

TELL HIM NOW!

If with pleasure you are viewing any work a man is doing,
If you like him or you love him, tell him now;
Don't withhold your approbation till the parson makes
oration,

And he lies with snowy lilies o'er his brow;
For no matter how you shout it, he won't really care
about it;

He won't know how many tear-drops you have shed;
If you think some praise is due him, now's the time to
slip it to him,

For he can not read his tombstone when he's dead.

More than fame and more than money is the comment
kind and sunny,

And the hearty, warm approval of a friend,
For it gives to life a savor, and it makes you stronger,
braver,

And it gives you heart and spirit to the end;
If he earns your praise—bestow it; if you like him, let
him know it;

Let the words of true encouragement be said;
Do not wait till life is over and he's underneath the clover,
For he can not read his tombstone when he's dead.



Fleischmann's Yeast

is in big demand by the public as a blood purifier, and a simple laxative.

Keep your stock fresh.

Ask our salesman for a supply of booklets telling about the medicinal value of yeast.

THE FLEISCHMANN COMPANY

CHICAGO

NEW YORK

CANDY The Universal FOOD

Who's Candy?

"Double A"

Putnam's



CANDY

Made by

Putnam Factory Grand Rapids, Michigan



A Bigger Profit on Sugar

The grocer who confines his sugar sales to

Franklin Package Sugars

gets as profit what is ordinarily *lost* in the cost of bags, twine, wrapping, overweight and waste.

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered, Confectioners, Brown



Judson Grocer Co.

Wholesale Distributors

of

Pure Food Products

Grand Rapids, Michigan

SNOW BOY

Washing

Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

25 boxes @ \$4.60—5 boxes FREE, Net \$3.83

10 boxes @ 4.65—2 boxes FREE, Net 3.87

5 boxes @ 4.70—1 box FREE, Net 3.91

2½ boxes @ 4.75—½ box FREE, Net 3.95

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,

DEAL 1910

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

MICHIGAN TRADESMAN

Thirty-Sixth Year

GRAND RAPIDS, WEDNESDAY, MAY 28, 1919

Number 1862

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids.
E. A. STOWE, Editor.

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issues a month or more old, 10 cents;

issues a year or more old, 25 cents; issues

five years or more old, \$1.

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

MANIFEST DESTINY.

If one will glance at a map of the world he will discover that Europe, with all its blood and turmoil, is but a small part of the land area of this round ball on which we live, hence it is destined at some time in the future to drop from its present prominence in world affairs to at least a second rate position.

Then cast an eye up and down the Western hemisphere and note the length and breadth of our Americas, North America being the main feature and the principal factor in this hemisphere. Here the Anglo-Saxon is destined to found the greatest nation ever known to our world. The United States, the central and predominating nationality, filling the waist line of the continent.

Imagine, if you can, what we as a people are to be, what position we shall occupy, when the continent of North America recognizes but one flag, one central government, located at Washington, and the present population of this immense territory is not only doubled but quadrupled as it is destined to be within another century, perhaps sooner.

The destiny of this Republic, founded by Washington, saved by Lincoln, re-invigorated and reconsecrated to liberty in the great war of 1917-19 cannot be imagined in all the grandeur and magnificence of its manifold powers, which are to be used for the good of mankind.

We stand in a sort of wholesome awe as we gaze and think on the future. America, from the Arctic circle to the Isthmus of Panama, under the folds of Old Glory, magnificent in its distances, grand in its institutions, immeasurable in its power to do good and shame the Bolsheviks and squabbling malcontents of old, senile Europe.

It is manifest destiny that the United States shall rule from the peak of the North Pole to the little neck of land at Panama which holds together the two Americas. Shirk that destiny

as we will, blind our eyes to it as we may, there can be no dodging the inevitable, so why not cease to decry annexations which were predestined to come about from the foundations of the world. This picture is not one whit overdrawn. It is a desirable consummation as well. The cry of "no annexations" has not the force to quell the rising tide of Anglo-Saxon dominancy. Blood may be spilled before the flag of Betsy Ross floats over the halls of the Montezumas and above the parliament buildings of Ontario, but we do not look for this. Instead, the march of Yankee supremacy will, let us hope, be a bloodless one.

The annexation of Canada will eventually come about in a peaceful manner because the destiny that shapes the ends of nations as well as of individuals is bound to take place in spite of all opposition.

Naturally one thinks of that volcanic people to the South of us—Mexico. The one thorn in the side of Uncle Sam has caused no end of anxiety and trouble and still rankles with maddening intensity as Carranza flings his old time defiance, while Pancho Villa rides on his raids of pillage and murder.

That country, large enough to be the seat of empire, is yet ravaged from one end to the other by reckless bands of marauders, who spare life and property only when it seems for their interest to do so. It is a land which might be made to yield much in a commercial way if a civilized and enlightened population had the running of the government.

While Mexico continues on the ragged edge of social well being, a menace to everything human and decent, so long will she be a menace to the peace and prosperity of the United States. As advocates of the Monroe doctrine, we are bound to see that life and property of aliens are respected. To do this we are finding it necessary to keep watch and ward along the Rio Grande, with our soldiers and our cannon, ready at a moment's notice to go to the rescue of endangered foreigners within the Mexican borders.

With that country in the hands of irresponsible revolutionists, what may not be looked for in the way of trouble of a serious nature? There is, there can be but one way to deal with this festering sore on our Southern border. That is to use the surgeon's knife gently yet firmly. After that annex the country to the United States. Under our Government Mexico would soon become a country fit to live in. Smiling farms and buzzing machinery in a thousand factories would welcome white men of the

States to go there and make homes for themselves.

Mexico invites this drastic treatment. Her people could ask for no greater boon than to become a part and parcel of the American Union. Once under the Stars and Stripes, that land would rapidly become civilized and enlightened and the Mexican problem would be forever settled.

"Don't talk annexation," protests the timid American. Very well, we may not talk it, yet manifest destiny points to that and nothing less. It is bound to come as certainly as that the sun shines in Heaven, and when it does come, and North America, including the West Indies and more of the isles of the Pacific, come under the domination of the American flag, there will be greater rejoicing than ever before came to a great people. One and indivisible, from the ice-bound Arctic to the shores of the tropical Caribbean, a nation whose solidarity and great population and wealth will prove the wonder and admiration of the world.

A fanciful picture, you say.

Nothing of the kind. Instead, that North America shall in the not distant future become the one great republic of the world is as manifest to all keen thinking statesmen as is the fact that hateful autocracy died the death and went down to an ignominious grave amid the thunder of Allied and Yankee guns along the storied Rhine in the autumn of 1918.

Behind the new world-wide organization of the Red Cross lies realization of how prolonged will be the war's aftermath of misery. From the Caucasus an American Food Commissioner brings word of 500,000 people on the brink of starvation. The American Relief Administration stated last week that "Poland is in desperate need of food, clothing, and raw materials;" that "besides being in the most desperate need of food now, Rumania will need outside assistance for some time to come; and that Vienna remains "the hungriest capital in the world." Hunger is only one symptom. The Commissioner returning from Armenia reports that typhus raged there during the winter and that cholera is now appearing, while Mr. Davison speaks of learning just before he left Europe "of 275,000 typhus cases in a belt from the Baltic to the Black Sea, a wave of disease rolling westward." What will be needed for years to come is a powerful, alert, well-centralized agency of relief, ready to spring to the assistance of the weakened communities whenever they are menaced by epidemics or famine. The League of Red Cross Societies, to have its headquarters at Geneva, aims to supply this agency.

THE "BUY NOW" CAMPAIGN.

Every merchant should give attention to the "Buy Now Campaign," which is being pushed by the United States Department of Labor. The Division of Education and Information of this department which is under the control of Roger W. Babson, is carrying on an effective propaganda, the purpose of which is to urge the public to buy merchandise now and not to defer the satisfying of their wants until some later time. Newspapers are beginning to use editorials and display advertisements suggested by the Department of Labor and it is to the interest of every American—especially American retailers and manufacturers—to join hands in this campaign. Wherever the merchant finds it possible he should link his own advertising with this Buy Now Movement backed by the United States Department of Labor.

If you will address a request to Roger W. Babson, Director General Division of Education and Information, United States Department of Labor, Washington, D. C., Mr. Babson will be glad to send you copies of suggested advertisements, editorials, and other material in connection with the "Buy Now Campaign."

The German has always been an interesting object to himself. Before the war, we had no end of complacent self-analyses of the German spirit. Very different is the attitude in studying themselves which a few Germans are beginning to display. Lately in Zukunft, Richard Witting raised the question what is the matter with the German mind, as exhibited in the war. Just now the public men, the diplomats, the military commanders are coming in for bitter blame, but, as Herr Witting points out, they are all the products of German teaching and training. How, then, was formed "this strange German mentality" which brought the Empire to ruin? The answer given by Witting is that Germany deliberately put herself out of touch with modern ideas. Her spirit was essentially that of a parvenu. "Completely misconceiving the tasks laid upon her by her geographical position, she became crazed with the ambition to outstrip England, and thought of herself as another Roman Empire." In this spirit, the Germans "like spoiled children, threw themselves into impossible undertakings," passing from one form of self-defeating violence to another, and to force adding lies. In sum, the German outlook never took in "the real spirit of humanity;" hence the fall into the abyss. One of the consequences of the war will be to increase the amount of this kind of melancholy self-knowledge among the Germans.

Late News From the Cloverland of Michigan.

Sault Ste. Marie, May 27—The many friends of Jim McKenzie, the well-known traveling salesman, were greatly disappointed upon his return from a fishing expedition to Strongs this week. Jim left on the early train with full regalia and a full equipment to put one over on the finny tribe, but from all accounts he had the usual fisherman's luck and was obliged to call on his local butcher for a nice steak to complete the family supper upon his return. Jim says he finds it much easier to land an order than one of those speckled trout.

Thomas Forgrave, formerly proprietor of the Forgrave Grain Co., but now our County Treasurer, has leased the Franklin House, on Ashmun street, and is remodeling same into a first-class rooming house which will be ready about June 1. No meals will be served. This will help to entertain the rush of tourists which is expected here this summer.

The law firm of Larmonth & Goetz was dissolved last week by mutual consent. Bert Goetz has retired and will leave for Detroit, where he has accepted a position with one of the leading law firms. Mr. Goetz was in the U. S. Army last year and last month received his discharge. His many friends will regret to learn of his departure and wish him every success in his new location.

Ex-Governor Osborn's new book, "The Iron Hunter," which is receiving extensive and favorable notice from the press all over the country, is finding a great demand here locally, where the Ex-Governor's work is exceptionally appreciated.

The many friends of Capt. Percy Patterson were more than pleased to receive a visit from him a few days last week after returning from overseas. The Captain seems hale and hearty and was indeed glad to greet his former friends who had been following his good work throughout the war. He has not as yet decided as to his future plans, but it is hoped that he will come back to the Soo, which has a warm spot in its heart for this former Sooitte.

The Soo Beverage Co. has outgrown its present quarters since the drink business requires a larger building. State went dry and finds that the softing. A brick extension, 44 x 100 feet in size, one story high, and a basement will be added at a cost of approximately \$25,000. This is quite an extraordinary change which was not looked for instead of the contemplated ruin of the brewery, a greater success has been the outcome.

"If you are in doubt about an experiment, get some other chap to try it out."

W. H. Wood, of Rexton, has purchased the new building now occupied by George Dupont & Son, of Manistique, where he intends to install a tire vulcanizing and sales station. Mr. Wood is an experienced mechanic. With the large new field opening up in his line, it is safe to predict a successful career.

The new main store of the Soo Co-operative Mercantile Co. is very rapidly nearing completion, May 31 being the day set for the opening. The painters and decorators are still busy and the opening promises to be an event in the history of the Association.

"Millions for defense—and the same amount for prosecution, is the lawyer's motto."

Escanaba has practically closed for the contract of one of the largest paper mills in the Northwest. The proposed plant will represent an investment of approximately three-quarters of a million dollars. It will be constructed on the Escanaba River, joining the present pulp mill of the Escanaba Fiber Co. Every effort will be made to push the new plant to completion this fall. The new indus-

try will give employment to a large number of skilled men which will greatly help to swell the population of Escanaba.

"Many a man's reputation depends on what is not found out about him."

A. H. Eddy, proprietor of the Eddy Food Emporium, has made extensive improvements in his large main store on Ashmun street and at present is installing an up-to-date dairy separated from the main store by glass partitions, affording the public an opportunity to view the operations of the plant. The crown cork and seal system will be used and all the cream and milk will be pasteurized in the bottles and when complete, will be one of the finest pasteurizing systems in Cloverland.

Jim Cochrane, the well-known soft drink dispenser at Detour, brought in a number of friends in his large touring car last Saturday to celebrate the Queen's birthday in Soo, Ontario.

The hospital ball given here last week was a huge success. After paying all expenses, it netted about \$500 to the good cause. Mrs. Chas. Haase, President of the Auxiliary, was much pleased with the success, due to her untiring efforts.

Mr. and Mrs. Burt McKinnie have closed the season of their Chautauqua work and are spending their vacation here with Mrs. McKinnie's parents, Mr. and Mrs. Charles Farm.

The Soo Trotting Association will put on some good races in the Cloverland park on the Fourth of July under the auspices of the Chippewa County Agricultural Society. Many horses have been booked and an unusual event is looked for.

It looks now as if the tannery strike will soon be a thing of the past. One hundred and fifteen of the strikers have gone back to work, which will mean considerable to the merchants of Algonquin, who have been affected by the closing of the tannery.

N. Montang, proprietor of the West Side candy store, at Manistique, is remodeling his present quarters and intends to install several pool tables and a new glass front in the building.

One of the society events of the season occurred last week when Eva Feetham, oldest daughter of W. T. Feetham, one of our leading jewelers, was united in marriage to Lieutenant Wallis, of Arkadelphia, Arkansas. The soldiers of Ft. Brady turned out en masse and the newly weds departure will be an event long to be remembered.

"If a man is too proud to beg and too honest to steal, the only thing left for him is to get trusted."

William G. Tapert.

The California Trading Stamp Law.

Despite the sharp fight which the California retail grocers put up last year against Governor Stephens of that State because he had vetoed their pet hobby of a sweeping anti-trading stamp bill and their threats to punish him for disagreeing with them, he has taken his own time about signing the new statute covering exactly the same ground. After an even hotter fight than last year, the bill was passed, but Governor Stephens has been holding public hearings on it again before affixing his signature and even now it does not appear at all certain that he will sign.

The trouble lies in the fact that the bill prohibits a manufacturer packing his own premium—redeemable by himself, without annoyance or cost to the trade—in his goods and some manufacturers still prefer to do so. Manifestly it was aimed at the trading stamp people, toward whom the grocer has a wholly different attitude.

You Make Money

Selling what the people want.

You Lose Money

Keeping what the people don't want.

That tells what makes for
SUCCESS OR FAILURE!

That is why you should sell
Quaker Coffee and Quaker Spices.

The people want Quaker goods because they are uniform in quality, reasonable in price and always dependable.

Sold only by the sole manufacturers.

WORDEN GROCER COMPANY
GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

No More Need to Post Accounts



LISTEN!

The Metzgar Account System does away with all posting and gives you just the results you need and have always wanted.

THIS IS HOW IT IS DONE

The accounts are kept in separate duplicate or triplicate books. These books fit into metal back containers. The upper ends of these metal backs are arranged with slots to hold index bristol-board name-cards (Preferably yellow and blue, alternating for the different letters of the alphabet). The names of your customers are printed on these name-cards, and alphabetically arranged in the register. The purchase is itemized directly in the customer's book (either in duplicate or triplicate) and added to the present purchase right while you enter the order while it is fresh in your mind, and fresh in your sight. The serial numbered duplicate slip goes to your customer (which slip agrees exactly both with book number and slip number with the original that is left in the book for your record) and you have given your customer an itemized bill and statement to date, and your bookkeeping is all done with one writing.

Write for catalog and full information.

Metzgar Register Co., Grand Rapids, Mich.

DWINELL-WRIGHT CO.'S

White House Coffee and Teas



"None Better At Any Price"

100%
QUALITY
—ALWAYS—

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

INCREASE YOUR BISCUIT PROFITS



Advantages of an
IDEAL SUNSHINE BISCUIT DEPARTMENT

Perfect Display—Clean—Neat—Attractive
A Complete Stock with Smallest Investment
It Creates Interest and Consumer's Demand
Ask the Sunshine Salesman—He Knows

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits
CHICAGO



Movements of Merchants.

Three Rivers—Russell Swihart succeeds C. J. Deal in the grocery business.

Jackson—L. M. Munro has engaged in the jewelry business at 113 South Jackson street.

Tekonsha—The Tekonsha Co-Operative Co. has increased its capital stock from \$530 to \$5,000.

St. Johns—Spagnola Bros., wholesalers of fruits and soft drinks, have opened a branch house here.

Detroit—A. J. Fellman, Woodward avenue shoe dealer, has purchased a \$25,000 residence at 223 Chicago boulevard.

Fennville—L. S. Dickinson has sold his clothing and shoe stock to parties from Three Rivers, who will remove it to that place.

Bangor—John Sebring, President of the West Michigan Savings Bank, died at his home, May 26, following an illness of but a few days.

Pierson—Charles Sawtell has purchased the grocery stock of E. E. Weed and will continue the business in connection with his implement store.

Owosso—The Connor Ice Cream Co. is erecting an artificial ice plant, which will be running July 1, producing enough ice daily for domestic consumption.

Albion—The F. E. Nowlin Co. has sold its grain elevators at Marengo and Eckford to the Albion Farmers' Elevator Co., possession to be given July 1.

Detroit—F. T. King, shoe dealer at 316 Gratiot avenue, who has the largest retail store in the city outside of the downtown section, has added a line of hosiery.

Detroit—The Co-Operative Wall Paper Co. has been incorporated with an authorized capital stock of \$5,000, \$3,000 of which has been subscribed and paid in in cash.

Bay City—The Cass Bean & Grain Co. has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and \$54,200 paid in in cash.

Bridgewater—The Bridgewater Savings Bank has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Iron River—The Sealucci Provision & Packing Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

River Rouge—The Standard Heating & Plumbing Co. has been incorporated with an authorized capital stock of \$2,000, all of which has been subscribed and \$600 paid in in cash.

Sault Ste. Marie—The Consumers Co-Operative Store Co. has been organized with an authorized capital stock of \$2,000, of which amount \$1,070 has been subscribed and \$1,000 paid in in cash.

Detroit—The F. Feldman Sons Co. has been organized to buy and sell hides, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$33,728.44 in cash and \$16,271.56 in property.

Detroit—The Automobile Surplus Corporation has been organized to buy and sell automobile supplies and materials, with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Detroit—The Industrial Roofing Co. has been organized to repair and replace old roofs and build new ones, with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and paid in in property.

St. Johns—Roland J. Frink has purchased the interest of his partner, Dr. R. G. Gordiner, in the shoe business of the late C. A. Hulse, which they took over at his death. Mr. Frink will continue the business under his own name.

Charlotte—Merle Smith, who recently sold his Main street grocery stock and store fixtures to C. S. Collins, has sold his North Sheldon street grocery stock to Joseph Reece, who will continue the business at the same location.

Ishpeming—Peter Koski & Co. are remodeling their store building at the corner of Division and First streets. The dry goods and meat departments being completely changed, new fixtures installed and the grocery department enlarged.

Detroit—The Englander Co. has been organized to conduct a general automobile trimming and repairing business, with an authorized capital stock of \$20,000, of which amount \$15,000 has been subscribed and \$11,500 paid in in cash.

Owosso—E. L. Hoffman has sold the Wildermuth hotel to Harry Crosby, of Sault Ste. Marie, Arthur Berner, of Henderson, E. L. Carr and Ray H. Reynolds of Owosso, who will continue the business under the present manager, S. M. Albertson.

Arcadia—A new bank has been started in Arcadia. It is the Arcadia State Savings Bank. The board of directors and officers are: Henry Mauntler, President; Dr. A. Jamieson, First Vice-President; George A. Dunham, Second Vice-President; Harvey Grund, Cashier; Luther L. Finch, D. J. Martineau and W. H. Ebert.

Muskegon—The Muskegon Salvage Co. has been organized to purchase and sell building materials, both salvaged and new, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,200 paid in in cash.

Muskegon—L. M. and Christian Addison, who for more than three years have owned the Star Cash Grocery at 91 Terrace street, have sold the stock to Harold C. Slayton, formerly of the Pipestone Grocery Co., of Benton Harbor, who has taken possession.

Battle Creek—The Alliance Mercantile Co. has been incorporated to conduct on a co-operative plan a general mercantile business, with an authorized capital stock of \$7,000, of which amount \$3,610 has been subscribed and \$2,859 paid in in cash.

Detroit—The Wolverine Beverage Co. has been organized to distribute and vend soft drinks, cigars, confection and soda fountain supplies, with an authorized capital stock of \$10,000, of which amount \$9,200 has been subscribed and \$2,200 paid in in cash.

Detroit—Authorization has been given by the State banking department for organization of the Title Guaranty & Trust Co., which is to have its principal offices and place of business in Highland Park. The incorporators include John S. Haggerty, James H. Means, Howard C. Wade, George H. Kirchner and Harold Martin. The company, it is said, will be closely affiliated with the United States Mortgage Bond Co. and the Metropolitan Investment Co.

Manufacturing Matters.

Saginaw—Morley Bros. has increased its capitalization from \$1,000,000 to \$1,200,000.

Adrian—The Million Motor Co. has increased its capital stock from \$2,500 to \$10,000.

Detroit—The Republic Milling Co. has increased its capitalization from \$25,000 to \$75,000.

Algonac—The C. C. Smith Boat & Engine Co. has increased its capital stock from \$25,000 to \$150,000.

Holland—The Western Michigan Tool Works has increased its capital stock from \$25,000 to \$41,500.

Fenton—A. Y. Foltz, recently of St. Johns, has taken over the grist mill near here and will continue the business.

St. Joseph—A new butter-making plant to be known as the Velvet Dairy Manufacturing Co., has been formed here by W. C. Ferrell and C. D. Morgan.

Crisp—Louis Vredevel, who recently purchased the plant of the Crisp Creamery Co., lost it by fire, May 23. The loss is covered by insurance.

Detroit—The Modern Furniture Co. has been incorporated with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed and \$1,100 paid in in cash.

Detroit—The Phoenix Manufacturing Co. has been incorporated to manufacture and sell machine steel and other metal products, with an authorized capital stock of \$25,000, of which amount \$15,400 has been subscribed, \$2,920.39 paid in in cash and \$8,815.56 in property.

Mt. Pleasant—The Mt. Pleasant Electric & Battery Co. has been incorporated with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in cash.

Detroit—The Co-Operative Beverage Co. has been organized to manufacture and sell beverages, with an authorized capital stock of \$25,000, all of which has been subscribed and \$3,000 paid in in cash.

Ludington—The Ludington Needle & Toy Co., whose principal output is crochet hooks, has announced that in hiring workers preference will be given to returned soldiers incapacitated for work other than with their hands.

Detroit—The General Incombustible Board Co. has been organized to manufacture and distribute building materials, with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and \$1,000 paid in in cash.

Detroit—The A-One Plaster Co. has been organized to manufacture and sell wall plaster and gypsum products, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$3,000 paid in in cash.

Midland—There are now more than 800 men working in the plant of the Dow Chemical Co. It was not so long ago that the works was being operated only four days a week and with but a small force. Within a short time there will be 1,000 men on the payroll. The Dow branch plant in Mt. Pleasant, which had been idle for some time, will resume activities within a few days.

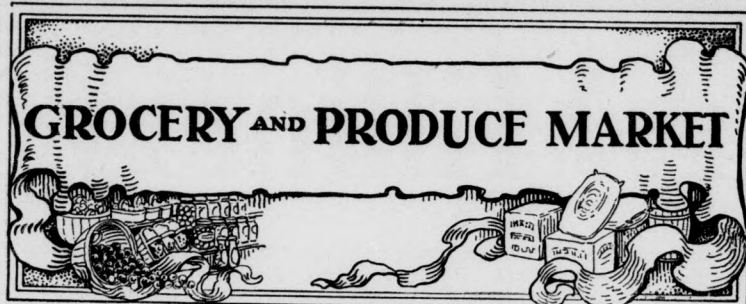
Calumet—The Calumet & Hecla December 31, 1918, reported Liberty bond holdings, of \$4,402,000, fully equal to the cash assets of the company available for operations. The bonds are gilt-edge securities, but they will not pay wages and other expenses attending the keeping of the mine in operation, even on a limited scale—and in the meantime the stocks of copper are piling up, tying the assets of the company. It is a condition that has very largely been created by Government methods, according to copper country reports, and as yet the Government has done nothing to assist in a return to after the war basis.

William Judson and Edward Frick (Judson Grocer Company) and Guy W. Rouse and Edward Winchester (Wornden Grocer Company) will represent Grand Rapids at the annual meeting of the National Wholesale Grocers' Association next week. Mr. Winchester will make the trip by automobile, starting Monday and going via Ft. Wayne. He will be accompanied by Mrs. Winchester.

A. D. Hancock, formerly engaged in trade at Otsego, who recently purchased the J. F. Sedelbauer grocery stock at 1159 Division avenue, has removed it this week to Otsego, where he will occupy his own store building.

Don't let anything interfere with your regular hours of work and rest, but get plenty of sleep, especially what is called "beauty sleep," before midnight.

A wise merchant buys for his customers, not himself.



The Grocery Market.

Sugar—Probably the statement issued during the week by the Equalization Board that further delay in the placing of orders for supplies or refined sugar is likely to lead to failure to secure them in adequate quantity during the approaching canning season, because of the necessity for meeting the heavy requirements of Europe, had much to do with the large increase in demand for refined noted during the past few days. The close approach of the season of heaviest consumption would, however, have been in itself a sufficient stimulus to action on the part of jobbers and large consumers, who have heretofore made no effort to accumulate reserve stocks. In fact, the invisible supply throughout the country appears to have been for a long time barely equal to meeting day to day requirements. The movement is now in full swing and will no doubt continue on an increasing scale during the next few weeks. However, as pointed out by the Equalization Board, as tonnage becomes more plentiful European drafts on the capacity of American refiners now being worked to the limit, are likely to cause a congestion of shipments to the home trade unless their orders are judiciously distributed during the period when this external pressure has not begun to be strongly exerted.

