioneers among women are always eccentric. Posterity does them injustice if it lets eccentricity discount their claim to respect and gratitude.

During the war the Federal Railway Control forced the minimum carlot shipment up to 60,000 pounds on sugar, cereals, etc. Since the signing of the armistice the railways have eased up on the minimum to 40,000 pounds. An effort was made to hold a meeting in Chicago Monday to resume the 60,000 minimum, but the opposition was so great that the Government officials announced that the meeting would be indefinitely postponed.

Kulhewik & Koltok have engaged in the grocery business at 763 Fremont street, the National Grocer Company furnishing the stock.

AFTER WAR PROBLEMS.

How They Appear To the Retail Grocer.*

In discussing the problem of business and reconstruction it will be well to remember that during the last few years we have not been facing normal conditions. From the time war first broke in Europe prices have been steadily advancing and since we have entered the war these advances have shown no margin to the retailer, as he was compelled to resell his goods according to the price at which he purchased them. During the early part of the war the average retailer believed the prices only of a temporary nature and did not attempt to take advantage of the raise. During the latter part he could not, on account of control. The result has been that he sold his goods at about replacement value and often at less. Therefore, few retailers have benefited by high prices, while many have been seriously damaged or put out of business. It is also safe to say that the average retailer fully realizes the danger of his position to-day and that he is studying his condition as never before, for we are all fully aware that the retail business will undergo a weeding process such as it has seldom known and that many a successful pre-war business man will wonder how to conduct his business in order to avoid a loss that threatens to ruin him, for to-day he stands at the very pinnacle of high prices, with more borrowed money than ever before and no created reserve fund to meet the decline that must come within the next few months or years.

It shall be my purpose to mention some of the qualifications that will help us to survive and, like everything that is successful, chief among these are the "man who conducts the business." His honesty, his industry, his ability, his judgment and his foresight. All these will be called into play and woe be it unto the man who seriously errors, for, unless backed by a wealth not possessed by the average retailer, his days may be numbered. Therefore it is up to us to study our business as never before, keep it alive and yet hold our expenses down to a minimum. This is no small job, but, like it or not, we must take our place in the cab and use the throttle occasionally if we ever expect to come down safe.

I will mention a few things which are a great help to us all in normal times and much more in abnormal, such as a good location, good windows, good trade papers, cleanliness, good fixtures, ample finance, the jobber you deal with and the kind and class of goods you handle.

Every merchant should buy carefully and in limited quantities during the next few years for the market will, in all probability, show few advances and many declines. He should check in and mark his goods carefully and always take his discounts. Some merchants have criticised our jobbers for the shortening of terms of credit, etc. We should thank them instead, as it

is a step in the right direction and if carried out it will ultimately put out of business the careless, indifferent and slow-pay class of merchants who are largely to blame for the bad conditions of many retailers. The criticisms that might justly be made of the jobber are the facts that many will carry long accounts that they fully know must end in failure; also their policy of selling small restaurants, factories, working gangs, lumber camps and some consumers. Such tactics are wrong and, while it may save the fortunate individuals a few cents, the expense account of the jobber is increased by these small sales which must be made up by the successful retailer.

Our system of extending credits must undergo a change. Why should



John A. Lake.

a merchant extend credit indefinitely? Why should a merchant loan out his goods without security to a man whom a bank would turn down with security? This practice is wrong and decidedly unfair to a good pay customer as well as to the merchant. It is a very common thing to find a merchant with more accounts on his books than the value of goods in the store. Let us shorten our accounts by being careful in our selections of credit customers and then insisting on paying in full at each pay day.

Our delivery system is also greatly abused. Let us cut expenses here by encouraging people to carry home small purchases, limiting our delivery to stated times and creating a minimum delivery. A general delivery is the best method if the merchants of a town will work together, while the separate charge for delivery is the just method.

The subjects of cost, overhead, turn-over and inventory must be considered. No store can exist and know that it is safe unless it has a proper system of cost. In conducting its sales this item should be thought of continually and an effort made to force the overhead down, if possible. The

turn-over should be close to once per month. Try to increase that if possible. An annual inventory should be taken. Goods should never be invoiced above cost and if not worth that they should be discounted. The invoice should be accurate and contain no estimates. Fixtures should be discounted and no paper profits should be taken, for no goods have yielded a value until converted into cash, regardless of any rise in the market. Too many merchants deceive themselves on this subject and believe themselves well off until they wake up to find how they have been deceiving themselves. Just remember that your store pays you what you actually draw out of your business and what you can sell it for if put on the market and no more. The subject of clerks is important. No store should employ any but the best and the subject of pay is secondary, for it is not what you pay your clerks so much as what they do for the pay they get. We should employ none but clean, sober, courteous, honest, active clerks who have the business at heart and who work continuously for its growth. We should endeavor to keep them so, also, for no store has the moral right to take such a person and give back to the world anything but a clean and upright person. We should always remember that our store is not a reformatory and any clerk who cannot comply with the rules of a successful clerk should be dismissed at once.

Legislation may also play a far more important part in the reconstruction of business than many of us realize. The people are complaining. Charges and counter charges are being made. The problems of freight, express, labor, wages, capital and production must all be dealt with and dealt with fairly. This will require some tact and mistakes will be made. It is unreasonable to expect that we can escape this general unrest and many uninformed persons now believe that the retail grocer has reaped a harvest during the war. Under such conditions legislation should be welcome, but it should be of a safe and intelligent nature and not of the freakish and political kind, such as we are liable to face. To correct such evils we must unite to a certain extent and that unity should exist only for a fair defence of human rights and the existence of our business which is so essential to the welfare of mankind as well as ourselves. It should never be used for the oppression of others or endeavor to take undue advantage, such as has been the case with so many organizations during the crisis through our country has been passing. I believe the Retail Grocers and General Merchants' Association of Michigan can do a great deal for us along this line, but to produce best results we must attend our conventions, pay our dues and, above all, elect honest, efficient, unselfish leaders who have not only our own, but the Nation's interest at heart.

The piece of work you dread most is the one to attack first and get off your mind. The longer you put off doing it, the bigger it seems.

Farm to Home Project Fails.

Up in fertile Clare county, north of Mt. Pleasant and in the center of the triangle formed by the towns of Harrison, Leota and Temple, is a large tract of black muck land, which has had an interesting record in recent Detroit history.

Melville M. George, formerly an attorney of Pittsburgh, Pa., and later lumberman, stockman and farmer of North Dakota, and Ellis M. Harrison, sometime sheriff of Ashley, N. D., obtained control of six half-sections of Summerfield township, Clare county, Mich., the soil of which was a rich black loam, suitable for production of vegetables and smaller fruits.

They intended to form a development company, the Michigan Truck and Berry Association, members of which would purchase small tracts and work them under a co-operative plan. To find an outlet for their crops, the association was to establish farm-to-consumer stores in Detroit, where it was expected produce could be sold at a price 25 per cent. below the market.

Experimental stores, stocked from eastern markets, were established on Woodward avenue, near Forest avenue, and on Grand River avenue on the west side and on Jefferson avenue on the east side.

Efforts to sell sufficient number of small farms to justify the project failed, however, and the promoters returned to North Dakota for more funds. They are now in Detroit giving personal notes on 240 acres of the land, with promises to pay back every cent paid into the treasury of the defunct Michigan Truck and Berry Association.

And so perishes another attempt to eliminate the middleman. Henry Ford owns considerable farm land adjoining the George and Harrison tract in Clare county.

The German.

What is a Cross to a German?
What is a Nurse to a Hun?
A Nurse is a woman to desecrate,
A Cross is a mark for a gun.

A bursting shell in a temple
As the worshippers kneel in prayer,
A hospital ship torpedoed
Though the Red Cross blazes there!

The mothers of men in anguish,
The heart of the world in pain,
The fallen host, who ne'er shall look
On this fair earth again!

What can atone his betrayal
Who put mankind on a Cross?
Ask widow and babe and desolate maid—
We're dumb before their loss.

This is the crime of the German,
That he turned life's wine to tears;
For this shall his name be a thing
Despised

All down the coming years,
And the Cross he desecrated
And the woman put to shame
Shall cast, throughout the centuries,
A blight upon his name.

Be True to Your Customer.

It is not smart to misrepresent things. It is smart to be able to talk them. It pays to be true to your customers. It pays morally and financially. If a woman finds the canned pineapple or the leg of lamb or the dozen of oranges just what you said, you've very likely won her. You made the sale purely on merit. The credit is yours. But don't on your life describe woody pineapple "delicious," nor mutton "young lamb," nor seconds California oranges "sweet and juicy."

*Paper read at twenty-fifth annual convention Retail Grocers and General Merchants' Association, at Saginaw, by John A. Lake, Petoskey.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, Feb. 24.—John Roe, former Soo butcher, has accepted a position with the Cudahy Packing Co. as traveling representative, covering the D., S. S. & A. territory, with headquarters at the Soo.

The town of Gladstone certainly needs a new hotel in place of the fire-trap that is allowed to operate as a hotel. A guest is almost a sealed package when put up in the third story in that frame structure in case of fire. The hotel is filled most of the time, with the exception of one or two rooms in the garret, which, of necessity, is the choice of the weary traveler arriving on the late trains. With a thriving town like Gladstone, doing a thriving business in all mercantile lines, it seems a mystery that they do not have a better hotel. They have most everything else, even to a big fire sale which is a record breaker for Cloverland, where you can buy damaged collars, water soaked, at the special low price of two for a quarter; good shoes which have gone through the fire but escaped special injury at \$6.95 per pair. Customers are coming all the way from Escanaba, buying as high as fifteen pairs each. Damaged ranvas mits on sale at 15 cents per pair and clothing in proportion. It was as good as a comic to note the lucky purchasers of coats, while showing to their friends the unusual bargains, by having the seams separate at the sleeves and the coats coming apart with the least exertion. However, it is a great sale and much credit is due the promoters on their success in helping to reduce the high cost of living. It is safe to say that Gladstone holds the record for fire sales.

R. B. Haugh, one of our well-known grocers, has started the cash-and-

carry plan. This is a move in the right direction and, with the experience Mr. Haugh has had in the grocery business, only success can crown his efforts.

The Supreme Court holding the Damm Liquor law invalid has created much joy to a bunch of prisoners in our county jail who have gained their freedom on the decision and are returning to their homes, a happy but wiser bunch.

When the Highway Transportation Commission of the Council of National Defense appointed Fred Case, of the Soo, chairman, they made no mistake as he has entered upon his duties with a determination to make good and has appointed a committee of five members in each county of the Upper Peninsula to assist in making the most effective use of the highways as a means to strengthening the Nation's transportation resources. We have every reason to believe that good roads will be the result, as surrounding towns connecting the Soo with the Dixie Highway and Trout Lake are all eager and anxious to line up, which means much for their towns. They all appreciate the benefit derived by the increased auto traffic which will be the result.

Hurrah for the Field Nationals! Last week they won two double victories over St. Paul, the first game resulting in a score of 4 to 0 and the second in a close margin of 6 to 5, with large crowds in attendance. The Soo hockey team will play two return games with St. Paul on March 6 and 7. They are scheduled to play at Calumet Monday and Tuesday of this week, Houghton Thursday and a game with Soo, Ontario, Friday night.

Jim McKenzie, well-known grocery salesman and U. C. T. champion, celebrated Washington's birthday with a family dinner at the new Murray Hill Hotel. Jim says that George Washington was a man after his own heart

and he could not let the day pass without some special observation.

"Do not consider a task impossible because you are unable to perform it."

Thomas F. Follis, the well-known hardware salesman, paid the Soo a visit last week in the interest of the U. C. T., lining up the stray travelers who have been waiting until the war is over before coming into the fold.

The old saying that the way to a man's heart is through his stomach has proved true with the members of the Presbyterian church here, who arranged for light refreshments after the Sunday evening services. Fort Brady has been turning out en masse ever since the new schedule went into effect. After refreshments, there is a social hour spent with the boys.

"It is easy for a man to love his neighbor as himself, provided she is young and pretty."

One of the liveliest and most prosperous towns in Cloverland is at Hulbert, on the South Shore line, a few miles north of Soo Junction. The new wooden bowl company of the Perry Shephard Co., employing about twenty-five men, is in full swing. The lumber business of the Cramer Kregg Co. is also an important industry. They are taking the timber off eighty acres this winter which they will soon be cutting in the mill recently built. They also average about thirty-five men. Three new residences were added last week and others are in course of construction. The new general merchandise store recently opened by J. W. Dillingham is enjoying a good patronage.

"Necessity knows no law and it is the same with extravagance."

The Grand Rapids Elks sent to the Soo for an orator to deliver their George Washington address and our well-known attorney, Francis T. McDonald, from all accounts, filled the bill with great credit.

William McGuire, of the firm of

McGuire & Garfield, well-known Detroit merchants, was passing real Havanos to his numerous friends last week when young McGuire, Junior, arrived on the scene. Mr. and Mrs. McGuire are receiving congratulations.

William G. Tapert.

Indiana is uncertain whether to be more diverted or disgusted over the way in which her Legislature is wrestling with the problem of German in the schools. Her statute books contain a law passed in 1869, making the teaching of German compulsory upon the petition of the parents or guardians of twenty-five children in the school district. The simple repeal of this law would seem to be the natural first step. But Legislatures have their own little ways of doing things. The bills that have been introduced upon the subject at Indianapolis lead the News of that city to call for a rule that nothing but English may be used in the Legislature. One bill sweepingly provided that nothing but the English language could be taught in the schools, thus excluding arithmetic, geography and so on. Some of the lawmakers appear to be unaware of the distinction between "elementary" and "common" schools. It is not reported that these members pleaded that when they went to school they had to spend so much time upon German that they are not at home in English.

In summer have your store well screened and cool; in winter, warm and comfortable. Do not allow your trade to say, "I was glad to go out of that store."



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

Barney says—

I am glad you are keeping Quaker and our other private brands of coffee up to standard.

I felt sure you would do this, no matter how high the price soared or how hard the choice grades are to obtain.

This is the only way the coffee trade of the retailer can be retained.

People will pay the price for a good article if they know they are getting what they pay for.

Another thing I have noticed: People judge the quality of a grocer's goods by the kind of coffee he sells.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

THE SAGINAW CONVENTION.

The Tradesman is pleased to be able to present a fairly complete report of the twenty-fifth annual convention of the Retail Grocers and General Merchants' Association, which was held at Saginaw last week. The attendance was good, the interest in the various topics presented was clearly manifest, but lack of previous preparation on the programme feature rendered the work of the meeting less effective than it would otherwise have been. As usual, the entertainment features were permitted to be predominant, so that every merchant who attended the convention went home with the idea that he had been given a good time and enjoyed a complete relaxation from business cares and responsibilities.

The organization took a long step forward in increasing the annual dues to \$2.50. The dues should be increased to \$5, but half that sum is a great improvement over the insignificant figure the organization undertook to maintain itself on. In this world we get out of our investments in proportion to the amount we contribute. It is the height of folly to expect to derive any great amount of good from a yearly investment of a paltry dollar or two. Five dollars per year is little enough for any merchant to contribute to a cause so vital to his success and so fruitful of results to the trade as a whole as organized effort, properly directed along safe and sensible lines. The Tradesman would like to see every progressive grocer and general merchant in Michigan send his application for membership and a check for \$2.50 to the Secretary without delay. The Association is in good hands and the funds which come into its possession will be honestly and economically administered. President Jones has had a careful training for the executive office he now occupies and Secretary Bothwell becomes more valuable to the organization every year by reason of the added experience and increased acquaintance he acquires. He is faithful, level headed and thoroughly dependable and in time may become as valuable an asset to the Association as Secretary Scott is to the hardware organization.

It is very fortunate that the next convention will be held in Grand Rapids, because the wholesale trade of this market will probably undertake to assume the didactic portion of the programme, thus creating an interest in the meeting that will ensure the attendance of a thousand merchants. It was not unusual for the Grand Rapids market to entertain 2,000 retail merchants on the occasion of Merchants week when that event was celebrated several years ago and it ought to be a comparatively easy matter to attract half as many merchants to a winter gathering, which should yield 500 new members for the State Association. To do good work along the lines it has undertaken to exert its usefulness, the organization must have a full treasury and ample funds to prosecute the work with vigor and effectiveness. This can be accomplished only through team work of the most effective character on the

part of the retail grocers and general merchants of the State.

Gentlemen, it is up to you to make your organization a vital factor in the situation. It has been rescued from mediocrity and non-productiveness by a few faithful souls who have stayed by what appeared to be a hopeless task. Will you do your part by contributing of your time and money, so that the Old Guard may feel that their labors have not been in vain?

AN APOSTLE OF WORK.

The biography of the late George P. Richardson, President of the Richardson Silk Co., published elsewhere in this week's paper, plainly discloses that the work habit he inherited from his New England ancestors and acquired on the New Hampshire farm on which he was born and reared stayed by him through all his busy career as traveler, organizer and executive. That was his motto all through his long and useful life and proved to be the mainstay of the remarkable success he achieved.

Another distinguishing feature of his career was his indomitable courage. Breaking away from the home of a similar industry and going out to start an industry in a new field required courage of an exceptional character. Mr. Richardson had that courage to a very high degree and his enterprise was successful and he lived to see his name carried to every corner of our country.

Mr. Richardson was the possessor of an unusual mentality, none having quicker or surer grasp of a subject, and none being able to bring stronger analytical powers or a better command of language into use in discussing it. His interest in his business never lagged and his counsel was frequently profitably sought.

Those who were associated with him will carry with them one impression of the man, one memory of him that will always be uppermost: that he was always kind. The writer never saw Mr. Richardson when he was not courteous, interested, kindly and desirous of being helpful. He had an all-inclusive sympathy, much love of his fellowmen was ever actuated by the purest motives of charity, and to many unfortunates he quietly, unostentatiously, yet none the less generously extended a helping hand and was unsparing of encouragement, financial and otherwise. To say of George Richardson that he was one of nature's noblemen hardly does justice to his sincere spirit of helpfulness, his exceptional qualities of heart and mind and his clean, useful and splendid life.

The Senate Committee on Public Health reported favorably on Senator James Henry's bill to make it illegal for any person affected with a venereal disease to work in any establishment where food products are prepared or sold. This bill is so clearly in the interest of the wholesomeness in trade that every merchant should give it his hearty and undivided support.

A dishonest business may prosper while it lasts, but it does not last long enough to make it worth while.

Wise is a girl who fears a man more than she does a mouse.

THE SIGNS OF THE TIMES.

As time goes on, the appeals of business interests for Government help in aid of the re-adjustment to normal become fewer and less pronounced. The clamor in that direction, which was so noticeable just after the signing of the armistice, has ceased except in a few specific instances. Notable among the exceptions are the cases of the dye and potash interests, which are conducting organized campaigns for the enactment of legislation that shall protect these newly established industries until they are in a position to meet German competition. But, as to practically all other lines of business activity, the consensus of opinion is that the Government should take its hands off and let economic factors have full sway. Some even go so far as to express the opinion that the problem of the re-employment of labor can best be solved in this way, and that there would hardly have been even a problem to solve if army discharges had begun at the end of the winter season instead of at the beginning. As soon as frost ceases, there will be demands for labor of all kinds for both agriculture and construction work, and the latter will be stimulated by a lowering in the cost of materials which is bound to come, and which will be hastened by a removal of any remaining Government restrictions. Warmer weather, also, will remove one of the inducements of discharged men to congregate in the cities where their presence is congesting the labor market. Individual initiative and combined trade activities are safer to depend on in bridging the chasm between the abnormal and the normal than is official interference.

Perhaps as good an illustration as any of the ability of private interests to look after their own affairs is shown in the course of prices recently. By Government regulation and the extravagance incidental to such control, high levels were set for everything, from wheat to shoes. In the textiles it is curious to note that wool and cotton prices, which came under official supervision, showed a much higher percentage of gain than did silk, which did not. Nor was this due to any scarcity, as events have shown. Since the Government removed its heavy hand, trade interests have been busy in doing the work of re-adjustment downward, being spurred thereto by an insistent public demand which objects to pay wartime prices in time of peace. A few interests are still trying to hold out against the inevitable, conspicuous among them being the makers of clothing and shoes. Against them the public is taking its revenge by giving more business to the renovators of garments and the cobblers, whose trade recently has been exceptionally brisk. This kind of procedure hits the retailers hard, and they, in turn, dis regarding the protests of manufacturers, are resorting to "clearance" and "reduction" sales to clear their shelves. They are undeterred by the predictions of the manufacturers that fall prices will be higher, and are willing to take their chances. The

producers of fabrics are under no illusions. The biggest among them are making drastic cuts in prices in order to get the business they need to keep their factories going. They watch the signs of the times and know when to take in sail.

WOOL AND WOOLEN GOODS.

More Government-owned wool was offered at auction in Boston last week and at the outset it looked as though most of it would be eagerly snapped up. But this promise was not borne out as the sale progressed. All that can be said is that the mills are willing to pay a fair price for such sorts as they need, but they are not in any hurry to accumulate stocks. Arrivals of foreign wool, especially from Australia, have been quite large recently and there is no evidence that the article will become dearer in the near future. A line on world prices will probably be had when the auction sales begin in London in April. American bidders will not be there, since their supplies of Australasian wool will be obtained direct from the growing countries. So far as woollen fabrics are concerned, the sensation of the last week was the opening of the American Woollen Company's fall offerings of wool mixed suitings and worsted overcoatings. The price reductions on these goods were regarded as very drastic. Comparisons with previous prices are difficult to make because of the variation in the fabrics, but an average reduction of nearly one-third is apparently shown. This week other openings will be held, and similar reductions are possible. Competitors are waiting to see the new prices, so that they may make their own to correspond. In dress goods there is no disposition to hurry up the offering of fall fabrics, although some advance business has been done under the system of guaranteeing prices.

The tribe of Mulberry Sellers seems spreading all over Europe. Vigo, we learn from one enthusiastic press agent, is to become the great European railhead for American commerce, twenty-four hours nearer than any other to New York. American capitalists are going to put millions in it, and take tens of millions out. Not so, another press agent. Bordeaux is to be the great city of the future. A through trunk line is to be built at once from Bagdad, Constantinople, Athens and points west straight to Bordeaux, connecting with Paris lines and American steamers in the world's foremost commercial city. All nonsense, from a third. Haven't you heard of the railway which, tunneling under Gibraltar, is to run right down to Dakar, in Senegal, near Cape Verde? It's the shortest leap from Dakar to Panama, Bahia and New York. There's millions in Dakar lots. The contempt with which aviation enthusiasts regard these railway-grubbers is ineffable. Meanwhile, commerce seems ignorantly returning to the old routes.

Lots of people seem to think it bad form to be polite in public.

When you take things easy, be sure they do not belong to others.

Feed Your Family Healthy Nutritious Food

If you want to avoid doctor bills, illness, inefficiency and all the disagreeable things that go with them.

Medical Science says most ailments are traceable either directly or indirectly to improper eating.

It is an undisputed fact that most people eat too much and not properly balanced food.

Sour pickles and sweet milk are a poor combination to put into a healthy stomach to say nothing of a sensitive one, but this combination has nothing on sour, soggy, indigestible bread and heavy, sticky pastries when it comes to destroying health.

Look well to the flour you use when baking for flour is really the foundation of cookery, and the use of good flour will prove just as gratifying as the use of poor flour will be disappointing. One thing is certain, if you always insist on having

Lily White

"The Flour the Best Cooks Use"

on hand, you will always be in a position to serve a healthy, nutritious, palatable meal.

Only the very choicest wheat is used in the manufacture of LILY WHITE.

This wheat is all cleaned three times, scoured three times, and actually washed once before going onto the rolls for the first break. The result is a perfectly pure, clean flour.

That is not all. Flour must be more than pure and clean to bake good biscuits and breads. It must be properly ground.

Every woman knows it is necessary to have the pieces of potato of equal size to insure thoroughly uniform cooking.

The same principle applies to flour. The granulation must be absolutely uniform to insure uniformity in baking and without this uniformity good baking results are impossible.

