

A Sunny Disposition

THE MAN of business who is the fortunate possessor of a happy disposition finds it an asset that makes hardships endurable, that turns obstacles into trifles and transforms the raging rival into a fast friend.

Life is such a serious proposition to most of us that we are grateful for the relief of seasonable humor; the persistently cheerful man who is neither a grouch nor a professional jester is made welcome everywhere.

The habit of the cheerful visage has a high medicinal value, both for its owner and for those with whom he is brought in contact. Many a seemingly hopeless case of defeat or melancholy has been cured by the sunshine of honest laughter.

An even temper should be cultivated just as assiduously as any other business asset. It pays big dividends in friends, lack of trouble and the solving of knotty problems. Smiles help more, when things go wrong, than many things which cost more in effort and time.

A good disposition makes living so much more comfortable and joyous. Geniality, like an old wine, warms the soul and dispels the chill of formality and self-consciousness. The man with a naturally happy expression is always sure of a welcome and a hearing.



Sugar Profit

demands a quick turnover and economy in handling.

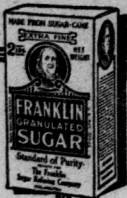
Franklin Package Sugars

insure this. The attractive Franklin carton sells quickly and the "ready-to sell" packages save your time, bags and twine, and loss by overweight.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered,
Confectioners, Brown, Golden Syrup



THE BIG IDEA in RED CROWN



Ready-to-Serve Meats

IF you were to ask us "what's the big idea in "RED CROWN Ready-to-Serve Meats?" we would answer in one word—"QUALITY!" What we mean by this is that when, about ten years ago, we founded the ACME PACKING COMPANY we had an idea that a very extensive demand could be built up for "RED CROWN" Ready-to-Serve Meats if we used only the best materials—and properly prepared them.

We have remained steadfast to this idea—and it has proven a tremendous success as is attested by the popularity, throughout the United States, of "RED CROWN" Ready-to-Serve Meats.

24 Varieties

ACME PACKING COMPANY
CHICAGO

Fleischmann's Yeast

will cure boils, carbuncles and similar skin afflictions.

It is also a healing laxative that produces excellent results.

Take Fleischmann's Yeast two or three times a day—raw or in fruit juices.

Recommend—

FLEISCHMANN'S YEAST
for Good Health.

THE FLEISCHMANN COMPANY
YOUR CITY

CANDY The Universal FOOD

Who's Candy?

"Double A"

Putnam's



CANDY

Made by

Putnam Factory Grand Rapids, Michigan

SNOW BOY Washing Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

25 boxes @ \$5.35—5 boxes FREE, Net \$4.46

10 boxes @ 5.40—2 boxes FREE, Net 4.50

5 boxes @ 5.45—1 box FREE, Net 4.54

2½ boxes @ 5.50—½ box FREE, Net 4.58

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, AUGUST 6, 1919

Number 18/2

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete In Itself.

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OF BUSINESS MEN.

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E. A. STOWE, Editor.

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WELCOME THE YOUNG PRINCE

Fifty-nine years ago the grandfather of the present Prince of Wales, the then Prince of Wales, traveled in the United States under the guardianship of the Duke of Newcastle and the name of "Lord Renfrew." The then rather unformed youth of nineteen was to develop into the accomplished man of the world, the mirror of tact, the able and quietly influential statesman whom the world learned to know and admire as Edward VII.

Vast different are the relations between the United States and Great Britain, wonderfully transformed is the general American feeling toward Great Britain, since then. The cardinal work of the British Navy through the war, the unflinching heroism and dogged resolution of the British Army through all discouragements and disasters, the fact that American and British soldiers have fought together side by side and in the same great cause, have removed the ancient prejudices and grudges from the hearts of Americans. The co-operation of the two great democracies in war is felt to be a promise of their cordial co-operation in the long peace for which the world hopes. They have stood together for freedom and democracy. They must stand together for the maintenance of freedom and democracy.