Tea—All green teas are working into new high levels, owing to greatly reduced spot stocks and an active demand from the distributing trade throughout the country. The scarcity is becoming most pronounced in the better grades of Pingsueys. Hoochoows and country greens. The recent sharp rise in Japans in response to the cable advices of extreme prices paid for first crop is affecting all lines. There is a heavy demand for basket fired Japans on spot, and stocks here are being closely concentrated according to some accounts, although it is understood that a good deal of the buying is being done against actual requirements of consumption. Pan fired is coming in for much more attention and prices on the better grades have moved up somewhat. Javas are in more demand, especially pekoes, and orange pekoes, because of the extreme scarcity and rising market for Ceylons of similar descriptions. Ceylon pekoes of all kinds are reported to be getting into very small compass and with an advancing market in Colombo still higher prices here are looked for.

Coffee—The market has recovered all that it lost and all grades of Rio are now ruling at about what they were before the recent decline. The average quotation for No. 7 Rio, green

and in a large way, is around 19½c, which is an advance of about 1c for the week. Santos coffees have also advanced 1c for the week on the market on No. 4 Santos, green and in a large way, is getting very near 24c per pound. Mild grades are still firm and tending higher. Coffee situation is very firm, indeed. There is a better business than there was recently when the market was softer. Most people seem to have more confidence in the market now than for some time.

Canned Fruits—Futures are reported practically unobtainable. California packers have all the orders they feel safe in accepting, and are reported to be selling now only to their local jobbers. New York State is reported sold upon future berries, cherries and pears, with prospects of a short pack. New York gallon apples, futures, are quoted at \$5. Prices for spot canned fruits vary by as much as 50c to 75c on different sales of the same kinds and grades of goods; it all depends on the particular transaction. A sale, unconfirmed, affords these prices; 2½s, extra cling peaches, extra Melbas, and extra Royals, at \$4.10; 2½s special extra cherries, \$4.65; 1s tall apricots, \$2.15; 2s, \$2.75; 1s, tall peeled, \$2.25. Spot New York gallon apples are quoted at \$5.50.

Canned Vegetables—Some effort was being made to persuade jobbers to buy tomatoes, but apparently nothing had come of it. Packers have withdrawn on New York future peas; they report that only about 25 per cent. of their usual acreage has been planted, owing to bad weather, and the pack is expected to be short. Some sales of California tomatoes are reported, but apparently not large ones. For most canned vegetables spots and futures, the supplies are as restricted as in canned fruits.

Canned Fish—Europe has taken considerable chum salmon during the past week, which has to some extent stiffened the market, although not a great deal. Red Alaska salmon has gotten down to about the opening price, the result of a continued feeling that the Government may unload salmon at any time. Considerable Alaska salmon is being bought for export. Domestic sardines continue depressed and dull, the market still being below the cost of production.

Dried Fruits—The sensational feature of the dried fruit market is prunes. Size 40 prunes have actually sold during the week at 33c per pound, in a large way, which would mean a price to the consumer of nearly 50c. The Government offered a large quantity of Oregon prunes of fair size during the week, but this has not seemed to affect

the situation. Apricots are also very high and have passed the 30c mark. Other dried fruits show no particular change for the week, but are all very high.

Rice—Rapidly diminishing stocks of the better kinds has a restrictive influence on business in a large way, although there is no abatement of demand from home and export quarters. In fact buyers are eager to secure supplies and ready to pay full asking prices. The trend of the market is upward not only in the case of top grades, but everything else on the list, including screenings and second heads, which the distributing trade is beginning to take, although as yet in small lots only.

Cheese—The market is steady. There is a moderate supply on hand at this time, with a good demand. We do not look for any change in the cheese market and there is no surplus at this writing.

Cones and Lye—The Pennsylvania Salt Co. has guaranteed against decline this year on Lewis and American lye. Ice cream cones will be high this season, from \$7.50 to \$8.50 per thousand. Supplies are coming in.

Preserving Stock—The signs are that home canning will be heavy and the merchant may feel like stocking up on such things as jars, rings, caps, spices, vinegar stock, for preparing against the season from June 15 on. Pickles, olives, cold meat sauces, olive oil, cheeses, peanut butter, luncheon and picnic stuff promise good sales this year.

Paper—Sugar bags are up half a cent. The advance on store paper bags is about 10 per cent. and half a cent on a few kinds of wrapping paper. This is said to be due to wage advances and the strike outlook in some paper making sections. If there is a shut down prices are expected to follow up, naturally.

Paris Green—Dealers are warned again that the season is short and material not ordered cannot be procured. The wholesalers and manufacturers must have some idea of what is wanted.

Fly Prophylactics—Although this stock is sold in January for future delivery there is still a demand for tangle-foot flat and ribbons, poison, tin destroyers, swatters, etc.

Salt Fish—Irish mackerel is even weaker than it has been. The trade is not very keen at taking it at the price and the supply is excessive for the small demand. There is a very soft undertone.

Provisions—The market on pure lard is steady, quotations about the same as previous quotations. There is a fair demand for pure lard at this time, with a moderate supply. The market on lard substitute is firm. There is a good supply on hand, with a very active demand. We look for continued firm market on this commodity. The market on smoked meats is slightly firmer, quotations about ½c per pound higher than last week. There is a good supply and very active demand. The market on dried beef is firm and unchanged, with a moderate demand and light supply. The market on barreled pork is steady, with quotations unchanged.

There is ample supply to meet all requirements. The market on canned meats is firm, with quotations unchanged. There is a fair demand and a good supply.

Review of the Produce Market.

Apples—Western stock is firm at \$6 per box.

Asparagus—\$1.35 per doz. bunches for home grown.

Bananas—\$7.75 per 100 lbs.

Beets—New command 90c per doz.

Butter—The market is steady to firm. Receipts are good for this time of year and the average quality is showing up very well. There is a good demand for all grades at this time and we do not look for any change in the immediate future. Local dealers hold fancy creamery at 53c in tubs and 55c in prints. Jobbers pay 45c for No. 1 dairy in jars and pay 37c for packing stock.

Cabbage—Texas fetches \$6 per 100 lbs.

Carrots—85c per doz. for new.

Celery—California, \$1.50 per bunch, according to size.

Cocoanuts—\$1.25 per doz. or \$10 per sack of 100.

Cucumbers—Indiana hot house have declined to \$1.40 per dozen; home grown, \$1.50 per dozen.

Eggs—The egg market is steady, with quotations ranging about 3c lower than a week ago. There is ample supply on hand at this time and the quality is good, due to continued cool weather in the producing sections. Local dealers pay 42c per doz., loss off, including cases, delivered.

Garlick—60c per lb.

Grape Fruit—\$10 per box for all sizes Floridas.

Green Onions—Home grown, 20c per dozen.

Green Peppers—90c per basket for Florida.

Lemons—California, \$5.50 for choice and \$5.75 for fancy.

Lettuce—Head, \$5.75 per crate of 3 to 5 dozen heads; hot house leaf, 25c per lb.

Onions—Texas, \$4.50 per crate for yellow and \$5.25 per crate for white.

Oranges—Mediterranean Sweets, \$5@6; Late Valencias, \$5.50@6.50.

Parsnips—90c per bu.

Pieplant—5c per pound for home grown.

Pineapples—\$5@6 per crate.

Plants—Tomato and Cabbage, 90c per box; Asters, \$1.40; Salvia, \$1.85; Egg Plant, \$2; Geraniums, \$2.40.

Potatoes—The market is steady at \$2.50 per 100 lb. sack.

Radishes—Home grown, 20c per doz. bunches.

Strawberries—Tennessee stock fetches \$7@7.50 per 24 qt. crate. Receipts are now excellent in quality and appearance.

Tomatoes—California \$1.50 per 5 lb. basket; hot house, 30c per lb.

Wax Beans—\$3.50 per box.

The Grand Rapids Shoe & Rubber Co. is now fully settled in its new quarters in the Blodgett block, where it has one of the most complete shoe establishments in the country.

Self-denial is the highway to independence.

City Day in Millinery

WITH THE VIEW of stimulating house purchasing we have inaugurated what is known as "City Day." Until further notice on Wednesday of each week, we will inaugurate Special Bargain Sales on certain merchandise. Five floors 50 x 135, a total of 33,750 square feet of floor space, devoted exclusively to Millinery. Without question the largest and most complete stock of Millinery under one roof in the State of Michigan. We are the oldest wholesale millinery house in Michigan (except one). Established in 1890. Our business has been built on this motto: *Service and Quality.*

FIRST FLOOR

Ribbons, Silks, Laces, Veilings and Linings.

SECOND FLOOR

Flowers, Feathers, Ostrich and Fancies, Ornaments, Pins, Trimming, Novelties and Millinery Findings.

THIRD FLOOR

Hats untrimmed, plain and fancy buckram frames. Braids of all kinds and descriptions.

FOURTH FLOOR

Is devoted entirely to TRIMMED HATS. This is where the Celebrated CRITERION Dress and Semi-Dress Hat is made. Sold in every State in the Union, known for their individuality of style and reasonableness in price. If the Criterion Hat is not represented in your stock it should be.

FIFTH FLOOR

Is where our factory is located. The famous Wolverine Hat is produced here. This line of Hats is fast becoming exceedingly popular because of the characteristic style, workmanship and quality of merchandise used.

In buying goods from this department customers have the distinct advantage of purchasing direct from the Manufacturer as we make all the hats shown in this department—thereby saving the purchaser one extra profit.

We are quoting no special prices for this sale. We want you to come and see what we have to show and if you are not perfectly satisfied with the bargains that we propose to offer on City Day we will refund your railroad fare both ways.

Corl-Knott Company

The House of Quality

Commerce and Island Streets

Grand Rapids

Michigan

We will make a special display of Sport and Summer Trimmed Hats on the day of sale

Do You Want to Make Money?

If so, buy Japan teas on the present basis, because the new crop teas, which will begin to arrive in July, will carry an advance of from 6 to 10 cents per pound over present quotations. The critical situation of the market is thus described in the New York Commercial of May 21:

SENSATIONAL ADVANCE IN TOP QUALITY JAPAN TEA

Spot Market Three to Five Cents Higher on All Kinds.

Fresh advices were available in the tea market yesterday regarding the position of Japan teas. It appears that prices are about 5 to 8 cents a pound higher with leaf very inferior in quality. Some grades of basket fired teas are not so good as the pan fired teas, since lack of fertilization together with storms did much to damage the plant. Fine teas which are usually given great attention by growers were apparently neglected owing to the withdrawal of labor for other pursuits so that quality of fancy Japan teas will not in any way reach style and cup with which the trade is accustomed. It is safe to say that fine teas of the new Japan crop will cost at least 50 cents a pound some cables having quoted as high as 48@60 cents. In fact some of the top grades of Japan, with which the trade was accustomed do not exist.

It has become increasingly evident that distributors neglected the opportunity of their life in not coming into the tea market a few weeks ago. During the past two or three days alone, Japan teas have advanced fully 3 to 5 cents a pound. All other kinds of tea are very strong in sympathy with the Japan varieties. Formosas are in small supply and the outlook is for higher prices in sympathy with the Japan market.

Cables from Japan dated May 26 state that the opening market is from 8 to 15 cents per pound higher than a year ago and that the quality of all Japan grades is greatly inferior to that of a year ago, due to inferior fertilization and unfortunate climatic conditions.

In the face of these facts, we think we are doing our customers yeoman service in advising them to buy all the old teas they can handle to advantage and pay for promptly. We do not expect to see teas ever so low as they are at present. Labor conditions in Japan are unsettled, the same as they are in every country involved in the Kaiser's war, and higher ranges of values are sure to prevail for many years to come.



Teas That Please

Distributed by

NATIONAL GROCER COMPANY

WHOLESALE GROCERS

F.C. LETTS, PRESIDENT
CHICAGO, ILL.
C. ELLIOTT, VICE PRESIDENT
DETROIT, MICH.
S.B. CUSHMAN, TREAS. & GENERAL MANAGER
DETROIT, MICH.
W.I. COLWELL, SECRETARY
DETROIT, MICH.

GENERAL OFFICES AND MILLS
29-35 LARNED STREET WEST
DETROIT

OPERATING JOBBING HOUSES
AND BRANCHES
DETROIT, MICH.
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LUDINGTON, MICH.
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ESCANABA, MICH.
OWOSSO, MICH.
DECATUR, ILL.

MEMORIAL DAY.

Memorial day on this 30th day of May, Nineteen Nineteen, is destined to be the most imposing ceremonial since the inauguration of the day back, nearly half a century ago, by suggestion of that greatest civilian soldier of the Civil War, General John A. Logan.

It is meet that it should be observed from the remotest hamlets of Alaska to the farthest sand hills of lower Florida, from the Atlantic to the isles of the sea over which Old Glory has floated since the Spanish war. We are one people again, unawed by the German eagle, undismayed by propaganda which has sought to divide and disturb the Americanism of the Republic. North, South, East and West we stand four square to the winds that blow, fearless and free, even as the echoes of the latest war for human rights still rings down the corridors of recent time.

The North and South have in the past observed different dates for decorating the graves of their dead who fell in the fratricidal strife which raged over a period of four years in the sixties. While the Spanish war reunited the two once warring sections as nothing had ever done before, it required this last great overseas conflict to wipe away the last trace of sectional feeling from our land and give to one day prominent place as a time for garlanding American soldier graves with flowers, from the great Lakes North to the Rio Grande South.

One Nation are we, indissoluble as the mountains of the Rockies. Foreign aggression made us one. United we stood to resist a foreign foe and Old Glory is regarded with love and respect wherever the sunlight touches American soil.

The colored soldier of Georgia and the Carolinas lined up with his white brother, keeping step to the music of the Union, and came from out the fires of the hellhole of battle with equal honors. From this time onward the black man must be given equal rights with the white wherever the flag of Stripes and Stars floats. Surely there was no prejudice against the black man in khaki who went down to the gates of death to win for America the freedom which a foreign foe had flouted.

The dead heroes of three wars come in for recognition this year. The Grand Army is fast being depleted; a few more decades will see the last of the host that wore the blue and saved us a Nation in the sixties. Their going marks the passing of the old blue uniform, the inauguration of the less conspicuous olive drab of the new army. Heroes of equal caliber fought in either army, Americans all, equally deserving of honor.

The Spanish war had its heroes, and they, too, will stand with uncovered heads on this Memorial day while prayers are said, together with fitting words of eulogy of our noble boys gone to their last account while bearing arms in defense of the one flag, the flag which makes men free. Partisan feeling has no place on this day of funeral rites for the dead sol-

dier boys of the United States army. Neither is there place for feasting and dancing, making merry as at a holiday celebration. Solemnity should rule the hour, although not the solemn faces of those who mourn without hope. There is hope for all mankind in the knowledge that these young men who died on the fields of war fell fighting to make secure the liberties of their fellow men. The blood shed at Bunker Hill, at Shiloh, Antietam and San Jose Hill was no more precious, no more spilled for liberty than that which, during the summer of 1918, flowed from the veins of those lads in khaki at San Mihiel and the hot hell of plunging shot and shell along the hills and ravines in Argonne Forest.

Brothers are they, one and all. Equally patriotic, equally brave and devoted to country and homeland, and they should be alike honored on this greatest memorial day in all our history. The school children may have a part in decorating the graves of the honored dead, but in the line of march none should be there who were not in some way connected with the men who won our various wars on the field of battle.

At one time expressions were heard regarding the fast thinning ranks of our soldiers to the effect that, with the passing of the Grand Army, no more thought would be given memorial services. The fallacy of this reasoning is now seen in the fact that a new army of young men has risen in the land, members of the United States army, who will surely keep alive the day, until later times. Doubtless the custom will not die out while this Nation exists among the nations of the world. Despite the best efforts of leagues and well meaning people it is not likely that wars will forever cease. Human nature is such that about once in a certain period of years the ancient Adam existing in every man, be he pugilist or divine, manifests itself in belligerent outbreak. This ebullition is sometimes necessary as a safety valve to something even more serious than war.

Besides the graves of fallen heroes in America, there are thousands of our glorious dead in the far-off lands of France and Belgium whose graves will come in for decorations this year. What a widespread affair it must needs be to take cognizance of all those gallant souls who placed their all on the altar of country and lost. No, not lost in the sense that they failed to make good, for every boy in khaki who fell in the land across the sea came out victor in the truest sense. If there is a niche in the Heavenly land above another be sure that pinnacle will be occupied by the American soldier who fell fighting for liberty under the folds of Old Glory, and on the field where duty called him.

Memorial day has come to mean more than it ever meant before in the hearts of the American people. More conscious are we of the power of the good old United States than ever before. Every returning soldier will in the future prove a living argument in refutation of the stigma

sought to be cast upon us by sneering foreigners that we were a nation of dollar-hunters; even our great President found he was mistaken in the statement that Americans were "too proud to fight." To-day the "Yankee Gridiron" (our flag) is respected in every quarter of the globe, and the enemy so neatly done to a turn on said gridiron will hereafter have a wholesome respect for the same.

To do honor to our dead heroes we go forth to place garlands on their silent clay. They are not here, but the soul of each still lives, as did the soul of valiant old John Brown throughout the war of the rebellion, inspiring patriot hearts as his great soul went "marching on."

The souls of our boys in blue and in khaki, go marching on, paving the way for victories yet to come, and we do ourselves honor in turning away from business cares on this one sadly solemn day in the year to garland the graves of our soldier dead.

Trade statistics tell a brilliant story of the expansion of the American chemical industry during the four years of the war. Indeed, it is one of the great stories of the war. For instance, the exports of chemicals for the year 1918 amounted to \$155,000,000, as against \$27,000,000 in the year immediately preceding the war. As for the dyes themselves, we exported \$17,000,000 worth in 1918, as against average exports of \$500,000 in the years before the war. In other words, the United States has become the greatest exporter of chemicals in the world, while the net increase in the annual domestic production of chemicals since 1914 comes close to a billion dollars. Moreover, as was well known, but which has been demonstrated anew again and again, the American chemist was more than able to cope with the situation that developed out of the world war. His technical independence of the German chemical experts, who had been allowed an easy monopoly of certain chemicals, while the United States plants turned their attention to other special products, has now reached such a degree of absolute superiority that it is recognized that under fair dealing the old chemical monopoly of Germany can never be set up again. At the same time, the issue that the President put up to Congress is one of fair dealing, since all sorts of official and unofficial advisers have been reporting to this Government just what the underhanded plans of the German chemical manufacturers are and just how they expect to attempt the reconquest of the outside markets along the most unscrupulous lines ever developed by the most complete and conscienceless trade monopoly that the world has ever seen.

The world is longing to get to peace and to get to business. Some legitimate obstacles still are in the way, but too many illegitimate. Among the latter are needless mountains of words. These are merely to prove what everybody takes for granted. The German delegates at Versailles are to issue a huge book in order to demonstrate that they don't

like the Peace Treaty. A gesture, a monosyllable, would have as well answered that purpose. In Washington Republican Senators have entered upon what even the Sun correspondent describes as "a conversational Marathon lasting several months." And its object? To show that they hate the President. But all will admit it without debate. The long-distance Senatorial orators also desire to exhibit Mr. Wilson's inconsistency. Concede that. He has been glaringly inconsistent. So have all leaders and both parties been. Blunders and follies have been displayed on all sides. But of what avail to drag out in wearisome detail the painful record? Let us, as the Archbishop of Canterbury said to profane Lord Melbourne, consider everybody sufficiently damned, and get to business.

ACCEPT THE TAX FAIRLY.

Although we recognize the untoward and injustice of the Luxury taxes of the new revenue law, it is important that every distributor of goods at retail observe the law in the right spirit.

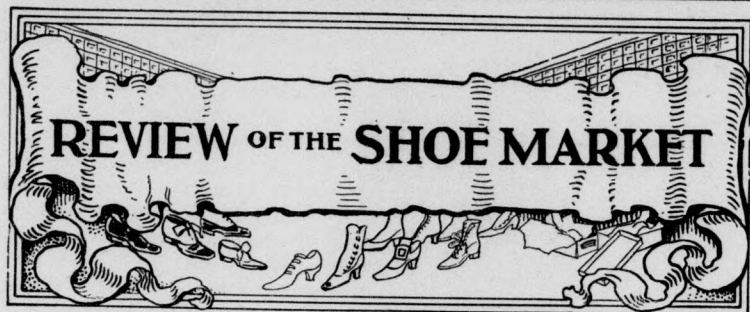
Commissioner Roper and his deputies of the Bureau of Internal Revenue have shown a disposition in every way to be fair and considerate toward retailers in their interpretations of the law. We must not forget that the Bureau of Internal Revenue exists for the purpose of collecting revenue for the Government, along the lines established by Congress, and that, therefore, it is necessary for the Bureau to serve the Government faithfully, and to secure the revenue as provided in the law. Where, in the judgment of the Commissioner and his assistants, the law should be properly interpreted to include certain lines of merchandise, we must not expect that the Commissioner will rule that such lines of merchandise are exempt, but we should all remember that the officials of the Bureau of Internal Revenue have done their best to make their interpretations as fair and as little burdensome to the retailers as possible.

Retailers on their part owe it to themselves and to the Government not to make the Luxury taxes a matter of competition. Here and there some retailers have neglected to collect the taxes on taxable items, and this is unfair competition. One of our objections to the Luxury taxes is that the tax may be made a matter of unfair competition. Clearly if one retailer sells merchandise without charging the tax he is in a position to sell his merchandise at a lower price than his competitor who conscientiously exacts the amount of the tax from his customer.

Even though we do not approve of taxes such as these, Congress has placed those taxes upon us, and as fair-minded merchants and American citizens we should all abide by the law, and take care to collect the tax wherever it is due.

Think beautiful thoughts—harmony thoughts, beauty thoughts, truth thoughts, thoughts of innocence, of youth, of love, and of kindness.

The biggest failure is the man who is afraid to try.



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.

Shoe Prices Fail to Keep Pace With Cost.

C. S. Greeley, sales manager for the F. Mayer Boot & Shoe Co., speaking before the State convention of the Wisconsin Shoe Retailers' Association at Milwaukee, on "The Price Question," declared there was little chance for a decline in shoe prices at this time. In his address Mr. Greeley went over the ground thoroughly and cited reasons for the prices from all angles of the trade. He said:

"The matter of shoe prices is one that is at present receiving the atten-

tion of every shoe retailer and causing him much thought and no little worry. There is no question but prices are high, yet the reason for their being so high is because of conditions beyond the control of either the retailer, the manufacturer or tanner. Prices always have been and always will be regulated by the law of supply and demand; and a rising market follows excess demand as surely as day follows the night, and night, day. What is the cause of this rising market? For one thing there exists an actual shortage of hides in this country, that is hides suitable for use in the quality of shoes demanded.

"There are two or three reasons for this shortage, a shortage which is confined largely to lighter leathers. The primary reason is or has

been a shortage of vessels for commercial transportation. Bottoms are now more freely available, but the long want has resulted in the spoilage of hundreds of thousands of hides. A raw hide will keep indefinitely if properly handled, but it must be spread right and salted not once, but continuously. The reports we hear of immense quantities of leather piled up abroad waiting for shipment are true, but unfortunately no mention is made of quality. Stevedores strikes in Argentine, political unrest in India, etc., have, of course, had some slight effect.

"There is, however, one other important condition. England, France and Italy are all as keen for reconstruction adjustment as we. They have out-bid us in the open market for raw hides making it necessary for us in turn to raise our bid for even the share we get. You can readily see that this means, not only scarce leather but high prices. The tanner not only must pay an advance for hides, but his labor cost has advanced.

"Raw stock in all lines is advancing rapidly and there is no apparent surplus. The official maximum price on packer calfskins for December, January, and February was 40 cents; the approximate present price is 53½ cents. The official maximum price on

dry hides was 33¼ cents; the approximate present price is 42½ cents. The official maximum price on kips for January was 25 cents; the approximate present price is 36 cents. The official maximum price on light cows for January was 22 cents; the approximate present price is 27 cents, and Aprils are being held approximately 29 cents. The official maximum price on goatskins, Oaxacas (Mexican) was 90 cents; the approximate present price is \$1.30. The official maximum price on goatskins, Jamaicas (West Indies) was 85 cents; the approximate present price is \$1.20. The official maximum price on goatskins, (Brazilian) was \$1.30; the approximate present price is \$1.60@1.65.

"It would appear that the glazed kid manufacturers up to the present time had been confronted by a severe shortage due to the scarcity of tonnage. This situation has improved considerably within the last month.

"On account of the advance in raw stock upper leather has advanced since January 15, from 5 cents to 15 cents a foot equivalent to approximately 15 to 45 cents per pair. Sole leather since January 15 has advanced moderately, equivalent to approximately 5 to 8 cents per pair.

"The shoe manufacturer strictly speaking is not a manufacturer but an

HOUSE WARMING DAY

Wednesday, June 4th

— This Is Our NEW HOME —

YOU are invited to come in and make us a call. On that day we shall offer to House Visitors some very attractive specials which will interest you.

A Valuable Souvenir To Visiting Dealers

Better take a day off and COME.