Why take chances when you can get LILY WHITE FLOUR and be positively assured of having the best.

VALLEY CITY MILLING COMPANY
Grand Rapids, Mich.

The Keystone of the Grocer's Reputation

You are not taking any chances with your reputation for recommending high grade goods when you select any or all of our brands of Coffee as your leading brands and push their sale. Thousands of grocers are availing themselves of the opportunity thus offered to drive home to their customers the fact that their's is a quality store. If you are not pushing the sale of our Coffees you are not building as wisely as you have it in your power to expand and develop.

The brands of Coffee the grocer recommends are, in the minds of his customers, the keystone of his reputation. The best, easiest and quickest way for him to establish a reputation for carrying quality products is to choose as his leading Coffee brands those he knows will give his customers complete satisfaction. Such brands are to be found in the following comprehensive line:

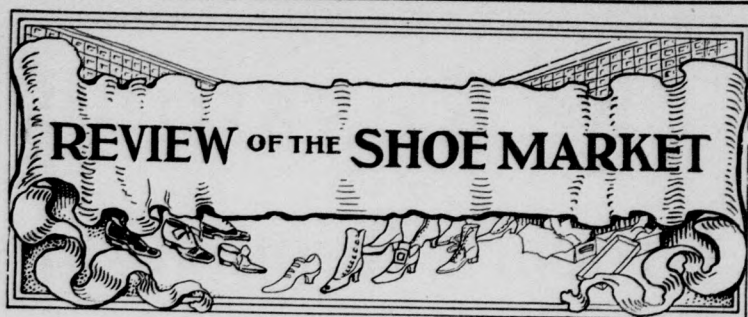
Nagroco Lighthouse Red Cap Table Talk Pathfinder

All of the above brands are sold in One Pound Packages. Once introduced your customers will never permit you to discard or supersede them.

All of above brands can be purchased either in the berry or steel cut.

NATIONAL GROCER COMPANY

Grand Rapids
Lansing
Cadillac
Traverse City



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.

Efficient Merchandising Methods Essential to Success.*

In order that you may understand the service which we are rendering retailers I must give credit to D. P. Morse, one of the big broadminded men of the country, who conceived the idea that if all retailers were successful, the shoe industry as a whole would be greatly benefited. He knew from experience that the average dealer had very little training in the art of retailing, and that he did not buy, sell, save or spend systematically.

After a careful study it was decided that there must be started a special service department, which should be separate and distinct from the regular business, and that the department must be managed by a retailer whose duty would be to study every retail condition and impart his knowledge to other retailers.

I was selected for this tough job, and I tell you at first it was a tough job to convince retailers that I intended to give them something for nothing. But we were on the right track, and stuck until we succeeded in getting thousands to think of better methods in merchandising.

Besides showing dealers the importance of proper accounting in their business, we teach them the fundamental of good business, one of which is "Service to Customers." The retailers who give the best service in fact, so liberal that it may look as though they are giving away their profit are the ones who are most successful and make the most net profit.

The large department stores are getting bigger profits than the individual stores, yet they do more business—because they sell something besides merchandise—service.

Let us take one small item—that of settling complaints. A woman comes back with a pair of shoes and an imaginary "kick." A dealer will argue for an hour, and after that he has lost the customer and her friends, and he is worn out for the rest of the day. When the same customer brings something back to a department store, the chances are that the complaint clerk will express his sympathy, and in such a pleasant way, that when he offers to replace the article she is almost ashamed to take it. There are

*Address delivered by Ben Jacobson, of New York, at the seventh annual convention of the Texas Shoe Retailers' Association at Galveston, Feb. 12.

some unreasonable customers, but the percentage is so small that it pays to lose a pair of shoes now and then for the sake of getting the liberal habit and reputation.

It costs money to gain trade, and it costs less to hold the good will of customers than to get new ones. The way to hold customers is to satisfy them that they are just as safe in trading at your store as at any other. Therefore, replace a new pair of shoes or refund the money with as good grace as when the sale was made.

Merchants who are extremely liberal, and who keep accurate records of all losses, find that the unjust complaints amount to less than half of 1 per cent. on the business, but that their liberality usually brings 10 per cent. increased business, which more than pays for the losses.

Among other things we show retailers how to finance their business—how to create net profit. On several occasions I have had the unpleasant experience of showing men that they were living above their means. I have often had to show dealers the necessity of doing a little more work to save a thousand dollars a year on wages. We also try to show dealers the mistake of allowing their net profit to remain in the shape of dead stock.

There are many retailers discounting their bills now who not long ago thought they were "down and out," and were on the point of selling to unreliable auctioneers. Some men cannot stand temporary reverses, such as accidental overbuying, picking

Lower-than-anywhere
prices

Boys Hi-Tops

Black and tan as shown
guaranteed to wear



\$1.67 1/2

sizes 9 to 13 1/2

\$1.97 1/2

sizes 1 to 2 1/2

Copper Toe
Lace Shoes
sizes 9 to 13 1/2
\$1.25

Try a Sample
Dozen

Feature them at \$2.45
See your boys' business jump.

Lansing Shoe & Leather Co.
"The Wholesalers Ahead"
LANSING, MICH.

The Best Your Money Can Buy The H. B. Hard Pan (Service) and Bertsch Dress Shoe Lines

Are made of extra quality and extra value throughout. We have always striven to make them so and our increasing business is proof of what we have accomplished.

Dealers, everywhere, handling these shoes are enthusiastic over its profit-making power. Every pair is made of the best raw material, the best grade of findings and is made by the most skilled labor obtainable.

You can safely recommend the H. B. HARD PAN (Service) and BERTSCH Dress Shoes to your trade as the best service and satisfaction giving lines on the market today.

Their Merits mean repeat orders.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

The Wurkshu

Every "Live" Dealer should
carry this shoe.

Supreme in its class.



Study the
details

Price
\$2.05

Let your customers know
about it---they will do the
rest.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

wrong styles, or bad competition. On top of these troubles come statements on which little notations appear such as "Please remit." Then along comes one of those would be exporters, in reality a slick auctioneer, and Mr. Dealer is ready to lose in five minutes more than he can earn in five years.

Gentlemen, take a friendly tip. If you ever get into a tight place, do not tell your troubles to Tom, Dick or Harry, but to your friend, the banker, or your favorite credit man to whom you owe money. Both want you to stay in business and to keep you as a customer. If their advice is not clear write us the full facts, and our candid advice will cost you nothing.

While we have helped to keep men in business, we have also kept them out by showing them the profit they could expect. A young man recently explained to us that he was holding a responsible position and that he had saved about five thousand dollars. He thought his credit was good, and wanted to open a first class shoe store. Among other things, he told us that it cost him about three thousand dollars a year to live. We showed him the loss in wages. Rent and fixtures would cost about two thousand dollars before the store was opened. His capital would be shrunk to three thousand dollars. Granting that his credit was good he could not risk putting in a stock of more than six thousand dollars on a three thousand dollar capital. If he was a good merchant he might turn that stock three times. Allowing for the first year's mistakes, he could not expect more than 25 per cent. gross profit on the twenty-four thousand dollar business, on which he might earn 10 per cent. net, which would be twenty-four hundred or six hundred dollars less than it cost him to live. After studying the figures carefully he was not so anxious to give up a good job.

Some of the most important things necessary to business success are health, cleanliness and truthfulness. It is more important to look out for your health than for the condition of your stock. A sick man has no ambition, and a man without ambition to do big things has no right in the retail business.

Cleanliness is necessary not only in show windows but throughout the store, from the head of the house down to the porter or stock boy. A dirty looking clerk who produces a dusty box cannot expect the confidence of a customer, and lost confidence means lost profit.

Don't tell a customer that you sell shoes below cost unless you really do it, for you will be branded as a liar, and no one trusts a liar. Don't keep too many business secrets from your salesmen as they are your mouth-pieces, and anything they tell a customer goes either for or against you. You must sell your ideas and your stock to your clerks before you sell them to customers. If a clerk cannot be trusted he is not worth keeping.

Don't try to fool your neighbor or competitor on the size or kind of your business. The chances are he knows as much about it as you do. Tell the truth to the traveling man or the

house you buy from, and right now it is a solemn duty to yourself and your country to tell the truth about your business—that it is good. Don't pick out some one bad week or bad month as a criterion for complaint. Business as a whole is good, and will continue good providing you help it along by making store improvements and push for increased business.

If the stock on your shelves do not sell at one price, sell them at another price, but get the business. The time has come when more profit will be made on the turn-over than on the individual pairs.

Operators of the department stores, the chain stores, and the large shoe stores are all doing well because they conduct their business on a turn-over basis. At the beginning of a season plans are made that so much business must be done on a certain amount of stock—that the overhead expense must not exceed a certain percentage on the sales, and the gross profit is fixed.

The trouble with most dealers is that they trust to luck instead of brains. They haven't the necessary figures on which to base their calculations. I have heard men say, "My business is not big enough for book-keeping. I have too much other work to do." Yet you and I know that many hours are wasted in every store, and it requires only about ten minutes a day for a man to create records which will in time be worth thousands of dollars in his business. It is such records which make big merchants of little store-keepers. It is through such records that a man is able to detect the weak spots in his business. It may interest some of you who do not know the facts that the big end of the shoe business is in the little man's hands—that about 75 per cent. of the business is done in stores which sell less than fifty thousand dollars a year. Yet the big money is made by the minority instead of the majority.

I want to meet the smaller merchant and show him the better and newer business methods. Booklets have been distributed which will no doubt refresh your memory on business topics. I heard a man say the other day that the word business ought to be changed to busy-ness. If any of you are interested, get busy.

Some folks listen and learn, and some just listen.

Spats which are so much in demand, in stock.

Felt \$16.00 Cloth \$20.40

**Fawn Light Fawn
Taupe Dark Fawn
Castor Pearl Gray
White Medium Gray**

All with the invisible buckle.

**Hirth-Krause Company
Grand Rapids, Mich.**

Mayer Honorbilt Shoes practically eliminate the "come-back" evil.



THIS is because Honorbilt Quality not only satisfies for style, fit and comfort but gives your customer a big value in long wearing service.

F. MAYER BOOT & SHOE CO.

Milwaukee, Wis.

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.



Impairment of Business By Governmental Interference.

In criticising the administration one runs the risk of being set down as un-American and disloyal. It is not a pleasant task, but in certain cases it is pure Americanism, because it is in the interest of all the people and not in a pacific spirit either. In the present instance the writer feels fully justified in calling attention to certain conditions affecting the financial welfare of the country, in a hope that it may arouse sufficient public interest to cause careful consideration upon the part of the people. Setting aside the proposals in many states and in Washington, D. C., to institute, at the expense of the taxpayers, enormous projects of public works in order to create employment, the labor situation, like Buttercup's babies, has been badly mixed up and so far as the present unemployment situation is concerned, is being shirked. It is not that finding any kind of work at a living wage is impossible. The discontent is strongest among those who have been receiving too much and who demand a continuance of such wages, irrespective of the need of their services in war production. It is asked what the objection is to these great plans for public works. It is an open secret that in practice they create big jobs for contractors with a political pull. They are often hastily undertaken, illy considered and woefully wasteful. They add a further heavy burden to the almost impossible load the taxpayers are now carrying. Granting that many of these projects for public improvements are highly desirable, the present is no time to undertake them. Immense business losses have to be met and every penny of capital, including the money which must necessarily be put back into going concerns, is required in restoring the business of the country to a sound peace basis. What is needed with labor is not the milk-and-water methods of war labor boards whose eyes see only an exaggerated political power of union labor, but the firmness and good sense displayed by Mayor Hanson of Seattle, who, himself a radical, has placed himself in effective opposition to an attempt to capture the government and industries of his city for the purpose of Bolshevik exploitation. As the Wall Street Journal truly says, it is hoped the incoming Congress will develop something better than that pitiful cowardice toward the labor union threat which has been such a humiliating feature of legislation in Washington, to say nothing of administration pandering to this element. Why not look the situation in the face?

There is in existence no fund of capital or income available to maintain wages at a war level and the attempt to do so will surely bring disaster. Wages can, however, be maintained at a standard which will provide a high level of comfort for the worker if the Government will only keep its hands off and allow commodities to find their proper level. One thing is certain, capital will not undertake new enterprises until a re-adjustment is made. If there is an attempt to make it piecemeal through ignorance and meddlesome price fixing commissions, the effect upon industry cannot help but be disastrous; far more so than would be experienced by a sharp reduction in commodities to their true level—a level which will automatically establish a reasonable rate of wages. And it is up to the business interests to show Congress what should be done.

Secretary of Commerce Redfield now proposes Government regulation of post-war prices. If there is any direct or indirect power of the Government to fix prices, modification of that power cannot come too soon, so the privately arranged Federal price may be subjected to the only real test—the concrete expression of market opinion in market quotations. It can be asserted, without fear of contradiction, that our prices are the highest paid by any people for the necessities of life in a time of peace since the establishment of modern market records and our supplies the most abundant. Price regulation enables the Government to collect more money in revenue and taxes, so it could pay out more money for material and wages, an artificial equation whose failure is shown by the necessity for asking the President to sanction the continuance of his experiment in universal bankruptcy.

Postmaster General Burleson, testifying before the Postoffice Committee of Congress, stated bankruptcy will confront the telephone and telegraph systems of the country unless Congress speedily relieves the uncertainty of the period of Government

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control. In urging the extension of this control, Mr. Burleson said he believed Congress should fix a date for its expiration sufficiently distant to permit the telegraph and telephone companies to re-adjust themselves to peace conditions. He added that until the companies knew exactly how much longer they were to remain under Government control it would be impossible for them to secure enough capital from the country's banking interests to make those improvements and extensions which are so urgently required for their systems. And that a dangerous period of deterioration had already been developed which must be relieved if the public, as well as the companies, were not to suffer "grave consequences." Could there any greater confession of helplessness and lack of ability be made? Here is complete failure of Governmental control. The telegraph and telephone system were in good condition under private ownership. They had the confidence of the public sufficient to finance their needs. There was no crying necessity for the Government taking them over. Now Burleson comes forward with his tale of woe. By all means, Congress, speedily set the date for the return of the telegraph and telephone systems to private corporate control. This done, the financing will be easy.

There is a great stir in automobile manufacturing circles. Rumors, apparently well founded, are afloat to the effect that General Motor Corporation is about to acquire the Republic Truck Co. of Alma. Another rumor has it that Norval Hawkins, who recently severed his connection with the Ford Motor Car Co., is engineering a big motor truck combine which will take in the truck making concern known as the Commerce Car Company of Detroit as a one-ton truck unit. It is also stated that Kuhn, Loeb & Co., New York bankers, are the men behind the gun. Reliable reports show that automobile manufacturers are rapidly getting back into quantity production. By March 1 all of the larger companies, at least, will be rapidly approaching the gait they were making when Government requirements for war work curtailed the production of passenger cars. In answer to pessimistic predictions relative to the suffering of the automobile industries by reason of business depression it can be stated that cars actually contracted for at the New York auto show broke all records, both as to quantity and values. Something less than 1,000,000 passenger cars were sold in 1918 as against 1,700,000 in 1917. Automobile men believe the 1917 figure will be restored this year and that 1920 will be the banner year in the history of the industry.

Every cloud has its silver lining. Notwithstanding the apparent blackness of the industrial horizon, large investors are steadily buying industrial stocks at the present low prices; not in sufficient quantity at one time to boost prices to any great extent, but enough to show that they have faith in the future. I believe that faith is well founded. There are obstacles

to be overcome and pernicious and pestiferous union labor rocks to be rolled from the road, but these will not stop American business enterprise by a long shot. Paul Leake.

Prepare For the Liberty Loan.

There is some unfortunate misapprehension in the country concerning the action of the House Ways and Means Committee in authorizing a note instead of a bond issue to meet the needs of the Government this spring.

The difference is merely one of terms. Secretary Glass has not been overruled. There has been no disturbing controversy over the question. The notes are to be obligations of the same kind and nature as short term bonds would have been. They are to be sold to the people in denominations from \$50 up. It will be the privilege and the duty of every person in the country who has saved up a little money, or can save it up, to invest in the liberty victory "notes."

Secretary Glass has asked for large discretionary powers as regards interest rates, exemptions and premiums. Congress may or may not give him all the authority he has requested, but he is sure to be given ample authority to consult the interests and sentiments of the great investing public to make the loan sufficiently attractive as a business proposition and at the same time to safeguard the interest of the Government and the taxpayers of the country.

In any event, there will be a popular loan campaign, and tens of thousands of patriotic speakers will present the case to the people. The burden of subscribing to the loan should not be placed on the banks. That would be harmful to industry and trade and, therefore, to wage-workers and consumers. The loan must be subscribed and oversubscribed by the millions of investors who have made the previous loans so brilliantly successful.

It takes a versatile man to make a different kind of fool of himself each day.

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Combined Capital and Surplus \$ 1,724,300.00
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MUTUAL FIRE INSURANCE.

What It Means to Michigan Retail Merchants.*

I deem it a great privilege and honor to have the opportunity of addressing you for a few minutes on the subject assigned to me by your worthy Secretary—Mutual Insurance. I said I deemed this an opportunity, to be appreciated, because at a convention of this kind men are in better condition to listen and discuss important propositions pertaining to their business than they are able to give thought to when at home and when one's direct interest takes all of his time and energy. I feel also, in discussing the proposition closest to my heart, I should be talking to men who are interested in the same proposition I am interested in. In other words, without the merchant a merchant's mutual fire insurance company could not exist, so I feel I am one of you and you should become one of us. We are interested in co-operation and I judge from the very fact that you are here that you are interested in the same thing.

Mutual insurance is the outgrowth of the spirit of co-operation. Mutual insurance is as old as is the spirit of co-operation. Mutual insurance was the first and is the oldest form of insurance and right here I want to say that if the principle were not correct, it would long since have died out. A mutual insurance company is formed and organized in this way: To start with a few men get together and decide to organize a company which will give them protection against whatever hazard they decide to secure protection against, be it life or property. One set of men may have different reasons for so confining themselves than another set of men may have. Some like merely the idea of the principal, others may have grievances of some kind against other kinds of insurance. Nevertheless, they get together. The spirit of co-operation is there and that spirit is absolutely necessary in order to successfully operate a mutual insurance company, and allow me to state this is one of the secrets of its success. I will enlarge upon that point a little later on.

When organizing this kind of a company, you are simply doing this. In common, everyday terms, you are putting a certain amount of money into the pot in order to protect one another in case of a loss, be that death, fire, accident or any other form of insurance. You are thereby paid only what it actually costs to replace or pay for such loss. All moneys belong to you. All privileges are yours and all responsibilities are yours. In other words, real democracy is exemplified. Now, stock insurance differs from mutual insurance in every essence. Stock insurance companies are conducted on the principle of paying dividends, "making money" as it is commonly called, so that when you have say 50 per cent. loss ratio and 20 per cent. expense ratio, the stock company would be making a large

*Paper read at annual convention Retail Grocers and General Merchants' Association by Wm. A. Hean, of Grand Rapids.

percentage of profit from your business. Now, if you were connected with a mutual company, this would go back into your own pocketbook because you are the company and the company owns the profit. Now I hear someone say: Suppose it works the other way and our class as a class would show a loss, then we would be the losers and the difference would come out of our pockets. In other words, we would be assessed to meet that deficiency. True, and very true, but experience—I mean the experience of successful mutual insurance companies—have proven otherwise. They always have been able to show that they are able to do business cheaper and more economically than the stock companies have been able to do. There are many reasons for this, but do not forget this important point: The stock insurance companies are in business for profit and when these companies do not get profit they will go out of business. That profit, when insuring in a mutual company, goes back to you—and more than ordinary stock company dividends are usually returned to a policy holder of a successful mutual company, because a mutual insurance company, as has been before stated, can do business more economically. Why? We come back to the same point we started with—the spirit of co-operation. Through co-operation you have not only welded yourselves together, but from the organization you have eliminated all the drones. In other words, the moral hazard is reduced. In stock insurance that moral hazard is bound to be greater because the interest of the working together spirit is not there. Let me quote a concrete example: John Jones has a store near to you. You know him to be a careless, shiftless sort of a man, who does not keep up his place. Possibly he is in bad financial straits. He becomes a poor risk. Now, if he was insured in a stock fire insurance company, the "You should worry" attitude would prevail. Whether Jones burns out is nothing to you excepting possibly if you were close enough so you would be directly affected by such a loss, but otherwise you would consider it none of your business, but if this same man was insured in a mutual company, in which you are also a member, do you see how interested you would be that he kept his place up and remained O. K. in every other way, for the very reason that if Jones has a loss the loss ratio of your company goes up. That interest—that vital interest—in your company keeps the cost down and helps to return larger dividends and that is the reason why mutual insurance companies, as the state and Federal records will show, can do business cheaper than the stock companies. You will notice, perhaps, I am using as an example a fire insurance proposition. I am doing that because I believe that fire insurance is what you are mostly interested in. Of course, more than all this is necessary to conduct a successful mutual fire insurance company. There must be, as in all other business, efficient and careful management. The board

of directors should be keen, successful and honest men and should understand the class of business their particular company is insuring. The manager should be an insurance man who understands every angle of the business. He should know underwriting, so that he will be able to discern a bad risk from a good one, he must know how much of a line his company is able to handle in a certain class, he should be a man who is able from experience to suggest improvements for his policy holders risk. In the foregoing paragraphs I have only given you a general outline as to what mutual insurance is. Now, then, I desire

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J. CLINTON BISHOP, CashierLAVANT Z. CAUKIN, Vice President
ALVA T. EDISON, Asst. Cashier

to say that since its inception mutual insurance has developed like your own business develops and grows. We have long ago dropped the old assessment feature, because we found that that system lacked practicability, but the principle was not attacked. By so doing we have found that it is much easier and more substantial to operate like other companies do—by collecting the premium in advance. That, of course, will be an estimated premium, because it is collected in advance. We have found that this estimated premium basis of operation saves us money because it creates less loss. When operating on the assessment basis companies often move from 5 to 10 per cent. from the assessments due them on account of policy holders moving away, bankruptcy, etc. On the advance premium basis this is not liable to occur, because the premium is paid in advance in order to make the insurance effective. As I have said before, this necessitates estimating premium income. What difference does it make if the estimate is too high? It is returned to the policy holders because the excess belongs to them. It is your money. It belongs to you absolutely. Then, also, a first-class mutual insurance company will collect enough premiums, in order to create an emergency reserve, so that extra assessments for extraordinary losses may be avoided. Do not allow anyone to tell you that mutual insurance is not safe. It is just as safe as any other stock company can be. I think it is safer, because in a mutual company the membership controls the company, but in a stock company a policy holder has absolutely nothing to say about its management.

Now, possibly, I have given you the impression that all is roses—no thorns at all. This is not true. Like every other business, when organizing a mutual insurance company, trials and struggles will come and for that reason so as to avoid all the trying difficulties it behooves an organization of this kind to back and support with all its might the fire insurance companies in the mutual class now writing business in Michigan—the Grand Rapids Merchants' Mutual Fire Insurance Co., the Michigan Mercantile, the Michigan Shoe Dealers and the Michigan Bankers and Merchants—all first-class companies. These companies have been able to reduce the cost of insurance to their policy holders from 25 to 35 per cent. from the premiums they formerly had to pay.

Ultimatum.

Willie was in a bad temper. His mother had just discovered that there was not a clean nightshirt ready for him to wear.

"Never mind, Willie," she said, consolingly. "You will have to put on one of your sister's nightgowns to-night."

"What, a girl's?" snorted Willie, drawing himself up haughtily.

"Yes. Why not?" asked mother, in surprise.

"I won't wear it!" declared the small boy. "I rather go to bed raw!"

Attitude of Administration Should Be Changed.

The atmosphere seems to be unfavorable for the flotation of the Victory Loan, and something should be done in the next two months to improve the situation. The Tax bill will have to stand, but the attitude of the Administration, in appearing to be inclined toward socialistic experimentation, ought to be changed forthwith. It should be recognized at once that investors are not Socialists.