The young Prince of Wales has the reputation of a brave, modest and democratic young man. He comes to us, however, rather as a symbol than as a person, although both for himself and as the son of his democratic father, George V., whom Americans respect and like, he would be more than amply welcome. He comes not as the representative of a family, nor of a sovereign who is himself but a symbol of the sovereign Parliament and people of Great Britain. In him the Government and people of the United States will honor that mighty people and nation wherefrom the traditions and foundations of our lib-

erties, our law and representative institutions sprang, in all the course of its splendid history never so great and so heroic as in its desperate battle with Germany. They will honor our gallant comrade in that battle where in it made sacrifices far exceeding ours, our friend, our honorable competitor and associate in the arts and works of peace, a fellow guardian of the peace of the world.

FLOUTING THE LAW.

Business men should continue to refuse to accept fire insurance policies bearing the iniquitous surcharge insisted upon by the stock companies in defiance of the State Insurance Commissioner and the State Legislature. To do otherwise is to become an accessory to a crime—the crime of violating a fundamental law of the commonwealth.

Every local agent with whom the Tradesman has discussed the subject condemns in the strongest possible terms the action of the companies in joining the ranks of law breakers. Even the district and State agents deplore the unfortunate position the companies have placed themselves in by joining hands with the I. W. W. in defying and creating disrespect for the law.

There are enough mutual companies in the United States to assume the obligations which the stock companies have shown themselves unworthy of continuing to carry because of their illegal and arbitrary flouting of the law.

FUNERAL REFORM.

Nothing is more inappropriate than a funeral conducted by a stranger to the deceased, especially where the clergyman undertakes to say some things about the subject of the discourse without having definite knowledge on which to base his remarks. There is certainly one occasion when the achievements of a man deserve to be related by his friends and life long associates and that is the hour in which his remains are consigned to their eternal resting place. To permit such a duty to be undertaken by a stranger is a sacrilege. Funerals should be changed from set, gloomy and verbose affairs of the stereotyped sort to occasions of reminiscence and relation of the good qualities of the deceased. Those who have been so fortunate as to attend affairs of the latter sort will agree with the Tradesman in the belief that a wholesome change can not be accomplished too soon.

One can not imagine a more deluded person than he who says he wants to see the world made better, and yet will grow, manufacture or sell tobacco.

WORLD'S WHEAT SUPPLY.

That the United States Grain Corporation will have around 300,000,000 bushels less wheat to handle this season than was expected a few months ago is evidenced by the deterioration of the wheat crop and a reduction in the estimates. Indications are that the crop may not equal the 1,026,000,000 bushels of 1915, which was the record up to that time, as some of the statisticians here see it.

A reduction in the wheat estimates in the United States with Canadian prospects for 180,000,000 to 200,000,000 bushels in the three Western provinces, coupled with unfavorable harvests in many of the European countries, make it necessary to re-adjust the world's supply, although there are no definite figures available as to the exact quantity that will have to be deducted from early estimates. As reserves in Europe and in all countries outside of Australia and Argentina were practically exhausted at the end of harvest, the world's surplus of wheat, while more than sufficient for all requirements, is not as large as early expectations.

Estimates on European requirements are for 540,000,000 to 640,000,000 bushels, with ample supplies in the exporting countries to furnish all the foodstuffs that there is ocean tonnage available for transporting. The United States even with a crop of 1,000,000,000 bushels could spare Europe more than it could furnish ships to transport, 400,000,000 bushels being available under such conditions, which would leave 600,000,000 bushels for home consumption and carry over at the end of the crop season.

In pursuance of the plan announced by the Tradesman last fall, it is now proposed to compile a list of the sons and relatives of Tradesman readers who yielded up their lives to the Kaiser's war, with an appropriate tribute to each one. Will our readers kindly furnish the data for this compilation by early mail, so that the plan may be carried into execution?

Whether William Hohenzollern's alleged intention to move is due to lack of parking space or to noisy children in the streets or to a profiteering landlord can not be determined from the meager dispatches. To an increase in rent he should not object, for Hohenzollern means "high toll." The ex-Emperor is at least wise in having some one do his house-hunting for him. In this way he escapes having a deadly nightshade in blue inform him that there is a floor to rent: Five rooms rear, \$150 per month—this by way of forestalling inspection. Once he had houses all over Europe, from Trondhjem to Corfu. Now he is seeking

for just one. He might look over Heligoland. There he could muse by day and meditate by night on the difference between himself and his own Faust, who decided that the greatest happiness to be derived from life was to see a free people on a free soil.