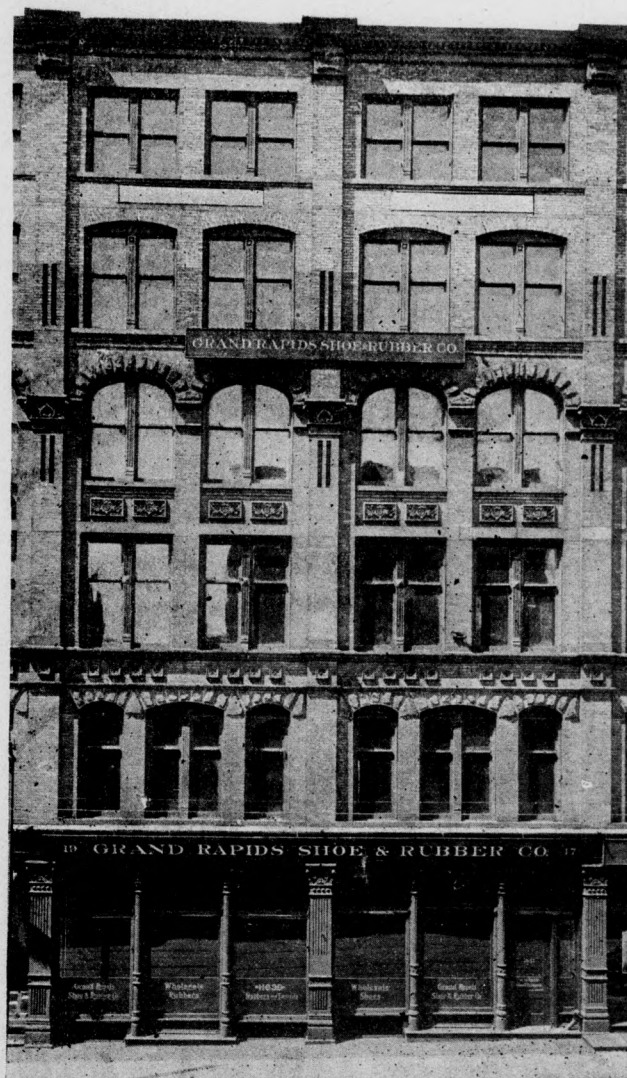
Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

NEW LOCATION

One half block up the street from old corner
17 and 19 IONIA AVE.



assembler. We have, no control over the price of material and very little over the cost of labor. We do not make a single item that enters into the construction of a shoe. Our percentage of profit and I speak of shoe manufacturers in general is certainly no greater than formerly in spite of high prices as our investment is much greater and our percentage of net profit less.

"Twenty per cent. of the cost of the shoe is labor and labor has advanced 50 per cent. to 60 per cent. Sixty-five per cent. to 70 per cent. of the cost of a shoe is material.

Kid that we used to buy for a special shoe which I have in mind at 15 and 16 cents a foot is to-day 56, an advance of 250 per cent. That shoe sold for \$1.65 and now sells for \$3.60 an advance of only 120 per cent. That doesn't mean a loss to us because the fact of labor only increasing 50 per cent. helps save the day, but it is a fact that we make less profit on that shoe than formerly. Kid that formerly cost 26 and 28 cents is now 80 cents, an advance of 185 per cent. Calfskins were 25 cents, are now 68 to 70 cents an advance of 172 per cent. Sheep skins were 7 cents are now 22 and 25 cents an advance of 214 per cent. Cut soles were formerly 18 cents are now 58 cents an advance of 222 per cent. Texas oak sole leather formerly 26 cents is now 63 cents an advance of 142 per cent. Union sole leather formerly cost 36 cents, now 76 cents an advance of 111 per cent.

"On the other hand shoes that we formerly sold for \$2 are now \$4 an advance of only 100 per cent. Other shoes that were \$1.75 are now \$3.55 an advance of only 120 per cent. Shoes that were \$1.35 are now \$2.90 and advance of 115 per cent., and so the merry chase goes on.

"Has the retailer been responsible in any way for these high prices? I regret to say I think two classes of retailers have been. One, those who bought beyond their needs on speculation, and those who didn't buy at all; the first because their excess purchases meant excess orders, the latter because when they finally had to buy, bought big.

"In came the orders, and into the market rushed every Mr. Manufacturer and leather went up. Supply and demand.

"Will prices drop? Can they be

made to drop? It is the general opinion of shoe manufacturers that there will be no drop in price for at least six months provided that normal buying continues for the normal demand is greater than our present influx in hides. When plenty of transportation is available and the world has settled to a peace basis; when foreign lands are partly supplied and cease to grasp for supplies like starving men for food; then prices will gradually fall off and the era of cheaper shoes will commence. The decline must for economic reasons be gradual.

"Can you cause a break in price? No, you can't nor we either. There is just one thing you can do to help stabilize conditions. Act natural.

"You need shoes—buy them—don't get frightened because you think the price peak is yet to be reached and so buy your head off—just buy for your actual needs based on previous year's business plus a reasonable increase. Don't refrain from buying futures hoping to break the market. That will be like trying to lift yourself by your own boot straps. While you are doing it your competitors are getting the trade. People like new stock.

"You are absolutely safe in buying staples ahead for practically all manufacturers are agreeing that if prices should decline orders will be billed at prices effective when shipment is made. This protects you against a falling market and it is up to you to protect yourself against a rising one.

"Yes prices are high and I am sorry to say will probably stay high. But if you want to help—be an optimist, act natural, buy naturally and call it part of the price you pay for world liberty."

Got Reckless.

A Grand Rapids business man employs two negroes to work on his garden, which he personally oversees. One morning Sam did not appear.

"Where is Sam, George?" he asked.

"In de hospital, sah."

"In the hospital? Why, how did that happen?"

"Well, Sam he been atellin' me ev'ry mornin' foh ten days he gwine to lick his wife 'cause o' her naggin'."

"Well?"

"Well, yestiddy she done ovahheah him, dats all."

Follow the Natural Impulse



Telephone

Citizens Long Distance Lines connect with practically every City, Village, Hamlet and Cross Roads in Michigan. Also Points Outside.

USE CITIZENS SERVICE



No. 804

Seasonable Numbers In Stock for At Once Shipment

- | | |
|---|--------|
| No. 804—Men's Black Elkskin, Bellows Tongue, Nailed Leather Sole, Fair Stitch, Bike Cut | \$2.75 |
| No. 808—Men's Tan Elkskin, Same as No. 804 | 2.75 |
| No. 805—Boys' Black Elkskin, Sizes 3—5½ | 2.50 |
| No. 802—Youths' Black Elkskin, Sizes 13—2½ | 2.35 |
| No. 806—Gent's Black Elkskin, Sizes 10—12½ | 2.00 |

Order Today—Your trade will be big on these numbers now.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

The House of Kreider

KREIDER'S POLLY ANNA

Snappy Styles and Swift Sellers

OUR line of Boys' shoes is correct in style, made of the best materials, properly priced and made to fit. They are nifty in appearance, but possess enough of the conservative element to keep them within the bounds of thorough practicality

The A.S. Kreider Co.

Makers of Shoes
For Boys, Girls and the Babies
312-18 W. Monroe St. CHICAGO

The Importance of Keeping Books.

The small business man faces a tremendous problem to-day, and he faces this problem not fully equipped to meet it. The opportunity of a small business becoming a large one is to-day greater than we have known it for many years. The day of specialization is fast approaching. The large store will continue to exist and continue to do business, but the small merchant who is forceful enough to specialize in business will find a field awaiting him larger than he can imagine. The small business man, however, does not equip himself to properly handle that which he lays before him. The chief impediment in the path of the small merchant is the fact that he will not learn to figure in his business.

In the larger businesses we find every item of expense charged up in a certain way to certain things. You will discover that the smaller merchant will charge a few of his main expenses up, but he will gloss over the smaller ones, while every dollar expended should be accounted for.

If a man buys an article which he thinks will sell at a certain figure, but eventually reduces it to a price at which it will more readily sell, he does not reduce the article on his books. He does not figure minutely enough. You may say that it is only a trifle, but trifles amount to an astonishing sum when added up.

The Advertising Clubs of America recently held a convention at Atlantic City and they took figures of the failures in the United States during the

year 1914. These disclosed the fact that 84 per cent. of the business men who failed were non-advertisers, a fact that speaks for itself.

Another danger lies in being over-technical. A farmer went into a small-town store, and noticing an unusual sort of machine therein he asked what it was. The clerk, of the smart-Aleck type, said: "Oh, that is a cream separator; it is run by centrifugal force; it breaks the molliculls and froliculls all up by making thousands of revolutions a minute, and it runs at terrific speed." The farmer went out, saying, "Well, I'll be goldurned!"

Just then the proprietor came along. He said to the farmer, "I see you've been looking at a cream separator?" "Yes," the farmer replied, "but I got scairt at the durned thing." "How's that?" said the proprietor, "that's only a cream separator. You have a grindstone on your farm, haven't you? Well, this machine is run on the same principle as your grindstone. Your grindstone goes around and in so doing it throws the water off the wheel to either side, doesn't it? Well, that's the way with the cream separator—nothing funny about it. Let me show it to you again. After inspecting it with the proprietor the farmer bought the machine."

Persons who receive the fewest letters usually have the most time to find fault with the mail service.

Almost any woman is willing to have a check placed on her extravagance—if it is good at the bank.

SPECIALS



3534—Women's Vici Kid Blucher Oxford, Plain Toe, Flexible Single Sole, Cuban Heel, $\frac{3}{8}$ E.....\$2.50

3541—Outsize Oxford of above 2.50

3536—Women's Vici Kid Stock, Tip Oxford, Flexible Sole McKay Cuban Heel, $\frac{3}{8}$ E..... 2.50

The above on to-day's market are worth \$3.10.

Did you get our big circular?

Hirth-Krause Company

Tanners and Shoe Manufacturers

Grand Rapids

Michigan

WEARERS of Mayer
Honorbilt Shoes are
not only satisfied customers,
but enthusiastic customers.

And it's **ENTHUSIASM** like this
behind a line of merchandise that
makes it a valuable asset
to the merchant.

F. Mayer Boot & Shoe Co.
Milwaukee, Wis.

HONORBIT SHOES

R. K. L.

R. K. L.

Complete line of White Canvas Oxfords IN STOCK

At Attractive Prices.



7141 Men's White Canv. Eng. Ox. Leather Sole G.W.-D. & E\$2.25

7154 Men's White Canv. Eng. Ox. Leather Sole McK. E.1.55

7155 Men's White Canv. Eng. Ox. Rubber Sole McK. E.1.20

Rindge, Kalmbach, Logie Company

Grand Rapids, Mich.

R. K. L.

R. K. L.



Concentrating on the Buying Power of the Dollar.

Topeka, Kan., May 26—Kansas, which in times past has been prone to take energetic kicks at so-called "big business," now appreciates that big business methods, when applied to the advantage of the State, aren't so bad after all.

James A. Kimball became business manager for twenty-six State institutions of Kansas spending \$5,000,000 annually just two years ago. He faced an unlimited number of perplexing problems. The institutions include universities, colleges, prisons, asylums, orphanages, industrial farms, and hospitals. One institution operates a coal mine and a brick plant. The needs of the various plants range from pins to half-million-dollar buildings. The employees include college presidents and numerous ditch-diggers. Previous administration of all these institutions had been under separate boards and executives. Mr. Kimball was expected to be a general manager for the entire system, scattered in as many towns over the State as there are institutions. A Legislature of January and February, 1917, had provided a budget that did not take into account such things as war prices and Government regulation of materials.

The plan of a State business manager was decidedly an experiment—a case of pioneering. There were dismal failures predicted for the new business machine consisting of one board of administration of three members taking the place of the various old boards, commissions, committees, and secretaries. This board was to be a board of directors, determining policy, with Mr. Kimball directing the expenditure of the dollars.

The State business manager took office on July 1, 1917. He accepted the appointment with previous extensive experience in the wholesale grocery and candy business as well as experience as a dry goods salesman. His immediate problem as he expressed it was "to concentrate the buying power of the dollar." There had to be a saving to meet war-time prices on a peace-time budget.

Mr. Kimball decided right away that he couldn't accomplish the feat alone.

"I needed the help of not only every executive of an institution, but also every department head," he declared.

The State manager instituted a series of sessions, in which he talked things over individually with the different executives.

"I did not try any rough-neck methods," Mr. Kimball declared. "There was no threat of autocratic authority to bring about revolutionary changes. In each conference we faced the fact together that with each institution there was a limited amount of money available. That amount must serve until July 1, 1919.

"The general plan in all institutions has been to divide the total appropriation into smaller budgets for different departments. In the State Agricultural College alone there are forty-seven such departments. In the past each one of these had a head who considered he had a right to spend all the money he could grab out of the general fund, no matter

how great the needs of other departments.

"So after a conference with the executive of an institution, all the department heads were called in. They heard something like this:

"We have just so much money for the two years. We must have your help to make the amount last. There are going to be cases where one department will require more and another department can get along with less money. There will be sacrifices that will be for the greater good and needs of the institution and the State. We want you to understand the situation. We want your suggestions.

"We want to have every department head contribute to the best of his ability toward economy to the end of conservation that market conditions may be met."

These conferences brought out frank discussions and better understanding. The idea of every department head to "get" all possible was changed materially into the idea of the common need.

That was the side of securing co-operation. The State manager believes that with conditions returning to normal, the co-operation and understanding will continue to a degree unknown previous to the war. He sees permanent good accomplished by meeting war conditions.

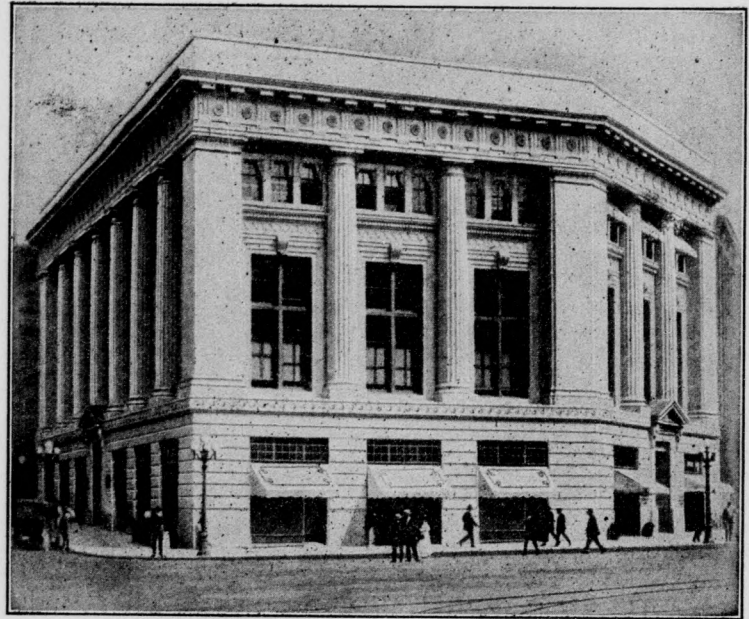
The best proof that the State business manager plan, conducted on the basis of up-to-date business methods, has been successful is the fact that the 1919 Legislature was called upon to make practically no deficiency appropriations—an unheard of thing previously under the regime of many commissions.

The Legislature showed its appreciation by adding to the authority of the State business manager.

Naturally buying requires a great deal of the attention of the State manager. In order to "concentrate the buying power of the dollar," the manager arranges to make purchases so as to attract the greatest number of bidders possible.

Staple necessities for the institutions are secured at public lettings to cover periods of from three to six months. The successful bidder agrees for a stipulated period to furnish specified articles at agreed rates. To bring as many possible bidders to the

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

RESPONSIBILITY

Some day some one will have charge of the administration of your estate. Your family's welfare will depend upon the integrity and experience of this "some one," your successor.

Why leave the choice of this important manager to chance? Why not choose an Executor that you know is capable and responsible?

GRAND RAPIDS TRUST COMPANY has been named as Executor and Trustee in hundreds of Wills now deposited in our vaults. The makers of these Wills are content in the knowledge that their possessions will be safely and wisely administered.

Throw the burden of managing your estate upon the efficient shoulders of our thoroughly trained officers.

GRAND RAPIDS TRUST COMPANY

OTTAWA AT FOUNTAIN BOTH PHONES 4391

Capital and Surplus \$450,000.00

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

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

Resources

10 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings

"lettings," Mr. Kimball groups the staples in associated lines.

Thus bids for dry goods, groceries, meats, and flours are received at the same time. Many firms handle all these products. Another grouping is of electrical, hardware and engineering supplies. Another is of drugs, chemicals, paints, oils, and surgical supplies.

On special requisitions, the manager goes into the market and requests bids. Thus if there is a requisition for certain plumbing fixtures every firm selling such supplies is notified. A varied set of mailing lists of business concerns equipped to supply the State has been built up. This list is becoming of catalogue size because there is practically no line of merchandise produced, even to alcohol, that prohibition Kansas does not purchase.

Mr. Kimball says that at times the State undoubtedly could buy staples at lower rates by purchasing on short notice and by following the market closely. However, he considers the first requisite of securing supplies, is the service that will meet the needs of the institutions. The contract system places the burden of producing upon the successful bidder. Every bid submitted must be accompanied by a certified check as guarantee of accepting the contract if it is awarded.

Alfred G. Hill.

Red Tape Inefficiency of the Treasury Department.

The controversy between Secretary Glass of the Treasury Department and Colonel Lindsley, the retired head of the War Risk Insurance Bureau, is by no means a mere matter of personal or official difference. Lindsley's method of dealing with the superior official may have been presumptuous and offensive, even unfair in its statement of facts. Indeed, it evidently was more or less so on the face of it. Secretary Glass's resentment and criticism of the subordinate's methods of expression may be quite justified and his own statement of the facts of the case may be far more correct, or absolutely so, as his tone and manner are certainly more dignified. But the merits of the case, with reference to a public service, are of far more consequence than these personal or official disputes, and have a much wider application to that service as a whole.

This particular insurance by the Government was quite exceptional in the purpose for which it was devised. It was a kind of insurance to families for the death and suffering of members in the war service, where terrible risks were taken, and it was intended mainly as stimulus and encouragement for that service from the reward that was assured. It undoubtedly had a great deal of effect, calculated to be worth more than its cost to the Government. It was not an easy matter to administer with promptness, regularity and complete justice. It needed a capacity, training and experience, which was not available on an adequate scale, and it was by no means an easy matter to secure and maintain an efficient service in which the demand was constantly increasing. But every effort should have been made for this with such examination and discrimination as could be exercised without too much delay. A moderate delay for the purpose would have occasioned much less loss and dissatisfaction than

getting a mass of incapables into this special service by hasty employment.

The greatest source of trouble and dissatisfaction, however, undoubtedly comes from the working of the old system of what has long been characterized as "red tape" in methods of administration on about every line of Government service. That had its origin in the old days when party service in local and general politics was the chief recommendation for public employment, and when those making use of it to get nomination or election for such service, secured support by "favor" and not qualification. The result was, not only the appointment and the employment of a much larger number than was needed for the service to be performed, but a greater proportion that lacked qualification. There was a great deal of supervision and of reference from one clerical or official person to another, and vexatious delays in service affecting private as well as public interests. It made the service costly as well as inefficient. It was to correct this that the system of appointment or employment was adopted requiring examinations to test fitness, and selection according to merit. This had been working for a good many years before the war came on, but by no means with complete satisfaction. The red tape system was far from being completely set aside and it was a notorious fact that an unnecessary number of persons were employed upon about every line of public service, with no small share of political and personal preference and an unnecessarily heavy cost for the service.

When the Nation was precipitated into the war on the other side of the Atlantic without anything like an adequate preparation, it is easy to understand what a tremendous task confronted the Government and how costly it would inevitably be to make it effective for victory. Many defects in preparation and execution are excusable, but they were vexatiously increased by the persistence of red tape methods, beyond anything necessary for security in matters of public expense. These undoubtedly increased costs in no small measure and delayed things which needed the utmost expedition; but in the pressure for hasty action and the utter lack of adequate preparation or means of making it rapidly, it may be regarded as excusable. At all events there is no means of reparation for it now, and the consequences will have to be borne in the process of reconstruction and re-adjustment to the peace basis. But there is an opportunity for dispensing with that old red tape system in the complex and tangled form to which it had been carried.

It is one of the things with which the new Congress is confronted, although there is a great deal to be disposed of before much time can be given to its consideration except it be in a preparatory process in committee. Meantime a good deal may be done in administrative departments, and especially the Treasury Departments, for lessening, if not entirely removing, the red tape obstruction.

The Result of Peace

One of the immediate and important results of Peace is the necessity for an entire re-organization and re-formation of our business fabric. This means every man



Established 1853

needs fundamental information and every man will find some valuable basic facts in the Trade Reports issued by this Bank on the last business day of each month.

Call or send for one.

THE OLD NATIONAL BANK
MONROE AT PEARL GRAND RAPIDS



Two Thoughts on Wills

If your Will is drawn by a competent attorney, its meaning will be clear and its legality unquestioned. Then, if this reliable trust company is named executor or trustee, the careful execution of its every provision will be fully insured.

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

THE MICHIGAN TRUST CO.
OF GRAND RAPIDS

Safe Deposit Vaults on ground floor.
Boxes to rent at low cost.

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

441 Convictions For Arson Last Year.

The Committee on Incendiarism and arson of the National Board of Fire Underwriters, reporting to that organization at the annual meeting yesterday, stated that there had been 441 convictions for arson during 1918. The committee said:

"Our records of convictions for arson and burning to defraud for the year 1918 are not complete, inasmuch as they do not include figures from Minnesota, Louisiana, Massachusetts, Florida, New Hampshire or Kentucky, from which states reports have been necessarily delayed. As far as tabulated from those states from which we have received complete lists, our records show a total of 441 convictions for arson in 1918.

"The motives which actuated the fires for which these convictions were obtained are subdivided as follows: Revenge, 87; pyromania and other forms of insanity, 156; concealing crime, 26; defrauding the insurer, 172. The list does not include juvenile court cases covering those fires set by juveniles through malicious mischief, weak-mindedness or a mania for excitement. There are more fires set to conceal crime than is indicated by the number of convictions obtained showing that motive, owing to the fact that it is usually easier to convict a man for the crime he sought to conceal than it is to convict for arson."

In many, if not most, of the industries there is a dangerous tendency not only to keep up prices to the war levels, but, if possible, to move them up higher. But what was said even before the days of aviation, that "what goes up must come down," remains as true now as it ever was, and the inevitable shrinkage in values when it comes will be more pronounced and disastrous in proportion to the inflation preceding it. The question that concerns merchants just at present is as to how long the high levels of prices can be maintained. About this there is a decided difference of opinion. One Chicago banker was quoted the other day as remarking that it took fourteen years after the civil war for prices to get back to their former levels, and that it would take about as long now. But the fourteen-year period he referred to was the interim until the resumption of specie payments, and this precise condition does not prevail now, al-

though some have tried to trace a similarity because of the lower purchasing value of the dollar now as compared with what it was before the war. At present there is only one kind of a dollar; between 1865 and 1879 there were two kinds. Much of the very recent inflation has been due to the stimulation of demand which has caused persons to bid against one another, and so force up prices. It bears all the marks of a speculative movement and is apparently not warranted by costs of production. The general prosperity of the country, as indicated by the promise of bounteous crops, is regarded as an assurance that the general public will stand for the high prices at least so far as this year is concerned.

A Paterson, New Jersey, elevator operator, subject to epileptic fits, has confessed to having started a fire which caused \$300,000 damage to a local department store, injured twenty-two firemen and endangered the lives of three hundred employees. It is alleged that this pyromaniac came from Texas several years ago. Investigators learned that several fires had occurred in establishments where he had been employed, and upon being confronted with this record, he was induced to confess.

An unusual case of arson for revenge came to light when a fourteen-year-old Brooklyn girl of Italian parentage confessed to having started a fire in a closet in the public school she had attended because she was unable to secure her working papers.



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**GRAND RAPIDS
SAVINGS BANK
FAMILY!**

33,000 ☐ Satisfied Customers

know that we specialize in
accommodation
and service.

THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

United Motors Co., Grand Rapids



We want responsible agents in every town. Write us for terms. In towns where we are not represented, we will make truck buyers an exceptionally attractive offer.

Send for illustrated catalogue.

690 North St.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

117-219 Pearl St. near the bridge, 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

UNITED AGENCY

ACCURATE - RELIABLE
UP-TO-DATE

CREDIT INFORMATION

GENERAL RATING BOOKS

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

Superior Special Reporting Service

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GENERAL OFFICES

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Gunther Bldg. 1018-24 S. Wabash Avenue

Fourth National Bank

United States Depository



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

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

LAVANT Z. CAUKIN, Vice President
ALVA T. EDISON, Asst Cashier

Red Crown Gasoline for Power

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

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

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

For sale everywhere and by all agents and agencies of

STANDARD OIL COMPANY

(INDIANA)

Chicago

U. S. A.

Nearly All New Stock Companies German Owned.

President R. M. Hurd of the Lawyers Mortgage Company has sent a circular letter to fire insurance companies asking information as to their re-insurance, in which he asserts that 95 per cent. of neutral European companies organized since August, 1914, are German-owned or of German affiliations. President Hurd in his letter says:

"On May 7, 1915, the day the Lusitania sank, the Lawyers Mortgage Company cancelled all of its fire insurance in German companies and will never again accept a policy in any German company. When the United States entered the war this company declined to accept policies in any company which re-insured in any German or enemy company. We have recently decided to accept fire insurance only in American, British and French companies doing a direct writing business.

"We now propose to accept fire insurance only in companies which do not re-insure any portion of their risks in any neutral companies organized since August, 1914, to avoid the possibility of doing business directly or indirectly with any company which could possibly be under suspicion of being owned, controlled or dominated by German interests or persons with German affiliations.

"Our information, from a source that we consider reliable, is that of the neutral companies organized since August, 1914, 95 per cent. are German-owned or of German affiliations. With a view to feeling sure that none of the policies in our possession, which amount to more than \$145,000,000, depend directly or indirectly upon German re-insurance, we venture to enquire whether your company re-insures its risks directly or indirectly in any neutral European company organized since August, 1914, and if so, in which companies?"

Detroit National Fire Re-organizing Its Field.

The Detroit National Fire Insurance Company, in the re-organization of its agency plant under the new officers of the company, has deemed it advisable to re-insure part of its outstanding liability with a view to rearrangement of the territory in which it will for the present conduct its agency business. The Hartford Fire

Insurance Company has re-insured all the outstanding liability of the company received through agency channels. The Detroit National retains the major portion of its agency plant in Michigan and will develop its business in its home State and in nearby states, but will not continue any agencies in the Far West nor in the East. The officers hold that the logical place for the company to build up its agency plant is in the Middle West.