It is hardly proper to say that whatever the Government does, outside of its own rightful sphere, it does badly, but it is not much of an exaggeration to say that this is the general belief among business men. One often hears such an expression as this: "Well, if I ran my business as the Government runs its business I should 'bust up' in a year!"

The ideas of the Postmaster-General should be repudiated, and instead of reaching out for more public utilities or for a firmer hold on them the Administration should endeavor to take its hands off. Then, too, the markets for merchandise would better be left to the laws of supply and demand. However able Government officials may be, they are not supermen and they have to blunder along as do the rest of us. And their blunders are very costly to the country.

It would be extremely unfortunate if, when the Victory Bonds shall be offered, any important number of possible investors should have any reason to think it quite as well for the best interests of the country if the present Administration should be short of money rather than flush with it. It was unpatriotic to criticize the Government in its efforts to win the war, but the kind of peace we are to have and the measure of economic liberty we are to get are matters for general criticism and anxiety.

People are just as patriotic now as they were when they took billions of bonds at low rates of interest and in the face of expectation of loss on the investment. To win the war was an object which overshadowed any faults in the manner of its winning. It would seem, now, however, as though the Government had acquired a habit of spending billions and must keep it up. It is fair to ask, for instance, what assurance there is that the merchant marine which the Government is building will be composed of vessels which can be used or profitably used.

Of course the Government has the credit necessary for the borrowing of any sums, however vast, but in order to borrow freely and at a low rate of interest it would seem to be advisable for the Government to make it clear that no money is going to be wasted in trying out Socialistic theories. State Socialism may be defined as the official way of stifling and mummifying, with swathes of red tape, all initiative and enterprise in trade, industry, transportation or communication.

J. Howard Cowperthwait.

A lot of people get pity when they need help.

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No membership fee charges.

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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.

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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

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

No membership fee charged.

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We are organized to Insure Buildings, Stocks, etc., any where in the State of Michigan.

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

HOME OFFICE,

GRAND RAPIDS

THE BEST EVER.

Retail Grocers and General Merchants' Association Convention.

Saginaw, Feb. 22—The Retail Grocers and General Merchants' Association of Michigan opened their twenty-first annual convention here last Tuesday morning. The grocers started their first session Tuesday afternoon, with Mayor Paddock delivering the welcoming address. Rev. N. S. Bradley pronounced the invocation, and the meeting was occupied with reports of officers and miscellaneous business.

Charles Christensen, President of the Saginaw Retail Grocers Association, delivered the following address:

Ladies and Gentlemen, delegates to the twenty-first annual convention of Retail Grocers and General Merchants' Association of the great, grand State of Michigan;

When we sing "Sweet Land of Liberty" it means more to us to-day than it did before; let us therefore sing the anthem "America," with enthusiasm, also, as we never sang it before.

Song "America."

It is indeed an honor and a pleasure to be privileged to call to order for its first meeting this auspicious gathering. We invited you to come to Saginaw for your twenty-first annual convention. You accepted our invitation. We are mighty pleased to see you and hope you will spend pleasant, as well as, profitable days among us.

Let us just for a minute contrast conditions at the Ann Arbor convention with conditions to-day.

Then we were in the midst of war with its tragic setting, surrounded literally by an atmosphere of gloom and a premonition of ill tidings.

Regulations, restrictions, tension and uncertainty on every hand.

Thank the Lord! With the glorious victory given us at Chateau Thierry, our boys won for us even before the most confirmed optimist among us dared hope for that result that all of us so enthusiastically celebrated on the memorable eleventh day of November, nineteen hundred eighteen.

Therefore, friends, this is not only a peace convention, but, ladies and gentlemen, a victory convention.

The atmosphere to-day is free from shrapnel. There are no restrictions and no regulations to live up to, therefore while it is a fact that association members, as a class, did credit to their organizations and while nearly all of them

all over this great land co-operated with the Government to the fullest extent of their ability, nevertheless we are glad that war and regulations are no more. While the convention that is in session



JOHN AFFELDT, Jr., LANSING.
First Vice-President.

now is different than the one last year at Ann Arbor, friends, and while the era of peace has dawned, do not let me create the impression that this will not be an important convention.

The period of reconstruction brings with it many problems heretofore not encountered by even the oldest member among us.

The transition from war to peace is, to say the least, a most complicated process. The tremendously high prices which are a symptom of all wars are going to seek normal levels some day. When? That is the question. Will it be the part of wisdom for merchants to continue or try to continue hereafter under a restricted delivery policy or would it be folly to attempt it? Many other questions of equal importance will come before you at this convention.

All in all the Executive Committee figured that this would be a convention

at which business would be given first consideration, entertainment next.

The annual address of the President and the annual report of the Secretary were received with applause and satisfaction. Both appeared in full in last week's edition of the Tradesman.

Following are the various committees appointed by President Cusick:

Ways and Means—Joe Sleder, Traverse City; J. T. Tatman, Clare; J. R. Rebore, Detroit; Wm. McMorris, Bay City; A. C. Neilsen, West Branch.

Order of Business—Theo. H. Trost, Ann Arbor; John Schaffer, Merrill; F. C. Wood, Port Huron.

Auditing—James T. Hughes, Grand Rapids; Wm. Milham, Kalamazoo; Foster Winey, Ludington.



C. W. SHREVE, DETROIT.
Second Vice-President.

Resolutions—J. A. Lake, Petoskey; J. H. Primeau, Bay City; C. S. Shrieve, Detroit.

Credentials—Otto Rhoda, Saginaw; L. Hildebrandt, Lansing; L. Seager, Cadillac.

Legislative—John Schaffer, Lansing; Frank McConnell, Lansing; M. C. Bowdish, Lansing.

By-Laws—Wm. McMorris, Bay City; C. D. Poole, Flint; W. W. Symons, Grand Ledge.

Press—Charles Christensen, Saginaw; L. E. Schwerner, Saginaw.

Insurance—J. M. Bothwell, Cadillac; J. A. Lake, Petoskey; J. M. Primeau, Bay City.

In the evening at 7 o'clock there was held in the banquet hall of the Bancroft Hotel what one might term a good old fashioned get-together and get-acquainted meeting. It proved a very delightful affair.

At 8 o'clock S. W. Roth, of Chicago, spoke to the assemblage. He admonished the grocer saying above all things keep your store and show windows clean for cleanliness brings business. He urged the grocers by all means to read trade journals. He also strongly advocated good clean advertising. Specialize in teas and coffees. Keep your credit good with the jobber, establish a bank account and pay by check, at all times have fire insurance. Mark all goods in your store with plain figures, thereby establishing in the minds of your cus-



HERMAN SCHMIDT, BAY CITY.
Treasurer.

tomers that you run a square deal one price store. He strongly advocated the cash and carry plan, saying, "The American public demand it." He also declared that the desire for credit has become so firmly implanted in Ameri-

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HIGHEST QUALITY

Our products are packed at seven plants in Michigan, in the finest fruit and vegetable belts in the Union, grown on lands close to the various plants; packed fresh from the fields and orchards, under highest sanitary conditions. Flavor, Texture, Color Superior.

Quality Guaranteed

The HART BRANDS are Trade Winners and Trade Makers

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Lima Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Spinach, Beets, Saur Kraut, Squash.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Blackberries, Plums, Pears, Peaches.

W. R. ROACH & CO., Grand Rapids, Mich.

Michigan Factories at

HART, KENT CITY, LEXINGTON, EDMORE, SCOTTVILLE, CROSWELL, NORTHPORT.

cans that the grocer is forced to cater to it, but he advocated an extra charge when credit is given. This charge, covering the cost of the clerical work and overhead due to credit, will make it cheaper for the consumer to pay cash, and will thus stimulate his business. He recommended an extra charge of one cent on every dollar's purchase as a proper charge for credit accounts.

At 9 o'clock a theater party was



J. M. BOTHWELL, CADILLAC.
Secretary.

given at the Jeffers-Strand theater and it was largely attended. This ended the first day's convention.

Wednesday.

Wednesday morning's session was called to order by President Cusick at 9:30. They first held a meeting for open discussion, the chief topic of the morning being the open discussion on the cash-and-carry system, as applied to retail grocery dealers. Whether they should try to educate the public to this plan or abandon it altogether and go back to the old system of practically unlimited credit, and delivery of everything the customer wanted sent were questions discussed by the grocers. The consensus of opinion seemed to favor a compromise between the two plans. By this system the grocers, if they charged goods, would



LEONARD SEAGER, CADILLAC.
Director.

add to the price to cover the cost of the service, and they would also make a flat charge for delivering articles. This matter was discussed at considerable length by many of the dealers Tuesday morning.

Guy W. Rouse, of Grand Rapids, addressed the grocers on "What the Merchant Should Do During the Reconstruction Period." He described many examples of laxness and bad management among grocers and urged them to introduce efficient management into their businesses as one of their duties in helping reconstruction. This masterly address will appear in full in the Michigan Tradesman of March 5.

Wm. A. Haan then read an excellent paper on Mutual Fire Insurance, which is published verbatim in the insurance department this week.

In the afternoon the delegates visited many of the wholesale houses and manufacturing plants, among which were Sommers Bros. Match Co., the Schust Co., the Cornwell Co., Symmons Bros., Lee & Cady, the National Grocery Company and the Oakland Vinegar and Pickle Co.

In the evening at 6:30 they were tendered a banquet given at the Masonic Temple. They served over 400

people and it proved a very delightful affair. P. F. Treanor acted as toastmaster and, as usual, proved a whirlwind at the end table. At the outset he paid a splendid tribute to President Wilson, the Secretary of War and the Secretary of the Navy, and asked that the entire assemblage stand and drink to the health of President Wilson and his associates.

The first speaker called on was President W. J. Cusick, who spoke of the successes during the past year and paid a special compliment to the men who had brought their wives to the festivities of the evening.

John W. Symons spoke on organization and the great good that can be accomplished if all members would only put their shoulders to the wheel and do their part.

Otto Steinbauer, manager of the National Grocer Company, gave a short talk regarding the bright business future of the retail grocer, predicting that the coming years of reconstruction will be the greatest in the history of the retail merchant.

Ex-President John A. Lake, of Petoskey, spoke at length of the good that could be accomplished in organization work. Foreigners are flooding the country and are putting in grocery stores on every corner. These people live in cellars, become rich, then send their money out of the country, which is a detriment to all mankind and the liberty loving public.

W. R. Roach, Ex-President of the National Canners' Association, said the retail grocery is an absolute necessity and such legislation should be fought for to further their work and help put them on a firmer basis of business.

Speaking of canned goods and their stability, over two billion dollars' worth were manufactured in this country in 1918. The National Association is spending \$30,000 the coming year in re-



CHAS. WELLMAN, PORT HURON.
Director.

search work and applied science. One million will be spent the coming year on publicity, endeavoring to educate the people to use a greater amount of canned goods. His predictions were that

the grocer was absolutely safe in buying futures, emphasizing the fact that labor was hard to get and that the consumption of foods would be greater in the future than ever in the history of the country.

Thursday.

The meeting was called to order at 9:30 by President Cusick and the greater part of the forenoon was taken up in listening to the reports of the various committees. A considerable length of time was taken up in the discussion of insurance. The speaker of the morning was Ex-President John Lake, who gave a talk which should have been heard by every retail merchant in the State of Michigan. He strongly urged the discounting of bills and keeping a good credit record with your wholesale houses. Cleanliness is next to Godliness, he asserted, and if by chance a rooster should stroll into the store of some would-be merchants, he would immediately go out and wipe his feet on the grass. He charged his co-workers to be mighty careful of over buying, pointing out the folly of taking advantage of big deals when he should be a one case buyer. Be careful of the clerks you hire. They comprise one of the most important parts of a well-kept store, educate them in their line of work, teach them to be courteous and neat appearing at all times. Do not be afraid to pay good wages, for you will be repaid a thousand fold when inventory comes at the end of the year. Take inventory of your stock at least once a year and more often if possible. By all means, said Mr. Lake, be careful of your credit customers. Go over your books once a month. This he asserted is one of the very weak points of the average merchant of to-day. He

This JAP ROSE SOAP Metal Display Rack Puts Cash in Your Pocket



For it is a SILENT SALESMAN working for you without cost.

It reminds your customers to purchase Jap Rose Soap at the most suitable time when they are in YOUR store and in the buying mood.

It is in an attractive metal container that can be placed on an upright between shelves directly behind the sales counter where JAP ROSE will be convenient to reach.

Sent FREE with order for two boxes of Jap Rose Soap through your jobber.

James S. Kirk & Company
CHICAGO

M. T.

James S. Kirk & Co., Dept. J. R.,
Chicago, U. S. A.

Gentlemen:

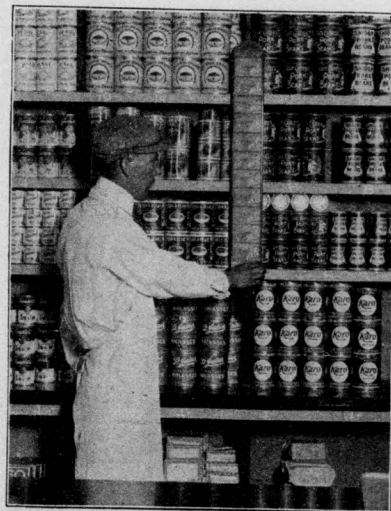
Kindly send me.....boxes (50 cakes in box) Jap
Rose Soap and one Jap Rose Wall Rack.

Name

Address

Jobber

Jobber's Address



JAP ROSE SOAP is extensively
advertised. It will pay you to push it.

made a strong plea for selling by weight, mentioning especially why Mrs. Jones should come into the store and buy a stalk of celery at 10 cents, fumbling over the lot and picking out the very largest, while in a few moments later Mrs. Green comes in and pays the same price for a stalk of celery possibly one-third the size. Those of you who sell oysters go home and measure out a quart, then put it on the scales and note how many more ounces you are giving than you would if selling by weight. The time is at hand, you merchants of Michigan, when you must waken up to the conditions and opportunities that you are facing.

Sam Poelstra presented the following report from Kalamazoo:

During the past year the condition of the Kalamazoo Retail Grocers and Meat Dealers' Association has been generally prosperous and effective. Regular meetings were held twice each month and several special meetings were called on extraordinary occasions. The interest in the affairs of the Association has been good and the meetings well attended. In fact the attendance this year has been much larger than ever before and the interest taken by the members has been much greater than in years past. These conditions have existed to a considerable degree on account of food regulations and the general uncertainty concerning food supplies.

In common with all other retailers the business affairs of the members of the Kalamazoo Association have been seriously interfered with by the rigid regulations made necessary by the war with Germany. There was not found, however, a single member of association who did not cheerfully and willingly fulfill every condition by the Food Commissioners, often at great personal loss. The patriotism of the members of the Kalamazoo Association in the critical period in our country's history has been absolutely above reproach.

At the suggestion of the officers of the Kalamazoo Association the County Food Administrator called a special meeting of all grocers in the county to consider the advisability of the use of sugar cards. The meeting was very largely attended and it was unanimously voted to use sugar cards throughout the entire county. The entire expense of printing and issuing the cards, amounting to approximately \$500.00 was paid by the retailers. The use of the sugar cards was more than satisfactory as it resulted in almost entirely removing the annoyances incident to the handling of sugar.

In order to stimulate interest in the Association a very elaborate banquet was given by the Kalamazoo Association on Feb. 6, 1919, to which all dealers in food stuffs, both wholesale and retail, were invited. More than two hundred were in attendance, and a most enjoyable evening was experienced. This was by far the most successful banquet ever held by the Kalamazoo Association and it has already resulted in a considerable addition to the membership.

An arrangement has recently been made which is resulting in greater interest in the meetings of the Association and giving much greater benefits. The Secretary of the Association handles the delinquent collections of the members and furnishes them credit information. At the meeting following the first of each month the Secretary gives a complete report on all collections of each member and delivers checks for the proceeds of the collections made during the preceding month. He also gives to the members special and interesting items of credit information so that the members may be in a position to avoid giving to those that are unworthy of it. The Secretary also receives from the members the names of the delinquents and places them on file for future reference. This plan is being carried out with great success in Kalamazoo and with most gratifying results. Members of the Association are very much inclined to attend every meeting when they feel sure that a check is waiting for them.

The Kalamazoo Association is now in a thriving and prosperous condition. We are looking forward in anticipation to the best year in our history and expect to do great things. We have many plans for the betterment of trade conditions and the general prosperity and happiness of our members. Next year we will tell you how all these plans worked out.

F. H. Stuit, of Grand Rapids, read the following interesting paper:

We favor the wholesalers in our own city and give an honest salesman our time, as we find it pays to do so. We try to buy right and always discount our bills in order to keep up our credit. We never return any goods to wholesalers unless they receipt for them, so there is no dispute later, and always want a duplicate bill on everything we buy from them, so there will be no misunderstanding later.

We believe in being honest to our wholesalers, as we desire to keep their good will. We do not keep quantity, but quality merchandise. We have tried both. We paint our store white every two years and keep our deliveries well painted and well lettered. Our store is painted white inside and we keep it sanitary. It makes our customers feel cheerful and at home. We also keep our

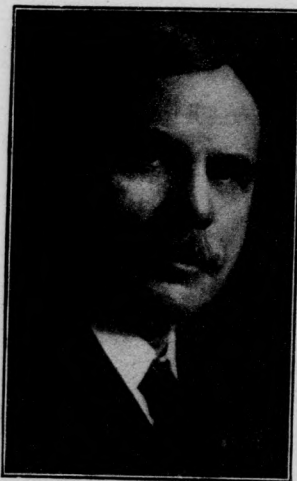
store well lighted and are prompt with our deliveries.

We find it a good policy to meet with our employees every two weeks. When they are doing something wrong, we never tell them when they are waiting on a customer, but see them alone later. We give some of our employees a little stock in our store and they get a dividend when we take inventory. If our employees are valuable to us, we increase their salaries before they ask us for more. We do not believe in changing our employees too often.

If there are other customers waiting, we expect our employees to speak to them and make them feel at home; however, we do not believe in getting too friendly with our customers. Neither do we believe in getting too friendly with our employees, as they would be liable to take advantage of us if we should do so.

We have no place for an employee who is noisy or talkative. If they have anything to say, we want them to say it to our face and not behind our back; and when an employee thinks he knows it all and thinks we can not get along without him, he is no longer one of our family and is out of the game. We believe in harmony and no fools or swell-heads.

Each of our employees knows what his sales are each day and what profit he makes for us. Our employees get a salary and commission and we give them a va-



L. E. SCHWEMER, SAGINAW.
Director.

cation with pay, also pay them for holidays and when they are sick.

We have our employees insured under the compensation laws of Michigan.

We close our store every Thursday at noon to give them a half holiday. Other nights we close at 6, except on Saturday when we close at 7 p. m. promptly.

Our employees must be on time. We believe in taking inventory every six months, in carrying insurance, in keeping an income tax record, all in a safe. We consider it essential to know what profit we make each week and to know what our overhead expense is each week, and also think every merchant should draw his salary the same as employees each week.

We believe all merchants should take inventory every six months because everybody is not honest, and if a merchant has an insurance on his stock and no inventory, he may have a hard time to collect insurance in case of fire. It is a good plan for every merchant to have his insurance policies examined by an expert, as it will pay him in case he has a fire.

We also believe in not letting any of our customers run our store.

We believe in advertising and give our customers a kitchen memorandum each month of almost everything we have in our store, it being subject, of course, to change in prices. Some of our customers are forgetful and this kitchen memorandum will be their reminder. It increases sales. We find our book customers are our best customers. We do not, however, believe in "cash and carry" and "cut rate" stores.

We believe that our wholesalers should not cater to large dry goods or hardware or drug stores. Further, every merchant in our line should be a member of our Association so our wholesalers will open their eyes to the fact that we retailers are the cream in their coffee. We believe in helping the officers of our Association all we can and think the committees who are appointed should do their duty or make room for some one else.

We think we have the best Association and also the best collecting system in the State, and if you want to ask us any questions when we get through, you are welcome to do so.

We believe the Kaiser and his gang should have died forty years ago and that the Kaiser should be punished. We believe in harmony and peace and in fighting when it is time to fight and in drop of the hat. We approve of the Lincoln and Roosevelt doctrine.

If there are new officers and new committees appointed and elected, the old officers and committees should be just as faithful as when they had the honor.

We believe in most everything which we think is right. We believe in woman's rights. Now that they have the ballot, may God bless them for the good work they intend to do to clean up our large unclean cities from a moral and housing standpoint, so that the thousands of babies who came through this war and are in our institutions and elsewhere may be given a decent place to live and be educated, and that our boys who did our fighting over there and are coming home clean, will find our large cities as clean as our soldier boys are now, through the help of the fair sex.

L. M. Steward was called on by President Cusick to give a short talk on the necessity of the retail merchants having in their possession a trade journal of some kind. The day is at hand when the grocer must become more enlightened along the line of his profession. Show me a business man, he asserted, in whatever mercantile line he may be engaged that neglects keeping up with the topics of the day and searching for increased knowledge in his particular line, and I will show you invariably a man who is a failure in his profession.

In the afternoon the election of officers was held with the following results:

President—E. W. Jones, Cass City.
First Vice-President—John Affeldt, Jr., Lansing.

Second Vice-President—C. W. Shreve, Detroit.

Treasurer—Herman Schmidt, Bay City.
Secretary—J. M. Bothwell, Cadillac.

Directors—L. E. Schwemer, Saginaw; D. L. Davis, Ypsilanti; Leonard Seager, Cadillac; Charles Wellman, Port Huron; Cornelius J. Appel, Grand Rapids.

The selection of a city for the next convention was next in order, with but two towns bidding for same—Jackson and Grand Rapids—and after a few flowery speeches and the reading of telegrams and letters from the Board of Trades and leading officials of the two towns, a vote was taken, with Grand Rapids an easy winner.

Thus ended the Saginaw convention of retail merchants and it will long be remembered for the work accomplished, the splendid attendance, and the excellent entertainment given by the local organization.



J. P. SCHAFER, LANSING.
Chairman Legislative Committee.

J. W. Symons, Jr., County Food Administrator, was called on. He paid a very high compliment to President Christensen and the grocers at large for the way in which the convention programme was arranged and carried out. He spoke of the loyalty of the grocers during the period of the war and thanked them for the assistance they have given him in his work as Food Administrator.

President Christensen was called on and, in his modest way, thanked every one for their presence and shared the success of the day with his co-workers.

The entertainment feature of the banquet was probably the finest of its kind ever given before the Association. Amsden's orchestra provided the instrumental music, while Mueller Bros. delightfully entertained with many and varied songs.

List of Those Present.

Arthur W. Ruprecht, Detroit.
R. J. Bernecker, Saginaw.
E. W. Deiss, Detroit.
Jos. Erdman, Detroit.
H. F. Merker, Detroit.
Gus Kadan, Detroit.
A. E. Renard, Detroit.
W. H. Loeffer, Saginaw.
H. A. MacPherson, Flint.
H. J. Daily, Bay City.
Geo. Beaulieu, Bay City.
John Kehr, Saginaw.
John Bradley, Saginaw.
A. A. Smith, Saginaw.

Wm. Landskoener, Saginaw.
John F. Walle, Flint.

A. Blanchard, Bay City.

C. J. Camp, Detroit.

F. S. Pierce, Beaverton.

H. J. Moulton, Eaton Rapids.

H. L. Hubbard, Kalamazoo.

Sam Poelstra, Kalamazoo.

N. C. Davis, Morrice.

L. C. Watkins, Perry.

E. L. Selleck, Moomton Beach.

E. Fuller, Hemlock.

H. E. Buck, Bay City.

W. B. Eldred, Lansing.

H. Griffith, Saginaw.

Dwight H. Mahan, Battle Creek.

L. Himmelhook, Beaverton.

C. M. Hartigan, Jackson.

F. E. McDougall, Jackson.

Gordan French, Chesaning.

W. F. Case, Battle Creek.

B. W. Rucker, Battle Creek.

L. C. Weinman, Ann Arbor.

Chas. Merrill, Breckenridge.