Early statements were that the British were to have a mandate for all German East Africa, but now we have a Brussels announcement that Belgium will have a share of it. Its northwest corner is to be added to the Belgian Congo, the British retaining the remainder. In size the Belgian portion is not large, but it is excellent grazing territory and is inhabited by some of the most industrious natives. British hesitation to consent to a Belgian mandate has been based on the claim that Belgium has all she can manage in the Congo, that she has been lax in protecting the Congo herds against epidemic diseases, and that the natives express a strong preference for British rule. The British also attach a sentimental value to the region because of its associations with their own explorers. But the concession is small, and it is left wholly clear that British rights to the Cape-to-Cairo route are safeguarded. The Cape-to-Cairo railroad, now building, which was completed to Bukama, 2600 miles north of Cape Town, last year, traverses the Belgian Congo; but the British probably hope more than ever for one through "all red" territory.

The Tradesman gives place to a communication from Marshall this week solely to demonstrate how radical the hatred of England is in the hearts of Sinn Feiners and their sympathizers in this country. In the interest of decency the Tradesman eliminated a number of words and innuendoes which would not be tolerated in any dignified publication.

The communication verifies all the Tradesman has said in the past regarding the utter inability of the Sinn Feiners to govern Ireland, because men who can not bridle their own tongues and control their own ugly tempers are not capable of self government. It is a matter of history that the Sinn Feiner movement owes its origin to German propaganda and that it was encouraged and sustained in the early days of the movement by the lavish use of German money.

In order to remain popular with his countrymen, Hindenburg would steal from the ex-kaiser the honor of being the instigator of the wickedest features of the war.

The higher a fellow is promoted in a bank, the more solemn he gets.

GONE TO HIS REWARD.

Continuous Road Service of Forty-Seven Years.

Joseph F. O. Reed dropped dead in a depot in Chicago last Friday while en route home from his summer vacation. The funeral service was held at Spring's undertaking parlors Monday morning, temporary interment being made in the receiving vault at Oakhills. The service was conducted by Rev. Williams, assistant pastor of the Fountain street Baptist church. The pall bearers were Y. Berg, R. A. Utter, Fred Drilling, C. Folkersma, J. Zweedyk and William Venema.

Mr. Reed was the son of a Baptist clergyman and was born March 31,

correspondence and acquaintance with his old friends in Grand Rapids. In 1879 he resumed his place with the Leonard house in this city, then doing business under the style of H. Leonard & Sons. When the business was merged into a corporation in 1906, Mr. Reed was rewarded for his many years of faithful service by being made a stockholder in the institution. Instead of taking a position in the office, however, he preferred to retain the road work he had so long followed. His territory included all the available towns on the G. R. & I., north, from Grand Rapids to Mackinaw, the Pere Marquette from Petoskey to Baldwin, including the Manistee branch and the Pentwater branch, and the Ann Arbor from

Vice-President of the Leonard Crockery Co., in which corporation he was also a Director.

Mr. Reed's hobbies were base ball and fishing for bass and perch. According to his ideas, wading a stream for speckled trout was altogether too strenuous an occupation to come under the classification of recreation or sport.

Mr. Reed was regarded as a patriarch by the traveling fraternity—but he insisted that he was as young as any of the boys and that he could get over the ground as fast and effectively, call on as many customers, book as many orders, collect as much money, tell as many good wholesome stories and cast around as many infectious smiles as any man on the road. He leaves behind him a record for probity, for steadfastness and for uprightness which made his life a blessing and his memory a benediction.

Recent Bankruptcy Proceedings.

Grand Rapids, Aug 5—John Tazelaar, a draftsman of Holland, has filed a petition for adjudication in bankruptcy. The order of adjudication has been entered and the matter referred to Mr. Corwin. The schedules of the bankrupt show liabilities amounting to \$5,449.07 and assets amounting to \$350, consisting of household goods \$250 and machinery and tools \$100, and all of which is claimed as exempt to the bankrupt. No meeting of the creditors has as yet been called. The creditors shown by the schedules are as follows:

Louis Spitzing, Grand Rapids\$300.00
James H. Firth, Grand Rapids 300.00
James A. Brink, Holland 300.00
Frank R. Buck, Grand Rapids 300.00

The following notes given by the following parties to Veit Mfg. Co., also bankrupt, and sold by it and transferred to First State Bank of Holland, were endorsed over against Veit Manufacturing Co., and upon each bankrupt was an endorser.