In re-insuring its agency business in the Hartford Fire the Detroit National has adequately protected the interests of its policyholders and agents and can retire from the various Eastern and Western agencies without causing trouble to its agents in those sections. The company, having decided to do business nearer home, entered into the re-insurance arrangements largely influenced by desire, fully and properly, to protect the interests of its agents and policyholders and cause them no trouble, as it would have done if it had simply withdrawn or cancelled all or part of the outstanding policies in the faraway sections.

Open Letter to Hon. C. L. Glasgow.

Grand Rapids, May 23—You need not take the trouble to render me any accounting of your stewardship. I am satisfied without any detailed enumeration of your achievements. You have more than justified the effort I made some years ago to secure your appointment at the hands of ex-Governor Warner.

Now that you have divorced yourself from party politics, by all means stay divorced.

You have a good business which ought to afford you a good living. You have a fine wife and a comfortable home. You have before you a wonderful world which you ought to explore and hundreds of friends whom you have never had time to utilize and appreciate. Be content with the honors you have won and the distinction you have achieved as a faithful public servant who discharged the duties of his position with singular fidelity and made a record which time will never efface so long as the records of Michigan are prepared and read by men of appreciation and discrimination.

E. A. Stowe.

SAVE MONEY by insuring in the

Michigan Mercantile Fire Insurance Co.

Mich. Trust Bldg. Grand Rapids, Mich.

Assets \$3,099,500.00



Insurance in Force \$55,088,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policy Holders

\$4,274,473.84

Paid Policy Holders Since Organization

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Vice-Pres.
JOHN A. McKELLAR
Vice-Pres.

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

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

SURPLUS TO POLICY HOLDERS \$477,509.40

Bristol Insurance Agency

FIRE, TORNADO AND AUTOMOBILE

Insurance

FREMONT, MICH.

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

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

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

Write us for further information. All letters promptly answered.

C. N. BRISTOL, Manager and State Agent.

What is Mutual Fire Insurance?

It is the principle of self-government of government "of the people, by the people and for the people" applied to the fire insurance business.

Do you believe in that principle?

Then co-operate with the

Grand Rapids Merchants Mutual Fire Insurance Co.

327 Houseman Bldg., Grand Rapids, and save 25% on your premium. For 10 years we saved our members thousands of dollars annually.

We pay our losses in full, and charge no membership fee. Join us.

Fire Insurance that Really Insures

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

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

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

MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

INSURANCE AT COST

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

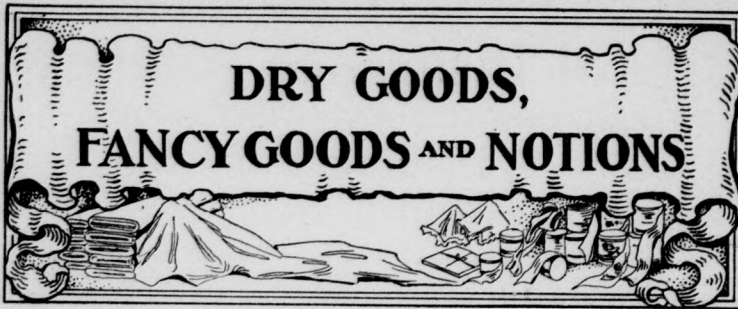
No membership fee charges.

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

MICHIGAN SHOE DEALERS MUTUAL FIRE INSURANCE COMPANY

FREMONT, MICH.

One of the Strongest Companies in the State



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

THE HELP QUESTION.

The Biggest Problem Which Confronts the Merchant.

Marinette, Wis., May 26—I need scarcely say the help question is the greatest problem with which the merchant has to deal.

Good help surely is worthy of our most serious consideration.

In the first place, then, I would say that to be a success in the discharge of this all important duty of securing efficient help, the merchant or superintendent in charge of this department of the work must be a conservative, studious, well balanced man in order to be a good judge of human nature. Many of us who have been in the game for twenty or more years know how easily it is to pick a lemon, occasionally, when we thought we were picking a peach!

The recent war has of course added greatly to the difficulty of securing good help to fill the places of the many noble, true, patriotic men and women who obeyed the call of their Country. And right here, I want to say we take off our hats to the hundreds of thousands of patriots who gave up position, home, family and money, and volunteered their services to their country.

And now we must not forget the boys who are coming back. Most of them will be better men to take their places in the world's work because of their better understanding of one another, because their metal has been severely tested; and they are returning to the store, the office and the shop, full of new hope and ambition to take up their work with greater earnestness than ever before.

To attempt to cover the entire help question of a large business house would take up more time, than could be given to one man in a gathering of this kind, so I will confine my thoughts to managers, buyers, assistants and salespeople.

We will start, then, with the president, manager or proprietor of the store, as the case may be. He must hold himself responsible for the choice of men or women who are to be his right-hand people all the time. If his business is limited, he will of necessity try to select an all-round man as familiar as possible with the various departments he is to buy for and manage. If the different departments thrive under his good and wise management, he will in turn need good assistant buyers and managers to help him.

I am a firm believer in advancing my help. I believe in holding the banner high, encouraging my under-studies to advance to higher offices and greater responsibilities, and rewarding them accordingly with better salaries or percentage of increased sales or profits, as the case may be. Such is the policy of our house.

I fully believe the mistake is often made by employers of overlooking some of the promising, trustworthy, reliable salespeople who have made

good up to the limit of the responsibility that has been given them; and outside help are selected to fill positions that might better be filled by your present employees.

I don't mean by this that you can always find the right person in your own house to fill important positions; but in many cases you overlook a good prospect, when with a little special training, study and encouragement you would develop marvels of loyalty, and hard, earnest workers for your establishment.

You are all familiar with the parable of the talents. The Lord when he was leaving home called his servants or "managers," as the case may be, about him, and said, "Here I leave all my goods in your charge. Do the best you can for me while I am absent. Here is a little extra cash to operate with in case some extra good bargains show up during my absence."

Then he handed five talents to one manager, two to another, and one to another, each man according to his ability. After his return he called for a report from his managers. The one with the five talents said, "Lord, I traded around with your five talents until I gained five more." His employer said, "Well done, good and faithful servant, thou hast been faithful over a few things I will make you ruler over many things." He also commended the man with two talents in the same way, but when he called for a report from the doubtful servant, the one to whom he had given only one talent just to try him out, this pessimist or kicker spoke up and said, "Sir, I knew thee that thou art a hard man, reaping where thou hast not sown and gathering where thou has not strawn; and I was afraid to take any chances, so went and hid thy talent safely in the earth. Here it is, just as you gave it to me."

Well, you know the story. The employer rebuked him for his slothfulness and turning to the manager who now held the ten talents, he said: "Take the one talent away from this pessimist and get rid of him."

And I think this is exactly what every employer should do with the kickers: Get rid of them.

To operate a successful business on the lines I mention, we will all readily see the importance of starting our plan on a solid foundation. That is, we should study with great care the young applicants, young men or women, who apply for even a very modest or humble position, if we expect to advance them as they show character, progress, and ability for advancement.

The first step in engaging new help is, I would say, if the application comes in by mail, to have a supply of carefully worded application blanks which when filled out correctly will give the manager a pretty good idea of the applicant, and saves the embarrassment of asking in person such questions as would appear on the list. Then, if things look fairly satisfactory, the next step is a personal interview, during which a careful study should be made of your applicant's features, general appearance, tone of voice, expression of the eyes and mouth, and style of clothes. References should be carefully looked up in advance, and not after you have engaged your applicants and set them at work, a rather common error that



"Apex" Underwear is a fast selling line

Speeding up the sales in the underwear department is a favorite pastime for "APEX" underwear. And no wonder—when you consider the unequalled features of merit that "APEX" has.

It is the fast selling line that will increase your sales and profits and give unusual satisfaction in fit, comfort and wear.

Is your underwear selling at top speed? "APEX" will help make it so.

The Adrian Knitting Company
 Adrian, Michigan

I have known to happen among some of the larger stores. I know personally of some cases where we were obliged to release undesirable people who found employment elsewhere and worked there for months before information was asked for from us.

When a position is applied for in person, of course the personality should first be looked over, and then the blank given to be filled out if the party looks promising.

Perhaps the most important thing to be considered at present on the help question is the much talked-of legislation as to minimum wage. Some of the states, as we all know, have already passed laws on this question, and not to the satisfaction of many merchants as far as I have heard. As a rule, merchants remain silent in too many cases, and when they wake up to the real conditions of things it is too late to take action to oppose some of the foolish measures that are often passed by lawmakers who are not in a position to judge business matters or business laws correctly.

I therefore digress a few moments to say I believe our merchants do not get together often enough in meetings such as this Dry Goods Reporter Conference to discuss our problems and take steps to oppose whatever unjust or unnecessary laws are being agitated in our state legislatures.

While I have not taken the time to study up the exact wording of the rules laid down by some of the states that have adopted or advocated laws on this minimum wage question, I intend to do so. I feel keenly the importance of every merchant looking into this matter at once and becoming thoroughly posted on the question.

Let us assume that Illinois, Wisconsin, and other neighboring states should pass laws that would require us to pay inexperienced new help from, say, ten to twelve dollars per week after only six months' experience. I think most of us realize that

such laws would work hardship to many merchants as well as to those seeking employment.

Think of the number of families that depend so much on the local merchants to find some place in their store, as stock-keepers and helpers, for sons or daughters who might be able to earn seven or eight dollars per week, but who, on the other hand, might work there for a few years before their services would be worth ten or twelve dollars. Many poor girls now employed under these conditions would be forced out of their positions, and what would become of them?

Would it not seem only just, if our states should pass such laws as these, that provision should also be made by the state to furnish means of education through our public schools in the way of special instructions for young people desiring education in salesmanship that would place them in a position to intelligently qualify as salespeople?

This would seem no more than fair to the merchant who is already trying to do his best in advancing his employees as rapidly as they show progress.

I might further state that the progressive spirit of the average business houses to-day that are constantly urging their help to work for their own advancement by offering them rewards of weekly or monthly bonuses, etc., is a far better and more just plan than any state legislation can offer to the employee.

If you will pardon a personal reference, I would add that Lauerman Brothers Company have adopted the bonus plan, and it is working to the great satisfaction of both employer and employees.

Referring again to educating employees for their respective duties, I know that this is a branch of the business too frequently neglected by business firms.

It is not fair to either employee or employer to hire a salesman or woman of little or no experience, place them in a department, and not notice them again until they ask for an advance in pay. If you find they have failed to make good, you are largely to blame, for you have taken little or no interest in the details of their work or duty.

Every progressive house should therefore have an educational department where regular classes would be in session for about forty-five minutes or more, once or twice a week.

M. J. Culnan.

The Shrewd Man.

A man spoke of another as shrewd in making a bargain. We don't like that word shrewd. It has a sinister look. While it has the meaning of insight and keenness, these qualities are tainted with a selfish purpose. The primary meaning of shrewd is curse—a judgment against a person who is turning every circumstance to his own account.

It is the opposite of frank. It is bending a transaction to one's own benefit by hiding what is prejudicial to another. It has the quality of being keen, artful, sly, which means taking advantage of another. It is a poor trait, one that should not make a man proud.

But it is passing away. It is not so fine a distinction to be proud of as it once was. There is much of it yet but business is fast learning that it is best to be frank, above-board, cover up nothing, straightforward. These are the characteristics of a true business man.

If a man is shrewd he must be

watched; if he is candid you can meet him on the square, trust to what he says, get what you buy and pay an honest price. The successful business men have found that out. They do not want a shrewd man even in their own employ, for he will have to be watched.

One Way to Know Him.

A wild-eyed, dishevelled-looking woman burst into the local police station.

"My husband has been threatening to drown himself for some time," she cried hysterically, "and he's been missing now for two days. I want you to have the canal dragged."

"Anything peculiar about him by which he can be recognized, supposing we find a body?" enquired the inspector.

The woman hesitated, and seemed at a loss for a minute or two. Then a look of relief slowly overspread her face.

"Why, yes," she exclaimed at last, "he's deaf!"

We are manufacturers of
Trimmed & 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.

Send Us Your Order Now

Wholesale Distributors of the Following Well Known Merchandise:

Genuine "B. V. D." Underwear
"Sealpax" Underwear
"Cumfy-Cut" Underwear
"Hanes" Underwear
"Springtex" Underwear
"Vellastic" Underwear
"Wright's Health" Underwear
"High Rock" Underwear

"Bear Brand" Hose
"Burson" Hose
"Ipswich" Hose
"Nelson" Hose
"Durham" Hose
"Rockford" Hose
"Nashua" Blankets
"Hallmark" Dress Shirts

"Uncle Sam" and "King Kole" Work Shirts

Also One of the Largest and Most Complete Lines of Overalls, Sweaters, Men's and Boys' Pants, Flannel Shirts, Wool, Leather and Canvas Gloves.

Exclusive Wholesale Distributors for Famous "Soo Woolen" Mills Products

Symons Brothers & Company, Saginaw, Michigan

If I Knew You and You Knew Me.

There are retailers who talk a great deal about the necessity for co-operation between the business men of a town and speechify on the desirability of "keeping trade at home."

And yet, some of these retailers will pass their brother retailers up, when it comes to buying things for their own use. For instance, a dry goods dealer while in the market will buy a piece of furniture through the wholesale house with which he does business. Or one of his boys wants a saddle and he will ask his wholesale house to procure one from a saddlery concern. It will be shipped to him with other goods, and the first time the local harness dealer will know about it, is when he sees the boy out riding.

If there is any difference between such a retailer and a farmer who buys from a mail order house, the difference is in favor of the farmer, for he knows no better. He has been told so often by the mail order people that he can buy to the best advantage in every way from the "direct" concern, and he has had no education in regard to the importance of upbuilding his community, while the retailer knows, or should know, that his interests are best served by co-operating with his brother retailers.

"But a little thing like that doesn't cut much figure," some of our retailer friends will say. "Why shouldn't we take advantage of the opportunity to save money on the things which we want for our personal use?"

Suppose, Jones, the dry goods man, buys a kitchen range from the hardware jobber from whom he secures his upholstery hardware and "saves," say \$15. That \$15 "saving" is made at the expense of Smith, the local hardware dealer, who therefore does not feel very kindly toward Jones and at every opportunity makes it a point to send his customers to Williams, the competitor of Jones, besides of course, buying his own dry goods either from Williams or through some wholesale house with which he may have dealings in a regular way. So, after all, the \$15 "saving" may prove an actual loss to Jones.

But that isn't the worse feature:

The people who live in your trading territory know that you do not patronize your brother retailers. They know that if you want something not

in your own line, for use in your home, you send away for it, instead of getting it from your home town stores, and naturally they argue, that if it is right for you to send away, it can't be wrong for them.

How much better it would be, if when we want something for our own use, that we do not regularly carry in our own stock, but which one of our brother retailers sells, we go to him and buy it from him. In nine cases out of ten he will sell it to us at a lower price than he ordinarily charges, but even if he doesn't, we have shown our good-will toward him, and good-will is one of the things which are sorely needed among the retailers of many communities.

Velvet Hats Delayed.

One effect of the recent express strike, according to the bulletin of the Retail Millinery Association of America, may be the further delay of the general introduction of velvet hats into the retail store displays.

"The strike tied up fill-in orders," it says, "delaying the shipments in some cases two weeks or more. The goods, however, should be accepted by the retailer and sold at regular prices. There will be plenty of business to be had, even on delayed shipments. The longer a retailer keeps seasonable merchandise 'good,' the longer will be delayed the showing of velvets, which means an automatic reduction in the value of seasonable merchandise."

"As soon as a retailer shows a velvet hat the consumer believes that the seasonable merchandise is to be sacrificed, and she therefore retards her buying until such time as she can secure her hat cheaply. If, however, 'regular' merchandise has been delayed two weeks, as some manufacturers claim, retailers will not show velvets. This is another influence to bring millinery down to a sane merchandising basis. There is a silver lining to every cloud."

Underwear Factory in Manila.

A large factory for the manufacture of underwear is to be established in Manila by Filipino and Spanish capitalists. The organizers plan to secure the necessary machinery in Spain and the yarn used in the making of the goods is to be bought in the United States.

More Announcements

1

In line with our policy of giving service and selling what the people want, we take pleasure in announcing the appointment of our Mr. F. J. Seibel as Manager of our Hosiery and Underwear Department, same to be effective immediately.

2

Heretofore we have concentrated our efforts on our brand of Lincoln Mills Underwear and Hosiery but from now on, it is our purpose to sell all the well-known brands. We have just put in a complete line of BEAR BRAND HOSIERY and it is our purpose to stock such other lines as the trade wants. In stocking these known brands and lines we do not intend to carry merely a few numbers but will have a complete assortment and stock in all sizes, at all times. We will be glad to add such other lines from time to time as the trade may desire and we would appreciate any suggestions you have. We are located in the center of this territory and at your service. We can purchase and sell as cheap as anyone and can save you on both time in getting your shipments and expense, so if you have any preferences, let us know.

3

We take pleasure in announcing the following additions to our sales force:

1. Mr. J. B. Hagle formerly of A. J. Brown Seed Co. will cover Muskegon, Grand Haven, Holland, Allegan, Hastings, Kalamazoo, Battle Creek, Jackson, etc.

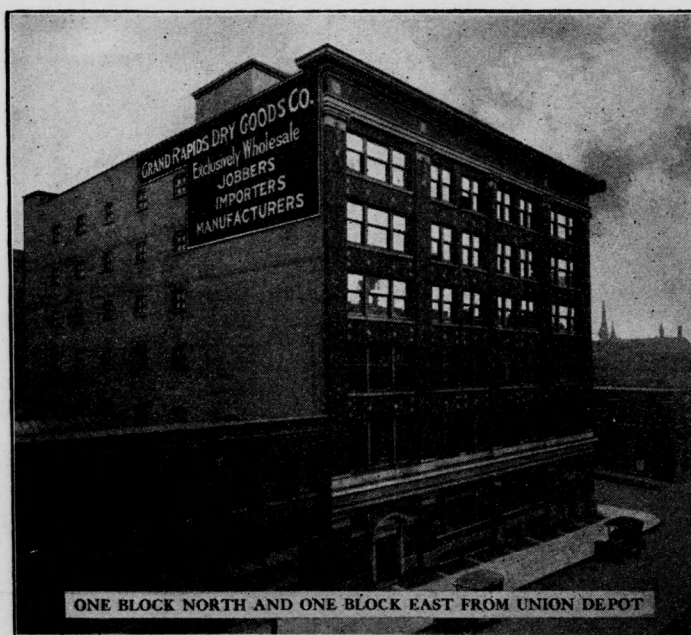
2. Mr. R. M. Campbell formerly of Butler Bros. will cover the territory in Southern Michigan.

3. Mr. J. T. Bookey formerly with Mitchell Bros. at Jennings, Mich., will cover the Eastern part of the state, with headquarters in Bay City. If the business warrants it, we will be glad to establish a branch house in that territory.

Every merchant who has ever been here on CITY DAY will tell you that you have missed a lot if you do not come to see us on CITY DAY. On EVERY WEDNESDAY you will find REAL BARGAINS in EVERY DEPARTMENT of our House. This is not only for city but out-of-town merchants and it doesn't matter how far you live from Grand Rapids, because the values which you get on CITY DAY will more than compensate you for the time and expense in coming here.

Prices are still advancing and we have had to advance our list a little but we are holding it down as much as we can.

We have had many favorable comments on our improved shipping service. You had better have our salesman take care of you or send us your order by phone or mail NOW.



PROMPT SERVICE

Exclusively Wholesale

No Retail Connections

Bear Brand Hosiery

Made by the

Paramount Knitting Co.

We sell the following NUMBERS:

Sandow	Bearskin	Engineer and Fireman
Rider and Driver	Paramount	Record
Tuscumbia	Parafit	Paraqueens
Panama	Two-Step	

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



**BEAR BRAND Record Sox Have Reached
the Top for Quality and Wear.**

BEAR BRAND RECORD SOCKS

Another dandy selling number—Record in name—in quality—in value and in wear. It has reached the top for service, durability and satisfaction. Colors: Black, brown, gray, white, slate, navy blue and Palm Beach. Sizes 9½ to 12. Price per dozen, \$2.15.

*The following numbers in men's goods:
These prices in effect east of Salt Lake City*

ENGINEER AND FIREMAN—Carded yarn, medium weight Men's two-thread half hose with three-thread heel and toe. Finished in black, brown and slate. Size 10½, weight 25 ounces. Size 10½, 136 needles. Per dozen \$2.00

RIDER AND DRIVER—Carded yarn, medium heavy weight Men's two-thread half hose, with three-thread heel and toe. Finished in black and brown. Size 10½, weight 29 ounces. All sizes 124 needles. Per dozen \$2.15

RECORD—Combed yarn, light weight Men's two-thread half hose, with three-thread heel and toe. Finished in black, brown, gray, white, slate, navy blue and Palm Beach. Size 10½, weight 17½ ounces, 172 needles. Per dozen \$2.15

MOCCASIN—All mercerized light weight Men's half hose with high spliced heel, crow foot stitch sole, three-thread heel and toe. Finished in black, white, brown, gray, slate, navy blue and Palm Beach. Size 10½, weight 17 ounces. Size 10½ on 220 needles. Per dozen \$3.00

BANKER AND BROKER—Improved "BEAR BRAND" special knit hem top. Extra light weight, silk lisle, half hose; knitted from two-ply doubled and twisted, highly mercerized yarn. Has double foot and four-ply heel and toe. Finished in black, brown, navy, gray, slate, white and Palm Beach. Size 10½, weight 15 ounces. Per dozen \$2.25

ENSIGN—Extra light weight, 220 needle mercerized Men's hose, double foot and four-ply heel and toe. Finished in black, brown, navy, gray, slate, white and Palm Beach. Size 10½, weight 15 ounces. Per dozen.....\$3.00

TUSCUMBIA—Plaited Fiber Silk over cotton Men's half hose with extra long combed yarn, two-thread advanced toe and three-thread heel and toe. Finished in black, white, gray and Palm Beach. Size 10½, weight 15 ounces All sizes 188 needles. Per dozen.....\$3.30

PARASILK—Plaited Fiber Silk over mercerized Men's light weight half hose, with high spliced heel, crow foot stitch sole and three-thread heel and toe. Finished in black, white, brown, gray, slate, Palm Beach and

navy blue. Size 10½, weight 17 ounces. Size 10½ on 220 needles. Per dozen\$4.25

BARONET—Plaited Fiber Silk over mercerized Men's light weight half hose with high spliced heel and double sole and three-thread heel and toe. Finished in black, white, brown, gray, slate, Palm Beach and navy blue. Size 10½, weight 17 ounces. Size 10½ on 220 needles. Per dozen \$4.37½

PARAMOUNT—A pure thread silk sock with the improved "BEAR BRAND" special knit hem top. Finished in black, white, brown, navy blue and gray. Size 10½, 13 ounces. Per dozen\$4.50

BEAR BRAND Hosiery is distributed entirely through your jobber, giving you a source of supply which means prompt delivery, low freight rates, clean fresh stocks and quick turnover profits.

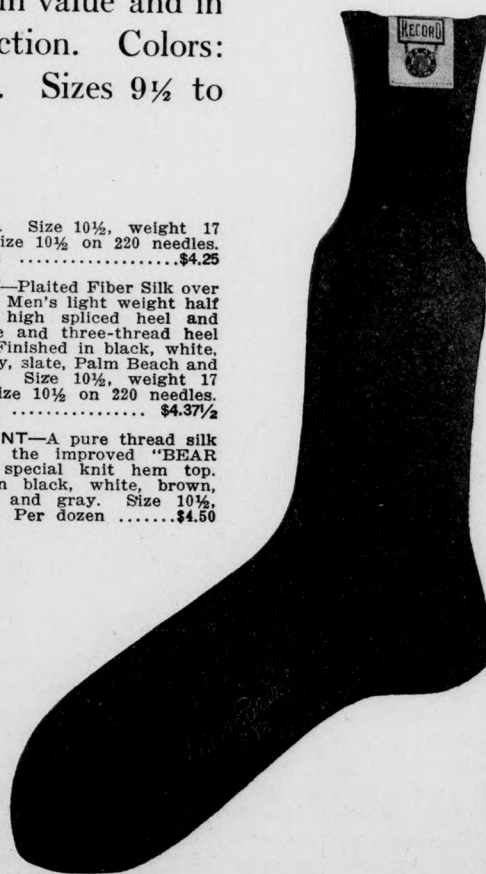
WRITE FOR NAME OF JOBBER NEAREST YOU

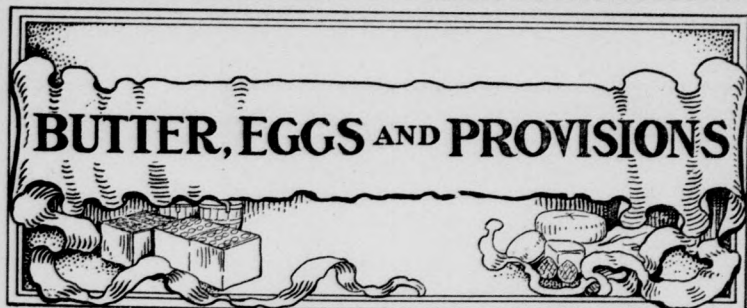
PARAMOUNT KNITTING CO.

Hunter Bldg.

MANUFACTURERS

CHICAGO





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.

Egg Inspection Rules to Take Effect June 1.

No. 1. Shippers of eggs shall be required to note on shipping order and Bill of Lading:

1st. The character of the shipment, whether Current Receipts, Rehanded Current Receipts, Rehanded and Repacked Eggs, Storage Packed Eggs, Checks or Dirties, and the number of cases of each.

2nd. The particular identification mark appearing on cases containing different grades, as for example:

400 cases storage packed (N/M), no mark.