M. L. DeBates, Bay City.

Geo. J. Longtry, Detroit.

Paul Gezon, Grand Rapids.

F. H. Stuit, Grand Rapids.

B. S. Aldrich, Fairgrove.

J. A. Crimmerer, Saginaw.

E. A. Louffran, Grand Rapids.

J. D. Kavanagh, Bay City.

Geo. A. Pletzt, Uby.

F. S. Westren, Bad Axe.

W. H. Westren, Bad Axe.

Isaac Douma, Grand Rapids.

D. S. Berman, Kingston.

A. L. McGee, Saginaw.

B. B. Simons, Grand Ledge.

Chas. Schluck, Saginaw.

Gscar Johnson, Cadillac.

C. Halley, Coleman.

Emory C. Evans, Sanford.

Robt. Sommerville, Sanford.

H. P. Hansen, Greenville.

L. G. Berry, Mt. Morris.

A. J. Culleton, Mt. Morris.

H. C. Stimson, Mt. Morris.

Adolph J. Nuffer, Bay City.

C. C. Barrill, Flint.

Wm. H. Martin, Standish.

R. J. Boomley, Pontiac.

M. Smkule, Ypsilanti.

S. W. Purser, Pontiac.

T. J. Lendsay, Mt. Morris.

Henry Schaefer, Pigeon.

L. M. Steward, Saginaw.

John Doerr, Saginaw.

Wm. Asmond, St. Clair.

C. C. Cole, Flint.

E. R. Newberry, Flint.

C. A. Day, Detroit.

F. C. Kuhlow, Bay City.

Wm. A. Haan, Grand Rapids.

A. VanTiem, Detroit.

Wm. O. Lee, Port Huron.

Theo. Lankey, Bay City.

J. J. O'Toole, Merrill.

Kirk Williams, Saginaw.

J. L. McDermid, Columbiaville.

L. J. Johnson, Caseville.

Wm. H. Wilson, Caseville.

E. D. Shidd, New York.

L. M. Kinney, Saginaw.

A. H. Stevens, Montrose.

Arthur Hunn, Breckenridge.

M. Hopkins, Breckenridge.

Wm. B. Fox, Breckenridge.

Frank Rothberg, Inlay City.

Mat O'Toole, Merrill.

C. J. Ortner, Frankenthuth.

W. J. M. Gugel, Frankenthuth.

C. J. Appel, Grand Rapids.

J. E. Sofer, Barryton.

A. D. Fay, Chicago.

Harris Jenkins, Merrill.

A. E. Crosby, Merrill.

C. E. Trahan, Merrill.

W. H. Street, Flint.

A. J. Gauthier, Flint.

W. A. Haven, Clio.

William Blue, Merrill.

Chas. Morris, Midland.

Jas. T. Smith, Bay City.

Jas. F. Pardee, Flint.

E. B. Fuller, Montrose.

L. H. Nelson, Clifford.

Elmer Ingle, Fairgrove.

M. O. Adones, Fairgrove.

John Hersch, Flint.

Claude Uroman, Flint.

W. E. White, Flint.

Frank J. Schultz, Bay City.

A. H. Burk, Chesaning.

C. Powell, Alma.

J. H. Shaltry, Saginaw.

G. A. Faulman, Detroit.

W. H. Lewis, Saginaw.

John W. Brown, Vanderbilt.

H. Becker, Bay City.

Henry Heintz, Hemlock.

Geo. L. Goodrich, Saginaw.

Albert Hitzert, Saginaw.

F. W. Perry, Saginaw.

Frank Hyman, Saginaw.

F. J. Schultz, Bay City.

J. H. Walther, Bay City.

Clarence J. Nauer, Saginaw.

Wm. Boland, Saginaw.

Ed. Stroebel, Saginaw.

W. H. Jasper, Saginaw.

J. D. Wilder, Saginaw.

G. D. Harris, Saginaw.

O. A. Rogers, Saginaw.

Wm. Atkins, Saginaw.

C. W. Mulholland, Saginaw.

M. W. Hemmeter, Saginaw.

H. N. Stevens, Saginaw.

R. F. Wolpert, Saginaw.

John A. Lake, Petoskey.

James P. Holbrook, Manelona.

C. H. Kretchmer, Saginaw.

M. Schrems, Saginaw.

L. A. Heineman, Kingston.

J. M. Bothwell, Cadillac.

Jas. Sieder, Traverse City.

A. J. Palmer, Gagetown.
V. L. Gwen, Cadillac.
L. E. Schwemer, Saginaw.
J. M. Sparling, Saginaw.
Chas. Sheldon, Lansing.
Walter J. Kronback, Monroe.
M. C. Bowditch, Lansing.
H. D. Schanafelt, Owosso.
L. J. Hildebrandt, Lansing.
L. W. Yunker, Saginaw.
W. H. Meader, Saginaw.
Chas. Christensen, Saginaw.
John Affeldt, Jr., Lansing.
P. L. Ryan, Merrill.
J. P. Schafer, Lansing.
Frank McConnell, Lansing.
Fred Aldrich, Tecumseh.
Albert Clark, Tecumseh.
C. H. Tuttle, Lapeer.
Carl C. Schults, Bay City.
J. G. Staudacker, Bay City.
Neil Ferguson, Bay City.
Thos. Jean, Bay City.
J. H. Primeau, Bay City.
D. A. Bentley, Bay City.
Wm. McMorris, Bay City.
H. T. Chase, Grand Rapids.
August Rein, Halfway.
M. C. Goossen, Lansing.
G. C. Kofietz, Lansing.
Frank Rheuss, Lansing.
J. A. Zulauf, Ubly.
A. C. Neilson, West Branch.
J. W. Symons, Jr., Saginaw.
F. Dullum & Son, Flint.
G. W. Petherbridge, Flint.
E. P. Hobart, St. Johns.
A. G. Heller, Saginaw.
A. G. Hammell, Saginaw.
L. R. Manning, Lansing.
C. W. Brown, Lansing.
Chas. H. Schmidt, Bay City.
Richard J. Ortner, Frankenmuth.
W. R. Van Auker, Big Rapids.
W. G. Poole, Flint.
Chas. W. Grobe, Flint.
A. M. Schmidt, Flint.
Frank Duago, Bay City.
E. W. Jones, Cass City.
Foster Wineg, Ludington.
Leo Grimden, Ludington.
Otto M. Rhode, Saginaw.
John DeHoog, Grand Rapids.
Arthur Rominick, Detroit.
James Naylor, Alma.
Wm. G. List, Bay City.
Fred Menche, Bay City.
D. J. Buck, Bay City.
Emerson Cooper, Yale.
Fred G. Anderson, Clio.
Basil Gulliver, Detroit.
Fred T. Poillion, Detroit.
Wm. J. Cusick, Detroit.
Mercer Snow, Flint.
Adrian Cole, Traverse City.
J. T. Tatman, Clare.
E. F. Benkelman, Cass City.
Chas. Wellman, Port Huron.
Wm. D. Smith, Port Huron.
J. Parker, Detroit.
H. R. Minnis, Marlette.
J. J. Venhaven, Monroe.
J. R. Rebene, Detroit.
C. F. Shreve, Detroit.
D. M. Graham, Caro.
John Runnell, Sebawainge.
Woldt Bros., Kilmanagh.
Woldt Bros., Kilmanagh.
J. W. Symons, Saginaw.
John W. R. Schaefer, Merrill.
Alden J. France, Harbor Springs.
Perry Brown, Barryton.
D. L. Davis, Ypsilanti.
Theo. H. Trost, Ann Arbor.
A. Lemble, Ann Arbor.
A. Trummerman, Beaverton.
J. C. Musser, Beaverton.
A. J. Lane, Grand Rapids.
J. S. Hughes, Grand Rapids.
L. L. Conklin, Grand Rapids.
Leonard Seager, Grand Rapids.
Herman W. Brew, Detroit.
Fred J. Fox, Saginaw.
Walter Cross, Flint.
J. J. Lee, Flint.
E. G. Haymond, Flint.
Ray G. Wilson, Flint.
R. J. Jobson, Flint.
B. D. Lilley, New York.
G. T. Marshall, Detroit.
M. D. Ryan, Flint.
H. T. Fraser, Detroit.
A. L. Van Tien, Detroit.
Frank J. Harken, Mayville.
J. J. Bauser, Grand Rapids.
Frederick W. Fuller, Jackson.

Convention Notes.

George L. Langtry, who represents the Morton Salt Co., was a visitor at the convention Wednesday. He stopped off on his way up to the copper country. He is one of the "foreverest working guys" you ever met. He enjoys a splendid business and is a mighty popular fellow with the trade. He says "When it rains it pours." His home is in Port Huron.

The Jess Willard of the convention was our old friend from Traverse City, who is fast becoming a fixture at the big doings each year—Adrian Cole, who represents the National Grocer Company. Besides being a good mixer, he is some entertainer.

Be it Resolved that Mr. Morris be put on the map for 1919. You ask why? Why, for this reason: The retail grocers from this thriving little city attended in a body and had a 100 per cent. representation. Proud and boastful? Of course they were and we congratulated them for it. Here they are: J. F. Lindsay, of Lindsay & Co.; A. J. Culleton, of Culleton & Dunn; H. C. Stimpson and L. G. Berry. If energy counts for anything A. C.

Neilson, of West Branch, should be a whirlwind in business, for he was about the busiest man on the convention floor.

As usual, the Postum Cereal Co. had representation on the ground in the persons of W. F. Case and B. W. Rucker. Walt Case, as he is known by the boys, is now District Salesmanager in Michigan, having been appointed such only recently. He truly deserves promotion, having been with the company for the past seven years. A gentleman of splendid character, possessing an enviable personality, he has the company's interest always at heart. He has a large following of friends who will be mighty pleased to hear of his recent appointment. Mr. Rucker will represent the company in this territory, making Saginaw his headquarters. His former home was Texas. The past thirteen years he spent in the army and only recently received his discharge. He is a Lieutenant. We welcome him in our midst and trust he will do well in his new adventure as a salesman. He is making his home at the Bancroft Hotel at present.

The Saginaw Store Fixture Co. has opened showrooms at 213 South Washington avenue, Saginaw, under the management of E. H. Lee. They specialize in scales, meat cutters and show cases.

Fred Wigen, probably one of the best known travelers in this part of Michigan, who for the past seven years has sold Calumet baking powder to the trade, has resigned. Hundreds of merchants will be sorry to learn of this, for Fred was well liked and a most dependable man. We feel free to predict that it will be many a day before the Calumet Co. will get a man to fill his place and do the



CHARLES CHRISTENSEN,
President Saginaw Retail Grocers'
Association.

work and get the business that he was able to do and get. Mr. Wigen has received many offers, but has accepted none as yet.

Walter Watt, district representative for the Detroit Automatic Scale Co., was at the convention. Mr. Watt's home is in Bay City.

D. J. Buck, Secretary of the Michigan Wholesale Grocers Association, was mingling among the retailers during the convention. He received this appointment only recently.

We do not wonder at the success of the National Grocer Company of Grand Rapids if their entire sales force is made up of the caliber of their visiting delegate who attended the convention the past week, E. A. Souffron. The gentleman in question was busy among the boys all the time and doing what he could in the way of entertainment. He sure is some entertainer, too. His favorite stunt is reciting the story of the Old Corn Cob.

C. W. Mulholland, Manager of the Grand Rapids branch of the Fleischmann Co. for the past twenty-five years, surprised the grocers at the convention by informing them that he would retire from the yeast game on April 1. "Mul's" many friends surely wish him all kinds of happiness and hope that they may have the pleasure often of seeing him and talking with him of the old times. He will be succeeded by Isaac Douma, who recently returned to the employ of the Fleischmann Co. after fifteen months' service in the Army and who will be remembered as having acted as Mulholland's assistant for four years. Mr. Douma has been in the yeast game for twelve years, starting with the company in Holland. Six years ago he was taken out of that city and after spending a year in Cincinnati and Columbus he was transferred to Grand Rapids.

L. D. Hayes, of Clio, has purchased the meat market formerly conducted by C. Peterson. Mr. Hayes has been in the shops at Flint for a number of years, is well-known in Clio and, no doubt, will meet with splendid success in his new undertakings.

H. Ford, member of the firm of H. &

G. Ford, of North Branch, attended the convention. The Fords of North Branch operate a splendid merchandise establishment.

G. W. Faulmann, Treasurer of the Duprey-Faulmann Co., Detroit, was mingling among the association members during the convention and incidentally boosting Master Brand Food Products. Mr. Faulmann was formerly in the grocery business in Detroit.

A telegram was received and read from Victor Tatham, who at present is in Miami, Fla. He stated he was sorry to be absent and trusted that the convention would be a big success.

Donald Aldrich, son of Mr. and Mrs. George Aldrich, of Caro, is spending a thirty-day furlough with his parents. He recently returned from France, where he spent eighteen months, four of which were in the trenches. His father is in the grocery business in Caro.

The Ladies Auxiliary of the U. C. T. held a business session at the home of Mrs. Robb, on Emily street last Thursday, at which time they voted unanimously to support B. N. Mercer for Mayor at the coming primaries. They were delightfully entertained by the hostess, who was assisted by Mrs. Wooley and Mrs. Rowden. James Pardee, Flint grocer, attended the convention Thursday, at which time he joined the State Association. He was formerly in business in Saginaw.

F. W. Perry, who headed the banquet committee, certainly is to be commended for the excellent way in which he handled and arranged for the convention, for it probably was one of the best banquets of the kind ever given in this city.

Walter Christensen, formerly associated with his brother, Charles, in the grocery business on the West side, is spending the winter in Los Angeles, California.

D. A. Bentley, President and General Manager of the D. A. Bentley Co., wholesale produce merchants of Saginaw, spent Monday and Tuesday in Detroit, attending the convention of the Michigan Poultry, Butter and Egg Association. Mr. Bentley is Secretary and Treasurer of the State organization. The meeting was held at the Statler hotel.

W. H. and F. S. Western, of Bad Axe, were at the convention. They manage what is known as the Crosby & Co. establishment, which is, without a doubt, one of the most modern and up-to-date grocery stores in the State.

George Pleitz, of Ubly, came to Saginaw last week for the convention. He seemed to enjoy himself, but from all reports could get but little rest at night. Of course, being in a large city makes a difference.

W. H. Toppin, General Manager of the Mithlethaler Co., of Harbor Beach, formed the fourth section of room 317 at the Franklin Hotel and well it was, too, for he possesses all that is required to round out a good sergeant-at-arms. The Mithlethaler Co. is one of the largest general merchandise companies in the Thumb.

William Haven, of the firm of Haven & Anderson, Clio grocers, attended the convention Wednesday and stayed over for the banquet. In ordinary life Mr. Haven is a very modest gentleman, but I must confess that he is able to take care of himself when it comes to nourishment for the human body. The writer had the pleasure of seeing him Friday and he was in good physical condition, a proof that Saginaw is a good place to live.

A. J. Gauthier, traveling representative for the Symons-Moffett Co., attended the banquet Wednesday night. Aaron is a mighty fine young chap and is well thought of by the grocery trade of Flint.

L. E. Schwemer, of Saginaw, is to be highly commended for the untiring efforts which he put forth to help make this convention a success. Louie—as he is most commonly known, was busy from morning to night. He had charge of the sight seeing trips among the various manufacturers, handling the crowd in a splendid manner and making the trip one never to be forgotten by those who attended. He is one of the directors of the State Association and much credit is due him for the success of same. He is a deep thinker, broad minded and a firm believer in organization.

The life of any organization to a great degree is due to the working and actions of its Secretary. Truly, no association in the State of Michigan has provided a better man for this position than the retail grocers in their selection of J. M. Bothwell, of Cadillac. Mr. Bothwell is most thorough in this line of work and he expects to increase his work in the interests of the Association the coming year, and unless something unforeseen turns up Grand Rapids will have the greatest delegation of retail grocers in 1920 in the history of the Association.

At the close of the convention Thursday in a very fitting manner local President Chas. Christensen made the presentation speech and presented to the retiring State President W. J. Cusick a beautiful gold watch, a gift from the Association. Mr. Cusick, in his acceptance of same, assured them that he had done everything in his power for the good of the Association and that he would continue to do all in his power for the retail merchants.

William Schleiner, former retail grocer of Saginaw, has organized a company with a large capitalization and expects to conduct a wholesale grocery business.

The warehouse to be located on Bay street.

Frank Mayhen of Saginaw, has purchased the store building on the corner of Second and Carrol street. He expects to conduct an up-to-date grocery establishment. He was formerly in business on Court street where he had a confectionery and grocery store.

George Bremer, of Saginaw, formerly representing the Spagnola Fruit Co., has left its employ and now represents Wilson & Co., covering the country territory. It is rumored that the Banner Brewing Co., of Saginaw, intends to go into the wholesale grocery business about May 1. The brewery building is located on West Genesee avenue.

C. L. Hurst has gone back into his old stand on Gratiot avenue, where he expects to conduct a meat market. Mr. Hurst was in this same location and in the same business a number of years ago.

H. T. Chase, of Grand Rapids, State representative for Chase & Sanborn, attended the convention last week. Mr. Chase has spent a number of years in this line of work and is very popular with the trade.

Ed. Boire, of Calumet, has accepted a sales position with the Postum Cereal Co., covering the territory north of Bay City and the copper district.

L. D. Christian, of Hastings, attended the convention. For several years he represented the Kellogg Toasted Corn Flake Co. in Eastern Michigan. He now covers the same territory for the Diamond Match Co.

The grocery store of Yeager & Son, located at the corner of Sixth and Lapeer streets, Saginaw, was almost completely destroyed by fire Sunday morning. It is thought the fire started from a defective flue.

"Beautiful Things," said to have been written by Fred Mason, Manager of the Shredded Wheat Biscuit Co., was read at the banquet Wednesday evening.

When the Creator had made all the good and beautiful things, in order that they might be truly appreciated, he then made the various beasts, reptiles and poisonous insects. When he had finished, he had left over, scraps that were too bad to put in the rattlesnake, the hyena, the scorpion or the skunk, so he placed these together, covered it with suspicion, wrapped it with jealousy, marked it with a yellow streak and called it a knocker. Then, as a compensation for this fearful product, He took a sunbeam and put in the heart of a child, the love of a mother, the brain of a man, wrapped these in civic pride, covered it with brotherly love, gave it a mask of velvet, and a grasp of steel, and called it a booster. He made him a lover of flowers and fields and many sports, a believer in equality and justice, and ever since these two were created, mortal man has had the privilege of choosing his associates.

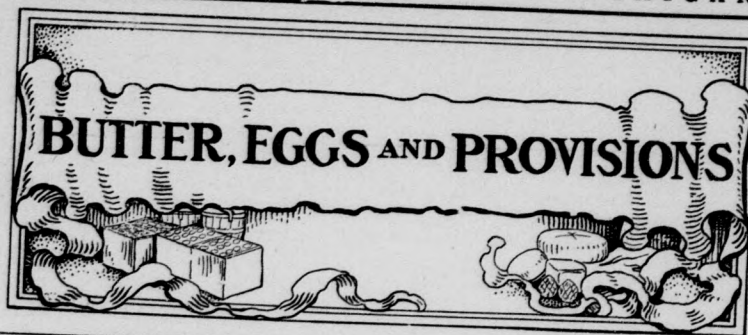
Saginaw people can be mighty proud of the fact that they have in their midst such a palatial hostelry as the Bancroft Hotel. It won the admiration of all the delegates who either stayed there or those who entered her lobby. The matter of having a fine building is not all that goes toward making a good hotel. Management is a great, if not the greatest factor in conducting a real home for the transient. We take great pleasure in saying a word of praise for A. B. Riley, the manager. He is always on the job, looking after the comfort of his guests, and takes great pains in conducting the affairs of the house, just as much so as if it were his own home. His chief motto is, "Let all things be done decently and in order."

Frank Stiles, of Battle Creek, for several years district sales manager for the Postum Cereal Co., is now assistant salesmanager to Sam Small, of the Postum Co. This serves as a splendid reward for the efficient work done by him during the past few years, and comes as good news to those who personally know him and the untiring efforts he has put forth in the interest of his concern. He now has charge of all the salesmen in the United States.

William Von Jasmond, the man who works for, eats and dreams of "The Salt that's all Salt," was, as usual, on the spot with the glad hand and a broad smile. In fact, he has been such a regular attendant at the grocers' conventions that it would be as a missing link if he were not there. The night of the banquet he held down his usual position at the door, handing out a splendid leather bound notebook with the compliments of the Diamond Crystal Salt Co. At each plate stood a miniature box of Shaker Salt. Mr. Von Jasmond and family make their home at St. Clair.

At the close of the convention Thursday A. C. Neilson, of West Branch, mounted the platform and in a very fitting manner paid a tribute to C. W. Grobe, of Flint, the retiring State Treasurer, at which time also he presented to him a splendid purse as a gift of the Association, for the excellent manner in which he had discharged the duties of his office. No more fitting words could be used than by saying, "Well, done, good and faithful servant." Mr. Grobe was very deeply touched and made a few remarks in reply, thanking the Association for their very kind act. Mr. Grobe was Treasurer twenty-one consecutive years.

L. M. Steward.



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

The Story of the Potato.

Thomas Carlyle once declared that "the biggest gold nugget ever found was never half so useful to the world as one good mealy potato." Yet the potato had a hard fight for recognition. It is probable that the potato was originally an American plant, but its use became universal through its adoption as an article of food in Europe.

There are many claimants for the honor of its introduction. Some say that it was the naturalist Clusius who planted the tuber in the Botanical Gardens at Vienna in 1588, but the Spanish say that the plant was brought from South America about 1580. They assert it was taken from Spain into Italy and Belgium, and that it was from a Belgian that Clusius obtained his roots.

There are other stories, however. Sir John Hawkins on returning from Santa Fe in 1563 had with him some potatoes, but it is more than probable that they were yams or sweet potatoes, the same that Columbus described as "not unlike chestnuts in flavor." Sir Walter Raleigh is said to have got the real potato from Virginia in 1586, but his claim is disputed, and it is asserted that the genuine "Irish" potato is a native of Chile.

Tradition has it that Sir Francis Drake made a present of potato roots to Raleigh, who planted them in his garden in County Cork in 1594, but it is not until 1610 that we have any authentic record of potatoes in Ireland. In 1597 a book on herbal medicine was written by Gerard, the frontispiece to which was a portrait of the author holding a potato in his hand.

When potatoes were first used for food it was the "seed" or "apple" that was used, and it was some time before the tuber was found to be the most delicious food. Up to the end of the seventeenth century the potato was out of the reach of people of moderate incomes. It is recorded that in 1662 potatoes were sold at one shilling (25 cents) a pound in the London markets, but the sale was small because so many people believed that the potato caused leprosy and fever. Others declared that they were endangering their souls if they ate the potato, since the tuber was not mentioned in the Bible.

It appears that nothing or little was known of the potato in Scotland until long past the middle of the eighteenth century. The Duchess of Buccleuch in her "Household Book" for the year 1701, speaks of the potato as "an esculent of great rarity."

There is no doubt that the Irish were the first people to recognize the value of the potato as a staple article of food.

Thrift Should Begin at Washington.

Detroit, Feb. 25.—I have been asked to serve as an organization worker for the coming Victory Loan campaign. I have about concluded to decline to undertake the work for the reason I find I cannot agree with the decision of the Secretary of the Treasury to float the bond issue on the basis of an appeal for thrift and patriotism on the part of the American people. In one of the addresses made by Mr. Glass in New York the other day he said "there are few virtues in the building up of a great nation and in the creation of an atmosphere of self-sufficiency and of confidence more important than the teaching of permanent thrift." That is true, and it is exactly what the Government should teach the people by way of example. The fact of the matter is the Government has been grossly extravagant and wasteful in its expenditures of the people's money. It is not fair, nor is it honorable, to appeal to the public to give up its money in the purchase of Victory Bonds on the ground of thrift and patriotism when a large part of the funds subscribed is to be used to make good for extravagance and poor business management on the part of the Administration.