John B. Beckwith, note dated March 1, 1917\$ 400.00
Louis Spitzing, note dated May 2, 1917 1,678.31
James A. Brink, note dated May 14th, 1917 1,369.45
Frank R. Buck, note dated May 2, 1917 801.31
\$5,449.07

In the matter of Suliman A. Sheehan, bankrupt, Grand Rapids, a special meeting of creditors was held Aug. 4, at which meeting the report of sale of the assets was approved, and a first dividend of 50 per cent. declared and ordered paid on all the partnership debts owing by the former partnership of Sheehan & Cattan, doing business as the Grand Rapids Garment Hanger Co. Certain administration expenses were also ordered paid.

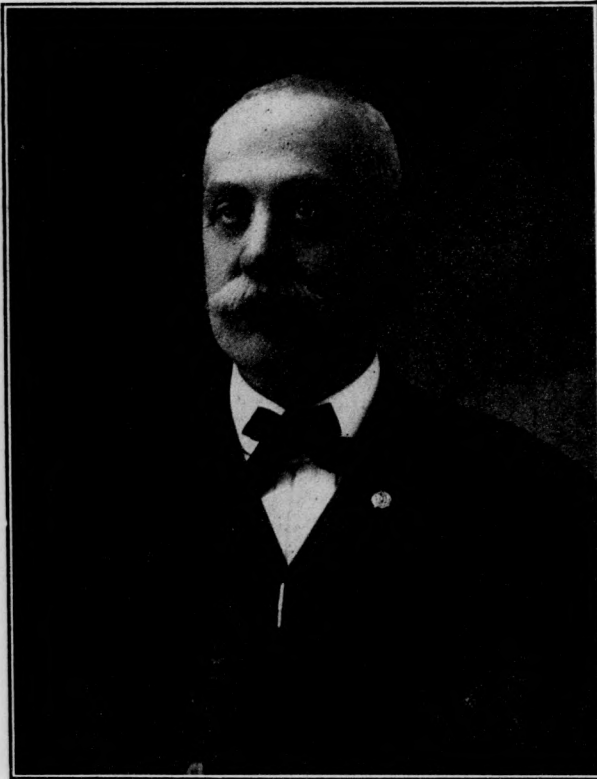
In the matter of A. N. Stough, bankrupt, Ludington, the final meeting of creditors was held yesterday. The final report and account of the trustee was approved. Certain accounts receivable still on hand and which are considered of doubtful value were sold for \$15. Certain administration expenses were ordered paid and a final dividend will be declared, the amount of which has not yet been determined.

In the matter of Ferman Clark, bankrupt, Ludington, the final meeting of creditors has been held. The trustee's report, showing \$792 on hand, was approved and allowed. Order for distribution was entered, directing payment of administration expenses and secured mortgage claim.

In the matter of George Morris, bankrupt, Olivet, the final meeting of creditors has been held. The report of the trustee, showing \$551.17 on hand for distribution, was approved and allowed. Order was entered for the payment of administration expenses and a final dividend, the amount of which has not yet been determined.

D. Stall & Son have leased the store building at 621 Bridge street and will add it to the three-front emporium they now occupy, giving them one of the most complete department stores on the West side. Their lease for the new store calls for a payment of \$50 per month for twenty years.

By lifting the burdens of others we lose our own.



The Late Joseph F. O. Reed.

1848, in the State of New York. His parents soon after moved to Zanesville, Ohio, where his boyhood was passed in attendance on the common schools and where he remained until 18 years of age, when, his father having been called to the pastorate of the Second Baptist church in this city, he came with him. In 1867 he began his business career as clerk for Heman Leonard, who then kept a wholesale and retail crockery store at 31 Monroe street. In 1872 he succeeded Charles H. Leonard as traveling representative for the Leonard house, and from that time dated his career as a commercial traveler, he having made that calling his constant business and having been engaged with only one other house in the past forty-seven years. In 1874 he took a position with Geo. W. Dillaway, wholesale crockery and glassware dealer at Muscatine, Iowa, being assigned portions of Iowa and Missouri for his territory. Here he remained five years, keeping up, however, a

Frankfort to Cadillac. He saw his trade every six weeks.