40 cases dirty eggs, marked "D."

10 cases checked or cracked eggs, marked "C."

If no marks billing must so read.

3rd. Number of cases, separately that are not packed with full thirty dozen and extent of shortage.

Rehanded and Repacked Eggs consist of eggs rehanded and repacked in new standard cases with new flats, fillers and cushions in accordance with classification requirements.

Note—New standard cases, fillers and flats shall be considered new and standard when in good condition and moving in direction of market from points first used.

No. 2. Upon arrival at destination of shipments of eggs in carload or less carload lots, consignee or his authorized representative shall have the privilege, before eggs leave the possession of carrier (see Exception) and under supervision of carrier's representative, of lifting the lids of 20 cases in any carload or of 25 per cent. (25%), with a maximum of twenty cases, of the cases of any less carload lot chosen by him and of examining the top layer thereof for the purpose of ascertaining whether such cases contain damaged eggs.

However, carload shipments consigned to cold storage warehouses or packing plants may be inspected at those plants. Inspection shall be made only in presence of authorized representative of carrier.

If such examination shows no evidence of damage, it shall be considered complete and final for the entire shipment and a good order receipt shall be required of the consignee.

If such examination, however, discloses damage, consignee shall have the right to make further examination of shipment and to set aside all cases

containing damaged eggs. Joint inspection of all such cases set aside shall be conducted by representative of carrier and consignee, or his representative, and extent of damage together with facts pertaining thereto shall be noted on paid receipt or other document and signed by joint inspectors.

Exception to Rule 2.

At Boston, New York and Philadelphia the following rules will apply:

Where consignments of eggs are received at shipping point and receipted for as in apparent good order (contents and condition of contents of package unknown) and arrive at destination in apparent good order and no cases show external evidence of damage, and where none of the cases has been recoopered in transit, and where no part of the load has shifted in the car, and where a carload has not been transferred from one car to another, no inspection of the contents of any of the cases will be permitted before delivery thereof to consignee, and consignee will be required to accept and receipt for same, subject to the same conditions under which the shipment was received for transportation; namely, as in apparent good order (contents and condition of contents of packages unknown).

Where consignments of eggs are received at shipping point and receipted for as in apparent good order (contents and condition of contents of packages unknown), if it has been necessary for the carrier to recooper any of the cases during transportation or to transfer a carload from one car to another, or if the load or any part of it has shifted, or if cases in the shipment show external evidence of damage, the consignee shall be entitled to inspect the contents of all the cases he may deem necessary to determine the condition of the shipment, such inspection to be made jointly with carrier's representative and a receipt shall be given in accordance with ascertained condition of the shipment.

No. 3. Where the carrier determines that space at the carrier's station does not admit of the examination there of a given shipment which requires inspection, the consignee shall be entitled to demand an examination of such shipments at his own warehouse. Upon demand made therefor at the time of delivery even though space does so admit, the carrier may at its option elect to have the examination at the warehouse of the consignee or such other place as the two may agree. Such inspection shall be a joint inspection and shall be made within twenty-four (24) hours after

Packing Stock Butter

We offer FORTY-FOUR cents a pound net delivered Chicago, for any

Good Packing Stock Butter

up to 5,000 pounds from any one shipper, to be shipped up to and including June 9th.

Mail invoice and make draft for 80%, with Bill of Lading attached, if you wish.

J. H. WHITE & CO.

221 W. South Water St.

CHICAGO, ILLINOIS

Money Saved by Buying Your EGG TESTER

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

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



Rebuilt Cash Register Co.

(Incorporated)
122 North
Washington Ave.
Saginaw, Mich.

We buy, sell, exchange and rebuild all makes.
Not a member of any association or trust.
Our prices and terms are right.
Our Motto:—Service—Satisfaction.

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

Candle Eggs With the Grant Da-Lite



Four Candler
For Electric Light
Use, \$5

Equipped for
Batteries, \$7

Equipped for
Coal Oil
Lamp, \$7

Laws are being introduced before the various Legislatures which will compel all grocers and hucksters to candle eggs. Some states have already passed these laws, so that it is necessary that you candle eggs in the near future.

The Grant Da-Lite Egg Candler requires no dark room to be built and its original cost is even less than the cost of constructing a dark room for any other form of candling device.

The Grant Da-Lite Egg Candler are being used by practically all the produce dealers in the U. S. as well as thousands of retail grocers. Ask your produce dealer about the Grant Da-Lite.

The following distributors have all models of the Da-Lite Egg Candler in stock. Send your order direct to your nearest distributor:

Toner Commission Co., Detroit, Mich.
Kent Cold Storage Co., Grand Rapids, Mich.
Brandt & Co., Cleveland, Ohio.
Northwestern Egg and Poultry Co., Eau Claire, Wis.
Indiana Board & Filler Co., Decatur, Ind.
M. J. Power Co., Madison, Wis.
Fairmont Creamery Co., Columbus, Ohio.

Write for literature describing the different models.
A Model for every use.

GRANT MANUFACTURING CO.

208 N. Wells St.

CHICAGO, ILL.

delivery of the eggs by the carrier. The carrier shall have the right in such instances to mark the cases so delivered or examined, for the purpose of identification. No cases shall be opened until both parties are present.

No. 4. Upon the discovery of eggs deteriorated by heat, cold or wet in any shipment, not later than twenty-four (24) hours after delivery, the consignee shall be entitled to a joint examination of the entire contents of the shipment to determine the damage from such causes, provided demand is made therefor within such time.

No. 5. On consignments of eggs where order bills of lading are endorsed to allow inspection, such inspection will be permitted only for the purpose of ascertaining the quality or grade of the contents of the packages.

No. 6. In connection with shipments of eggs, except storage packed eggs, storage packed dirties and re-handled and repacked eggs, if not more than five per cent. (5%) of the eggs are damaged, no claim will be allowed. Where damage exceeds five per cent. (5%) claims shall be allowed for all damage in excess of five per cent. (5%) if investigation develops carrier's liability.

Each case shall be used as a unit, provided information is furnished the carrier by point inspection or otherwise of the damage in each case. In other instances the consignment shall be the unit.

No. 7. In adjustment of claims for damage, the notation made on paid freight receipt or other document by joint inspectors shall be considered conclusive as to extent of damage. Any investigation necessary for purposes of determining carrier's liability for such damage shall be made promptly and claims shall be settled upon their merits.

No expense incurred by consignees in the ascertainment of damage will be allowed. In case of carrier's liability, actual and necessary charges incurred for labor and material in reconditioning the damaged cases and contents showing damage shall be borne by the carrier. If, by reconditioning any damaged case or contents, there shall result an enhanced value because of such reconditioning of

such case or contents, such increased value shall be credited to the claim.

Brands Egg Substitutes Frauds.

The constant appearance on the markets of cake powders and egg substitutes has made necessary further warnings sent out by the department of home economics at the University of Illinois.

Analysis of samples of these various substitutes by Charles H. La-Wall, chemist of the Pennsylvania department of agriculture, have proved that "they are wicked frauds which add to the already high cost of living by making people pay an excessive price for a little corn starch and casein under the impression that they are saving money."

Tests of ten kinds of substitutes on the markets show that they contain a small per cent. of casein, a large per cent. of starch, and are colored with a permitted coal tar color. They do not represent egg contents, containing starch, which is foreign to eggs, and being devoid of fat, which eggs contain.

Chairman Hays's announcement that no gifts of more than \$1,000 will be received from any one for the coming Republican campaign means much to both party and Nation. Beyond a certain point, voluntary limitation of this sort can effect more for purity in politics than can legislation, which it has seemed almost impossible to draw in a manner defying evasion. And Mr. Hays's proposal is bolder than any yet earnestly advanced for legal embodiment. In 1908 the Democratic National Committee announced at Bryan's request that no gifts would be received in excess of \$10,000 from any individual; and under Bryan the Democratic attitude was supposed to be extremely tight-laced. It is to be assumed that Mr. Hays's declaration will be observed in spirit as well as letter, so far as possible, and that large gifts to state and local campaign agencies, and artificially distributed contributions, will be guarded against. As a strategic move, the policy should richly repay the Republicans. The party of Hanna has been exposed to charges of undue intimacy with large corporations and the moneyed interests; Chairman Hays is throwing up in advance strong intrenchments against a renewal of attack from that quarter.

It's a Good Business Policy to know that

Your Source of Supply is Dependable

You can

Depend on Piowaty

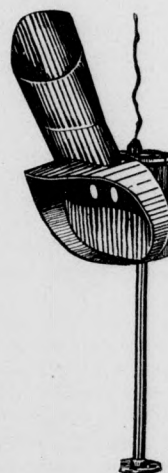
M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

Branches: Muskegon, Lansing, Bay City, Saginaw, Jackson, Battle Creek, Kalamazoo, Benton Harbor, Mich.; South Bend, Ind.

OUR NEAREST BRANCH WILL SERVE YOU

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.

We are Western Michigan agents for Grant Da-Lite Egg Candler and carry in stock all models. Ask for prices.

KENT STORAGE COMPANY, Grand Rapids, Michigan

E. P. MILLER, President

F. H. HALLOCK, Vice Pres.

FRANK T. MILLER, Sec. and Treas.

Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

MOORE'S SPICES

We pack spices in 15c, 10c and 5c sizes, we are also prepared to furnish bulk spices at attractive prices.

The quality of our spices are simply the best the market affords, our spice buyer is very particular as to quality.

It is a great relief to the retail merchant to know that what he sells will give his customer complete satisfaction, Moore's products have that reputation with Moore's customers, why not join our list of happy buyers?

THE MOORE COMPANY, Temperance, Mich.



WE ARE HEADQUARTERS
WHOLESALE

Fruits and Vegetables

Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company

GRAND RAPIDS

:::

MICHIGAN



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.

June Weddings Spell Opportunity for Hardware Dealer.

Written for the Tradesman.

In merchandising, it is always sound policy to anticipate the demand in your publicity efforts. So late in May is not too early to start advertising for the June wedding gift trade.

This trade naturally divides itself into two categories.

First, there are wedding gifts proper—usually fairly expensive articles, purchased by relatives, intimate friends or other wedding guests.

Second, there are the smaller articles in demand for kitchen showers, tinware showers, graniteware showers, and similar preliminary social events.

Indeed, to be accurate, the shower trade should be placed first and the gift trade second; since, as a rule, the showers precede the wedding itself, and the sale of the smaller gifts will naturally come first.

The vogue of "quiet weddings" is increasing, and the big, sumptuous affairs to which practically the entire community was invited are far less frequent than they were many years ago. Yet every bride or prospective bride has her circle of less intimate friends, who don't expect to attend the wedding itself, but who appreciate an opportunity to testify their personal regard. Hence has arisen the custom of giving showers. Some friend of the bride-to-be invites a circle of less intimate friends to a little party, there is social entertainment and refreshments, the bride-to-be is there to be congratulated, and the guests of the evening bring little gifts. Kitchen showers, linen showers, woodenware showers, and the like, are typical of these popular little social events.

So it will be timely the latter part of May or early in June for the hardware dealer to put on a kitchen shower display, featuring small articles suitable for useful and inexpensive gifts. Or the window may embody a number of suggestions as to showers—such as tinware showers, granite-ware showers, woodenware showers, aluminum or electric showers. A careful canvass of your stock will bring to light a host of useful and comparatively inexpensive articles suitable for this class of giving.

The actual gift trade is a bigger thing. Popular and ornamental lines for this purpose are silverware, plated ware, cut glass, and hammered brass. Many hardware dealers now

handle some or all of these lines.

Account should be taken, however, of the modern trend toward useful gifts. Housekeeping is after all necessary to home-making, and home-making is the bride's every-day employment. No gift will be more appreciated in after years than that which saves labor, and thereby helps to keep the bride looking young.

This trend in wedding gifts is one of which the hardware dealer should take every advantage; for it tends to put the gift business more and more in his hands. In the primarily ornamental lines he has to compete with the jeweler; but in the strictly utilitarian lines he has a field of his own.

Still, the old idea of a gift as something purely ornamental is firmly rooted in the minds of a lot of people. The hardware dealer can do good work in educating the public to the new idea of the useful, helpful gift.

Thus, every new home will need a kitchen range—why not help the newly weds by giving them a range? Or a heater? Or a vacuum cleaner? Or a carpet-sweeper? Or a refrigerator? These are useful articles, yet they make excellent wedding gifts, and will be more and more appreciated as the years go by and the expenses of living pile up. A popular gift is a set of aluminum ware—complete kitchen equipment. There are a host of suggestions which the hardware dealer can make in his window display and newspaper advertising, and which will help to divert the gift trade to the hardware store.

GOODRICH BOATS

TO CHICAGO — Sunday, Monday, Wednesday and Friday Nights 7:15 p. m.

FROM CHICAGO — Tuesday, Thursday and Saturday Nights 7:45 p. m. and Monday 10 a. m.

FARE \$3.50 Plus 28c War Tax.

Boat Car Leaves Muskegon Electric Station 7:15 p. m.

Goodrich City Office, 127 Pearl St., N. W. Powers Theater Bldg.

Tickets sold to all points west. Baggage checked thru.

W. S. NIXON,
City Pass. Agent.

Foster, Stevens & Co.

Wholesale Hardware

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

TANGLEFOOT

The Non-Poisonous Fly Destroyer



The U. S. Dept. of Agriculture says in the bulletin: "Special pains should be taken to prevent children from drinking poisoned balts and poisoned files dropping into foods or drinks."

Signs of the Times Are Electric Signs

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

THE POWER CO.

Bell M 797 Citizens 4261

TAKING INVENTORY

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

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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

Sand Lime Brick

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

Brick is Everlasting

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

MORE POWER—LESS GASOLINE

McQUAY-NORRIS

**LEAK-PROOF
PISTON RINGS**

Increase Power—Save Fuel. Decrease carbon trouble—cut down running expense.



Distributors, SHERWOOD HALL CO., Ltd.
30-32 Ionia Ave., N. W. Grand Rapids, Michigan

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

It might be a good stunt to put on a window display devoted to useful wedding gifts—featuring articles which are not apt to suggest themselves to the average purchaser, yet which any newly married couple would welcome. Lay stress on the useful, and aim to educate the public to the idea of giving something useful. "Double Welcome Because Useful" is a good slogan to use in connection with such a display. Add the words, "Worth While Gifts for June Brides."

If you send out circular letters to a selected mailing list, it will be good policy in June to give some space to this line of business—and to enclose a printed list of suggested gifts. Such a list is of immense assistance to the embarrassed giver, who cannot think of something different to buy. One merchant makes it a point to keep track of what articles are being purchased for each bride, in order to avoid duplicating. If a customer wants a carpet sweeper and mentions that it is a wedding present, the merchant asks who it is for. "We have sold one for her already," he says, and proceeds to suggest some other article. This class of service is appreciated, although it entails a little extra work for the merchant. Other dealers sell gift articles on the understanding that, if duplicated, the article can be returned (in good condition, of course) and the purchase price applied upon something else in the hardware stock.

It will pay the dealer to keep track of newly-married couples. Many of them, of course, move out of town, and are lost to him as prospective customers. But every new home in the community represents a prospect for future trade. No home is ever fully equipped to start with; and it will be only a few weeks before the need is found for something else in the hardware line.

Get the names and street addresses of newly married couples in the community. Put them on your mailing list. Open your campaign, if you like, with a letter of congratulation,

or, if you prefer, with a personal call. One merchant makes it a practice to call personally as soon as the newly weds are settled with a little present of his own. Another sends a coupon by mail entitling the bride to call and secure her choice of a half dozen small, useful articles. The idea is to get acquainted, and, if possible, get the newly weds into the store.

This can be followed up by a series of circular letters every month or so.

Comparatively few hardware dealers make systematic efforts to develop business along this line. Yet it is eminently worth while to put forth a little extra effort to get in touch with these new households. The thing must be done tactfully, of course; but it can be done, and the result will go a long way toward securing new customers for your store.

Victor Lauriston.

He Belonged in Sister Smith's Dark Corner.

Sister Smith was called upon for testimony in a revival meeting. She humbly declined in these words:

"I have been a transgressor and a black sheep for a good many years and have only recently seen the light. I believe that my place is in a dark corner behind the door."

Brother Jones was next called upon following Sister Smith's meek example he said:

"I too, have been a sinner for more than forty years, and I do not think I ought to stand before you as a model. I think my place is behind the door in a dark corner, with Sister Smith."

Kent Steel Company

Grand Rapids, Mich.

**Structural Steel
Beams, Channels, Angles**

STERENBERG & CO.

**Merchandise Adjusters
and Sales Experts**

P. O. Box 122

Grand Rapids, Mich.



Wilder's Lion Taps

—
**THE BEST FOR
THE PRICE**
—

**Six Grades
15-20-25-30-35 and 50c
per pair.**
—

Each pair has nails and label with instructions for resoling shoes.

They will prove a profitable addition to your stock.

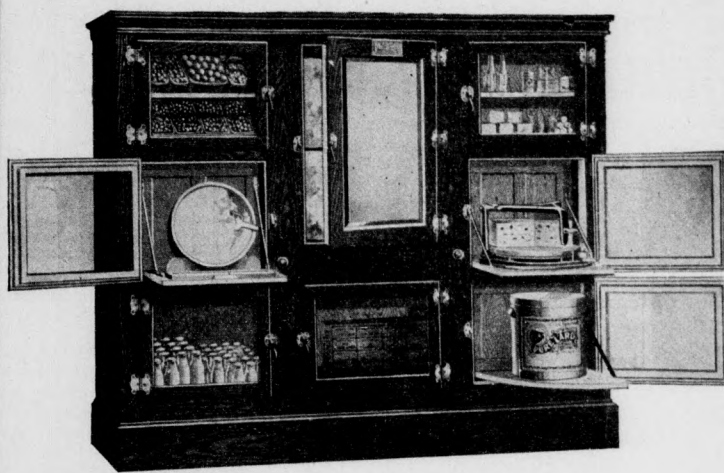
Order from your jobber today. He can get them from

WILDER & COMPANY

ESTABLISHED 1877

226-228 W. Lake St.

CHICAGO, ILL.



TRUE QUALITY and Your Store

One big reason why the McCray Refrigerator is the popular choice of the grocery trade, is this: McCray Refrigerators have *True Quality* inbuilt in them.

For a third of a century McCray Refrigerators have been built on the *True Quality* basis. The many, many satisfied owners among the leading grocers of the country, is proof that McCray Refrigerators combine convenience and design with sound principles of construction—first-class materials and workmanship enter into the McCray.

McCRAY Sanitary Refrigerators

are so made that there is a constant circulation of cold dry air through every compartment, due to the patented cooling system. Thus perfect conservation of food is accomplished—and this means everything to the grocer. The McCray is more than a Refrigerator; it is a fine display case for perishable foods.

EASY PAYMENTS

Our easy payment plan enables any customer to buy the McCray. The Refrigerator can be secured and paid for while it is in use—In fact the McCray can easily be made to pay for itself—Let us give you facts and figures.

Send for catalog that describes a great variety of designs—one to suit any grocery requirement. No. 71 for Groceries and Delicatessens. No. 62 for Meat Markets and General Stores. No. 94 for Residences. No. 51 for Hotels and Restaurants.

"Refrigerators for All Purposes"

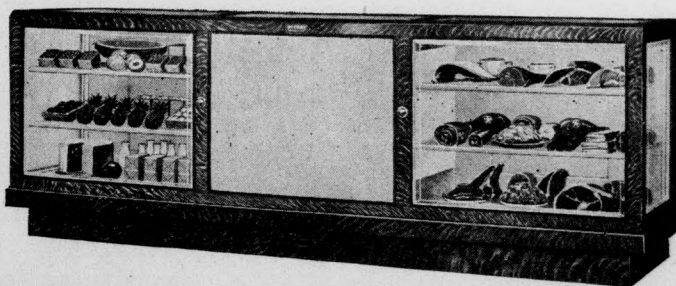
McCray Refrigerator Co.

944 Lake Street

Kendallville, Ind.

Detroit Salesroom: 14 E. Elizabeth St.

Salesrooms in all Principal Cities





Gabby Gleanings From Grand Rapids.

Grand Rapids, May 27—A U. C. T. meeting will be held Saturday evening, May 31, at 7:30 sharp to initiate candidates and attend to important matters concerning the Grand Council meeting at Kalamazoo June 6 and 7. Members are requested to attend the meeting if possible. This will be a real snappy meeting, so be on the job. Remember the date.

Corp. H. Pilkington, of Co. I, 13 Reg., U. S. Marines, who has been stationed near Bordeaux, France, has received his discharge and is spending a few days with his brother, L. V. Pilkington. His many friends will be pleased to see his smiling face at the Royal Easy chair space when the furniture season opens June 23.

J. J. Wernette, very well known among the manufacturing trade, has been spending a few days in Grand Rapids. Mr. Wernette invaded the State of California a few years ago and became so infatuated with the climate that he decided to spend the rest of his life in sunny California. Mr. Wernette with three other business men started about a year ago one of the most modern and up-to-date fruit canneries in the West, which has been in every way a great success. Mr. Wernette's advice is go West, young man.

Will De Kuyper and wife, of Fremont, will motor to Grand Rapids and head toward Kalamazoo with the delegation from here for the big doings June 6 and 7.

The U. C. T. ball team will cross bats with the Standard Oil Co.'s aggregation Saturday afternoon at John Ball Park at 2:30 sharp. All players on the U. C. T. team are requested to report to Manager Stranahan at the grounds at 2 o'clock in order to get a little practice before starting the game. All U. C. T.'s are invited to see the new ball team in action.

Mrs. Ned Clarke will pay her sister a short visit at South Bend and then proceed to meet her husband at Detroit, where they will make their home for a limited time.

Pete Fox, the well-known salesman for the National Grocer Co., has purchased the beautiful new residence on the corner of Eastern avenue and Watkins street. This is one more good thing Pete has done in life. Mr. Fox can surely be proud of his new home.

Zbronski & Sendlock have purchased the meat and grocery stock of G. J. Makowski, 651 Seventh street.

Irving F. Hopkins, who has been ill for some time, would appreciate a call from some of the boys. Don't forget, fellows, we might get sick some of these days ourselves. Mr. Hopkin's address is 739 College avenue, South.

Frank Hart, of Springport, well-known among the sport and fishing world, has one more notch to add to his fishing rod handle by catching the largest speckled bass so far of the season. Of course, there is a strange story goes with it. Frank does not care to have this mentioned, but it being so good had to let the rest of the world in on it. While going through with the gymnastics of landing the finney monster, Frank lost his false teeth overboard. This did not bother Frank, for he claims a Springport dentist needed the business and false teeth can be purchased

any day, but not these large monsters of the deep. Some sport, this man Frank.

F. Eugene Scott, of South Bend, the well-known salesman for the Oliver Chilled Plow Co., has been spending a few days in Grand Rapids, visiting with some of his many friends. Mr. Scott informs us the world has been treating him very fine the past year in the way of giving him some large orders for plows. Mr. Scott and family moved from Grand Rapids about one year ago, making their home at South Bend, this being more satisfactory for Mr. Scott in a business way, as South Bend is the home of Oliver chilled plows.

One evening a lady who is a very fine mandolin player took up her instrument and, strumming a few chords, began to sing "I'll Strike again my Tuneful Lyre." Her husband made a dive for the door, saying, "Not if I know it, you won't."

B. L. Thompson, for many years boatman at Reeds Lake, has opened a fine pavilion on the site of the club grounds, just as you take the boat at Reeds Lake. The Rysdale Candy Co. furnished the confectionery, J. McLachlan landing the order.

Fred Shireling, the druggist, has purchased a new soda fountain from the Rysdale Candy Co., the Liquid Carbonic Co. doing the installing.

Guy Pfander, the gay and debonaire district traveling representative for the subscription department of the Detroit Free Press, manages to spend a day or two in Grand Rapids occasionally. Guy still resides in Battle Creek and makes that city headquarters. He is in love with his work and is achieving the success of his life in his present connection. His territory comprises about twenty Western Michigan counties.

Cornelius Crawford (Hazeltime & Perkins Drug Co.) admired the combination of colors recently worked out on a neighboring house and concluded to employ the same combination in painting his own home on Paris avenue. He secured a color card and proceeded to check up. Being on familiar terms with the family who occupied the house he proposed to take as a model, he conceived the idea of making a social call at the same time. His ring at the front door was answered by a lady descendant of Senegambia, who sized him up and quickly greeted him with the statement, "No, we don't want anything to-day." Such a salutation would silence the average man, but nothing but the heavy hand of death will ever phase Cornelius, who explained his mission and ventured the remark: "I suppose you would take me for a suspicious character if you saw me hanging around the house without explaining my presence here." The lady looked him all over carefully and replied: "Yes, I would."

Mel. Trotter was considerably annoyed a few evenings ago by the crying of a child in the far end of the new tabernacle on South Division avenue. The mother was evidently undertaking to induce the child to go to sleep, with small chance of success. After repeated interruptions to the service, Mr. Trotter turned and addressed the mother as follows: "Madam, perhaps it is not lodging your child needs so much as boarding."

L. E. Stranahan.

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

A Quality Cigar Dornbos Single Binder

One Way to Havana

Sold by All Jobbers

Peter Dornbos

Cigar Manufacturer

65-67 Market Ave., N. W.

Grand Rapids :: Michigan

Bell Phone 596 Citz. Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising

Expert Merchandising

200-210-211 Murray B'g

GRAND RAPIDS, MICHIGAN

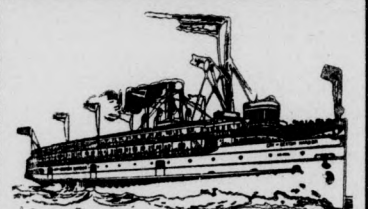


Store and Window Awnings

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



GRAHAM & MORTON
Transportation Co.

CHICAGO

\$3.50 Plus War Tax

Michigan Railway

Boat Flyer 7 P. M.