Poor judgment in the management of the railroads by the Administration is now costing the people nearly \$300,000,000 a year in cash and billions of dollars more in high prices resulting from increased freight rates. Millions of dollars have been wastefully spent in the shipyards at Hog Island, while the colossal amount of money being paid out by the Government even now in peace time in exorbitant wages for work that is not necessary or at least which could be postponed is a nightmare. In the light of these self-evident facts it does not seem right that local Victory Loan Committees should be instructed to coerce and flim-flam the people into subscribing another six billion dollars on the basis of thrift and patriotism. Unless Victory Loan speakers are at liberty to go before the people and tell them the truth, i. e., that a part of the money raised by the sale of Victory Bonds is to be used to make good losses sustained by the Government in raising wages of railroad employees over \$800,000,000 and to cover other expenditures of a questionable business nature, I believe it is better that no campaigning be attempted, and that the people be permitted to support the loan or not according to their own judgment and inclination.

A. F. M.

Don't mistake habit for character. Men with the most character have the fewest habits.

LEARN MORE ABOUT SOAPS

All the soaps you sell aren't alike—you know that! Some are better than others! Find out why. Then you can give your customers helpful advice.

Remember that

FELS-NAPTHA SOAP

Combines the power of both soap and naphtha. That it saves coal by working splendidly in lukewarm water—no boiling needed—and very little rubbing.

Tell your customers these facts. Watch your soap sales grow.

Fels & Co.

Philadelphia, Pa.



Knox Sparkling Gelatine

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



Bel-Car-Mo Peanut Butter

It's good pure Peanut Butter sanitarily made and packed in air-tight tins of 1 to 100 lbs.

Ask Your Jobber

Money Saved by Buying Your EGG TESTER

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

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

DEPEND ON PIOWATY

This Should Be the Slogan of
Every Live Merchant in Michigan and Northern Indiana
Selling

Fruits—Vegetables—Grocers Sundries

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

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

OUR NEAREST BRANCH WILL SERVE YOU

REPRESENTATIVE RETAILERS.

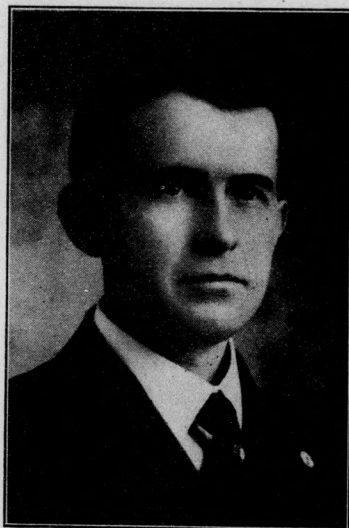
E. W. Jones, the Well-Known Cass City Grocer.

The subject of this sketch, like many of those who have attained prominent positions in the business world, was born on a farm. His birthplace was in Genesee county, near the village of Otisville, in the year 1882, where he lived until he was 20 years of age. Having graduated from Otisville high school in 1899, he continued his education for a practical business career by attending Albion College, taking the regular business course, from which he graduated in 1901. The first step taken in his chosen calling was as clerk in a general store in the village of Millington, where he continued until 1909, when the experience gained, together with the knowledge of the value of the grocery business and its relation to and opportunities for serving the wants of the public, prompted him to make the effort to get into a business where his ideas could be worked out in his own and in a manner pleasing to himself and satisfactory to those with whom he had dealings. In the development of his plans he was ably and capably assisted by his excellent wife, who not only made his home life happy, but who is a confidential partner in his business aspirations, with the result that in 1909, in the month of February, he opened the store which he now occupies in Cass City. Not until he had taken his banker into his confidence did he make the resolution to embark in a business that in its formation is largely dependent on the aid and advice that a banker is qualified to give. With these two fundamental principles of business co-operating with him, the business was a

success from the start, to the extent that, in company with D. M. Graham, of Caro, he recently opened a grocery store at Akron also.

Mr. Jones is active in the local work of his community, having served on the Village Council and is now Secretary of the School Board and is an active member of the First Methodist church.

Mr. Jones became identified with



E. W. Jones.

State Association work in 1913, since which time he has acted as a member of various committees, where he attained a good deal of distinction by the able manner in which he conducted the question box, on which committee he served for three years, two years as chairman. At Battle Creek in 1916 he was the choice of the delegates for Second-Vice-President, serving for two years, and at Ann Arbor

in 1918 he was elected to the office of First Vice-President. He has, therefore, the distinction of having worked his way up from the bottom of the ladder in association work, each time being the choice of the delegates for the able way in which he filled every position in which he was placed, so that his being chosen as President at this time has been due to the efficient manner in which he has filled each office which has been entrusted to his care. We feel sure that the same degree of energy and efficiency which has characterized him in the other offices that he has filled and which has made a success of his business will be carried, not only into the office of President of the Association, but will permeate every department of the work and, with the proper support of the officers and members, we have reason to feel justified in predicting one of the best years in the history of the Association.

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.

COLEMAN (Brand) Terpeneless LEMON

and Pure High Grade VANILLA EXTRACTS

Made only by FOOTE & JENKS Jackson, Mich.

The Last Thing

that generally concerns the dealer is the real, inside quality of the bread they handle. A loaf of bread is a "loaf of bread" in the minds of too many. The whole situation changes when the loaf passes into the hands of the consumer, for right here is where the dealer is making friends or losing them. There has been many an account transferred to the store where the best bread can be found.

It is upon this basis, the idea of creating bigger bread sales, and best of all, satisfied customers, that we solicit the business of the trade tributary to Grand Rapids on our

CREAM-NUT BREAD

It is a friend maker and a friend keeper. Dealers like to sell it and consumers like to buy it.

We make a special effort to serve our shipping customers with the same care and attention that characterizes our city business. Build up your good will and your business by becoming a regular distributor of the bread made by

THE SCHULZE BAKING CO.
GRAND RAPIDS

Special Sales
John L. Lynch Sales Co.

No. 28 So Ionia Ave.
Grand Rapids, Michigan

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

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

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks

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

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.

GONE TO HIS REWARD.

Appreciation of Life of George P. Richardson.

George Parker Richardson, pioneer manufacturer of silk thread in the West, and prominent in Chicago business circles for many years, died in New York Wednesday, Feb. 12, in the 69th year of his age. He had gone to New York on business, after concluding which he expected to spend a couple of months in Southern Florida for rest and recreation, but, not feeling well, he was obliged to postpone this trip and the end came quite suddenly Wednesday evening at the Manhattan Hotel, where he was stopping. His sister, Mrs. Sarah A. White, and his daughter, Miss Isabel Richardson, had joined him for the Southern trip and were near him at the end.

Mr. Richardson was born in Hillsboro, N. H., on Dec. 14, 1850. His parents were born and reared in New England, as were their forbears back to early colonial days, and his early years were spent on his father's farm at Hillsboro. He received a good school education in one of the nearby academies and as a young man came to Chicago in 1871. Without friends or acquaintances to aid him, he was thrown entirely on his own resources. He had had no previous business experience, but he soon found work and after a brief interval spent in his first position, was engaged by Belding Bros. & Co. as a salesman, being one of the first three employed by them as salesmen. H. H. Belding, who was at the head of their business in Chicago, and who died many years ago, hired him and Mr. Richardson, in telling of his early experiences in the silk business, would humorously enlarge on the thorough and valuable knowledge of the business he gained in a single afternoon, that being all the time Mr. Belding would allow him, as he hired him in the forenoon and started him out in the evening to be on hand for business at his first stop, bright and early the next morning. Difficulties never balked him. His winning personality, tact and instinctive knowledge of human nature won him friends almost at sight and in a short time he became Belding Bros. & Co.'s leading salesman, his sales far exceeding those of any other man in their employ. After making Chicago his headquarters for a number of years, he went to Cincinnati to manage Belding Bros. & Co.'s office at that point and he practically created their business in that territory. Many large accounts which they retain to this day he secured for them individually. In 1886 he returned to Chicago and organized the Richardson Silk Co., of which he became President and so remained until his death. Under his wise and able management, the Richardson Silk Co. has become one of the leading concerns in the silk thread industry in this country and has also built up a very large business in crochet and embroidery and sewing cottons. It is also developing a large export business.

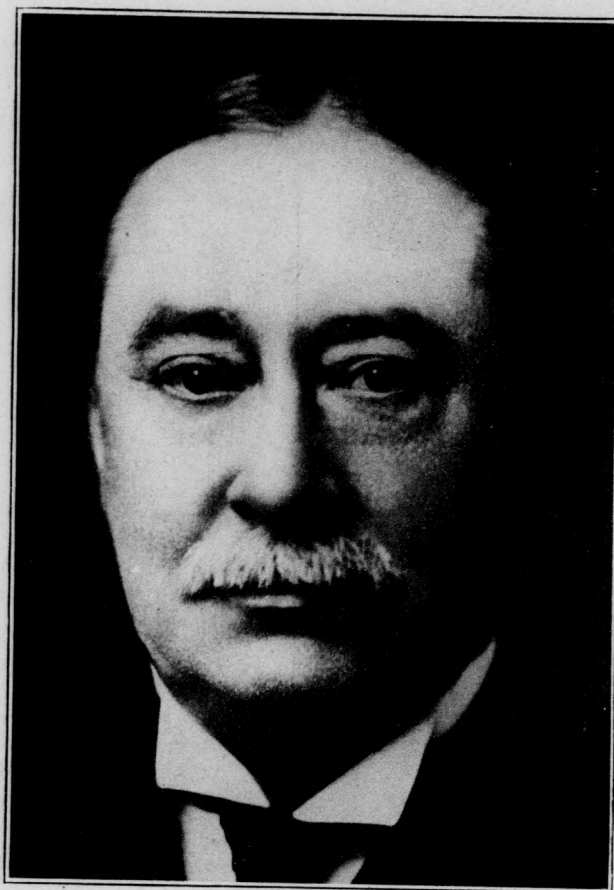
Mr. Richardson is survived by his widow, Mrs. Isabel Richardson, and

a daughter, Isabel. He was a member of the Union League, South Shore Country and Glen View Clubs. He lived at 4536 Sheridan Road. Funeral services were held in the chapel of Rose Hill Cemetery, Chicago, on Saturday, Feb. 15. Frederick A. Washburn, of Belding, and Stewart Hayden, of Grand Rapids, were present at the funeral, with other associates and friends.

Mr. Richardson will never be forgotten by his friends, who include his associates, and by the latter he will always be remembered, not only as the strong and wise leader, but, most of all, as the kindly and unselfish friend. Thomas S. Noyes.

Programme For Battle Creek Dry Goods Convention.

Lansing, Feb. 25—Enclosed please find copy of the programme for the



George P. Richardson.

Michigan Retail Dry Goods Association convention to be held at Battle Creek, March 12 and 13.

The spirit of co-operation in your letter is certainly appreciated and I am quite sure that every merchant in the State, could he realize the benefits of a State organization, as many of us do, would endorse my statement to the effect that this is a wonderful and great time to be alive.

The business man of this country, as a factor in its progress through honesty of purpose and sincere devotion to duty, cannot but help make this country what it should be: the greatest and best on earth.

I again thank you for your very generous and appreciated offer of co-operation. J. W. Knapp, Sec'y.

Wednesday, March 12.
9:30 a. m. Registration of all merchants.

10. Meeting called to order by President.
Address of Welcome by the W. D. Farley, Battle Creek.
10:40. President's address.

11. Report of Secretary and Treasurer.

11:20. Address by Lew Hahn, Secretary of the National Retail Dry Goods Association on "Benefits of Retail Organization."

12. Adjournment for lunch.

2 p. m. Meeting called to order.

Address by W. P. Emery, General Manager of Crowley, Milner & Co., Detroit, on "Merchandising on a Falling Market." Followed by questions and discussion.

2:45. Address by Mrs. Lucinda Prince, Educational Director of the National Retail Dry Goods Association on "Education of Employees." Followed by questions and discussion.

3:45. Address by C. B. Clark, Controller of the J. L. Hudson Co., Detroit, on "Expense Accounting." Followed by questions and discussion.

5 to 6. Remaining time before adjournment to be taken up by discussion from the floor.

"How and in What Way to Make this the Strongest Organization of Its Kind in the Best Country in the World and the Best State in your Country."

7:30. Smoker. John C. Toeller, of Toeller-Grant Co., Battle Creek, chairman.

Following subjects to be discussed by the merchants present:

1. Discount to dressmakers. Where to draw the line.

2. The bribing of buyers and its many abuses; also better buying methods.

3. Retailers agreeing upon a fixed time at each season to begin clearance sales, especially in ready-to-wear, millinery and furs; also better selling methods.

4. The charge for alterations in outer garments.

5. Advertising of comparative prices; also better advertising methods and the limit for expenditure for same.

6. Lack of sales education among employees.

7. Harmful laws. Does the Michigan garnishment law encourage the instalment stores?

8. The return goods evil and how to control it; also the abuse of the approval privileges.

9. Building your store organization.

10. How best to arrange your store. Is it necessary to have a large reserve stock room?

Other subjects may also be presented for discussion and action.

Song of the Seas.

Written for the Tradesman.

Over seas we toss and are going
Over seas the wild winds are blowing
Out amidst the storm and wave
Out upon Atlantic's wave
That we may the nations save
Going, going, going!

Over seas we rock and are rolling
Over seas the coasts are patrolling
Out upon the briny deep
Where the tempests stir the deep
Lookouts watch nor ever sleep
Rolling, rolling, rolling!

Over seas all hail we are sailing
Over seas our ships are prevailing
Waves may wash their every part
Tempests tear the rail apart
On we go with stronger heart
Sailing, sailing, sailing!

Over seas we glide and are flying
Over seas we haste to men dying
Winds may rage the more and more
Thunders roll yet more and more
Soon we'll reach the Allied shore
Flying, flying, flying.

Over seas we ride and are singing
Over seas glad joy we are bringing
We'll inspire them over there
Hearts we'll fire when over there
We will keep them every where
Singing, singing, singing!

Back-o'er-seas home fires are burning
Back-o'er-seas we'll come returning
Braver still we'll cut the wave
Prouder since we sailed the wave
Fires of Liberty they have
Burning, burning, burning!
Charles A. Heath.

Remove Pin Tickets.

Written for the Tradesman.

In all cases except when goods go out on approval or there is a probability of being exchanged it would be a kindness to purchasers to remove all pin tickets. Most every one has experienced annoyance of pain because of hidden pins. Even after tickets are removed from garments there is risk of laceration unless immediately destroyed.

Whether it would be economy to retain and use tickets again is a question for each merchant to determine for himself. Where thorough system prevails no appreciable extra time or care would be required to do so.

Minion.

A ripple of laughter is worth a flood of tears at any stage of the game,

Wayside Jottings By a Lonesome Lansing Traveler.

Norfolk, Va., Feb. 21—On a rainy evening and in a more or less dense fog, we left Washington for Richmond on a slow train. In the distance of 110 miles, more than sixty stops were made. Tiresome, of course, but after a good night's rest at the Jefferson we were ready for business. We found later that by waiting an hour longer at Washington, we could have taken a fast train and reached Richmond only 30 minutes behind the local. One passenger remarked that the difference in time spoke well for the local train in making so many stops. In our opinion, however, it simply doesn't say much for the fast train.

Richmond is, indeed, a beautiful city with a population of 60,000 and is famous for its splendid hotel accommodations. For a greater portion of the time during the civil war it was the confederate capital and many costly monuments adorn its streets, mostly of confederate generals, the most imposing of which is that of General Lee.

The traveler who is historically interested may find post cards which explain in both pictures and words the notable events connected with the history of Richmond, among which is the burning of a considerable portion of the city by the Union forces April 3, 1865. At 2007 West Broad street we saw a large sign which reminded us of home—Reo motor cars and Duplex trucks. On the opposite side of the street is located the home office and factory of the world-renowned C. F. Sauer Co., manufacturer of extracts.

Several miles Southeast of Richmond is located the great Dupont powder mills, with its many metal storehouses, sixty rods apart, and covering an area which is reckoned in square miles.

A little South of Williamsburg we could see from the car window long rows of soldier barracks occupied by colored troops, many of which, owing to the low ground and recent rains, were wallowing through mud apparently knee deep. In the absence of any explanation, we wonder why the Government established and still maintains camps in such places.

For miles before reaching Newport News and continuing to the water's edge we could see soldier barracks almost without number, and oceans of machinery and equipment gathered for shipment overseas, including thousands of tractors of the type manufactured by the Reo Motor Car Co., of Lansing, which are now rusting and more or less exposed to the elements.

At Newport News we crossed by boat to Norfolk. Any person who can make this trip in cloudy weather for the first time and arrive at Norfolk with a correct perception as to

the points of the compass, is a wonder. Norfolk is said to have a resident population of 110,000 and a floating population of 10,000 or more. The city virtually swarms with soldiers, sailors and marines.

Returning from a business trip to Hampton we visited the Embarkation Hospital, which was formerly a National Soldiers' Home, but is now used to receive disabled soldiers returning from France. Thousands are there and the effects of hun bullets are plainly visible. We also stopped off at Old Point Comfort and stood on the spot where the English landed in 1607 and who later established the first successful settlement on the continent at Jamestown, about forty miles up the James River. We visited Fortress Monroe and had pointed out to us the casement thereto, in which the confederate President, Jefferson Davis, was confined for many months after the close of the civil war. This fortress in its present state was commenced in 1819 and finished in 1830. The armament for the most part has long since been removed, and nothing but barracks and drill grounds remain to be seen inside. Near by, however, and continuing for a considerable distance may be found large coast defence guns of the disappearing type, nearly fifty feet long and fourteen inches bore, with a range of sixteen miles or over. Also among others large transport batteries with locomotives complete and all ready for action.

We might say that this fortress is an heir to Fort Algernonne, a palisade construction erected by English settlers in 1609.

At Old Point Comfort an army officer pointed out to us the exact spot in Hampton Roads where the Monitor engaged the Virginia (formerly the Merrimac) for hours in mortal combat on March 9, 1862, resulting in a retreat of the latter to Norfolk in a disabled condition.

This spot is now the anchorage of several U. S. battleships.

H. D. Bullen.

Greedy for Wasps.

The common green frog has been discovered to possess an insatiable greed for wasps. This extraordinary appetite does not seem to be in the least checked by an occasional sting. The protecting color of the frog, which sits motionless upon leaves, no doubt deludes the most wary of insects into sense of security.

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.

Laces and Embroideries

Have you noticed that your sales on laces and embroideries are increasing? The demand for these is better than it has been for several seasons. We are prepared to supply your wants in both lines at very moderate prices.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

SERVICE

QUALITY

Mail Orders Our Specialty

Now is the time to keep your stock well assorted. Buy in reasonable quantities but do not let your stock get too low in the expectation of much lower prices in the near future.

We have reports from New York that the market has strengthened and on some items the prices have even advanced. Send us your mail orders and we will ship the same day the order is received. Do not wait for quotations. We will ship at prevailing prices at the time of shipment.

You can make large increases in your business if you will buy "Specials" and pass them along to your trade. Try some of these. We will ship as long as they last.

SPECIALS ON PIECE GOODS.

27 inch Hillsboro Chevots, Bookfold	.....\$ .18½
26 inch Diana Gingham, Short Lengths	..... .15
28 inch El Rival Percales, Bookfold	..... .12½
28 inch Strong Kloth Suiting, Plain and Fancies	..... .20
25 inch No. 1000 Percales	..... .12½
27 inch Devonshire Poplin, White and Colors	..... .28½
26 inch Twill Draperies	..... .12½
694 Comforters	..... 25.50
718 Comforters	..... 27.50
75 Bleached Shaker Flannel	..... .15
85 Bleached Shaker Flannel	..... .17½

SPECIALS ON NOTIONS.

7,200 Men's White Handkerchiefs, longfold, Bxd. 10 Doz., Doz.	.....\$ .75
600 Congress Garter, Men's, Satin Pad, Single Grip, Doz.	..... 2.00
400 Congress Garter, Double Grip, Doz.	..... 2.00
2,001 Indigo Aprons, Asst. patterns and sizes to Doz., Doz.	..... 13.50
215 Dust Caps, flowered patterns, Asst. to Doz., Doz.	..... .80
217 Dust Caps, solid colors, Asst. to Doz., Doz.	..... .80

SPECIALS ON HOSIERY AND UNDERWEAR.

1826 Women's High Neck, Long Sleeve, Ankle Length Gauze Union Suits, sizes 34-38	.....\$ 5.00
Sizes 40-44	..... 5.50
2508 Women's Low Neck, Sleeveless, Ankle Length, Spring Weight Cotton Union Suits, sizes 34-38	..... 12.00
Sizes 40-44	..... 13.50
2720-N Men's Spring Weight Worsted Union Suits, sizes 34-46	..... 16.50
226 Ribbed Top Out Size Cotton Hose, Seamless, s'zes 9-10½	..... 1.75
249 "Burson" Black Cotton Hose, sizes 8½-10	..... 2.50
506 Heavy Weight Black Cotton Socks, s'zes 10-11½	..... 1.85

SPECIALS ON MEN'S FURNISHINGS.

15250 "Blue Buckle" Overall Union Made	.....\$22.50
15251 "Blue Buckle" Jacket to match 15250 Overall	..... 22.50
10106 Voile Shirt Waists, regular \$22.50 values, all sizes	..... 12.00
10107 Voile Shirt Waists, regular \$22.50 values, all sizes	..... 12.00
10108 Voile Shirt Waists, regular \$22.50 values, all sizes	..... 12.00
10139 Voile Shirt Waists, regular \$22.50 values, all s'zes	..... 12.00
11230 Khaki Work Shirt, a bargain	..... 7.50
11268 Heavy striped cheviot work shirt	..... 10.50
11347 French Cuff Shirt 14½ x 17 Bxd. ½ Doz.	..... 9.00
5606 Cabinet Brand Laundered Cuff Shirt, 14½ x 17, Bxd., ¼ Doz.	..... 7.50
10935 Boys' Work Shirt Khaki 13-13½-14, Bxd., ½ Doz. solid	..... 7.50

Grand Rapids Dry Goods Co.

20-22 Commerce Ave., S. W.

Grand Rapids, Michigan

Citizens Phone 4428

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THE HOUSE OF SERVICE

EXCLUSIVELY WHOLESALE

QUALITY

SERVICE



Grand Council of Michigan U. C. T.
 Grand Counselor—W. T. Bellamy, 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.

Set Your Mind To Higher Key.

An objective point or certain goal in selling is an incentive to highest accomplishment.

It is a good plan to set a mark for a certain volume of business which you expect to do in a year—and set it high enough so that you will have to hustle to make it.

Then divide the total volume you strive for into monthly and weekly quotas, and start out each day with a steadfast determination to get your quota.

Most of the top notchers among salesmen work on that basis—in fact, everyone who gets ahead in this world must have a definite purpose in view and constantly bend their efforts to the complete fulfillment of that purpose.

Aimless work, however diligent, will not produce the results that are possible through a well defined plan and a standard by which to gauge your every effort.

One trouble with a great many salesmen is that they keep in mind just about how much business is absolutely necessary to enable them to hang onto their job and they plod along month in and month out hovering around the dead line of production—usually coming out at the end of the year by a very narrow margin.

When the cancellations and bad risk are trimmed off on the year's business the house often has to take a chance at unreasonable odds that next year's record will show an improvement.

That is a narrow and demoralizing rut into which the best of salesmen may fall if they do not exercise their own power of initiative.

Men who get into that rut always have a ready excuse to hand out in their own defense—but the fact is that they have failed to get up a standard that will keep them safely inside of the correct margin of selling expense and work always with that standard in view.

As a rule these men have a specified territory in which to work. If the house should send another salesman into their territory they would raise the devil—yet they have contracted

with the house to get the business that is possible out of that territory and they are not fulfilling their end of the bargain.

If a salesman thinks enough of a territory to accept it as his field he should think enough of himself to put forth his best efforts and see that he gets the benefit of the maximum volume of business to be had in that territory.