Mr. Reed's long experience in the same line, with only one change is sufficient proof that he made a success in his line of business, his sales having always been satisfactory and his customers well selected; and he always enjoyed, to a marked degree, the confidence of his employers and the friendship of his customers. Perhaps no personal trait served to make him more popular with the trade than his characteristic good nature, which never forsook him, and which he invariably imparted to those around him, thus paving the way to favors which a crabbed or more persistent salesman would fail to secure.

Mr. Reed was married May 11, 1898, to Mrs. Eliza Lathrop, of Petoskey. He had been a member of the Fountain street Baptist church for more than fifty years and belonged to the Michigan Knights of the Grip during the life of that society. Mr. Reed never held any office except that of

Come to Saginaw

Our 1919 Holiday Line will be on display there for three weeks after August 1st.

Choose your time and come where you will get individual attention from men who have been associated with the Holiday Business for a quarter of a century.

We have a record for long and continuous service which should attract to Saginaw every Eastern Michigan Druggist who handles Holiday Goods.

Headquarters at the Bancroft.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Third House Added to Our Organization

During the period of the war we endeavored to dismiss from our minds the idea of promoting our own interests in any way, except by endeavoring to give our customers and the people of Western Michigan the best service that we could. Aside from this, the Manager of our Company, together with a large number of the employes, gave a large portion of their time and thought to helping to administer the food regulations, without any regard to promoting the Company's interests.

The war is now finished and it is the duty of all of us to assume our positions in business and to continue to promote our own individual interests, insofar as they are fair and reasonable to our fellow men. It is also our duty, and we hope to be able to do our part in helping to solve the many problems that the changed conditions have brought, and to studying the situation to the end that our progress may be along reasonable and constructive lines.

Business in the future, as we see it, will be conducted more scientifically than in the past. It will be handled by good merchants who will learn to eliminate losses from poor management and poor credit, and the country will continue to demand that the wholesale and retail grocers shall continue to be the most economical method of distribution, if we are to continue in the business.

We have had an opportunity to acquire the splendid business of Northrop, Robinson & Carrier Company,

at Lansing, and we wish to announce to our friends and customers that we have taken over this company's building, business, property, formulas and trade marks and added this to the business we now have at Grand Rapids and Kalamazoo.

This means a greater buying power, which will mean a saving which will extend to our customers and through them to the consumers of our community.

The manufacturing business which they have established will mean furnishing a large number of items at first cost, which will mean further economy and better service.

The increased business which we will obtain will mean the building of a larger organization, which will enable us to give to our customers the very best service and co-operation that it is possible to maintain.

It will mean to that large number of customers and friends which we have in and about the Central part of Michigan that we can maintain a better service than we have in the past, and the large stocks of merchandise which we are compelled to carry in Grand Rapids, will assist the Lansing house in rendering a better service to the customers than they have been serving in the past.

It will continue to be our motto to make our Company bigger and better and we ask our friends to cooperate with us in advancing our mutual interests.

WORDEN GROCER COMPANY

GRAND RAPIDS--KALAMAZOO--LANSING

The Prompt Shippers



Movement of Merchants.

Ashton—White & Tozer succeed Henry Swem in general trade.

St. Charles—Charles Clipper will have his retail bakery completely remodeled.

Laingsburg — Mrs. Ezra Morgan succeeds Mrs. Mary Tripp in the millinery business.

Holt—The Young-Randolph Co., of Owosso, will erect a grain elevator here and conduct the business as a branch.

Belle Oak—Ellis Nemer has sold his stock of general merchandise to Charles Wellas, who has taken possession.

Bellevue—Z. W. Blackner and J. G. Sawyer have formed a copartnership under the style of the Bellevue Garage Co.

Caledonia — George E. Newall, formerly of Coral, has purchased the drug stock of W. D. Day, taking immediate possession.