Tuesday—Thursday—Sunday

Leave Holland 8 p. m. Tuesday—Thursday—Sunday
Leave Chicago 7 p. m. Monday—Wednesday—Friday

Prompt and Reliable for Freight Shipments



The same popular prices will prevail this year. Matinees, except Holidays and Sundays, 10 and 25 cents. Evenings, 10, 25, 35 and 50 cents, plus the war tax. For the convenience of patrons, choice seats may be reserved at The Pantlind Style Shop, Peck's and Wurzburg's at no advance in prices, or your seat orders will be promptly and courteously attended to, if telephoned direct to the Park Theatre Office.

DETROIT DETONATIONS.

News and Gossip from Michigan's Metropolis.

Detroit, May 27—The action of the Grand Executive Committee, in changing the place for holding the annual convention of the United Commercial Travelers from Flint to Kalamazoo on June 6, only further emphasizes the freakish hotel situation of the former city. With a population of approximately 70,000, Flint has but one modern hotel, which has a location that is not all to be desired by the majority of the traveling men who canvass the city. The reputation of the Flint Board of Commerce has reached all parts of the country for the number and originality of its activities, yet, for some unknown reason, the hotel situation seems to have either escaped its notice or it has been powerless to induce capital to invest in local hostilities. As the matter now stands any Michigan city of 25,000 souls can boast of better accommodations for the traveling public than can this dynamic, growing city of Flint. This was the reason Flint lost the opportunity of entertaining the Michigan travelers, which is always considered a grand little advertising medium for any city.

Levitt's Bazaar will be opened at 1180 Michigan avenue about June 1. The building at this location is now undergoing alterations.

The Karavan Lunch Co. has opened a restaurant at 182 Jefferson avenue, East, the place having just been remodeled and equipped with all modern facilities.

Bert Hickok, general merchant of Litchfield, was a Detroit business visitor last week.

The Coplin Grocery & Meat Market has opened in the store building recently completed for them at Coplin avenue, and Freud street.

Not so many moons back there was a general kick on dandelions. Now the dandelions themselves have a kick which is being carefully canned by many hereabouts.

The Mutual Electric and Machine Co. has purchased the large factory property at Fourth avenue and Porter street and will make extensive alterations and additions to care for its increasing business.

Over \$1,400 worth of furs were stolen from the Ross Fur Co., 14 East Adams avenue, May 20.

Geo. Kurz has opened a bakery at 1191 Hamilton boulevard.

Peter J. Platte & Co., grocers and meat dealers at 2606 East Jefferson avenue, are closing out their grocery stock and will confine their efforts to the meat business, which is one of the largest in that section of the city.

H. G. Wendland, proprietor of Bay City's largest department store, was in Detroit on a business trip last week.

Responses from many sections of the State indicate that Stanley J. Hitchings, of Detroit, has more than an even chance for election to the Grand Council of U. C. T. at the convention to be held next month in Kalamazoo and there are several reasons why he should thusly be honored, chief of which are his ability, resourcefulness and energy. There are some changes needed in the U. C. T. that must be brought about before it can secure the major portion of the traveling men as members. These changes are advocated and will be fought through to fruition by Mr. Hitchings should the opportunity be placed in his hands.

No city in the country has finer hotel accommodations than Kalamazoo. The kindly offer to make no charge for traveling men's wives at the U. C. T. convention will probably increase the size of the attendance. The headquarters of the convention will be at Park-American Hotel.

Mr. Hirsch, representing the Muskegon Heights Bazaar Co., Muskegon

Heights, was in Detroit in the interests of his house last week.

Andrew Marschik, for twenty-two years in the dry goods business at 2052 Fort street, West, on account of failing health, has decided to retire from business and when his interests are disposed of will move to Florida. He will retain ownership of the store building, which he intends to rent after he has sold his merchandise stock.

Ream Brothers have purchased the grocery stock of Panos Brothers at the corner of Freud and Lenox. Panos Brothers will open a chain of grocery stores in various parts of the city. A store has already been opened at Newport avenue and Freud street.

The Chinese Emporium, 26 Adams avenue, West, has opened a basement department, where the more inexpensive wares sold by the firm will be carried.

Harry Weinberg, shoe dealer, has moved his stock from Mack avenue to 1389 Chene street.

E. Mitton, a former well-known traveling man, has purchased and taken possession of the men's furnishing goods stock of Schaefer & McDonald, 1626 Gratiot avenue.

Great things are looked for by members of the United Commercial Travelers in Michigan with the advent of C. C. Starkweather to the office of Grand Senior Counselor, which will occur after the June session of the Grand Council. Mr. Starkweather, as head of various local organizations, has always acquitted himself with highest honors.

The four-story building at 142-144 Jefferson avenue, East, is being remodeled and, when alterations are completed, will be occupied by the P. W. Beals Candy Co. The house is now located at 771 Gratiot avenue.

S. Dutkiewicz, formerly in the confectionery business, has engaged in the general dry goods business at 685 Twenty-third street.

The American Mills Co. will occupy the store at Farmer street and Monroe as soon as alterations on the building have been completed.

Lingow Brothers have engaged in the restaurant business at 23 Lafayette boulevard.

The Muskegon scribe's tirade against cigarettes, in view of the comfort they afforded the boys in the trenches, and his rabid denunciation of those who use them, savors very much of the country deacon who had never left the village of his birth.

Frank Meyers, formerly with Edson, Moore & Co., has moved to St. Louis, Mo., where he has accepted a position with Ely-Walker Dry Goods Co.

The Grand Furniture Co., 125-127 Gratiot avenue, will occupy the store room adjoining as soon as the interior is remodeled and alterations completed.

A. E. Williams, general merchant of Snover, was in Detroit last week accompanied by his wife.

The interior of the store occupied by the Michigan Clothing Manufacturing Co., retail furnishing goods dealers, 253 Gratiot avenue, is being remodeled.

D. T. Jones will open a dry goods and furnishing goods store at Springwells and Ferndale avenues in a few days.

William J. Weibelhouse has returned from the service and is now covering the territory in the Eastern section of the city for Edson, Moore & Co. He represents the underwear and men's furnishing goods departments.

John Rzepecki, city representative for A. Krolik & Co., leaped into the benedict class on May 21, when he married Miss Anna Klepaczyk, daughter of A. Klepaczyk, dry goods merchant at 339 Thirty-fifth street. Detonations joins with the hosts of friends of the young couple in extending best wishes for a long and prosperous life of wedded bliss.

N. Silverman, well-known as a rep-

resentative for a local dry goods jobbing house, has engaged in the retail dry goods business at 2113 Joseph Campau avenue. H. Greenbaum, his father-in-law, will be associated with Mr. Silverman in the business, which will be conducted under the name of N. Silverman & Co.

Joseph Miller, of Marine City, was a Detroit business visitor last week.

Following the itinerary of John D. Martin, as quoted in his letter in the Tradesman last week, and noting carefully the extent of territory being covered on his pleasure trip, we, off hand, would say the title "John D." is not misplaced.

Saul Karpf, who conducted a similar business on the West side about two years ago, will open a dry goods store at Jos. Campau and Eveline avenues June 1.

A. W. Hawley, general merchant of Richmond, visited Detroit last week.

The Husted Piano Co. has moved into new and larger quarters at Gratiot and Grandy avenues. The concern now conducts one of the most complete and up-to-date retail music stores on the East side.

Almsly & Mueller is the style of the new grocery and meat market recently opened at 1561 Oakland avenue.

Harry Howe, recently returned from France, has been engaged by A. Krolik & Co. and will represent that house in Ohio as special notion department representative.

Glen M. Begole, who has returned after a two year stay in France as a member of Harper Hospital Unit, has again become associated with Burnham, Stoepel & Co. and will cover the territory in Ohio formerly looked after by F. W. Hershey, who resigned to engage in the retail business.

The dry goods and furnishing goods store of S. Schwartz, 1421 Chene street, is undergoing complete alterations which, when completed and with the installation of new fixtures, will make the store modern in every detail.

"Billy" Wallace, who is still detained by his Uncle Sam in France and Germany, writes he is willing to surrender all honors accruing from participation in the recent world embargo for a return ticket to good old Michigan. "Billy," before his induction into the service, was the Northern Michigan representative for Burnham, Stoepel & Co. and one of the most popular salesmen on the territory.

Wm. H. Josephson, Lincoln merchant, visited the Detroit markets last week.

Claude Armstrong and Joseph Spink, department managers for the J. L. Hudson Co., visited Western markets in the interests of their departments last week.

James M. Golding.

Salary Is Secondary Consideration With Employee.

Boyne City, May 27—I am taking positive exception to a sentence in the article by Paul Findlay, in your issue of May 21. He says in Store Managers Salary:

"Farther, the man working on salary for another, has no interest beyond that salary, while he who works for himself has the entire future development to look to and center his hopes upon."

A more mendacious and gratuitous assault on the integrity and intelligence of a very large and important class of men never was printed. To a man of the caliber necessary for a manager, the salary is the second consideration. A self-respecting man will surely demand a reasonably adequate remuneration, but when that is fixed the business with all its future becomes his. All his capital is wrapped up in the success of his business. If he fails, the failure is his, whether the fault is his or his employer's, and everybody knows of it. If he succeeds, the success is his employer's,

and no one knows of it but his employer for fear some one will "grab him off." Therefore, from a selfish standpoint alone, the success of the business is of paramount importance to him.

Aside from that, real men do not work for dollars. They work for success. The attitude of mind necessary for a manager is for the opportunity to do. What sane man would assume the perplexities and worries incident to the direction and responsibility of affairs, for the money consideration attached to it? Not one. The hired manager is responsible not only for the errors of himself, but for all the mistakes, carelessness and devilishness of both the employee and employer.

He has to be the most astute diplomat, the cleverest side-stepper and the most indefatigable fighter of the whole bunch. If he does not know this in his youth, you may rest assured that it is ground into his conscience before the frost of years tinges his flowing locks. Does he do this for the salary? He does not. He does it to "make good."

The miser hoards dollars for the sake of the dollars. The dreamer of dreams, the business man, sees his business expand not for, the dollars, but that he may feel the pulse of the world's commerce under his finger. The wealth he accumulates is only the incident and measure of his success and the means of greater expansion.

Salary? Salary is for the wife and kids, mostly. The work is to make good. Maxy.

Bottom Facts From Booming Boyne.

Boyne City, May 27—L. A. McIntire has occupied the Thompson place on East Main street as a bee farm. He has fifty-five hives in operation and is adding to his plant. He is using the factory building for the construction and repair of hives and will install a honey extractor during the season. Mr. McIntire took up this work a few years ago and has found it so agreeable and profitable that he has made a real business of it.

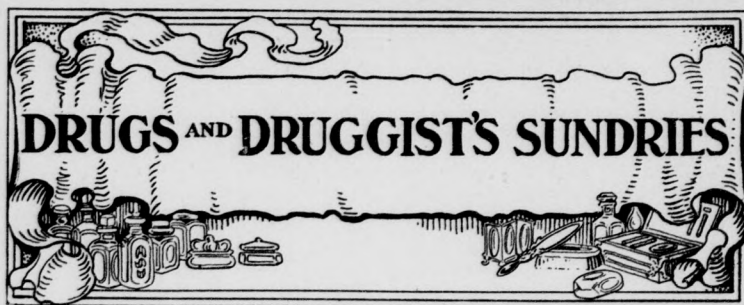
The Co-Operative Marketing Association has installed an automatic electric driven potato grader at its warehouse here. Wesley Dilworth informs us that this machine will handle 100 bushels of potatoes per hour, sorting and sprouting stock. It is always ready to do the work required of it and will work twenty-four hours per day if required.

The town presents a very much improved appearance since the spring clean up. Much better than in any previous year. There has been an unusual activity in painting and fixing up and we have some hopes of a city beautiful if the weather holds.

Another of our brilliant young business women has fallen from her high estate. After years of careful watching by the Michigan Telephone Company and the First National Bank, impelled by a serious attack of Dementia Domestica, she has immured herself in the bonds of hymenial servitude. The saddest thing about the deplorable case is that the unfortunate victim does not seem to realize her condition. The last time we saw her she looked as though she had been feeding on nectar, ambrosia and angel food. Maxy.

The Greedy Combine Dies Hard.

Lansing, May 27—By an agreement reached here between the fire insurance representatives and the attorney general's department on behalf of State Insurance Commissioner Ellsworth, the companies will get an extension of five more days, or until June 10, in which to file their agreements in the Ingham Circuit Court, conditioned on the payment of the 10 per cent. surcharge on all premiums into the State Treasury, pending the outcome of their injunction suit against the Commissioner.



Making the Fountain Pay Dividends.

Attractiveness at the fountain is a valuable asset. It is the cause of a greater patronage. While it is of primary importance that everything about the fountain be scrupulously clean, it makes for a better business to also have it present an attractive appearance by having all the various accessories arranged in an orderly as well as artistic manner.

For instance, all the tumbler holders should be arranged in some suitable manner, as a row or pyramid, but out of the way so they can not be knocked over, and at the same time have them very handy.

The bowls of crushed fruit, unless in a special iced compartment (where they properly belong) should be artistically arranged on the marble counter and between them are arranged the spoon holder, sugar bowl, lemon and egg bowls, straw holder, sprinkler top bottles and such other necessities as must be close at hand.

Where there is a back bar the effectiveness of this artistic display can be greatly enhanced and made to include folded fancy paper napkins, a bouquet or two or a potted plant, and bottle of tincture of ginger, raspberry vinegar, lime juice, fruits, headache and Seidlitz powders, etc.

There is one thing that operates very positively against a good soda water trade, and that is the reprehensible practice of having the fancy quart syrup bottles and the jars of crushed fruit standing on the counter, back bar or on shelves. These syrups and crushed fruits, thus kept, are always warm, and serve to melt any ice cream with which they come in contact; they effectively and very quickly "kill" all the gas in any beverage, and constitute the chief agency in making a warm drink for your patron, when what he really wants is a cold one.

Put all your syrups and crushed fruits on ice and keep them there. Then your patrons will get the cold drink which they expect and are willing to pay for. Any other plan results in a warm, nauseous drink that may appropriately be called (name deleted by censor).

In addition to all the other little details that go to make a successful soda water business, there are rules to observe, errors to avoid and factors to consider, that will do much to increase and hold patronage. While these "little things" may be known in a general way to all dispensers, they will bear repetition many times, and we would advise that the following "collection" be placed in a convenient place for daily perusal:

Don't serve a poor drink. Provide each one with the best of its kind, for

if a customer goes away feeling displeased, he will never come back.

Don't forget what your steady customers like; they appreciate the attention, and a satisfied customer is your best advertisement.

Don't refuse any one a drink of water, nor give it with a scowl; a water customer to-day may be a soda customer to-morrow.

Don't leave soiled glasses on table or counter, neither must you allow any bottles or litter to accumulate about your fountain or sink.

Don't fail to be courteous always, nor forget to have a clean coat and apron each day, and never turn your back upon a customer while preparing a drink.

Do not lean on the counter, nor leave the counter while customers are drinking, and you must not converse with friends while customers are waiting.

Don't put shaved ice in ice cream soda, don't shake soda water in a shaker, and never overflow the glass when drawing soda.

Don't touch the rims of tumblers with your fingers and never stir two different drinks with the same spoon.

People require some things, but they must be tempted to buy soda; soda is not an ordinary purchase. With most of your customers soda water is apt to taste as the fountain looks.

As the indirect advertising value of your fountain is a definite quantity, govern yourself accordingly. Chairs are a good thing, for instance, as when resting, a customer drinks slowly. This gives the opportunity to look about and see things to buy.

It is well to remember that women like more syrup and about three times as much foam and froth as do the men folks; this is almost universally true and should be heeded at all times.

Paper napkins cost but little, and they do serve a useful purpose. Often they are much wanted. Keep them handy and don't compel people to ask for them. The same applies to straws.

Never cover ice with anything. Covered ice will last much longer but it does not cool as well as uncovered ice. This is a scientific truth, for ice only gives off its cold when it melts.

With soda, as with other good things, suggestion plays an important part: The sound of music makes a person feel like dancing or singing; the odor of good cooking begets a feeling of hunger; the sight of a tempting fountain awakens the thirst. What does your fountain suggest?

Do not make your fountain syrup too thick, as it does not mix well. Always cut the syrup before adding ice cream.

You cannot afford to employ careless or ignorant dispensers at your fountain, neither can you afford untidy ones.

If your fountain is a small one, stick to the popular flavors. Avoid specialties and new drinks, as far as possible, but have the following always on hand and of the very best quality: Chocolate, Lemon, Raspberry, Pineapple, Strawberry, Vanilla, Cherry, Orange, Ginger and Sarsaparilla.

Always remember that quality rather than variety is what builds up a fountain's reputation. An attractive fountain and good soda are far better than a "fine" location.

The good salesman is a public benefactor.

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

Cigarettes and Tobaccos

Remember that the returning soldiers and sailors are sure to create a bigger demand than ever before for the well known brands of cigarettes and tobaccos.

We can supply such cigarettes as:

Camel	Army and Navy	Mogul
Fatima	Lord Salisbury	Omar
Pall Mall	Melachrino	Nebo
Lucky Strike	Windsor Castle	Bud

and such tobaccos as:

Stag	American Navy	Rob Roy
Tuxedo	Lucky Strike	Velvet
Peerless	Prince Albert	Shag
Spearhead	Serene Mixture	

Write us for our complete catalogue.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Arctic

ICE CREAM

MADE IN GRAND RAPIDS

ARCTIC ICE CREAM CO. Claude G. Piper, Mgr.

Grape-Nuts Ice Cream

The New Craze

Grape-Nuts Ice Cream is a dish that looks like nuts and tastes like nuts, only better. In addition to its highly delicious flavor, ice cream made with grape-nuts has a doubled food value.

Everybody, children as well as grownups, like it.

It should be handled by every drug store, confectionery store, cafe, hotel and the places which sell soft drinks.

PIPER ICE CREAM CO.

408-10 E. South Street

Kalamazoo :: Michigan

DUTCH MASTERS SECONDS



Will stimulate your trade

Handled by all jobbers

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

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cotton Seed . . . 2 25@2 40	Capsicum @1 95		
Boric (Powd.) . . . 18@ 25		Elgeron 10 50@10 75	Cardamon @1 50		
Boric (Xtal) . . . 18@ 25		Cubebbs 11 50@11 75	Cardamon, Comp. @1 35		
Carbolic 21@ 25		Elgeron 7 50@7 75	Catechu @1 60		
Citric 1 20@1 30		Eucalyptus 1 25@1 35	Cinchona @1 80		
Muriatic 3 1/4@ 5		Hemlock, pure . . . 2 00@2 25	Colechicum @2 40		
Nitric 10@ 15		Juniper Berries 16 00@16 25	Cubeba @2 60		
Oxalic 53@ 60		Juniper Wood . . . 3 00@3 25	Digitalis @1 60		
Sulphuric 3 1/4@ 6		Lard, extra 1 80@2 00	Gentian @1 50		
Tartaric 1 12@1 20		Lard, No. 1 1 50@1 70	Ginger @1 50		
Ammonia		Lavender, Flow. . . 9 00@9 25	Guaiac @2 65		
Water, 26 deg. . . . 10@ 20		Lavender, Gar'n 1 50@1 75	Guaiac, Ammon. @2 40		
Water, 18 deg. . . . 9 1/2@ 18		Lemon 2 25@2 50	Iodine @1 50		
Water, 14 deg. . . . 9@ 17		Linseed, boiled, bbl. @1 78	Iodine, Colorless @2 00		
Carbonate 19@ 25		Linseed, bld less 1 88@1 95	Iron, clo. @1 45		
Chloride (Gran.) 17 1/2@ 25		Linseed, raw, bbl. @1 76	Kino @1 35		
Balsams		Linseed raw less 1 86@1 95	Myrrh @2 25		
Copaiba 1 20@1 40		Mustard, true, oz. @2 95	Nux Vomica @1 95		
Fir (Canada) 1 75@2 00		Mustard, artifi. oz. @1 60	Opium @8 00		
Fir (Oregon) 50@ 75		Neatsfoot 1 35@1 55	Opium, Camph. @1 50		
Peru 4 75@5 00		Olive, pure 4 00@7 50	Opium, Deodor'd @8 00		
Tolu 2 00@2 25		Olive, Malaga, 3 75@4 00	Rhubarb @1 1		
Barks		Olive, Malaga, 3 75@4 00			
Cassia (ordinary) 40@ 45		Orange, Sweet . . . 4 00@4 25	Paints		
Cassia (Salign) 90@1 00		Origanum, pure . . . @2 50	Lead, red dry 13@13 1/2		
Sassafras (pow. 55c) @ 50		Origanum, com'l . . . @ 75	Lead, white oil . . . 13@13 1/2		
Soap Cut (powd.) . . . 35c		Pennyroyal 2 50@2 75	Lead, white dry . . . 13@13 1/2		
		Peppermint 12 00@12 20	Ochre, yellow bbl. . . @ 2		
Berries		Rose, pure 38 00@40 25	Gohre, yellow less 2 1/2@ 5		
Cubeb 1 75@1 80		Rosemary Flows 2 00@2 25	Putty 4 1/2@ 7		
Fish 1 00		Sandalwood, E . . . 18 50@18 75	Red Venet'n Eng. 2 1/2@ 5		
Juniper 10@ 18		Sassafras true 3 50@3 75	Red Venet'n Amg. 3@ 6		
Prickley Ash @ 30		Sassafras, artifi'l 90@1 20	Vermillion, Amer. 25@ 30		
Extracts		Spearment 12 00@12 25	Whiting, bbl. 2 1/2@ 2 1/2		
Licorice 60@ 65		Sperm 2 40@2 60	Whiting 3 1/4@ 3 1/4		
Licorice powd. . . . 1 25@1 50		Tansy 5 50@5 75	L. H. P. Prep. 3 00@3 25		
Flowers		Tar, USP 45@ 60			
Arnica 1 20@1 25		Turpentine, bbls. . . @95 1/2	Miscellaneous		
Chamomile (Ger.) 80@1 00		Turpentine, less 1 05@1 10	Acetanalid 65@ 75		
Chamomile Rom. 1 50@1 60		Wintergreen, tr. . . 10 00@10 25	Alum 17@ 20		
Gums		Wintergreen, sweet . . 10 00@10 25	Alum, powdered and ground 18@ 21		
Acacia, 1st 65@ 70		Wintergreen, birch . . 7 50@7 75	Bismuth, Subnitrate 4 00@4 10		
Acacia, 2nd 55@ 60		Wintergreen, art 80@1 00	Borax xtal or powdered 10@ 15		
Acacia, Sorts 35@ 40		Wormseed 6 50@6 75	Cantharades po 2 00@6 50		
Acacia, powdered . . 45@ 50		Wormwood 7 50@7 75	Calomel 2 15@2 20		
Aloes (Barb. Pow.) 30@ 40			Capsicum 38@ 45		
Aloes (Cape Pow.) 30@ 35		Potassium		Carmine 6 50@7 00	
Aloes (Soc Pow) 1 40@1 50		Bicarbonate 1 75@1 00		Cassia Buds 50@ 60	
Asafoetida @6 50		Bichromate 47 1/2@ 55		Cloves 57@ 65	
Pow. @6 75		Bromide 70@ 75		Chalk Prepared . . . 12@ 15	
Camphor 3 20@3 30		Carbonate 1 00@1 10		Chalk Precipitated 12@ 15	
Guaiac @2 15		Chlorate, gran'r 70@ 75		Chloroform 45@ 55	
Guaiac, powdered . . @2 25		Chlorate, xtal or powd. 45@ 50		Chloral Hydrate 1 80@2 00	
Kino @8 55		Cyanide 32 1/2@ 36		Cocaine 12 30@12 85	
Kino, powdered . . . @1 00		Iodide 4 29@4 50		Cocoa Butter 65@ 76	
Myrrh @1 40		Permanganate . . 1 50@1 75		Corks, ldst, less 50%	
Myrrh, Pow. @1 50		Prussiate, yellow 1 20@1 30		Copperas, bbls. . . . @ 2 1/2	
Opium, powd. 27 00@28 00		Prussiate, red . . 2 00@2 50		Copperas, less . . . 3 1/4@ 3	
Opium, gran. 27 00@28 00		Sulphate @ 85		Copperas, powd. 4 1/2@ 10	
Shellac 80@ 90				Corrosive Sublim 1 93@2 00	
Shellac, Bleached 90@1 00		Roots		Cream Tartar 65@ 75	
Tragacanth 4 25@4 50		Alkanet 4 50@4 75		Cuttlebone 95@ 1 00	
Tragacanth powder @4 00		Blood, powdered 1 10@1 20		Dextrine 8 1/2@ 15	
Turpentine 15@ 25		Calamus 60@2 50		Dover's Powder 5 75@6 00	
Insecticides		Elecampane, pwd. 22@ 25		Emery, All Nos. 10@ 15	
Arsenic 13 1/2@ 20		Gentian, pwd. . . . 25@ 30		Emery, Powdered 8@ 10	
Blue Vitriol, bbl. . . @9 1/2		Ginger, African, powdered 25@ 30		Epsom Salts, bbls. . . @ 3 1/4	
Blue Vitriol, less 10 1/2@15		Ginger, Jamaica 35@ 40		Epsom Salts, less 5@ 10	
Boreaux Mix Dry 23@ 35		Ginger, Jamaica, powdered 32@ 35		Ergot @4 00	
Heliolebe, White powdered 38@ 45		Goldenseal, pow. 8 00@8 20		Ergot, powdered . . . @4 00	
Insect Powder 45@ 70		Ipecac, powd. . . . 5 00@5 20		Flake White 15@ 20	
Lead, Arsenate Po 32@ 48		Licorice, powd. . . . 40@ 50		Formaldehyde, lb. 27@ 30	
Lime and Sulphur Solution, gal. . . . 20@ 35		Licorice, powdered 40@ 50		Gelatin 1 75@1 90	
Paris Green 46@ 53		Orris, powdered . . 20@ 25		Glassware, full case 58%	
Ice Cream		Poke, powdered . . 20@ 25		Glassware, less 50%	
Piper Ice Cream Co., Kalamazoo		Rhubarb @2 00		Glauber Salts, bbl. . . @ 3	
Bulk, Vanilla 1 00		Rhubarb, powd. 2 00@2 25		Glauber Salts less 4@ 8	
Bulk, Chocolate . . . 1 10		Rosinweed, powd. 25@ 30		Glue, Brown 25@ 35	
Bulk, Caramel 1 10		Sarsaparilla, Hond. ground 1 25@1 40		Glue, Brown Grd. 20@ 30	
Bulk, Grape-Nut . . . 1 10		Sarsaparilla Mexican. ground 75@ 80		Glue, White 30@ 35	
Bulk, Strawberry . . . 1 20		Squills 35@ 40		Glue, White Grd. 35@ 35	
Bulk, Tutti Frutti . . . 1 20		Squills, powdered 60@ 70		Glycerine 27 1/2@ 42	
Brick, Vanilla 1 20		Tumeric, powd. . . 25@ 30		Hops 85@ 95	
Brick, Chocolate . . . 1 60		Valerian, powd. . . @2 00		Iodine 60@65 75	
Brick, Caramel 60		Seeds		Iodoform 6 50@6 74	
Brick, Strawberry . . . 1 60		Anise 42@ 45		Lead, Acetate 25@ 30	
Brick, Tutti Frutti . . . 1 60		Anise, powdered 47@ 50		Lycodium 2 00@2 25	
Brick any combination 1 60		Bird, ls 13@ 19		Mace 85@ 90	
Leaves		Canary 28@ 35		Mace, powdered 95@1 00	
Buchu @3 00		Caraway, Po. 80 70@ 75		Menthol 8 00@8 30	
Buchu, powdered @3 25		Cardamon 1 80@2 00		Morphine 14 30@15 00	
Sage, bbl. 67@ 70		Celery, powd. 1 00 90@1 00		Nux Vomica @ 30	
Sage, 1/4 loose . . . 72@ 78		Coriander powder 30 22@25		Nux Vomica, pow. 23@ 25	
Sage, powdered . . . 55@ 60		Dill 30@ 35		Pepper black pow. 53@ 55	
Senna, Alex 1 40@1 50		Fennel 1 00@1 20		Pepper, white @ 50	
Senna, Tinn. 30@ 35		Flax 10@ 15		Pitch, Burgundy . . . @ 15	
Senna, Tinn. pow. 35@ 40		Flax, ground 10@ 15		Quassia 12@ 15	
Uva Ursi 25@ 30		Foenugreek pow. 22@ 30		Quinine 1 09@1 59	
Oils		Hemp 11 1/2@ 15		Rochelle Salts . . . 55@ 60	
Almonds, Bitter, true 18 50@18 75		Lobelia 70@ 75		Saccharine @ 52	
Almonds, Bitter, artificial 7 00@7 20		Mustard, yellow 45@ 50		Salt Peter 25@ 35	
Almonds, Sweet, true 3 50@3 75		Mustard, black . . 30@ 35		Seidlitz Mixture. . . 43@ 50	
Almonds, Sweet, imitation 75@1 00		Poppy @1 00		Soap, green 20@ 30	
Amber, crude 3 50@3 75		Quince 1 50@1 75		Soap mott castle 22 1/2@ 25	
Amber, rectified . . 4 00@4 25		Rape 15@ 20		Soap, white castle case @25 00	
Anise 2 50@3 25		Sabadilla @ 35		Soap, white castle less, per bar . . . @ 65	
Bergamont 9 00@9 25		Sabadilla, powd. 30@ 35		Soda Ash 3 1/2@ 10	
Cajuput 1 75@2 00		Sunflower 22@ 30		Soda Bicarbonate 3 1/2@ 10	
Cassia 4 50@4 75		Worm American . . @ 25		Soda, Sal @ 5	
Castor 2 60@3 80		Worm Levant . 1 65@1 75		Spirits Camphor . . . @ 10	
Cedar Leaf 1 75@2 00		Tinctures		Sulphur, roll 4 1/4@ 10	
Citronella 90@1 20		Aconite @1 70		Sulphur, Subl. . . . 4 1/4@ 10	
Cloves 2 75@3 00		Aloes @1 20		Tamarinds 25@ 30	
Cocconut 40@ 50		Arnica @1 50		Tartar Emetic 1 03@1 10	
Cod Liver 5 60@5 75		Asafoetida @3 90		Turpentine, Ven. 50@6 00	
Croton 3 00@3 25		Belladonna @1 40		Vanilla Bx. pure 1 50@1 60	
		Benzoin @1 80		Witch Hazel 1 35@1 75	
		Benzoin Compo'd @3 00		Zinc Sulphate 10@ 15	
		Buchu @3 70			
		Cantharides @2 90			