It is an obligation he owes to himself first of all—and on top of that is the obligation he owes to his house to see that they are not standing any loss on the volume of business that is easily possible from the territory he has.

The profits to be derived from looking at the proposition in that light are mutual—and the salesman who does not have the faith in himself and his line to set an optimistic and healthy record that is going to require some tall hustling on his part will sooner or later become a drag to the business with which he is associated.

"Laboring toward distant aims sets the mind in a higher key and puts us at our best." The Firm.

Interesting Meeting of Traverse City Council.

Traverse City, Feb. 23—Traverse City Council, No. 361, again went over the top on the success of its twelfth anniversary and banquet, for we never in the history of the Council enjoyed a more profitable, as well as enthusiastic meeting, and our banquet was second to none. More than 200 plates were laid.

The following Grand officers were met at the train and escorted to the Council chambers: Grand Counselor W. T. Bellamy, Past Grand Counselor W. S. Lawton and Grand Page A. W. Stevenson, who were here to make us an official visit. At promptly 3:30 p. m. the Council convened in secret session, at which time the Grand officers were introduced and the Council went into executive session, the chairs being filled by Past Senior Counselors of our Council and a large class was initiated into the mysteries of our order. Untiring efforts on the part of our genial Secretary, Harry Hurler, were more or less responsible for the large class, for the days are never too long for Harry to try to do something for our order. Bert Snell, owing to his past activities, was honored with an appointment for his meritorious work, which we think Bert can best explain to U. C. T.'s only.

After the close of the session a general good fellowship meeting followed, after which we repaired to the banquet hall to the strains of music rendered by the Junior U. C. T. Quintette. The same youthful musicians also entertained during the repast, which had been prepared by the ladies committee. Top much credit cannot be given this committee for the good work, for that sure was some feed. Mrs. H. C. Hoffman is entitled to special mention as chairman of this committee.

The toastmaster, F. W. Wilson, introduced the several members of our programme, the address of welcome being given by our worthy Senior Counselor, B. J. Reynolds, in a few well chosen words, which were well received, after which the programme was opened with a selection by the Junior U. C. T. Quintette, consisting of the Misses Beatrice Wilson, Ruth Raub, Francis Burns, Georgia Jourden and Grace Hoffmann, followed by an address by our Grand Counselor W. T. Bellamy, who held the audience spellbound by touching features of our order, after which Miss Doris Taylor favored us with two well rendered vocal selections. At this time Past Grand Counselor W. S. Lawton addressed the gathering and brought forth several features relative to the hotel amendment. Mr. Lawton should be complimented for the good work he has done for the interest of the travelers. The ladies quartette now sang and responded to an encore. This was followed by a recitation by Miss Mattie Royce, after which Prof. C. T. Mull pleased the listeners with two well rendered selections on the violin, accompanied by Mrs. Mull. Rev. H. H. Ford started in high and gave a clever talk which was well accepted by all. Our own Robert Edwards, better known as Bobbie, proved to us that he was still there and that Caruso had nothing on him as a soloist, accompanied by Mrs. R. H. Bleom. Last, but not least, Grand Page A. W. Stevenson gave us a good talk on the ladies and made a big hit. The programme closed with the singing of America by the assembly, after which dancing was enjoyed during the remainder of the evening.

The only regret we have to offer is that we received a telegram from Past Grand Counselor M. G. Howarn, whom we style the Father of our Council, that it was impossible for him to be with us.

Too much praise cannot be given our Past Senior Counselor Herman C. Hoffmann for the efforts put forth to make this occasion the high success that it was, even going so far as to give instructions to the Junior U. C. T. Quintette especially for this event, enabling them to render such beautiful music. Herman is always there and never weakens when it comes to doing anything for the interests of the U. C. T.

Traverse City Council has again demonstrated that they know how to do things and wish at this time to thank the several entertainers who assisted us, as well as the Grand Officers for being with us. Many thanks to all. Fred C. Richter.

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

THE NEW MERTENS
 Rates \$1.00
 With Shower \$1.50
 Meals 50c
 FIRE PROOF
 WIRE FOR RESERVATION
 A Hotel to which a man may send his family

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 GRAND RAPIDS, MICH.

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

CODY HOTEL

GRAND RAPIDS

RATES \$1 without bath
 \$1.50 up with bath

CAFETERIA IN CONNECTION

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

Why Travel?---TALK

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

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

Use Citizens Telephone Company's Service

Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 25—It no doubt will surprise many readers of the Tradesman to know that right here in our midst dwells a man who has spent a great many years in the study of bees of all kinds. The writer could tell that the man was an old hand at the bee business just as soon as he got cranked up, because he started firing at the first turn over.

The writer gathered from the talk that there are a great many points in connection with the bee business, but in order to fully understand the business, it is necessary to take each operation into consideration and treat it separately. On second thought, it might be better to treat each bee separately, because to treat them collectively might be the means of disastrous results. This bee man seemed very desirous of the writer having a full knowledge of the bee trade, so he related some past experiences:

"First, you go to the flower field—not wheat flour, but just common dandelion or daisies. If you see a bug or something playing around on the blossoms, creep up on your hands and knees and quickly clap your hand over the flower. If you let go quicker than you hooked on, it is a bee; if you don't, it ain't, and so you keep grabbing until you get the desired results, or until you are satisfied you have captured the object of the chase. After you have done this trick you will find the old saying true that 'Birds of a feather, flock together' so find another one just like the one you let go. This one should be very busily engaged in extracting honey from the flower that is anyway two feet in height. (This bee man suggested your picking out a blind bee for this operation). When you have selected the proper subject, crawl up and lay on your back with your head directly under the flower upon which the blind bee is working. You lie there quietly until the bee has finished filling his sample case with honey. When this is done the bee will stand on his hind legs and gently walk around the edge of the flower to see if anyone is looking. If not, he spreads his wings (he has two sets, one set carried for emergency), starts his motor with a buzz and if all cylinders are hitting takes a spin upwards. This is where the operator wants to keep his eyes open, and he will observe that the bee flies about 100 feet up, and then around twice to get the location, and then makes a straight line for his home. It is then necessary to get up and run in the direction this bee has taken, never taking your eyes off that bee. Always let the bee be a little ways ahead, so he gets to his home first. You must be very careful and not act in a way that will arouse the suspicion of the bee, as he might get furious and investigate, and that would spoil the game. Next comes the operation of getting the honey—I mean the bee's honey. This is a simple process. Of course, you have already located his home in a tree, perhaps in some hollow not more than 100 feet up. Now you must wait until some dark night, as the bees, unlike some people, are so busy in the daytime that they welcome the night and avail themselves of the opportunity to rest. This is your time to turn the tables on them. It is only necessary for you to put on a pair of climbers and go up that tree, armed with a pair of barber's shears. When you get up to the bee's front door in the tree, the best thing to do is to be polite and knock on the tree, thereby calling attention to the fact that they have company. They will answer your summons by coming to the door. This is your time to act. As the bee comes out of the door, you must clip his wings with the shears and he will drop down at the foot of the tree. After this operation on the first one, the other bees will come out to see where the first bee has gone, and you can repeat the operation until all the

bees are out of their home, and then chop the tree down and get the honey."

The bee man said that while a great many fail in this industry, it is because they do not recognize the ability of the bee as a source of revenue, and after gathering the honey by the foregoing method think no more about it and leave the bees to crawl around on the ground, and because of their inability to fly, due to having their wings clipped, they are picked up by robbers and so pass their remaining hours in solitary confinement.

To make the game pay, it is only necessary to gather the bees into a round ball—just like a pop-corn ball, only larger, as there are thousands of them. If they have an idea they do not want to "ball up," get a pail of water and put about a pound of sugar in it. This makes it sweet. Then dump the contents over the bees and each bee will think that every other bee is a flower and they will all huddle together and stick together and become manageable. After this is accomplished, get a burlap bag and get them to go into it, then carry them home. Put them in a box or in the dog house and they will at once begin to get active, grow more wings and make things generally interesting. If they desire to leave their new home you may be consoled by the thought that "the bee that gets the honey doesn't hang around the house."

The writer does not assume any responsibility for anyone gathering honey by the above process, but I don't see any reason why it wouldn't work out with the best results, as the information was given in good faith by no less person than Richard Prendergast, who has the reputation hereabouts of "bringing home the bacon."

Harry Winchester (Worden Grocer Company) was called to Detroit recently to attend the funeral of his brother-in-law, J. E. Lyon, who had been identified with the hosiery and underwear business all his life.

Retailers' experience during recent months has convinced them that consumers, as a rule, are seeking reliability, durability and quality, rather than low price. Prolongation of this condition is practically assured.

It has been my experience that every fact I have ever learned from whatever source has at some time or other been of value to me, and that I should have been handicapped without that knowledge. This leads me to believe that many times I have been handicapped without knowing it because of the things I have not known. Life and humanity are so full of things to learn that one cannot get them all, but by diligence one can gather together a sufficient and specialized knowledge to enable him to accomplish something worth while. The most remarkable thing in the world, I think, is how much there is to learn.

Ned Carpenter leaves this evening for Daytona, Florida, where he will meet Mrs. Carpenter. They will proceed to Havana, via Key West, remaining in Cuba about a month.

E. D. Winchester (Worden Grocer Company) is in Porto Rico for a month. He is accompanied by his wife and Mrs. Kimball.

They do some things quite well in Kalamazoo. For instance, at the December meeting of Kalamazoo Council Frank H. Clay, J. D. Clement and G. E. Ranney were appointed a committee to suggest a plan for a membership contest to the January meeting. Their plan was adopted and C. A. DeFrance and Geo. Kelly were appointed captains of the competing teams. Each captain selected five lieutenants. One team took the name of Wyse Guys and the other that of Jayhawkers. As the result of the work of these two teams, twenty-five new members were taken in at the February meeting of the Council, twenty by application and five by let-

ter. Twelve applicants who had been accepted were unable to be present for initiation. The captain of the team winning the highest score will be presented with a beautifully inscribed "diamond" emblem. The teams expect to round up 100 new members for the March and April meetings.

The U. S. Railroad Administration has issued an order to the railroads, permitting them to go back to the a la carte system in their dining cars on March 1, if they desire to do so. All of the Michigan roads will resume the a la carte system, on the ground that they can better serve the interests of their patrons, many of whom insist that they do not like the present method because of the limitations of the menu.

D. F. Helmer.

Progress of State Hotel Inspection Bill.

Lansing, Feb. 25—There was but little opposition presented to the Senate bill for annual hotel inspection and electric fire alarms at the public hearing before a joint meeting of the State Affairs Committees of the two houses in the Senate chamber. While a number of representative traveling men spoke on behalf of the bill not a single hotel representative was present.

In support of their contention that a big majority of the hotels were not now living up to the State laws governing them the traveling men presented reports made by their members on 158 hotels in the State. Of this number only six were shown to be complying with all present legal requirements.

The only spokesman in opposition to the bill was J. Lee Barrett, of Detroit, who explained that he appeared only as a representative of the taxpayers. His objections were based on the grounds that the present laws, if enforced, would bring about the objects sought by the new bill, and the creation of a special inspection department under the proposed measure would be only an added burden to the State, financially. He declared the fees fixed in the bill would fall far short of paying the expenses of the inspection bureau.

Representatives of the traveling men's organizations of the State insisted that at present there is no department qualified to bring about better hotel conditions; that the traveling men have no place to effectively file their complaints and reports on hotels not keeping up to the standard, which situation would be taken care of in the new bill. "With this proposed law in effect the State will have 3,200 voluntary inspectors (traveling salesmen) who will co-operate with the inspection department to see to it that hotels do conform to the requirements of the law at all times," said one representative.

Pleased Over Elevation of Mr. Schmidt.

Bay City, Feb. 25—The retail grocery trade of this city is greatly elated over the elevation of Charles H. Schmidt to the position of Treasurer of the Retail Grocers and General Merchants' Association of Michigan. Mr. Schmidt was born in this city and has always resided at 700 Salzburg avenue. He has served three years as Corresponding Secretary of the Bay City Retail Grocers' Association and is very active in association work. He has been an attendant of the State conventions for years and is well qualified for the position given him. He has served two terms as Alderman of Bay City and is a member of some of the most important committees in the municipal government. Mr. Schmidt has been in the grocery business for the past fifteen years and is up-to-date and progressive in all things.

A man may be an adept at debating religious subjects, and yet fail to have any Christianity in his heart.

National Dairy Show Home Again.

Chicago, Feb. 24—After an absence of four years from Chicago, the National Dairy show is to be held again in this city this year, October 6 to 12, inclusive.

The show this year is to perform a greater service than ever before for the industry. It will be the clearing house for all matters of dairying in America as relating to dairy conditions in the Old World and the South American republics.

The Department of State at Washington has given, through its Consular Service, to the governments of the Old World and the South American countries, information of the show as a matter of information concerning the industry in this country, and has officially invited foreign governments to be represented.

The Department of Agriculture will enlarge its character of participation over last year. The Bureau of Education of the U. S. Department of the Interior, and the Children's Bureau of the U. S. Department of Labor will actively participate.

The Show will be housed in the International Amphitheatre, 42nd and Halsted streets, which has been very much enlarged since our last Show, and we will have more room than we have ever had in the Halsted street buildings.

The conditions regarding the dairy industry in the Old World are being thoroughly investigated by representatives of the Bureau of Animal Industry and it is hoped that a census at least of what there is in the pure bred dairy cattle kingdom of this country will be obtained before the Show by the American associations, and as the dairy industry here should be informed in its entirety as to its exact status concerning American demands, as well as foreign demands, for dairy cattle and products, the Board of Directors of the Show ask that every man connected with the industry feel it his bounden duty between now and Show time to communicate anything and everything of value to the industry to the management of the Show to help round out a perfect Show this year.

W. E. Skinner, General Manager.

Bottom Facts From Booming Boyne City.

Boyne City, Feb. 25—The Boyne City Silo Co., after putting out fifteen silos, has shut down for overhauling until warm weather. In spite of the unfavorable conditions under which the plant was erected, they have put out a very superior product and the company is looking forward to good business the coming year.

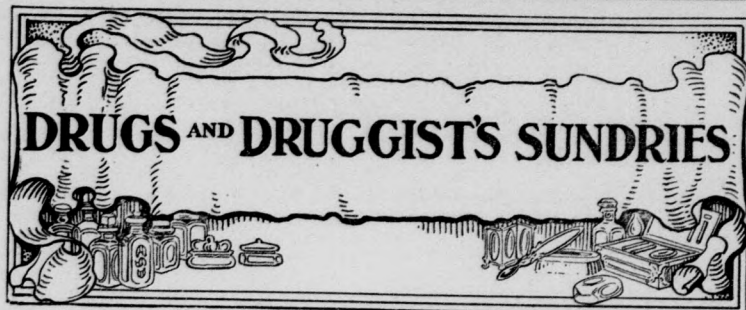
John Bergy, of Bergy Bros., William Caplin of the Boyne City Hardware Co., and W. L. Martin, of the Boyne City Lumber Co., are in Kansas City, watching the performance of tractor men and machines, particularly that of the Heintze tractor.

All kinds of forest products are being rushed into market. The roads are good and the farmers are taking advantage of it. While we have good sleighing, automobiles are running almost as well as in summer. The coldest weather we have had, so far, is but 4 degrees below zero—some sultry weather for this country in February.

E. J. Oleson has secured a good supply of ice of the best quality. Things looked very blue indeed to E. J. up to two weeks ago, but Boreas relented or perhaps woke up and he is smiling again.

The man who is nominated on our city ticket this spring won't have to spend any time on the election. There is but one primary ticket in the field. Our citizens seem perfectly willing for the office to seek the man. Maxy.

Fred Oesterle (Rindge, Kalmbach, Logie & Co.) has been ill at his home for the past four weeks, but appears to be on the road to recovery.



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—Grand Rapids, March 18, 19 and 20; Detroit, June 17, 18 and 19.

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.

Selling Safety Razors and Shaving Supplies.

You will find it a good idea to group your safety razors (and the other kind, too, if you carry them) together with soaps, brushes, lotions, face powder and toilet waters. In other words, why not put all the shaving supplies in a small case? Druggists do not sell as many safety razors as they could. As a rule the man who wields an ordinary razor has no use for a safety, and yet some men purchase both. They want the safety outfit for shaving on trains.

There are many men who can't use an ordinary razor. Most of these men will buy a safety outfit, even though they patronize a barber regularly. It is desirable to have a safety razor on hand for use on Sunday, in case of illness, or to take away when camping. Millions of these safety outfits are sold every year and more can be sold. Are you getting your share of this business? The goods are extensively advertised and you can get the benefit of this advertising without any expense on your part. Few lines are so tirelessly pushed by the manufacturers.

It is advisable to have two or three grades of safety razors on hand. Some men want the most expensive goods, but there is a big demand for the other grades. Shaving soap you have already in stock. You ought to capture 90 per cent. of this business in your own neighborhood. Shaving soap is used up rapidly, which leads to repeat orders, and the business is worth going after. Every man who shaves needs a mug, yet druggists seem to get very little of this business. Why is it? This looks like a case of an opportunity being overlooked. It would be easy to stock some mugs. Every man who shaves needs a brush. The druggists get most of this business and it seems strange that they do not sell as many mugs as they do brushes. After shaving a lotion should be applied and here the druggist is right at home. But there is room to sell more stuff of this kind. Bay rum and witch hazel are

both in demand and both to be found in every drug store. But are you going after this business in a systematic manner? It ought to be easy to sell bay rum and witch hazel to shavers.

Some men like perfumed toilet waters, others do not. Most men use a little powder after shaving. As it stands now, you find razors in one case, among the sundries, soaps in another, toilet waters in another, and so on. Sometimes the razors are not in a case at all, but in a drawer, and out of sight. This is a mistake. Put them where they can be seen. If you see them yourself you are much more apt to boost them. Out of sight, out of mind. This applies strongly to special lines of goods. If you don't see them you don't think of them yourself and certainly can't expect the customer to think of them. With the goods on display many sales will be made on account of that fact alone. The goods sell themselves and you can't afford to overlook that point. With the goods all grouped in a special case you have an assortment calculated to attract attention. On selling a safety outfit, it is then the simplest thing in the world to call the customer's attention to your soaps, your brushes, your lotions, toilet waters, and so on. We have seen a good salesman take an order for half a dozen articles in this way.

"Everything for Shaving."

That is a good sign to put over your special case, "Everything" is a comprehensive word, but the list of articles required is not so long that you can't make the word good. At the same time "everything" is impressive. The casual customer is apt to say to himself: "Everything for shaving, eh? This man must carry a whopping big stock." A big stock means a live store, progressive methods, and so on. By grouping a line of goods you can impress people, whereas the same goods scattered around the store would be lost in the general stock. One shrewd merchant says that it pays to display razors if only to capture the trade of boys who are "just rounding to form," as he expresses it. "A boy buying his first razor is rather sheepish," this dealer explains. "He needs a razor and yet he doesn't need a razor. But he has a slight fuzz on his face and thinks he might as well get busy with it. At the same time he doesn't want an audience. A boy like that will hesitate about asking for a razor if you have none on display. But if he sees some in a case, it is much easier for him to say, 'Gimme one of those.'"

All of which shows considerable in-

sight into boy nature. At any rate, the advantages of grouping goods are manifest. A man who uses shaving soap regularly may never use a lotion, and this may be because it doesn't occur to him that a lotion would be a good thing to have on hand. Put the lotion next to the soap, and he can't fail to see it. Also it is easy for the clerk to take a bottle of lotion out of the case while he is selling the soap. "Here's a good thing," he says, and the customer can't refuse to have a look. We must remember that a lot of working men are making big wages now. Consequently they are able to buy things which once looked like luxuries. And they are buying them. Dealers in all lines testify to this. But what a man doesn't see, he doesn't call for. Grouping your goods will help you to annex some of this trade.

Noel Standish.

The Druggist Who Didn't Know.

How many men know what they are doing in their business? Not many. If you think most business men know pretty well what their business is returning them annually, just start out and ask every merchant you meet to tell you frankly when it was he took his last inventory.

Obviously no man can know anything at all about what his business is doing unless he inventories at least once a year. The man who fails to take an inventory and considers that he has made \$500 because he has that much less debt, or that much more money in the bank, assumes that his

stock has remained about the same. If his stock is \$500 less, he has broken even. If it is \$750 less, he has lost \$250. If it is \$250 more, he has made \$750 instead of \$500. In a fairly good-sized store, a store carrying a \$5,000 stock, it is almost impossible without records and inventories to be sure of estimating the stock within \$500 of its actual value.

A druggist who took no inventories, but depended on estimating his stock and lumping the departments, got the impression that he was running behind, that business was not paying him what it should, and he accepted a spot cash offer for his stock. He was to be paid the inventory price. He had figured that he had a stock of \$4,000. When he came to inventory it, he had \$4,950. During the three years he thought he had not been making enough, he had added \$950 in assets in the form of increased stock. That better than \$300 a year made his business look a good deal more desirable. The amount was an addition to the net profits. He wished he had not sold.

I do not believe that 25 per cent. of our retail merchants know where they stand or can say with absolute assurance that they are making money. There is more to being sure you are making money than the ability to get through the year without running farther in debt. Guesswork figures at the beginning and at the end of the year do not mean anything.

Frank Farrington.

Every man should master the art of concealing his ignorance.

1919

Drugs, Sundries, Books, Stationery.

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

We are diligently reminding our friends, customers and those who contemplate making any change or who are considering the installation of a new outfit in the way of a soda fountain and all of the appurtenances, that the coming season is to be without doubt one of the most prosperous in this line that we have ever known.

We are pleased to state that every indication brings ample proof that our prophecy is well founded. Many parties who in the early part of the season hesitated have already installed new outfits and many inquiries are coming to us as regards styles, prices, etc.

Considering the fact that soda fountain supplies are to be fully adequate to the demand, we are now confident that within the next sixty days the factories and the distributors will find themselves with more business than they can possibly attend to promptly.

We are, therefore, once more urging those who are at all interested to take this matter up with our Mr. A. W. Olds, who is devoting his entire time to this department. We have continued our agency for the Guarantee Iceless Fountain made at Grand Haven, Mich., and which gives universal satisfaction not only as to its workable features, but as to its style and quality of construction.

We would be pleased to have you make an engagement with Mr. Olds at the earliest possible moment.

Yours respectfully,

Hazeltine & Perkins Drug Co.
 Grand Rapids, Michigan

Horse Liniment.

The following is said to make a good preparation for general "rubbing down" use:

1. Oil of tar 2 ounces
Camphor 1 ounce
Carbolic acid 1 ounce
Oil of origanum 2 ounces
Crude petroleum 2 ounces
Oil of turpentine 12 ounces
Liquid petroleum 12 ounces
Benzine 16 ounces
Mix secundum artem.
2. Oil of origanum 4 ounces
Oil of rosemary 4 ounces
Oil of amber 4 ounces
Oil of hemlock 4 ounces
Oil of turpentine 2 gallons
Linseed oil 3 gallons
Mix and color with anchusa root.
3. Oil of turpentine 32 ounces
Sulphuric acid 2 ounces
Barbadoes tar 16 ounces
Whale oil 64 ounces
Oil of origanum 2 ounces
Oil of juniper wood 1 ounce

Gradually add the sulphuric acid to the oil of turpentine, stirring constantly; when cold, add the other ingredients. The reaction between the sulphuric acid and turpentine is apt to be very violent, and only a very small quantity of the acid should be added at a time under constant stirring, the mixture being allowed to cool somewhat before adding more acid. The operation should be done outside the building, so as to avoid any risk from explosion or fire from the heat developed.

The Book of Plain Prices

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

Its Pure, That's Sure



PIPER ICE CREAM CO.