Fowler—The Fowler Farmers' Elevator Co. has been organized and is erecting its plant which will be ready for business about Nov. 1.

Belle Oak—Roy D. Cady has purchased the Bullen store building and will occupy it with a stock of general merchandise about Sept. 1.

Frankenmuth—Rau Bros. have purchased the vacant lot adjoining their store building and will build an addition to their general store.

Ishpeming — Gustave Lindberg, meat dealer on Cleveland avenue, died at his home, July 30, following an illness of several months.

Hillsdale—The First State Savings Bank has purchased the Stock-Vanderzee block and will remodel it into a modern bank for its own use.

Owosso—Thieves entered the clothing store of Albert Koffman July 29 and carried away stock and Liberty bonds to the extent of about \$2,000.

St. Louis—Audrey Sias will remove his jewelry and silverware stock here from Edmore as soon as the store building his father is erecting is completed.

Detroit—The Daylite Electric Co. has been incorporated with an authorized capital stock of \$5,000, \$2,500 of which has been subscribed and paid in in cash.

Detroit—The Detroit General Tire Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—The bakery and confectionery business at 880 Woodward avenue, formerly conducted by Chas. A. Stenius, has been sold to Klein & Lipschitz, who will continue same under their own name.

Lansing—The Union Garage Co. has opened a retail store for automobile repairs and accessories in connection with its garage at 127 West Washtenaw street.

Detroit—The American Auto Accessory Co. has been organized with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$12,500 paid in in cash.

Charlotte—Milo Osborn has sold his interest in the boot and shoe stock of Harmon & Osborn, to Ira Smith and the business will be continued under the style of Harmon & Smith.

Holland—J. A. Vander Veen has sold his hardware stock to Arend Siersma and Dick Van Tatenhoven, who have formed a copartnership and will continue the business at the same location.

Owosso—John H. Evans has sold his stock of confectionery and soft drinks to O. L. Brown, recently of Lansing, who will continue the business at the same location on South Washington street.

Saginaw—The J. C. Musser Co. has been incorporated to conduct a general mercantile business, with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and \$2,500 paid in in cash.

Muskegon—The Toggery has been incorporated to conduct a retail clothing and men's furnishing goods store, with an authorized capital stock of \$7,500, all of which has been subscribed and \$4,500 paid in in cash.

South Haven—Charles Winkel, engaged in the lumber business for the past thirty years, has sold his interest in the lumber business of Winkel & Son to his son, Walter, who will continue the business under his own name.

Flint—N. A. Herren, of 407 Detroit street, has purchased the stock of groceries, baked goods and store fixtures of the Dayton Baking Co. store No. 2, at 1602 Oren avenue, and will continue the business at the same location.

Saginaw—The Kaufmann Hide & Fur Co. has purchased the property at 217 South Washington avenue and 216 South Water street and is remodeling it into a branch house which it will occupy in about two weeks.

Detroit — The Walker Brothers Catering Co. has purchased frontage of 30 feet on Griswold street, just north of Grand River avenue. The price paid was \$3,500 per foot. The purchaser plans remodeling the present three-story building on the property into a modern lunch room sometime within the next twelve months.

Litchfield—The Moss Mercantile Co. sold its stock of shoes to Albion merchants and the remainder of the general stock to Detroit parties who removed it to that city.

Dimondale—The Exchange Bank of Harris, Corbin & Co. has been merged into a State bank under the style of the Dimondale State Bank and its capitalization increased to \$25,000.

Jackson—P. K. Doyle, who has conducted a shoe repair shop at 317 East Main street for the past year, has formed a copartnership with his brother E. J. Doyle under the style of Doyle Bros. and purchased a stock of shoes which they have installed in the same store building.

Portland—Russell L. Cardy and George A. Foland have formed a copartnership under the style of Cardy & Foland and purchased the Leon E. Hoxon jewelry stock of the special administrator, taking immediate possession.

Union City—C. E. Keagle has sold his grocery stock to Bater & Moore, who will continue the business at the same location. Mr. Bater was engaged in the grocery business at Batavia about ten years under the style of Bater & Troutman.