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Canned Lobster Canned Apples Chocolates Some Soap Hides Wool Lard	Corn Fair 1 85 Good 2 15 Fancy 2 30 Hominy Standard 1 25 Lobster 1/4 lb. 2 25 1/2 lb. 4 00 Picnic Flat 3 75 Mackerel Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75 Mushrooms Buttons, 1/2 lb. @30 Buttons, 1 lb. @50 Hotels, 1 lb. @44 Plums Plums 2 50@3 00 No. 3 can per doz. 3 25@3 75 Peas Marrowfat 1 75@1 95 Early June 1 90@2 10 Early June sliced 2 15@2 30 Peaches Pie @6 00 No. 10 size can pie @6 00 Pineapple Grated, No. 2 2 85 Sliced No. 2 Extra .. 2 90 Pumpkin Good 1 30 Fancy 1 65 No. 10 4 50 Raspberries No. 2, Black Syrup .. 3 00 No. 10, Black 12 50 No. 2, Red Preserved .. 14 00 No. 10, Red, Water .. 14 00 Salmon Warrens, 1 lb. Tall .. 3 65 Warrens, 1 lb. Flat .. 3 75 Red Alaska 2 85 Med. Red Alaska 2 60 Pink Alaska 2 20 Sardines Domestic, 1/4 lb. 6 75 Domestic, 1/2 lb. 6 50 Domestic, 3/4 lb. 6 80 Norwegian, 1/4 lb. 15@18 Portuguese, 1/4 lb. 30@35 Sauer Kraut No. 3, cans 1 45 No. 10, cans Shrimps Dunbar, 1 lb. doz. 1 80 Dunbar, 1 1/2 lb. doz. 3 40 Strawberries Standard 2 50 Fancy 2 90 Tomatoes No. 2 1 45 No. 3 1 80 No. 10 6 75 CATSUP Van Camp's, 1/2 pints 1 80 Van Camp's pints 2 70 CHEESE Peerless @37 Brick @33 CHEWING GUM Adams Black Jack 70 Beeman's Pepsin 70 Beechnut 75 Doublemint 70 Flag Spruce 70 Juicy Fruit 70 Spearmint, Wrigleys .. 70 Yucatan 70 Zeno 70 CHOCOLATE Walter Baker & Co. German's Sweet 37 Premium 33 Caracac 33 Walter M. Lowney Co. Premium, 1/4 lb. 35 Premium, 1/2 lb. 35 CIGARS Peter Dornbos Brands Dornbos Single Bndr. 48 00 Dornbos Perfecto .. 42 50 Van Dam, 5c 37 50 Van Dam, 6c 42 50 Van Dam, 7c 50 00 Van Dam, 10c 70 00

COCOANUT 1/4, 5 lb. case 38 1/4, 5 lb. case 37 1/4, 15 lb. case 36 1/4, 15 lb. case 35 1/4 & 1/2, 15 lb. case 35 1/2 6 and 12c pails 4 35 Bulk, pails 28 Bulk, barrels 25 70 8c pkgs., per case 4 25 70 4 oz. pkgs., per case 4 80 Bakers Canned, doz. 1 20 COFFEES ROASTED Rio Common 27 1/2 Fair 28 1/2 Choice 29 1/2 Fancy 30 1/2 Santos Common 32 Fair 33 Choice 34 Fancy 35 Peaberry 34 Maracaibo Fair 36 Choice 38 Mexican Choice 36 Fancy 38 Guatemala Fair 38 Fancy 40 Java Private Growth 43 Mandling 45 Ankola 45 San Salvador Good 36 Mocha Short Bean 50 Long Bean 50 Bogota Fair 45 Fancy 45 Package Coffee New York Basis Arbuckle 32 00 McLaughlin's XXXX McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & 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, 4 doz. 6 60 Carnation, Baby, 8 doz. 5 95 Pet, Tall 6 35 Pet, Baby 4 30 Van Camp, Tall 6 25 Van Camp, Baby 4 30 MILK COMPOUND Hebe, Tall, 6 doz. 5 00 Hebe, Baby, 8 doz. 4 75 CONFECTIONERY Stick Candy Pails Storehouse 26 Standard 25 Jumbo 26 Cases Mixed Candy Pails Broken 25 Cut Loaf 25 Grocers 26 Kindergarten 26 Leader 26 Novelty 26 Premio Creams 24 Royal 24 X L O 22 Specialties Pails Auto Kisses (baskets) 26 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 28 Champion Gum Drops 25 Raspberry Gum Drops 25 Iced Orange Jellies .. 27 Italian Bon Bons 27 AA Licorice Drops 2 25 Lozenges, Pop. 29 Lozenges, Pink 29 Manachus 27 Molasses Kisses 33 Baskets 25 Nut Butter Puffs ... 30	Chocolates Pails Assorted Choc. 32 Amazon Caramels 30 Champion 28 Choc. Chips, Eureka 35 Klondike Chocolates 35 Nabobs 35 Nibble Sticks, box .. 2 25 Nut Wafers 35 Ocoro Choc. Caramels 34 Peanut Clusters 40 Quintette 32 Regina 27 Pop Corn Goods Cracker-Jack Prize .. 5 00 Checkers Prize 5 00 Cough Drops Boxes Putnam Menthol 1 50 Smith Bros. 1 50 COOKING COMPOUNDS Crisco 36 1 lb. cans 10 35 24 1 1/2 lb. cans 10 35 6 6 lb. cans 10 35 4 9 lb. cans 10 35 Mazola Pints, tin, 2 doz. 8 25 Quarts, tin, 1 doz. .. 7 75 1/2 gal. tins, 1 doz. .. 14 75 Gal. tins, 1/2 doz. 14 30 5 Gal. tins, 1-6 doz. 21 50 CREAM TARTAR Barrels or Drums 78 Boxes 80 DRIED FRUITS Apples Evap'd, Choice, blk. @17 Evap'd Fancy blk. .. @ Apricots California @23 Citron California @45 Currants Imported, 1 lb. pkg. .. Imported, bulk Peaches Muirs—Choice, 25 lb. ..19 Muirs—Fancy, 25 lb. .. Fancy, 48 11 oz. pkgs. 6 60 Peel Lemon, American 30 Orange, American 32 Raisins Cluster, 20 cartons ... Loose Muscatels, 4 Cr. 11 Loose Muscatels, 8 Cr. 11 L. M. Seeded 1 lb. 11@18 1/2 California Prunes 90-100 25 lb. boxes ..@12 80-90 25 lb. boxes .. 70-80 25 lb. boxes ..@16 1/2 60-70 25 lb. boxes ..@17 1/2 50-60 25 lb. boxes ..@18 1/2 40-50 25 lb. boxes ..@19 1/2 30-40 25 lb. boxes ..@19 1/2 FARINACEOUS GOODS Beans California Limas 10 Med. Hand Picked .. 9 Brown, Holland Farina 25 1 lb. packages 2 55 Bulk, per 100 lbs. Original Holland Rusk Packed 12 rolls to container 3 containers (36) rolls 4 32 Hominy Pearl, 100 lb. sack 6 1/2 Macaroni Domestic, 10 lb. box ..11 10 Domestic, broken bbls. 8 1/2 Skinner's 24s, case 1 37 1/2 Pearl Barley Chester 4 65 Portage Pear Green, Wisconsin, lb. 8 Split, lb. 8 Sago East India 15 German, sacks 15 German, broken pkg. Tapoca Flake, 100 lb. sacks .. 16 Pearl, 100 lb. sacks .. 16 1/2 Minute, Substitute, 8 oz., 3 doz. 8 55 FISHING TACKLE Cotton Lines No. 2, 15 feet 1 45 No. 3, 15 feet 1 70 No. 4, 15 feet 1 85 No. 5, 15 feet 2 15 No. 6, 15 feet 2 45 Linen Lines Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 Floats No. 1 1/2, per gross .. 1 50 No. 2, per gross 1 75 No. 2 1/2, per gross 2 25
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Hooks—Kirby Size 1-12, per 1,000 84 Size 1-0, per 1,000 96 Size 2-0, per 1,000 1 15 Size 3-0, per 1,000 1 32 Size 4-0, per 1,000 1 65 Size 5-0, per 1,000 1 95 Sinkers No. 1, per gross 65 No. 2, per gross 72 No. 3, per gross 85 No. 4, per gross 1 10 No. 5, per gross 1 45 No. 6, per gross 1 85 No. 7, per gross 2 30 No. 8, per gross 3 35 No. 9, per gross 4 65 FLAVORING EXTRACTS Jennings D C Brand Pure Vanilla Terpenoles Pure Lemon Per Doz. 7 Dram 15 Cent 1 25 1 1/2 Ounce 20 Cent 1 80 2 Ounce, 35 Cent 2 70 2 1/2 Ounce 35 Cent 2 85 2 1/2 Ounce 45 Cent 3 10 4 Ounce 55 Cent 5 20 8 Ounce 90 Cent 8 50 7 Dram Assorted 1 25 1 1/2 Ounce Assorted .. 2 00 Moore's D U Brand Per Doz. 1 oz. Vanilla 15 Cent 1 25 1 1/2 oz. Vanilla 25 Cent 2 00 3 oz. Vanilla 35 Cent 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. Lily White 13 90 Graham 25 lb. per cwt. 5 50 Rowena Bolted Meal 25 lbs., per cwt. 4 50 Golden Granulated Meal 25 lbs., per cwt. 4 80 Rowena Pancake 5 lb. per cwt. 6 20 Rowena Buckwheat Compound 6 20 Rowena Corn Flour Watson Higgins Milling Co. New Perfection, 1/4 s .. 14 35 Worden Grocer Co. Quaker, 1/4 s paper .. 11 75 Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/4 s 13 80 American Eagle, 1/4 s 13 80 American Eagle, 1/4 s 13 60 Spring Wheat Worden Grocer Co. Fancy Patent. Wingold, 1/4 s Paper 14 00 Wingold, 1/4 s Paper 13 80 Wingold, 1/4 s Cotton 13 80 Meal Bolted 4 60 Golden Granulated .. 4 80 Wheat Red 2 60 White 2 58 Oats Michigan Carlots 74 Less than carlots 78 Corn Carlots 1 85 Less than carlots 1 87 Hay Carlots 38 40 Less than carlots .. 40 42 Feed Street Car Feed 68 00 No. Corn & Oat Fd. 68 00 Cracked Corn 71 00 Coarse Corn Meal ... 71 00 FRUIT JARS Mason, pts., per gro. 7 60 Mason, qts., per gro. 8 00 Mason, 1/2 gal. per gr. 10 35 Mason, can tops, gro. 2 80 GELATINE Cox's, 1 doz. large ... 1 46 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, Fla. 1 55 Plymouth Rock, Plain 1 55 Waukesha 1 50 HERBS Sage 15 Hops 15 Laurel Leaves 30 Senna Leaves 45

HIDES AND PELTS

Hides	
Green, No. 1	27
Green, No. 2	26
Cured, No. 1	30
Cured, No. 2	29
Calfskin, green, No. 1	50
Calfskin, green, No. 2	48 1/2
Calfskin, cured, No. 1	55
Calfskin, cured, No. 2	53 1/2
Horse, No. 1	11 00
Horse, No. 2	10 00

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

Tallow	
Prime	@09
No. 1	@08
No. 2	@07

Wool	
Unwashed, med.	@50
Unwashed, fine	@43

HONEY

A. G. Woodman's Brand	
Tumbler, per doz.	2 00
16 oz., per doz.	4 10

HORSE RADISH

Per doz.	90
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JELLY

10lb. Kanakin, per pall	1 40
30lb. pails, per pall	2 60

JELLY GLASSES

8 oz. capped in bbls., per doz.	40
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MAPLEINE

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

MINCE MEAT

Per case	4 15
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MOLASSES

New Orleans	
Fancy Open Kettle	68
Choice	58
Good	
Stock	
Half barrels 5c extra	

Red Hen, No. 2	2 75
Red Hen, No. 2 1/2	3 35
Red Hen, No. 3	3 25
Red Hen, No. 4	3 15
Uncle Ben, No. 2	2 75
Uncle Ben, No. 2 1/2	3 35
Uncle Ben, No. 3	3 25
Uncle Ben, No. 4	3 15
Ginger Cake, No. 2	3 10
Ginger Cake, No. 2 1/2	4 00
Ginger Cake, No. 3	3 90
O. & L. Open Kettle, No. 2 1/2	5 60

MUSTARD

1/2 lb. 6 lb. box	30
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NUTS—Whole

Almonds, Terragona	30
Brazils, large washed	
Fancy Mixed	
Filberts, Barcelona	22
Peanuts, Virginia	13
Peanuts, Virginia, Roasted	15
Peanuts, Spanish	15
Walnuts California 36@37	
Walnuts, French	

Shelled

Almonds	55
Peanuts, Spanish, 10 lb. box	1 85
Peanuts, Spanish, 10 lb. bbl.	16 1/2
Peanuts, Spanish, 200 lb. bbl.	16
Pecans	1 50
Walnuts	90

OLIVES

Bulk, 1 gal. kegs	1 70
Bulk, 2 gal. kegs	1 45
Bulk, 5 gal. kegs	1 35
Stuffed, 5 oz.	1 30
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.	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.	39.8
Atlantic Red Engine, Iron Bbls.	24.8
Winter Black, Iron Bbls.	14.3
Polarine, Iron Bbls.	44.8

PICKLES

Medium	
Barrels, 1,200 count	12 00
Half bbls., 600 count	6 50
5 gallon kegs	3 60

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

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

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

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

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

POTASH	
Babbitt's, 2 doz.	2 75

PROVISIONS	
Barreled Pork	
Clear Back	54 00@56 00
Short Cut Clr.	51 00@52 00
Brisket, Clear	55 00@56 00
Pig	
Clear Family	48 00

Dry Salt Meats	
S P Bellies	32 00@34 00

Lard	
Pure in tierces 36	@36 1/4
Compound Lard 26 1/4	@26 1/4
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 1/2
10 lb. pails	advance 1/2
5 lb. pails	advance 1
3 lb. pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	35 @36
Hams, 16-18 lb.	34 1/4@35
Hams, 18-20 lb.	33 @34
Ham, dried beef	
sets	41 @42
California Hams	26 @27
Picnic Balled	
Hams	35 @40
Balled Hams	51 @52
Minced Hams	22 @23
Bacon	39 @43

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

Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
3/4 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	25@29
Country Rolls	30@31

Canned Meats	
Red Crown Brand	
Corned Beef	5 00
Roast Beef	4 75
Roast Mutton	4 20
Veal Loaf	1 40
Vienna Style Sausage	1 40
Sausage Meat	3 65
Potted Meat	5 1/2
Deviled Meat	5 1/2
German Deviled Ham	3 00
Hamburg Steak and Onions	1 70
Corned Beef Hash	1 70
Cooked Brains	3 10
Cooked Lunch Tongues	3 35
Cooked Ox Tongues	15 55
Chili Con Carne	1 80
Sliced Bacon, medium	3 35
Sliced Bacon, large	5 55
Sliced Beef, 2 1/2 oz.	1 80
Sliced Beef, 3 1/2 oz.	2 25
Sliced Beef, 5 oz.	3 00
Sliced Beef, 7 oz.	3 90
Sliced Beef, tin, 3 1/2 oz.	2 25
Sliced Beef, tin, 7 oz.	3 90

RICE	
Fancy	@10 1/2
Blue Rose	9 1/2@9 3/4
Broken	

ROLLED OATS	
Monarch, bbls.	8 00
Rolls Avena, bbls.	8 25
Steel Cut, 100 lb. sks.	5 00
Monarch, 90 lb. sks.	4 00
Quaker, 18 Regular	1 85
Quaker, 20 Family	6 30

SALAD DRESSING

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

SALERATUS

Packed 50 lbs. in box	
Arm and Hammer	3 25
Wyandotte, 100 1/2 s	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	@14 1/2
Small, whole	@14
Strips or bricks	20@23
Pollock	@14

Holland Herring

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

Herring

Full Fat Herring, 850 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 80
No. 1, 100 lbs.	24 00
No. 1, 50 lbs.	12 75
No. 1, 10 lbs.	2 80

Lake Herring

8 lbs.	
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SEEDS

Anise	45
Canary, Smyrna	20
Caraway	85
Cardamom, Malabar	1 20
Celery	65
Hemp, Russian	12
Mixed Bird	12 1/2
Mustard, white	45
Poppy	15
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 Rappee, 10c 8 for	64
Swedish Rappee, 1 lb. gls	60
Norkoning, 10c, 8 for	64
Norkoning, 1 lb. glass	60
Copenhagen, 10c, 8 for	64
Copenhagen, 1 lb. glass	60

SOAP

James S. Kirk & Company	
American Family, 100 6 35	
Jap Rose, 50 cakes	4 00
Kirk's White Flake	5 65

Lautz Bros. & Co.

Acme, 100 cakes	5 00
Rig Master 100 blocks	6 00
Climax, 100s and 120s	5 00
Queen White, 100 cks.	5 00
Oak Leaf, 100 cakes	5 00
Queen Anne, 100 cakes	5 00
Lautz Naphtha, 100s	5 90

Proctor & Gamble Co.

Lenox, 6 oz.	5 50
Ivory, 6 oz.	6 50
Ivory, 10 oz.	10 80
Star	5 00

Swift & Company

Swift's Pride, 100, 8 oz.	5 50
White Laundry, 100 8 oz.	
oz.	5 65
Wool, 24 bars, 6 oz.	1 40
Wool, 100 bars, 6 oz.	6 00
Wool, 100 bars, 10 oz.	10 00
Classic, 100 bars, 8 oz.	5 25

Tradesman Company

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

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

Scouring Powders

Sapallo, gross lots	9 50
Sapallo, half gro. lots	4 85
Sapallo, single boxes	2 40
Sapallo, hand	2 40
Queen Anne, 30 cans	1 80
Queen Anne, 60 cans	3 60
Snow Maid, 30 cans	1 80
Snow Maid, 60 cans	3 60

Washing Powders

Snow Boy, 100 pkgs.	3 75
Snow Boy, 60 pkgs.	3 00
Snow Boy, 24 pkgs.	4 75
Snow Boy, 20 pkgs.	5 15

Soap Powders

Johnson's Fine, 48 1/2	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.	4 75
100 pkgs.	5 00
Queen Anne Soap Powder, 60 pkgs.	2 90
Old Dutch Cleanser, 100s	4 00

SODA

Bi Carb, Kegs	3 1/4
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SPICES

Whole Spices	
Allspice, Jamaica	@12
Allspice, lg. Garden	@11
Cloves, Zanzibar	@42
Cassia, Canton	@30
Cassia, 5c pkg. doz.	@35
Ginger, African	@15
Ginger, Cochlin	@20
Mace, Penang	@90
Mixed, No. 1	@17
Mixed, No. 2	@16
Mixed, 5c pkgs. dz.	@45
Nutmegs, 70-8	@50
Nutmegs, 105-110	@45
Pepper, Black	@27
Pepper, White	@40
Pepper, Cayenne	@30
Paprika, Hungarian	@45

Pure Ground in Bulk	
Allspice, Jamaica	@16
Cloves, Zanzibar	@50
Cassia, Canton	@32
Ginger, African	@25
Mace, Penang	@1 0

OFFICIAL INTERFERENCE.

Possibly some of those who were so violently criticising the Government for not preparing for the coming of peace, and who were contrasting the alleged greater efficiency of other countries in this respect, may have occasion to change their views if they have not already done so. Perhaps the case of Great Britain, whose elaborate preparations for meeting conditions after the war were so much commended, is as good an instance as any for them now to consider. Despite the beautiful plans under the direction of the Minister of Reconstruction and other ones devised with great detail by various commissions and trade bodies, there has come a very decided slump in industrial activity and enterprise. Manufacturers are fearing competition from the outside not only in foreign fields but in the domestic one as well. The recent order for steel rails for a Birmingham street railway is said to have been followed by one for a number of locomotives to be made here, and purchases of other things in this country are only prevented by official restrictions against imports. The criticism is frequent that, while British officialdom has been discussing what ought to be done, producers in this country have just gone ahead and done it, and the figures of increasing exports from here are cited in corroboration of this. Apparently the only real progress that is being made is by concerns that are acting on their own initiative, and official action is rather a hindrance than a help to them. And it is the comparative freedom from official interference which has helped most here. The best thing for trade is to let those handle it who know how.

Grocers Are Studying Outstanding Credits.

The study of outstanding retail credits on the books of the wholesale grocery trade is interesting many state associations, based on the normal amount of a month's business at 100, and some surprising results are reported. Of course, not all come anywhere near agreeing, but the knowledge of what "the other fellow" is doing furnishes a valuable basis for comparison for every house in the canvass.

In a recent investigation in Oklahoma reports from forty-three houses showed the average for March to be 109 per cent. Thirteen houses reported less than 100 per cent. outstanding and only three houses had more than 150 per cent. outstanding. The lowest was 51 per cent. and the highest 158 per cent. The average for January was 105 per cent., for February 108 per cent. and for March 109 per cent.

To determine the per cent. of outstanding business compared with the month's sales, grocers divide the amount of outstanding accounts at the close of the month by the amount of sales for the month, and the result is the percentage to report. For example, the total amount of sales for the month are \$300,000; outstanding accounts for the month are \$375,000;

this equals 125 per cent., or the total amount of sales for the month are \$125,000; outstandings, amount to \$90,000, this equals 72 per cent.