Kalamazoo :-: Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids	Cotton Seed 2 05@2 20	Capsicum @2 15
Boric (Powd.) 18@ 25	Eigeron 6 50@6 75	Cardamon @2 10
Boric (Xtal) 18@ 25	Cubeb 11 50@11 75	Cardamon, Comp. @1 50
Carbolic 40@ 45	Eigeron 7 00@7 25	Catchu @1 50
Citric 1 48@1 55	Eucalyptus 1 25@1 35	Cinchona @2 35
Muriatic 3 1/2@ 5	Hemlock, pure 2 00@2 25	Colchicum @2 40
Nitric 10@ 15	Juniper Berries 16 00@16 25	Cubeb @1 60
Oxalic 53@ 60	Juniper Wood .. 4 00@4 25	Digitalis @1 35
Sulphuric 3 1/2@ 5	Lard, extra 1 80@2 00	Gentian @1 50
Tartaric 1 12@1 20	Lard, No. 1 1 55@1 75	Ginger @1 50
	Lavender, Flow. 8 50@8 75	Guaiac @2 20
	Lavender, Gar'n 1 25@1 40	Guaiac, Ammon. @1 80
	Lemon 2 25@2 50	Iodine @1 50
Ammonia	Linseed, boiled, bbl. @1 64	Iodine, Colorless @2 00
Water, 26 deg. 12@ 20	Linseed, bld less 1 74@1 79	Iron, clo. @1 60
Water, 18 deg. 10 1/2@ 17	Linseed, raw, bbl. @1 62	Kino @1 65
Water, 14 deg. 9 1/2@ 18	Linseed, raw less 1 72@1 77	Myrrh @2 50
Carbonate 19@ 25	Mustard, true, oz. @2 95	Nux Vomica @1 75
Chloride (Gran.) 20@ 30	Mustard, artifil. oz. @1 60	Opium @7 50
	Neatsfoot 1 75@2 00	Opium, Camph. @1 35
	Oliver, pure 7 50@9 00	Opium, Deodor'd @9 50
	Yellow Malaga, 6 50@7 00	Rhubarb @1 65
	Green Malaga, 6 50@7 00	
Balsams	Orange, Sweet .. 4 50@4 75	Paints
Copaiba 1 20@1 40	Origanum, pure @2 50	Lead, red dry 13@13 1/2
Fir (Canada) .. 1 75@2 00	Origanum, com'l @ 75	Lead, white oil .. 13@13 1/2
Fir (Oregon) .. 40@ 50	Pennyroyal 2 50@2 75	Lead, white oil .. 13@13 1/2
Peru 4 75@5 00	Peppermint 9 00@9 20	Ochre, yellow bbl. @ 1 1/2
Tolu 1 75@2 00	Rose, pure 38 00@40 00	Ochre, yellow less 2 @ 1 1/2
	Rosemary Flows 2 00@2 25	Putty 4 1/2@ 7
	Sandalwood, E. 18 50@18 75	Red Venet'n Amer. 2 @ 5
	Sassafras, true 3 50@3 75	Red Venet'n, Eng 2 1/2 @ 5
	Sassafras, artif'l 90@1 20	Vermillion, Amer. 25@ 30
	Spearment 9 50@9 75	Whiting, bbl. @ 3
	Sperm 2 85@3 00	Whiting 3 1/2@ 6
	Tansy 5 50@5 75	L. H. P. Prep'd 2 90@3 10
	Tar, USP 45@ 60	
	Turpentine, bbls. @8 1/2	Miscellaneous
	Turpentine, less 95@1 00	Acetanalid 75@ 80
	Wintergreen, tr. 800@8 25	Alum 17@ 20
	Wintergreen, sweet birch 7 00@7 25	Alum, powdered and ground 18@ 21
	Wintergreen, art 1 00@1 20	Bismuth, Subnitrate 4 00@4 10
	Wormseed 6 50@6 75	Borax xtal or powdered 10@ 15
	Wormwood 7 50@7 75	Cantharides po 2 00@2 50
		Calomel 2 40@2 50
Gums		Capsicum 38@ 45
Acacia, 1st 75@ 80	Potassium	Carmine 6 50@7 00
Acacia, 2nd 65@ 75	Bicarbonate 1 00@1 20	Cassia Buds 50@ 60
Acacia, Sorts 35@ 40	Bichromate 52@ 60	Cloves 77@ 85
Acacia, powdered 60@ 70	Bromide 85@ 95	Chalk Prepared 12@ 15
Aloes (Barb. Pow) 30@ 40	Carbonate 1 20@1 30	Chalk Precipitated 12@ 15
Aloes (Cape Pow.) 30@ 35	Chlorate, gran'r 65@ 70	Chloroform 70@ 77
Aloes (Soc Pow) 1 30@1 35	Chlorate, xtal or powd. 60@ 65	Chloral Hydrate 1 80@2 00
Asafoetida 4 75@5 00	Cyanide 40@ 60	Cocaine 12 30@12 85
Pow. @5 00	Iodide 4 29@4 38	Cocoa Butter 50@ 60
Camphor 3 35@3 40	Permanganate .. 2 00@2 25	Corks, list, less 40%
Guaiac @2 50	Prussiate, yellow @1 50	Copperas, bbls. @ 3
Guaiac, powdered @2 75	Prussiate, red .. 3 00@3 50	Copperas, less 3 1/2@ 8
Kino @1 40	Sulphate @1 00	Copperas, powd. 4 1/2@ 10
Kino, powdered .. @1 50		Corrosive Sublim 2 10@2 20
Myrrh @1 40		Cream Tartar 79@ 85
Myrrh, Pow. @1 50		Cuttlebone 95@ 1 00
Opium 28 50@29 00		Dextrine 10@ 15
Opium, powd. 31 25@32 00		Dover's Powder 5 75@6 00
Opium, gran. 31 25@32 00		Emery, All Nos. 10@ 15
Shellac 85@ 90		Emery, Powdered 8@ 10
Shellac, Bleached 90@ 95		Epsom Salts, bbls. @ 4 1/2
Tragacanth 5 00@5 50		Epsom Salts, less 5@ 10
Tragacanth powder @4 50		Ergot @3 50
Turpentine 15@ 20		Ergot, powdered .. @3 60
		Flake White 15@ 20
Insecticides		Formaldehyde, lb. 25@ 30
Arsenic 15@ 20		Gelatine 1 75@1 90
Blue Vitriol, bbl. @10 1/2		Glassware, full case 58%
Blue Vitriol, less 11 1/2@ 20		Glassware, less 50%
Bordeaux Mix Dry 20@ 25		Glauber Salts, bbl. @ 3
Hellebore, White powdered 38@ 45		Glauber Salts less 4@ 8
Insect Powder 40@ 60		Glue, Brown 25@ 35
Lead, Arsenate Po 34@ 44		Glue, Brown Grd. 22@ 30
Lime and Sulphur Solution, gal. 20@ 35		Glue, White 30@ 35
Paris Green 46@ 52		Glue, White Grd. 30@ 35
		Glycerine 23@ 38
		Hops 60@ 75
		Iodine 5 50@5 90
		Iodoform 6 50@6 74
		Lead, Acetate 25@ 30
		Lycopodium 2 25@2 50
		Mace 85@ 90
		Mace, powdered 95@1 00
		Menthol 8 00@8 20
		Morphine 15 45@16 00
		Nux Vomica @ 30
		Nux Vomica, pow. 28@ 35
		Pepper black pow. 53@ 55
		Pepper, white @ 50
		Pitch, Burgundy @ 15
		Quassia 12@ 15
		Quinine 1 28@1 72
		Rochelle Salts 59@ 65
		Saccharine @ 56
		Salt Peter 36@ 45
		Selditz Mixture 48@ 55
		Soap, green 20@ 30
		Soap mott castle 22 1/2@ 25
		Soap, white castle case @25 00
		Soap, white castle less, per bar @2 65
		Soda Ash 4 1/2@ 10
		Soda Bicarbonate 3 1/2@ 10
		Soda, Sal @ 5
		Spirits Camphor @2 00
		Sulphur, roll 4 1/2@ 10
		Sulphur, Subl. 4 9-10@ 18
		Tamarinds 25@ 30
		Tartar Emetic 1 03@1 10
		Turpentine, Ven. 50@6 00
		Vanilla Bx. pure 1 50@2 00
		Witch Hazel 1 35@1 75
		Zinc Sulphate 10@ 15

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	
California Prunes Cheese Baskets		Canned Tomatoes Olives Some Soaps Twine	
AMMONIA Arctic Brand 12 oz. 16c, 2 doz. box 3 00 16 oz. 25c, 1 doz. box 1 75 32 oz., 40c, 1 doz. box 2 85		Corn Fair 1 85 Good 2 15 Fancy 2 30	
AXLE GREASE Mica, 25 lb. pail 1 60		French Peas Monbador (Natural) per doz. 2 75	
BAKED BEANS No. 1, per doz. 1 35 No. 2, per doz. 2 00 No. 3, per doz. 3 15		Gooseberries No. 2, Fair 7 75 No. 10 1 25	
BATH BRICK English 95		Hominy Standard 1 25	
BLUING Jennings' Condensed Pearl Bluing Small, 3 doz. box 2 55 Large, 2 doz. box 2 90		Lobster 1/4 lb. 2 10 1/2 lb. 3 35 Picnic Flat 3 75	
BREAKFAST FOODS Cracked Wheat, 24-2 4 60 Cream of Wheat 7 50 Pillsbury's Best Cerl 2 50 Quaker Puffed Rice 4 35 Quaker Puffed Wheat 4 35 Quaker Brkfst Biscuit 1 90 Quaker Corn Flakes 2 90 Ralston Purina 4 00 Ralston Bran 2 20 Ralston Food, large 3 30 Ralston Food, small 2 30 Saxon Wheat Food 4 75 Shred Wheat Biscuit 4 50 Triscuit, 18 2 25		Mackerel Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75 Tomato, 1 lb. 2 10 Tomato, 2 lb. 3 35	
Kellogg's Brands Toasted Corn Flakes 4 20 Toasted Corn Flakes 4 20 Toasted Corn Flakes Individual 2 00 Krumbs, Indv. 4 20 Krumbs, Indv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 4 40 Bran 4 30		Mushrooms Buttons, 1/2s @30 Buttons, 1s @50 Hotels, 1s @44	
BROOMS Fancy Parlor, 25 lb. 9 00 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 50 Common, 23 lb. 8 00 Special, 23 lb. 7 25 Warehouse, 23 lb. 10 00		Oysters Cove, 1 lb. 2 50@3 00 Cove, 2 lb. 3 25@3 75	
BRUSHES Scrub Solid Back, 8 in. 1 00 Solid Back, 11 in. 1 25 Pointed Ends 1 00		Plums Pears in Syrup No. 3 can pe rdz. 3 25@3 75	
Stove No. 3 1 00 No. 2 1 50 No. 1 2 00		Peas Marrowfat 1 75@1 85 Early June 1 90@2 10 Early June siftd 2 15@2 30	
Shoe No. 1 1 00 No. 2 1 30 No. 3 1 70 No. 4 1 90		Pineapple Grated, No. 2 2 85 Sliced No. 2 Extra 2 90	
BUTTER COLOR Dandelion, 25c size .. 2 00		Pumpkin Good 1 50 Fancy 1 65 No. 10 4 60	
CANDLES Paraffine, 6s 17 1/2 Paraffine, 12s 18 1/2 Wicking 65		Raspberries No. 2, Black Syrup .. 3 00 No. 10, Black 12 50 No. 2, Red Preserved No. 10, Red, Water .. 12 50	
CANNED GOODS Apples 3 lb. Standards @1 45 No. 10 @5 00		Salmon Warrens, 1 lb. Tall .. 3 65 Warrens, 1 lb. Flat .. 3 75 Med. Red Alaska 2 85 Med. Red Alaska 2 60 Pink Alaska 2 20	
Blackberries 2 lb. @10 60 Standard No. 10 .. @10 60		Sardines Domestic 1/4s 6 75 Domestic, 1/2 Mustard 6 50 Domestic, 3/4 Mustard 6 80 Norwegian, 1/2s 15@18 Portuguese, 1/2s 30@35	
Beans Baked 1 25@2 25 Red Kidney 1 25@1 35 String 1 90@2 60 Wax 1 80@2 60		Sauser Kraut No. 3, cans 1 45 No. 10, cans 1 45	
Blueberries Standard @ No. 10 @11 50		Shrimps Dunbar, 1s doz. 1 80 Dunbar, 1 1/2s doz. 3 40	
Clams Little Neck, 1 lb.		Succotash Fair Good Fancy Strawberries Standard 2 50 Fancy 2 90	
Clam Bouillon Burnham's 1/2 pt. 2 25 Burnham's pts. 3 75 Burnham's qts. 7 60		Tomatoes No. 2 1 50 No. 3 2 25 No. 10 7 25	
		Tuna 1/4s, 4 doz. in case 1/2s, 4 doz. in case 1s, 4 doz. in case 6 and 12c pails Bulk, pails Bulk, barrels 70 8c pkgs., per case 5 25 70 4 oz. pkgs., per case 5 25 Bakers Canned, doz. 1 20	
		COFFEES ROASTED Rio Common 24 Fair 25 Choice 26 Fancy 27	
		Santos Common 27 Fair 28 Choice 29 Fancy 30 Peaberry 29	
		Maracaibo Fair 34 Choice 36	
		Mexican Choice 36 Fancy 37	
		Guatemala Fair 34 Fancy 37	
		Java Private Growth Mandling Ankola Good 34	
		Mocha Short Bean 55 Long Bean 55	
		Bogota Fair 39 Fancy 39	
		Package Coffee New York Basis Arbuckle 27 00	
		McLaughlin's XXXX McLaughlin's XXXX package coffee is sold to retailers only. Mail all or- ders direct to W. F. Mc- Laughlin & Co., Chicago.	
		Extracts Holland, 1/2 gross bxs. 1 30 Felix, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43	
		CONDENSED MILK Carnation, Tall 7 50 Carnation, Baby 6 80 Pet, Tall 7 45 Pet, Baby 5 25 Van Camp, Tall 7 50 Van Camp, Baby 5 50	
		MILK COMPOUND Hebe, Tall, 6 doz. 6 10 Hebe, Baby, 8 doz. 6 00	
		CONFECTIONERY Stick Candy Pails Horehound 25 Standard 25 Cases Jumbo 26	
		Mixed Candy Pails Broken 25 Cut Loaf 26 Grocers 26 Kindergarten 29 Leader 25 Novelty 25 Premo Creams 35 Royal 24 Special 24 X L O 23	
		Specialties Pails Auto Kisses (baskets) 23 Bonnie Butter Bites 32 Butter Cream Corn 32 Caramel Bon Bons 32 Caramel Croquettes 30 Cocoanut Waffles 28 Coffy Toffy 30 Fudge, Walnut 32 Fudge, Choc. Peanut 30 Iced Orange Jellies 27 Italian Bon Bons 27 AA Licorice Drops 5 lb. box 2 25 Lozenges, Pep. 30 Lozenges, Pink 30 Marshmallows 27 Molasses Kisses, 10 lb. box 28 Nut Butter Puffs 28	
		COFFEE GUM Adams Black Jack 70 Adams Sappota 75 Beeman's Pepsin 70 Beechnut 75 Doublemint 75 Flag Spruce 70 Juicy Fruit 70 Sterling Gum Pep. 70 Spearmint, Wrigleys 70 Yucatan 70 Zeno 70	
		CHOCOLATE Walter Baker & Co. German's Sweet 35 Premium 28 Walter M. Lowney Co. Premium, 1/4s 35 Premium, 1/2s 35	
		CIGARS Johnson Cigar Co. Brands Dutch Masters Club Dutch Masters Banq. Dutch Masters Inv. Dutch Masters Pan. Dutch Master Grande Dutch Master Special Dutch Master Lond El Portana Gee Jay Dutch Masters Six Dutch Masters Hand Made Dutch Masters Baby Grand Little Dutch Masters S. C. W. Dutch Masters Seconds Exemplar Peter Dornbos Brands Dornbos Single Bndr. 42 50 Dornbos Perfecto 42 50 Van Dam, 5c 37 50 Van Dam, 6c 42 50 Van Dam, 7c 49 00 Van Dam, 10c 70 00 Worden Grocer Co. Brands Boston Straight 42 00 Trans Michigan 42 50 Court Royal 48 00 Hemmeter's Cham- pion 46 00 Iroquois 42 50 Qualex 46 00 La Qualitancia 70 00 Worden's Hand Made 40 00 B. L. 42 50 Royal Major 45 00 La Valla Rosa 80 00 La Valla Rosa, Kids 80 00 Valla Grande 42 50 Kuppenheimer, No. 2 43 00 First National 33 00 Knickerbocker 42 50	
		CLOTHES LINE Per doz. No. 40 Twisted Cotton 2 00 No. 50 Twisted Cotton 2 50 No. 60 Twisted Cotton 3 00 No. 80 Twisted Cotton 3 25 No. 50 Braided Cotton 2 50 No. 60 Braided Cotton 3 00 No. 50 Sash Cord 3 40 No. 60 Sash Cord 4 00 No. 60 Jute 1 75 No. 72 Jute 2 00 No. 60 Sisal 1 85	
		GALVANIZED WIRE No. 20, each 100ft. long 1 90 No. 19, each 100ft. long 2 10 No. 20, each 100ft. long 1 00 No. 19, each 100ft. long 2 10	
		COCOA Baker's 39 Bunte, 10c size 88 Bunte, 1/2 lb. 2 20 Bunte, 1 lb. 4 00 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Hershey's 1/4s 32 Hershey's 1/2s 30 Huyler 36 Lowney, 1/4s 38 Lowney, 1/2s 37 Lowney, 1/2s, cans 37 Lowney, 1/2s 37 Van Houten, 1/4s 12 Van Houten, 1/2s 18 Van Houten, 1s 36 Wan-Eta 36 Webb 33 Wilbur, 1/2s 33 Wilbur, 1/4s 33	
		CATSUP Van Camp's, 1/2 pints 1 80 Van Camp's pints 2 70	
		CHEESE Peerless @29 Brick @27 Leiden @ Limburger @27 Pineapple @ Edam @ Sap Sago @ Swiss, Domestic @	
		FLAVORING EXTRACTS Jennings D C Brand Pure Vanilla Terpenes Pure Lemon 7 Dram 15 Cent 1 25 1 1/2 Ounce 20 Cent 1 80 2 Ounce, 35 Cent 2 70 2 1/2 Ounce 35 Cent 2 85 2 3/4 Ounce 45 Cent 3 10 4 Ounce 55 Cent 5 20 8 Ounce 90 Cent 8 50 7 Dram Assorted 1 25 1 1/2 Ounce Assorted 2 00	
		MOORE'S D U BRAND Per Doz. 1 oz. Vanilla 15 Cent 1 25 1 1/2 oz. Vanilla 25 Cent 2 00 3 oz. Vanilla 35 Cent 3 00 1 oz. Lemon 15 Cent 1 25 1 1/2 oz. Lemon 25 Cent 2 00 3 oz. Lemon 35 Cent 3 00	
		FLOUR AND FEED Valley City Milling Co. Lilly White 12 25 Rowena Rye, 1/2s 8 50 Graham 25 lb. per cwt. 5 50 Rowena Bolted Meal, 25 lbs., per cwt. 4 00 Golden Granulated Meal, 25 lbs., per cwt. 4 30 Rowena Pancake 5 lb. per cwt. 6 20 Rowena Buckwheat Compound 6 20 Rowena Corn Flour, Watson Higgins Milling Co. New Perfection 1/2s .. 12 25 Worden Grocer Co. Quaker, 1/2s cloth .. None Quaker, 1/2s cloth .. None Quaker, 1/2s cloth .. None Quaker, 1/2s paper .. None Quaker, 1/2s paper .. None Kansas Hard Wheat Worden Grocer Co. 100% American Eagle, 1/2s 12 45 American Eagle, 1/4s 10 90 American Eagle, 1/2s 10 95 Spring Wheat Worden Grocer Co. 100% Wingold, 1/2s paper 12 50 Wingold, 1/2s paper 12 40 Wingold, 1/2s cloth 12 45 Meal Bolted Golden Granulated .. Wheat Red White Oats Michigan carlots Less than carlots ... Corn Carlots Less than carlots ... Hay Carlots Less than carlots ... Feed Street Car Feed No. 1 Corn & Oat Fd Cracked Corn Coarse Corn Meal .. FRUIT JARS Mason, pts., per gro. 7 60 Mason, qts., per gro. 8 00 Mason, 1/2 gal. per gr. 10 35 Mason, can tops, gr. 2 80 GELATINE Cox's, 1 doz. large 1 45 Cox's, 1 doz. small 90 Knox's Sparkling, doz. 1 90 Knox's Acidu'd doz. 3 00 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 50 Waukesha 1 60 HERBS Sage 15 Hops 15 Laurel Leaves 20 Senna Leaves 45	

HIDES AND PELTS

Hides	
Green, No. 1	17
Green, No. 2	16
Cured, No. 1	19
Cured, No. 2	18
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
Shearings	1 00@2 00

Tallow	
Prime	@ 07
No. 1	@ 06
No. 2	@ 05

Wool	
Unwashed, med.	@ 35
Unwashed, fine	@ 30

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	2 50

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 dz.	16 50
32 oz. bottles, per dz.	30 00

MINCE MEAT	
Per case	4 15

MOLASSES	
New Orleans	
Fancy Open Kettle	68
Good	58
Stock	

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	
Peanuts, Spanish	22
Walnuts, California	36@37
Walnuts, French	32

Shelled	
Almonds	55
Peanuts, Spanish	19½
Peanuts, Spanish	17½
100 lb. bbl.	17½
Peanuts, Spanish	17½
200 lb. bbl.	17
Pecans	1 00
Walnuts	90

OLIVES	
Bulk, 1 gal. kegs	@ 1 60
Bulk, 2 gal. kegs	@ 1 35
Bulk, 5 gal. kegs	@ 1 30
Stuffed, 5 oz.	1 25
Stuffed, 14 oz.	3 00
Pitted (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
No. 808, Bicycle	3 50
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 ½
60 lb. tubs	advance ½
50 lb. tubs	advance ½
20 lb. pails	advance ½
10 lb. pails	advance ½
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
sets	37 @38
California Hams	25 @26
Picnic Balled	
Hams	35 @40
Balled Hams	51 @52
Minced Hams	22 @23
Bacon	39 @52

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	
½ bbls.	1 75
¾ bbls., 40 lbs.	3 40
¾ bbls.	9 00
1 bbl.	16 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
Potted Meat, Ham	
Flavor, ¼s	55
Potted 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	9% @10%
Broken	

ROLLED OATS	
Monarch, bbls.	9 00
Rolls Avena, bbls.	10 00
Steel Cut, 100 lb. sks.	5 00
Monarch, 100 lb. sks.	4 50
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	80
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	
Norkoping, 10c, 8 for	64
Norkoping, 1 lb. glass	80
Copenhagen, 10c, 8 for 64	
Copenhagen, 1 lb. glass	60

SOAP	
James S. Kirk & Company	
American Family, 100	6 40
Jap Rose, 50 cakes	4 00
White Flake, 100	5 40

Lautz Bros. & Co.	
Acme, 100 cakes	5 50
Big Master 100 blocks	6 50
Climax	5 00
Queen White	6 00
Oak Leaf	5 50
Queen Anne	5 50

Proctor & Gamble Co.	
Lenox	5 50
Ivory, 6 oz.	6 50
Ivory, 10 oz.	10 80
Star	5 20

Swift & 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 bxs	8 70
Black Hawk, ten bxs	8 45

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.	
Scouring Powders	
Sapolio, gross lots	9 50
Sapolio, half gro. lots	4 85
Sapolio, single boxes	2 40
Sapolio, hand	2 40
Queen Anne, 30 cans	1 80
Queen Anne, 60 cans	3 60
Snow Maid, 30 cans	1 80
Snow Maid, 60 cans	3 60

Washing Powders	
Snow Boy, 100 pkgs. 5c	3 95
Snow Boy, 60 pkg. 14oz	3 55
Snow Boy, 24 pkgs.	5 00
Snow Boy, 20 pkgs.	5 25

Soap Powders	
Johnson's Fine, 48	5 75
Johnson's XXX 100	5 75
Rub-No-More	5 00
Nine O'Clock	4 25
Lautz Naphtha, 60s	3 45
Oak Leaf Soap Powder	
24 pkgs.	5 00
Oak Leaf Soap Powder	
100 pkgs.	6 00
Queen Anne Soap Powder	
60 pkgs.	3 45
Old Dutch Cleanser	
100s	4 00

SODA

81 Carb. Kegs	3½
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SPICES

Whole Spices	
Allspice, Jamaica	@12
Allspice, lg. Garden	@11
Cloves, Zanzibar	@55
Cassia, Canton	@20
Cassia, 5c pkg. doz.	@35
Ginger, African	@15
Ginger, Cochinchina	@20
Mace, Penang	@90
Mixed, No. 1	@17
Mixed, No. 2	@16
Mixed, 5c pkgs. dz.	@45
Nutmegs, 70-8	@50
Nutmegs, 105-110	@45
Pepper, Black	@32
Pepper, White	@40
Pepper, Cayenne	@22
Paprika, Hungarian	

Pure Ground in Bulk	
Allspice, Jamaica	@16
Cloves, Zanzibar	@68
Cassia, Canton	@32
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
Gloss	
Argo, 48 5c pkgs.	2 40
Silver Gloss, 16 3lbs.	9½
Silver Gloss, 12 6lbs.	9½

Muzzy	
48 lb. packages	9½
16 3lb. packages	9½
12 6lb. packages	9½
50 lb. boxes	9½

Pure Ground In Bulk	
Allspice, Jamaica ..	@16
Cloves, Zanzibar ..	@22



Michigan Retail Hardware Association.
President—Geo. W. Leedle, Marshall.
Vice-President—J. H. Lee, Muskegon.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Good Buying is an Important Factor in Business.

Written for the Tradesman.

The first step toward successful selling is successful buying. This is true in the hardware business, as in every line of trade. And a prime requisite of successful buying is knowledge.

The hardware dealer should know the goods, should know what he has in stock, and should know his customers.

The annual inventory is useful to the buyer, if the hardware dealer takes its lessons to heart. He will find there the lines he has overstocked for the sake of a better price; and the inventory will also indicate the slow selling lines and the best selling lines. It is only by experience and by keeping closely in touch with his stock and his sales that the hardware dealer can secure that intimate knowledge of his goods and his clientele that particularly equips a man to buy successfully.

Hardware buyers are unconsciously handicapped by a very old tradition. It is the time honored tradition that "a hardware stock is perfectly safe, because hardware cannot deteriorate and knows no styles. That was true enough in the days when the hardware stock consisted chiefly of nails, glass, locks, hinges and everyday tools.

But the hardware stock nowadays is a different proposition. New farming implements, new mechanical devices, household goods and kitchen utensils, art goods, hammered brass and cut glass, alarm clocks—the modern hardware store in fact falls little short of the drug store as a varied collection of sidelines.

Under these circumstances the first requisite in hardware buying is careful selection. Selection is more vital even than price. The article with a small margin bought so carefully that it finds a sure sale brings the merchant a better profit than the article allowing a large margin of profit, but which, because it is bought heedlessly, stays on the shelf.

Quality and quantity are both important factors. Quantity buying has tripped up many a supposedly shrewd hardware dealer. Quality, on the other hand, is even more important.

The hardware dealer's problem is to know, and to buy, not the best, or the cheapest, article, but the one which his public will buy from him.

He must know the demand of his customers for regular lines. He must also be able, a more difficult problem still, to approximate their capability of absorbing specialties. He must also neither overestimate nor underestimate his own ability to persuade his customers to buy the goods he stocks.

Price is often a pitfall. The lure of a big margin has frequently led to the purchase by a dealer of goods in larger quantities than his trade can easily absorb. Overloading is dangerous. It ties up capital that should be turned over frequently. Quick turn-overs with apparently small profits often represent better business than slow sales with supposedly generous profit-margins. It is from the goods he sells that the merchant must draw all his profits. The goods that stay on the shelves not merely bring him nothing, but reduce his profits.

Price is, of course, vital. Goods should allow a decent margin. Here, again, knowledge is power to the hardware dealer. In this case what he requires is knowledge of the markets. In recent years it has usually been a safe bet that tomorrow's market price would be higher than to-day's. But with a return to normal conditions, with their up and down fluctuations, close watching of the markets is just as essential.

One hardware dealer of my acquaintance keeps a card index of the more important prices, posting it every day. He explained his idea:

"I really believe there are hardware dealers, even to-day, who try to carry all the price changes in their heads. I've always made it a practice to relieve my mind of that sort of burden by jotting a change down somewhere where it would be convenient to find when I wanted it, and never in the way at other times. Formerly I used an indexed book, but that proved cumbersome, and I resorted to the file.

"The cards are arranged in alphabetical order, each card being devoted to a particular article or line. This, it is a matter of just a moment to enter each price change as it comes to my attention. If there's an advance, say, in turpentine, I take out the "turpentine" card under "T," enter the change with the date, and replace the card. Of course, I have all the latest catalogues filed away; but this system helps me to keep tab on all other quotations. It is more convenient than the book system, for when a card is filled I can start a new card for the same article and throw away the old one.

"I find that I save quite a bit by keeping closely in touch with the markets and following the trend of prices. In this the trade papers are a big help."

Another helpful accessory in caring for the buying needs of the hardware store is the want book.

Various systems are used for keeping track of the "wants." The book system is the original, but here again loose leaf and card systems are also useful. One store has little pads printed in red, blue and yellow. If an article asked for is out of stock and has not been in stock before, the salesman notes the item on a red slip and sends it to the cashier's office. If an article usually carried is out of stock, a blue slip is used. If an article in stock is seen to be getting pretty low so that immediate re-ordering is advisable, the name and particulars of the article are entered on a yellow slip. Every time a call is made for an article out of stock or almost out of stock, a slip is filled out and turned over to the cashier's office. At regular intervals the dealer himself goes over the slips. They afford some idea as to the demand for lines not stocked, the call for goods that have gone out of stock, and the demand for lines that are running low.

For ordinary purposes the want book, properly kept up, is ample. It is a good scheme to provide four or five books, hung in different parts of the store, so that the salesman will be able to enter the want immediately it comes to his notice, without having to go to some other part of the store or to trust, even temporarily, to mem-



Store and Window Awnings

Made to order of white or khaki duck, plain and fancy stripes. Cotton and Wool Bunting Flags.

Write for prices.

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

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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



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

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

Foster, Stevens & Co. Wholesale Hardware

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

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

ory with the chance of forgetting before he has opportunity to make the entry.

With his market quotations at hand, his list of wants, and his knowledge of the status of the stock, the hardware dealer is well equipped to buy when the traveler comes. One man makes it a practice, on receipt of the notice of a traveler's pending visit, to get his material together and make out his list. Thus he knows what he needs, and how much he needs, and is not apt to be swept off his feet by argument or even by the lure of quantity prices.

Of course more elaborate stock-keeping systems are in use in large stores, and have their value; but for ordinary purposes the prime requisite is mastery of these basic principles.

Knowledge is certainly the corner stone of successful buying—knowledge of your customers, of your stock, of the demand for specified lines, and of the prices at which you should get those lines. The dealer must also be able to gauge his own ability to put across a new line in case he takes it up.

Victor Lauriston.

Talk By L. M. Steward Before Saginaw Convention.

"The first shall be last and the last first." During the past two days you have heard many topics discussed, among which were trade journals, The editor of one publication spoke to you and also the solicitor of another.

Gentlemen, I am interested, heart and soul, in one of the best journals published in the United States, and the only one of its kind in Michigan. In every day life I belong to a class of gentlemen known as salesmen. My prime object in being in your midst is first, to listen and learn more about your methods and business affairs. Close association and intermingling of men's thoughts should be at all times one of your earnest efforts.

My second reason for being with you is the fact that the best friend you men have in Michigan, Mr. E. A. Stowe, requested me to come and extend to you his best wishes and the hope that every man in attendance here would go home a better business man for having attended the convention.

A third reason for my presence, I might state is that Mr. Stowe requested me to report this convention for his journal and, while far from being in the class of a reporter, I am glad to do my best for him.

The Michigan Tradesman covers every phase and point in commercial life—dry goods, shoes, drugs, hardware, groceries, etc., laying special stress upon the latter. I have had the pleasure of meeting several men in this convention hall the past two days who claim that the market report section of this paper alone has made them hundreds of dollars, saying nothing of the many benefits derived from other sections of the paper.

Mr. Stowe is a very broad, deep and far-sighted gentleman, and well he should be, for he has spent the last thirty-five years in this line of work; also, permit me to say right at this point that the men who contribute their writings to the various sections of the paper are not theorists, but business men who have proved a success in those particular lines or callings by applying both theory and practice. They are men of ability, men of means, big men if you please.

For the benefit of those who, perchance, are not familiar with Mr. Stowe and his writings, let me say he is a man who has fought for the past thirty-five years for your interests.

He has fought the mail order houses, the trading stamp game and the unscrupulous methods used by some insurance companies. His observing eye has uncovered and exposed many trading trick games offered to you—the get rich kind. He is absolutely fearless in his attacks upon any business house which tries to swindle the retail merchant.

The columns of his paper are open to your ideas, if you have ideas to express. Or if you have uncovered in your line of business something that would be a benefit to a brother business man you are welcome to forward same to him for publication. Remember "Love Thy Neighbor as Thyself," and when you can help your brother by giving to him the secrets of your success, you are doing only that which you should be glad to do.

The advertisements published in this paper are of value to any merchant and let me assure you that when you see it in the Tradesman, it is not a fake, but the advertisement of a legitimate concern. If you have anything to sell, use this paper. If you want to buy, watch the Business Wants department. You may quickly find a buyer or be able, on the other hand, to purchase what you want.

You have come to this convention to hear and be heard. You have had your officers and various speakers urge you to take a trade journal and to read more. Now, gentlemen, regardless of what paper it is, by all means have some paper come to your place of business, and then take time to read it. If you cannot read, make a victrola out of your clerk and have him read it to you. Insist upon your clerks reading. It will keep them posted and make them a more valuable asset to you. Show me the business man who ignores reading material and I'll show you, invariably, a failure in whatever line he may be engaged.

In conclusion, gentlemen, I want to thank the officers of your Association and you for the time and privilege of speaking to you in behalf of Mr. Stowe and his valuable publication. And I beg of you to recall the words of your Ex-President, Mr. Lake, in his fine talk to you this morning, in which he urged you to patronize Michigan jobbers whenever possible, and I do not believe that it would be unfair to ask you to patronize a Michigan paper.

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Warm in Winter
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Brick is Everlasting

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Saginaw Brick Co., Saginaw
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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.

Want small business and home. For \$5,000 equity, in valuable 17½ acres in Lincoln, Nebraska. Rev. Parvin, Uniontown, Kansas. 119

Exchange For General Store—80-acre improved farm; sand loam; level; good fences; good 6-room house, cement cellar; large barn; new silo; plenty of fruit; 21 acres fall grain. 1½ miles from two good markets on railroad and 4½ miles to South Boardman. D. H. Hunter, South Boardman, Michigan. 120

For Sale—Stock groceries and general merchandise. Invoicing \$2,000. Good location. Address No. 122, care Michigan Tradesman. 122

For Sale—Clean stock of general merchandise. Stock invoices about \$18,000. Up-to-date corner brick store. Twenty-one years established trade. Best stand in Central Michigan. No stock buyers or a trade will be considered. Address No. 123, care Michigan Tradesman. 123

For Sale—General merchandise stock; only store of kind in town; invoice about \$6,000; sales \$27,000. Have other business. Good farming country all around. Address Box 86, Rothbury, Michigan. 124

Forty acre farm, on West Michigan Pike, modern buildings, 15 acres orchard, to trade for clean stock of men's clothing, furnishings and shoes. Description on request. H. J. Palmiter, Hart, Michigan. 125

Wanted—An experienced wrapping paper salesman to cover territory north of Grand Rapids. State experience, references and salary expected. Address No. 126, care Michigan Tradesman. 126

Wanted—Hardware man: one who is able to build up the hardware department. Must be a very capable man and must also be willing to assist in the grocery department. We will pay \$100 to start and will do better if able to build up a first-class hardware department. State references and past record in first letter. Doering Mercantile Company, Denton, Montana. 127

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

Cash Registers (all makes) bought, sold, exchanged and repaired. REBUILT CASH REGISTER CO., Incorporated, 122 North Washington Ave., Saginaw, Michigan. 128

For Sale—Old established general store in prosperous Michigan town on railroad. Will sacrifice for quick sale. Address "Owner" No. 129, care Michigan Tradesman. 129

For Sale—A going variety store business in Western Michigan city of 5,000 population. Best location in city. Good lease. Manufacturing and prosperous farming country to draw from. If looking for something good, my proposition will interest you. Excellent opportunity for a live one. Reason for selling will be explained to buyer. Buyer must have cash or equivalent \$5,000. Address No. 110, care Michigan Tradesman. 110

STUMPAGE FOR SALE—Over thirty million feet oak, chestnut, poplar and all the hardwoods common to this section. Also two hundred fifty thousand cords of chestnut extract and pulp woods. Property cut in half by railroads; eleven sidetracks and use of ample houses for laborers. Will sell right to whole tract or divide to suit. Principals only, no agents. Write NORTH CAROLINA TALC & MINING CO., Hewitts, Swain Co., North Carolina. 113

For Sale—A MINT. Modern well equipped cafe, centrally located in city of 20,000, in Oklahoma Oil District, closest investigation asked, leased four years more. Paid for itself three times last year. Don't write unless you mean business. Address No. 116, care Michigan Tradesman. 116

Wanted—Two travelingmen, acquainted with the dry goods trade, to buy a well established wholesale house. Capital required, about \$15,000. Address No. 117, care Michigan Tradesman. 117

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—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

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—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

Beans—Choice hand picked pea beans in bag lots. Write for price, to Farwell Mills, Farwell, Michigan. 101

FOR SALE—CASH AND CARRY GROCERY; stock \$3,500; sales last year, \$50,000; expense 10 per cent. of sales. D. A. West, Greensburg, Indiana. 104

Administrator's Sale—Death of owner places on market a stock of drugs and stationery. Will sell at great sacrifice. Address C. W. Vining, Stanton, Michigan. 108

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

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. 767

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—The best drug business in Michigan in city of 6,000. Santox and A. D. S. agencies pays all expenses except clerks. Stock and fixtures, \$8,500 or 90 per cent. of inventory. Address No. 98, care Michigan Tradesman. 98

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.

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Hides, Wool, Furs and Tallow
28-30 Louis St.
GRAND RAPIDS, MICHIGAN

Fieglers
Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

MICHIGAN'S OPEN WINTERS.

They Find Frequent Counterparts in the Past.

Written for the Tradesman.

Is the climate of Michigan changing?

Many times have I heard people speculating on the wonderful turn our winters have taken since the early settlement of the State. Who is there, asks one, who ever saw such a mild winter as the present one? In truth, there have been at least a score of them since the date of the first settlement of Michigan at Sault Ste. Marie and the present time, and some of these are within the memory of our older inhabitants.

Personally, I recall the open winter of 1862-3 when there was not a day's sleighing until after March 1, at which time there came a snow fall that gave us three weeks of fair sleighing, giving the lumberman a chance to get in some of the logs which had been cut and skidded preparatory to hauling on sleighs.

"Did anybody ever see such a mild winter as this?" was the general comment in December, '62, and January and February, '63.

Most of the early lumbermen placed their dependence on snow for the harvesting of the sawlog crop, and an open winter was looked upon with a degree of dismay, bordering on panic.

That winter the father of the writer was engaged in the shingle business. He had something less than a thousand cords of shingle bolts cut and piled in the woods awaiting snow for their transfer to his mill on the Muskegon.

The open weather became a serious menace after February came along with its sunny days and bare ground. Father was meditating on buying a lot of trucks, of hiring teams to bring in the bolts on wheels, when March 1 dawned with a heavy snow storm. The fall was sufficient to make sleighing. Then it was there came a scramble for teams and sleighs. Every available team and sled was brought into service for miles around, since the lateness of the season precluded any great length of slipping.

For three weeks the sleighing was very good and during that time there was a hum of industry along the roads leading to the Muskegon that had not been equalled since the dawn of the first day of lumbering on that stream.

Many logs and shingle bolts were rushed in, but many logs remained to be trucked—a much more expensive manner of delivery.

After that we had a number of snug winters in which all Western Michigan rejoiced. It was said that none of the lumbermen could enjoy fine weather in the winter time, because such weather threatened to interfere with his bread and butter. I well remember another open winter, snowless, full of sunshine, intermingled with rain storms, but lack of freezing, that gave some of the big loggers cold feet.

One of the largest firms at Muskegon started operations in the woods on an extensive scale. By midwinter they had their skidways full, while the skies smiled beneath a tropic sun, and even freezing nights were rare. Somewhere near March 1, every camp was broken

and the men returned to the Sawdust City.

The outlook was very discouraging. All those logs would have to be trucked. This meant more than double the expense of drawing on sleighs. The firm contracted with an up-river logger who made a business of jobbing, to put in their cut on trucks at a certain sum per thousand feet. It was a price that promised a fair return for his labor, and the jobber made ready to go after implements for the work when he awoke one March morning to find the ground covered with snow to the depth of six inches.

You may be sure that man was up and stirring. Snow, snow everywhere, and more coming! Something that had not been seen before during the winter. The jobber had plenty of sleighs piled in an old barn, idle and useless up to now. These were brought into immediate use. Men and teams went hustling like flies around a molasses cask, and soon the woods were filled with loaders and myriads of teams.

At one point on the river, a small settlement, down one hill to the river dumping ground, eighty teams were engaged in rushing the logs to the water-side. These were not for one firm, but for several who had been caught as had the first, overloaded with pine logs with lack of facilities to ship them to the river.

The jobber was in luck for once. Heretofore he had been considered an inpecunious chap because of his lack of foresight in taking jobs too cheaply. This year he received trucking price for delivering logs on sleighs and ended up with a snug little nest egg that gave him cheer for years afterward.

Of the exact date I am not sure, but I think it happened in the year 1878. That winter may be set down as mild in the extreme. During the whole winter the Muskegon river was frozen over exactly eleven days! Usually the stream is frozen for several months. One spring in particular the voters of one township crossed the river on the ice town meeting day, April 3.

The winter of '78 was snowless. On March 1 the writer, who at that time kept a diary, recorded, "Not one day's sleighing this winter." There have been other winters comparatively open, so that we can not believe that this unusually mild winter is the precursor of an untoward growing season, or that the climate of the State is undergoing a violent change.

It would be as interesting, perhaps, to look back and note some of the hard winters that have inflicted poor humanity in the Peninsular State during the past half century. Not this time, however. It is said that at an early day people from the dreary hills of New England came to visit their friends who had lately emigrated to Michigan, and found them in the middle of January sitting on the front porch, enjoying the balmy air, like that of late spring way down East.

These visitors were enraptured with Michigan's delightful climate and returned home fully resolved to sell out and quit the bleak New England homestead for a more congenial one between the Western lakes.

Our open and hard winters serve to balance one another, so, while the climate is not changing, we may consider that there are many worse places to live than within the borders of good old Michigan. Old Timer.

Preventing Ex-employees From Disclosing Business Secrets.

There is nothing that the law guards more jealously than the right of an employer to keep his employees, when they leave him, from carrying his secrets to some other employer or using them to go in business with themselves. Any employer upon whom this imposition is sought to be worked by an employee can always get an injunction, not only against the employee, but against any person who proposed to aid the employee to use the secrets of his former employer, whether as partner or employee.

The character of the secrets an employee will not be permitted to disclose, if they be peculiar and important to the employer's business, is not material. They may be secrets of trade, or secrets of title, or secret processes of manufacture, or any other secrets important to the business of the employer. They, however, must be the particular secrets of the complaining employer, not general secrets of the trade in which he is engaged, nor even the same secrets as those sought to be protected, if they be discovered by the independent investigation of outside parties.

The duty of the employee not to disclose the secrets of the employer may arise from an express contract between them, or it may be implied from their confidential relations. Usually there is no actual contract, although it is always a good plan to have one. Where the private information is given to the employee, however, because he is a confidential employee, he will not be allowed to communicate it to any one else, even though he did not agree not to. The law thus expresses it in a recent case: "Where confidence is reposed, and the employee by reason of the confidential relation has acquired knowledge of trade secrets, he will not be permitted to make disclosure of those secrets to others to the prejudice of his employer."

When an employer goes into court to ask for an injunction against a former employee who is proposing to make use of some private information he obtained while in his employ, he must prove four things before the injunction will be given him:

1. That the information or secret was a trade secret, or some secret process of manufacture.
2. That it was of value to the employer and important in the conduct of his business.
3. That the employer discovered or created this secret or private information, in a way which gave him the exclusive right to use it.
4. That the employer communicated it to the employee because he was a confidential employee, and only for that reason, and that it would be highly unjust for the employee, under these circumstances, to disclose it to others or make use of it himself.

If the employer can prove these facts, and can further show that the ex-employee is endeavoring to make some use of the secret, he will practically always be given an injunction, which will include, as I have said, not only the employee himself, but his partner if he has gone in business with somebody, and his new employer, if he has one.

Profitable Patriotism.

Written for the Tradesman.

We would not impugn the motive of any who offered their services or their business establishments to the Government in its hour of need. Certainty of financial loss for so doing would not have deterred some men. That the Government should speedily guarantee a reasonable profit to all was commendable.

A great mistake was made in the application of that policy whereby millions of dollars were paid to inefficient laborers. They were paid several fold more than the real value of their labor. An inexperienced man was paid as much or more than the pre-war time wages of an expert and the pay of skilled workmen doubled and quadrupled.

The guarantee of expenses, plus 10 per cent., to manufacturers of munitions and supplies for the army, without a definite limit to expenses, opened wide the door for graft, profiteering or whatever other name you may call stealing from the Government. Instead of 10 per cent. on a fair compensation for one competent workman for a certain amount of work, it was possible to garner in 10 per cent. on the wages of a half dozen incompetent men who accomplished no more in a day than the one. A simple arithmetical demonstration will illustrate the point:

A machinist who aforesaid commanded \$100 per month is advanced to \$8 or \$10 a day when assigned to work on a Government contract. Instead of a profit of \$10 a month on his labor the contractor gets from \$20 to \$25. In other work, where unskilled laborers could be used, instead of one man at \$2.50 per day, three shirkers could be put on at \$5 per day each. For a given amount of work, instead of \$2.50 expense and 25 cents profit, the expense would be \$15 and profit \$1.50, costing the Government \$16.50 instead of \$2.75 for a certain amount of work.

Will anyone deny that this practice has not been employed in many cases? It is the right of every citizen to know who is to blame for such waste of the people's money, and then it is the duty of every voter to help put such officials out of control.

E. E. Whitney.

After you have done a person a real injury it is useless to expect he will again be the same towards you.

BUSINESS CHANCES.

For Sale—Established mattress manufacturing business. For information, write Union Mattress Co., Owosso, Michigan. 130

For Sale—Up-to-date drug stock; invoice about \$1 050; doing cash business of \$25,000 yearly; no cut rate. Address No. 131, care Michigan Tradesman. 131

Wanted—Second-hand automatic machine for making fish net floats and portable box shook machine. Geo. A. Feneley, Engadine, Michigan. 132

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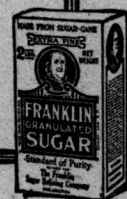
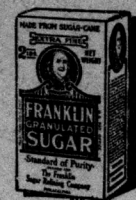
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to normal production, which enables all our distributors to supply the demand for the world's standard cereal breakfast food. Shredded Wheat comes out of the war pure, clean, wholesome and unadulterated. There is no "substitute" for it. It is the same Shredded Wheat you have always sold, made of the whole wheat, nothing added, nothing taken away.

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Mechanics, railroad men, garage workers, laborers and farmers wear the Outerall. Every auto owner should have one for working about the car.

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