If the grocer finds, by looking over the reports from other firms in his territory, that they show only 60 per cent. or 65 per cent., he would quickly see that there was something wrong with his collections and that he was too easy in his credit department. He might find that by reason of this laxity he had as much as \$50,000 outstanding which you could collect.

It's Life That Counts.

You may bring to your office and put in a frame a motto as fine as its paint; but if you're a crook when you're playing the game, that motto won't make you a saint. You can stick up the placards all over the hall, but here is the word I announce, it isn't the motto that hangs on the wall, but the motto you live that counts.

If the motto says "Smile" and you carry a frown; "Do It Now" and you linger and wait; if the motto says "Help," and you trample men down; if the motto says "Love," and you hate, you won't get away with the mottoes you stall, for truth will come forth with a bounce; for it isn't the motto that hangs on the wall, but the motto you live that counts.

Activities of Lynch Bros.

Joseph P. Lynch is in Muskegon, concluding a sale of the Houle Bros. dry goods stock. The stock inventoried \$17,000 and was purchased by the Muskegon Heights Bazaar Store for \$8,500. The stock is being closed out at the original location of the store.

John L. Lynch has returned from Newport News, Va., where he sold goods to the amount of \$13,790 out of a \$20,000 department store stock.

Daniel V. Lynch is moving his family and household goods from Jacksonville to this city.

Don't try to "save" by using the same method that you condemn in others.

Automobile Theft**Calls Police and Auto Insurance Men to Toledo.**

Captain Parker and two other members of the Auto Squad of the Police Department of Detroit visited Toledo last Friday. The representative of the Citizens Mutual Automobile Insurance Company, of Howell, recovered a Buick car and a Ford automobile.

The police department of Toledo has been quite active and has recovered three cars the past week and turned them over to the representative of the Automobile Insurance Company.

Detectives Martin and Connor of the Toledo Police Department say that when Michigan cars are recovered they look up the records of the CITIZENS MUTUAL AUTOMOBILE INSURANCE COMPANY as that Company has over 46,000 policies issued. When they notify the company of the recovery of a car it is the same as notifying 46,000 automobile owners of Michigan.

These Bright Spring Days

when customers are looking for something new to coax back worn-out appetites, tell them about

Mapleine

The Golden Flavor

It makes dainties daintier and imparts a delicious "maple" taste to all sweets and desserts.

It is as essential on your shelves as lemon or vanilla. Order of your jobber or Louis Hilfer Co., 1205 Peoples Life Bldg., Chicago.

Crescent Mfg. Co., (M-407) Seattle, Wash.

Grocers Generally Are Interested in Selling I. B. C. Bran Cookies.

Their experience should prove to you that this product is worth handling. Bran Cookies are meeting with great favor owing to their fine eating qualities and healthful properties. We suggest buying a trial order.



You can buy Bran Cookies in 4 dozen lots, shipments going forward by express prepaid, delivered to your store, at \$1.57 1/2 per dozen, they retail at 18c per package. Free sample upon request. Do not delay this, but order at once.

INDEPENDENT BAKING CO.
DAVENPORT, IOWA

Bel-Car-Mo

Peanut Butter



Advertising Campaign now on in Western Michigan. Link your store with it by display of this delicious product.

In Sanitary
Tins—8 oz.
to 100 lbs.

Order From
Your Jobber

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

Petoskey Portland Cement Company

PETOSKEY, MICH.

No Bonds. No Preferred Stock. No Water. No Indebtedness.

A Company that is paying DIVIDENDS now.

Adding the manufacture of cement to its present profitable crushed stone business.

Cement business has been very prosperous during the last five to six years.

All stock is common, fully paid and non-assessable and is selling at \$13.50 per share until June 1st.

To get full information concerning this investment opportunity fill out attached coupon and mail.

F. A. SAWALL COMPANY, Inc.

405-6-7 Murray Bldg.,
Grand Rapids, Mich.

Gentlemen:—Without any obligation on my part, please send me all the information you have regarding the Petoskey Portland Cement Company.

Name.....

Address.....

The Michigan Securities Commission does not recommend the purchase of any security and its approval must not be construed by investors as an endorsement of the value.

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.

For Sale—Old established drug business in one of the best towns in State. This is a grand opportunity. Terms. Only store. Address No. 284, care Michigan Tradesman. 284

ADMINISTRATOR SALE of grocery and meat business. Good business. Good location. Stock and fixtures in voice about \$2,000. Fred S. Kebler, Administrator, Grand Ledge, Mich. 285

For Sale—Splendid established general merchandise business. Must sell before July, as owner cannot give it his attention. About \$4,000 to handle. M. Rann, Perry, Michigan. 287

For Sale—Our store building and stock, consisting of drugs, groceries and school books. Stock and fixtures will inventory about \$5,000. Will give a deed of the lot and store free to anyone who buys the stock and fixtures. DeHart Bros., Vernon, Michigan. 289

For Sale—200-acre grain farm; about 180 acres in crops. Southern Michigan. Will take merchandise in part payment. Wm. Wallace, 1419 Forbes Ave., St. Joseph, Michigan. 290

FOR SALE—CHAMPION ACCOUNT REGISTER. CAPACITY THREE HUNDRED ACCOUNTS. KEEPS ACCOUNTS UP-TO-DATE AT ONE POSTING. SELF INDEXING AND FIRE PROTECTION. EXCEPTIONAL BARGAIN. MUST SELL IMMEDIATELY. R. G. ECHOLS, 33 NORTH McCAMLEY ST., BATTLE CREEK, MICHIGAN. 292

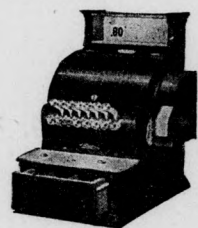
GET MY TANKS—Make big money developing films. Particulars free. GILLETTE, Boscobel, Wisconsin. 261

For Sale—Well-established business in general merchandise located on the Gladwin branch of the Michigan Central. Stock will inventory about \$4,000, exclusive of fixtures, which are not expensive. Prefer to sell store building also. Have handled about \$7,500 worth of cream per year. Correspondence solicited. Address No. 263, care Michigan Tradesman. 263

FOR SALE—One Bowser Long Distance gasoline pump and tank, in first class working order, tank capacity 170 gallons. Worth to-day \$250. We offer same at \$125. Beck's Store, F. O. B., Hillsboro, Kansas. 264

Spot Cash for entire or part stocks of clothing, dry goods and shoes. Give full particulars to save time. H. Buyer, 335 East Water Street, Milwaukee, Wisconsin. 229

For Sale—A well-established department store in a town of 1,200. Stock, \$20,000, doing \$60,000 per year. One of the best little towns in Indiana. Strictly cash-and-carry business. For information, address No. 248, care Michigan Tradesman. 248



Vogt's Rebuilt Cash Registers

Get our prices. All makes and styles. Hundreds of satisfied customers brought to us through Michigan Tradesman. Ask for information.

J. C. VOGT SALES CO.
Saginaw, Mich.

Wanted—A complete set of office and store fixtures for cash, such as cash registers, account registers, scales, coffee mills, refrigerator, etc. I have an adding machine for sale. Address Joseph Weller, Olney, Illinois. 250

Pay spot cash for clothing and furnishings goods stocks. L. Silberman, 106 E. Hancock, Detroit. 219

Wanted Merchandise—We are the only buyers in Michigan for all kinds of merchandise, machinery entire manufacturing plants, department stores, dry goods, shoes, clothing, hardware, auto accessories, drug stores, variety stores, grocery and meat markets. Wanted at all times store and office fixtures, show cases, cash registers, refrigerators, desks, chairs, filing cabinets, safes and any other fixtures. Also, have for sale fixtures of all kinds. If you want to sell or buy, write us. W. Maxwell Merchandise and Salvage Co., 120-122-124 West Water St., Kalamazoo, Michigan. 281

FOR SALE—A RETAIL and shoe repair store, established since 1904. Business prosperous. Stock carried about \$6,000. Reason for selling, ill health. Address A. H. Rothaus, 33 Center St., Ashtabula, Ohio. 294

Salesmen wanted, experience unnecessary, best seller on the market to-day. Sell to merchants, hardware, auto jobbers and dealers, garages and business merchants. Large commissions. To be sold on a money-back guarantee. It will pay you to investigate. You get the manufacturers' direct price, that is why sales are easy. Write at once. Eagle Tire & Rubber Co., Warne & Penrose Sts., St. Louis, Missouri. 295

FOR SALE—Newspaper in best little town in Michigan, with or without two-story frame building. Address No. 296, care Michigan Tradesman. 296

FOR SALE—On account of sickness, a poultry and egg packing plant in Central Michigan, doing one hundred fifty to two hundred thousand dollars annually. Address No. 297, care Michigan Tradesman. 297

For Sale—TEA and COFFEE STORE and staple groceries. Doing good business. Good reasons for selling. Address No. 298, care Michigan Tradesman. 298

For Sale—Only bakery and confectionery. County seat town of 3,000. Excellent business. Modern corner store building; six living rooms, bath and toilet upstairs. Price for equipment and building, \$6,000. City Bakery, Phillips, Wisconsin. 299

For Rent—Two-story brick building 20 x 70, on main street. Excellent opening for 5 and 10 cent store. F. Horton, Hastings, Michigan. 300

Great Printing Offer—200 letter heads and 200 envelopes, bond paper, printed in two colors, \$1.85. Prepaid. Remit by check or draft. Globe Printing House, Lock Box 365, Findlay, Ohio. 301

For Rent—Store building, that was always rented for a drug store and was closed on account of the war. Best location in town of 3,500. Only one other drug store in town. Has fine soda fountain. Would sell cheap. Address No. 257, care Michigan Tradesman. 257

For Sale—Restaurant and bakery in a hustling town of 3,000 in the northern part of Lower Michigan. A good proposition for the right party. Good reasons for selling. Address No. 278, care Michigan Tradesman. 278

For Sale—Fine, up-to-date pool-room and billiard hall with space for barber. Good live town. Also, good location for physician and dentist. Address M. Spencer, Masonic Temple, Boyne City, Michigan. 279

Highest prices paid for all kinds of stocks of merchandise. Charles Goldstone, 1173 Brush St., Detroit. 149

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

SUMMER HOMES.

FOR SALE—MY SUMMER HOME AT SOUTH HAVEN, MICHIGAN, ON NORTH SHORE DRIVE, ONE MILE FROM TOWN; 900 FEET LAKE FRONTAGE WITH HOUSE, BARN, ETC.; MOST DESIRABLE LOCATION IN SOUTH HAVEN AND IDEAL FOR SINGLE HOME OR SUITABLE FOR SUB-DIVISION: WILL SELL PART OR ALL. WALTER HERBSTER, 2518 EASTWOOD AVE., CHICAGO, ILLINOIS. 293

COLLECTIONS.

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

Boston Straight and Trans Michigan Cigars

H. VAN EENENAAM & BRO., Makers
Sample Order Solicited. ZEELAND, MICH.



A STOCK OF

WINGOLD FLOUR

will assure you a Quick Turn-over and a Better Profit, because of Satisfied Customers.

—ASK US—

WORDEN GROCER CO.

Distributors

Grand Rapids

Kalamazoo

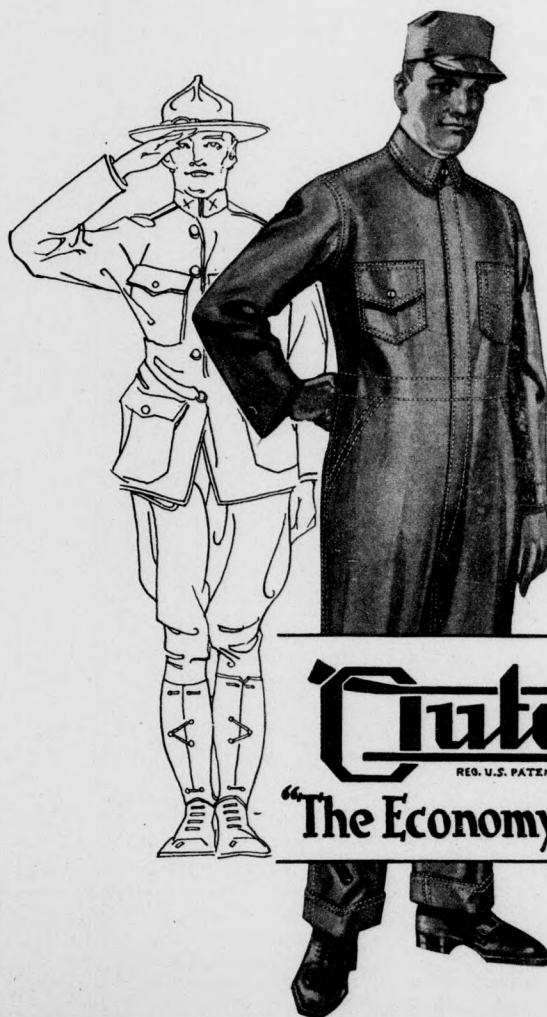
KYBO

A 1000 sheet roll velvety Manila Tissue

KYBO will please your customers. It gives a good profit to the retailer. Advertising helps furnished free.

Write for our proposition.

The Dudley Paper Co.
Lansing, Michigan



Over 2000

dealers have selected the Outerall as the best one-piece garment on the market.

For adults and children, in various styles and fabrics.

Sample assortment on approval. Send today.

Michigan Motor Garment Co.

Factories: Greenville and Carson City, Mich.

Offices and Branches: 1016 Medinah Bldg., Chicago; 3429 Ashland Ave., Indianapolis; 30-401-2 Euclid Arcade, Cleveland; 615 Locust St., Des Moines, Ia.; 147 Dwight St., Springfield, Mass.

Outerall
REG. U.S. PATENT OFFICE

"The Economy Garment"

Probable Repeal of the Luxury Tax Law.

With a view to urging prompt action upon both houses of Congress, Lew Hahn, of New York, Secretary of the National Retail Dry Goods Association, went to Washington last week with a delegation of representative dry goods and department store men to discuss the question with Congressmen having the repeal in charge. They subsequently had a very satisfactory conference with Chairman Fordney of the Ways and Means Committee and presented the matter to Mr. Penrose, who is slated for the chairmanship of the Finance Committee of the Senate, where all revenue matters are handled. From both members it was learned that a decision had been reached to repeal section 904 as promptly as possible.

The delegation sought to impress upon the leaders that if relief was coming to dealers and the consuming public through this repeal there was no reason why the people should go on paying these taxes indefinitely. They emphasized the danger of delay and expressed the hope that the proper committees would press the repeal resolution before both branches became involved in controversial matters that might bring about a delay that would deny the promised relief for weeks to come.

The chairmen of both committees promised to expedite the proposed legislation, but it would be well for the retail trade generally to bring all pressure possible to bear and convince Senators and Representatives of the imperative need for immediate action. This should be done through the medium of personal letters and petitions that should be forwarded without a day of delay to members of Congress and Senators, bringing home to them the danger that will come from procrastination in this important matter. Secretary Hahn wrote a letter from Washington to all members of the Association acquainting them with the situation and strongly urging them to take a personal interest in the repeal and write their respective members in the Senate and House.

All Shoe Regulations Cease June 1.

The agreement made on behalf of the shoe industry with the War Industries Board, at Washington, November 14, 1918, modifying the shoe regulations, which had been put into force as a war measure to control materials and styles for the spring and summer of this year, expires on June 1.

It will be recalled that immediately after the armistice was signed representatives of the shoe, leather and allied industries were summoned to Washington for a conference with the War Industries Board.

At that meeting the industry recommended that the stamping of manufacturers' serial numbers and class letters, A, B, C and D in shoes and all price regulations be discontinued.

This recommendation was accepted by the Government authorities, as was also the further recommendation of the shoe and leather trade that all

restrictions on the use of materials and styles be continued in force until June 1, with the proviso that manufacturers should be permitted to use restricted materials and lasts for sample purposes so that they could solicit business at once, provided, however, that the shoe should not be shipped to retailers before June 1.

These restrictions expire June 1, after which date the entire shoe and leather industry will be free of all wartime regulations.

Manufacturers and retailers have lived up to the regulations in a manner that reflects great credit upon the industry. By doing so they assisted in stabilizing and controlling the manufacture and retailing of shoes this season. There was grave danger that if all the regulations, including those controlling styles, were removed at once a condition would be created that would spell disaster to many retailers and manufacturers.

The entire industry has lived up patriotically and in a whole-hearted manner to the agreement to continue the style regulations in force until June 1. No other industry voluntarily made so many sacrifices or displayed a greater willingness to co-operate with the Government to win the war.

Harsh Interpretation of the Child Labor Law.

The chief of the child labor section of the Treasury Department has ruled that the term "workshop" applies to those shops in department stores where alterations and other manufactures of clothing are conducted, and in the millinery "workshops" where hats are either made or trimmed. Under the child labor section children between the ages of 14 and 16 may be employed for not longer than eight hours in any day, but not more than six days in any week, and not before 6 o'clock in the morning nor later than 7 o'clock in the evening. If these provisions are violated during any portion of the taxable year, a tax of 10 per cent. of the entire net profits received or accrued during the year will be imposed in addition to all other taxes.

"If," said the chief of the child labor section, "the clothing, dressmaking, alteration or millinery shop of any department store is a part of the same premises, the law applies to all the employees of the store and would include sales girls or boys, cash girls or boys, wrappers, office boys or girls, etc., coming within the prescribed ages, whether employed in the workshop or elsewhere."

New Dean of College of Pharmacy.

Dr. Henry Kraemer has been appointed Dean of the College of Pharmacy by the regents of the University of Michigan, succeeding Dean A. B. Stevens, who resigned several weeks ago.

C. Glenn Lewis and Elmer J. Warren have formed a copartnership under the style of Macatawa Market and engaged in the retail grocery business at Macatawa Park. The Worden Grocer Company furnished the stock.

Courtesy costs nothing, but rewards liberally.

Late News From the Saginaw Valley.

Saginaw, May 27—The Ladies Auxiliary of the Saginaw U. C. T. gave a most successful dancing party Saturday night at Elks' temple. There were about 200 people present to enjoy the affair, which was the first of its kind given under the management of the new entertainment committee of the Ladies Auxiliary and certainly they deserve great credit for the success of the affair. Through the thoughtfulness of Mr. Creed, of the Elks club, their dining room was thrown open and sandwiches, coffee, ice cream and soft drinks were served to those who cared to refresh themselves after a few dances. It was mighty fine of Mr. Creed and we assure him his courtesy was greatly appreciated. Amsden's orchestra furnished the music and to the writer's knowledge we never had music so full of real life as on Saturday night. The orchestra was under the leadership of W. L. McLaughlin, 220 Perkins street, who, by the way, is also one of Saginaw's East Side grocers. The following committee was in charge of the affair: Mrs. W. E. Chots, Mrs. Frank Marper, Mrs. Otto Goodrich, Mrs. L. M. Steward.

Several Baycitians attended the U. C. T. dance Saturday night and their presence was greatly enjoyed and we hope they will come again. They were Mr. and Mrs. E. B. Bennett, Mr. and Mrs. J. H. Hudson and Mr. and Mrs. M. W. MacGillivray.

H. E. Webster, of Elkton, is now home from Camp Travis, Texas, where he has been for the past year and a half as an instructor in the Quartermaster's Department, Pack Train No. 1. He expects to enter the meat business with his father, H. Webster, of Elkton. He is a very efficient sausage maker and will add much to his father's already splendid business.

Manager F. O. Rockwell, of the U. C. T. baseball club, requests all members and also those who want to try out for a place on the team to be at Bliss Park (not Hoyt as reported) at 1:30 sharp Saturday next. Mr. Rockwell is very much enthused over his prospective timber. He is booking some fast games with the idea of getting in shape for a post-season series with the "Aces." Let everyone turn out and give him good support. He deserves it.

Reid, Murdock & Co., of Chicago, have a new representative in this territory in the person of S. T. Small, now living at 407½ Hancock street, Saginaw. His connection with the above house brings another traveling man to Saginaw and we welcome him and his bride off but a few weeks.

Watch for data to be given for the U. C. T. picnic to be held in the near future.

The Tradesman scribe has changed his address in Saginaw from 209 6th avenue to 608 State street. Any news you have send along. I'll appreciate a little help during these busy days.

L. M. Steward.

Recent Happenings in the Celery City.

Kalamazoo, May 27—Newman Sanford, grocer at Lincoln and East avenue, has returned from a trip to Texas, where he has made a satisfactory purchase of farm land. He expects to return to Texas in about a week to complete arrangements for improving his interests there.

After twenty-one years feeding the public of Kalamazoo Messrs. Burry Fry and Harry Hill, of the Hub restaurant, have sold their business on East Main street to L. Gram and A. Botisolis, of Chicago, who will make numerous improvements in the near future.

Edward M. Hull has engaged in the grocery business at 501 Pine street. Frank C. Elliott has just completed a fine summer cottage on the South side of Long Lake.

Wm. S. Cooke, of the Worden Grocer Company, has returned from a

Southern trip to Birmingham, Alabama, and other Southern cities.

Joe Davis, formerly with the Perfection Biscuit Co., of Ft. Wayne, Ind., has bought the grocery stock of Watters & Place, of Centerville, and will conduct same under the firm name of Joe Davis & Co.

Elliott M. Owen, of Portage, has bought the grocery stock of A. N. McCarty, at 1847 South Burdick street, Kalamazoo, and will continue the business at that location. Mack says he is going to raise egg plants, pie plants and doughnut trees to reduce the H. C. of L. Success to you, Mack!

All the final arrangements for that big U. C. T. convention are complete and the word comes from up-state and down that Kalamazoo will be full with travelers and their wives on June 6 and 7 (and don't forget the Bagmen will start where the rest of the crowd leaves off).

Frank A. Saville.

Richest Portion of the Globe's Resources.

When Columbus discovered America he little dreamed that he was discovering the richest portion of the globe's surface. Figures given in the table below are not merely a prosaic enumeration of this country's resources. They are more than that. To the person with imagination, the cold figures are pregnant with life and illustrate the romance of our huge National wealth.

The United States has only 6 per cent. of the world's population and 7 per cent. of the world's land, yet the country produces as follows:

- 20 per cent. of the world's supply of gold.
- 40 per cent. of the world's supply of silver.
- 40 per cent. of the world's supply of iron and steel.
- 25 per cent. of the world's supply of wheat.
- 40 per cent. of the world's supply of lead.
- 50 per cent. of the world's supply of zinc.
- 52 per cent. of the world's supply of coal.
- 60 per cent. of the world's supply of aluminum.
- 60 per cent. of the world's supply of copper.
- 66 per cent. of the world's supply of cotton.
- 66 per cent. of the world's supply of oil.
- 75 per cent. of the world's supply of corn.
- 85 per cent. of the world's supply of automobiles.

Making Genealogies.

A middle-aged woman was forced to be the bread-winner for herself and husband as his health had failed. She had always been interested in genealogy, and so put an announcement in several papers and also told friends and acquaintances that she would trace back anyone's line of ancestors and make out his "family tree." She soon had several commissions which enabled her to take a trip to a city where she found in the libraries such genealogical works as she needed to consult for her work.

She made a success of the undertaking, for the field is not overcrowded and the pay which such work commands is good.

Increase Your Net Sugar Profits

The less it costs you to handle sugar, the greater your net sugar profits. Sell

Domino Package Sugars

The sturdy machine-packed cartons and strong cotton bags save time in handling and prevent spillage losses.

American Sugar Refining Company

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown, Golden Syrup, Kanelasses

DIAMOND CRYSTAL

*The Salt
that's all salt.*

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

Let your wife try this fine roast beef

Have her put a can in water for twenty minutes and then serve piping hot. How easy she will find the preparation! How delicious you will find the meat! How very economical! And the same thing is true of each of the twenty-four

Red Crown Ready To Serve MEATS

Meats bought in the open market on a quality basis, trimmed of all waste and then cooked by our exclusive vacuum process in the sealed can. This retains all their native flavor and juices. No wonder they're good! And no wonder they sell, for they are advertised every month in full-page spaces to the 550,000 housewives who read Good Housekeeping.

Try all of the Red Crown Meats in your home and see if they are not the kind of meats you want to offer your trade.

ACME PACKING COMPANY
Chicago, U. S. A.



Get Your Money's Worth

Most people have enough difficulty making money so they do not want to throw any of it away.

And there is a lot of satisfaction in positively knowing when you have made a purchase that you have received one hundred cents worth of value for every dollar expended.

Besides everybody is entitled to full value.

Of course there will probably always be people in the world who are bound to get the worst of a transaction.

And others who are always getting the best end of the deal.

One thing is certain, however, if you always buy

Lily White

"The Flour the Best Cooks Use"

you will always get full value for your dollar.

LILY WHITE FLOUR is sold under the guarantee that if you do not like it as well OR BETTER than any flour you have ever used the purchase price will be cheerfully refunded:

That guarantee means if LILY WHITE FLOUR does not give you complete satisfaction for every requirement of home baking the purchase price will be returned to you without quibbling or delay.

Besides getting your money's worth, bake-day will have a new interest for you, as the wholesomeness and goodness of everything made from LILY WHITE FLOUR, "The flour the best cooks use," will add a decided cheerfulness to the occasion.

VALLEY CITY MILLING CO.
Grand Rapids, Mich.

Ads like these are being run regularly and continuously in the principal papers throughout Michigan. You will profit by carrying Lily White Flour in stock at all times, thereby being placed in position to supply the demand we are helping to create for Lily White Flour.

ASK YOUR JOBBER FOR

Hart Brand Canned Foods

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.

Thousands of Footsteps You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of idle moments.

Contrast this method of oil handling with a

BOWSER
ESTABLISHED 1885

Oil and Gasoline System

a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

Learn more about it today.

S. F. Bowser & Co., Inc. - Fort Wayne, Ind., U.S.A.

**Toronto Office and Factory
66-68 Frazer Avenue**

*First for Speed
and Safety*