Detroit—The Weiss-Kennitz Co. has been incorporated to conduct a general baking and restaurant business, with an authorized capital stock of \$75,000, of which amount \$50,000 has been subscribed and paid in, \$2,300.44 in cash and \$47,699.56 in property.

Detroit—The Robinson Foreign Patents Co. has been organized to buy, improve and sell coffees, and to acquire and deal in patents and processes for improving coffees, with an authorized capital stock of \$40,000, all of which has been subscribed and \$5,000 paid in in cash.

Ishpeming — The Lake Superior Produce Co., a Houghton house which has been selling fruits, vegetables and dairy products in Marquette county for a number of years, has closed its Ishpeming office and warehouse and retired from his field. Charles Thomas, who has looked after the Marquette country trade, has not announced his plans for the future.

Tecumseh—Butter sold for 10 cents a pound here for two days last week. Forty-three tubs, each containing 70 pounds of butter, were disposed of at that price and it sold "like hot cakes," as the old saying goes. A short time after the last tub of butter had been sold, three men, special officers for the Michigan Central railroad, appeared on the scene and arrested C. L. Grant, the salesman, on a grand larceny charge. According to the officers he stole the butter from a freight car in the Michigan Central yards in Detroit. He was taken back to that city where the charge will be preferred against him. All the loot with the exception of one tub has been recovered, according to the officers. The missing tub was lost off the automobile truck between Detroit and Tecumseh. Grant arrived here in a large truck, bringing the butter with him. He passed off as a government postoffice inspector and after securing the confidence of some

of the residents, he confided in them that he had some good butter to sell for 10 cents a pound. The deal was made and the arrest followed.

Manufacturing Matters.

Dundee—L. E. Perkins recently reopened his bakery under the style of the Riverside Bakery.

Benton Harbor—The Palace Lamp Corporation has engaged in the floor and table lamp making business.

Shelby—Fire destroyed the basket factory of J. E. Harrison, entailing a loss of about \$50,000, partially covered by insurance.

Bay City—E. A. Robertson, of Saginaw, is arranging to establish a shirt-waist factory in Bay City to give employment to fifty people.

Detroit—The Detroit Pressed Steel Co. has purchased the Springfield Body Co. plant on Carlton avenue from the Detroit Shell Co.

Belding—The Belding Foundry Co. has increased its capital stock from \$25,000 to \$100,000 and is building a large addition to its plant.

Perry—J. K. Finneran, recently of Medaryville, Ind., has purchased the Stichler store building and will occupy it with a bakery about Aug. 15.

Detroit—The Banner Manufacturing Co. has opened a factory in Oxford for the making of children's play suits. About fifty girls will be employed.

Detroit—Reports of a large steel plant on the riverfront North of the Great Lakes Engineering Co. property and said to be owned by Lodge Bros. have been current again.

Detroit—The Allen Air Turbine Ventilator Co. was incorporated with an authorized capital stock of \$150,000, of which amount \$75,000 has been subscribed and \$15,000 paid in in cash.

Detroit—The National Screw Products Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$26,000 has been subscribed and \$20,000 paid in in cash.

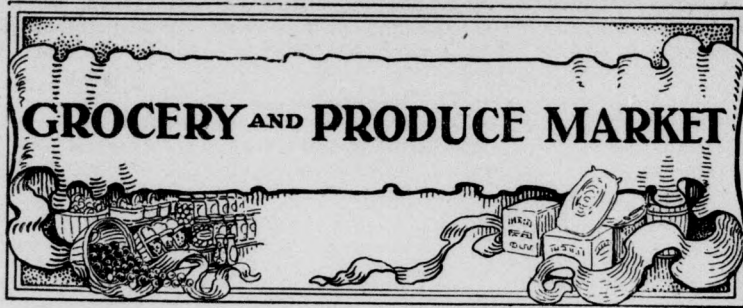
Worden Grocer Company Now Has Three Stores.

The feature of the week has been the conclusion of negotiations which have been conducted for the past six months contemplating the purchase of the building, stock, book accounts and good will of the Northrop, Robertson & Carrier Co., of Lansing, by the Worden Grocer Company.

The sale was effected Aug. 1 and the purchaser took possession the following morning. M. R. Carrier will remain with the house temporarily as manager and H. U. Bigger will continue as assistant manager.

The patrons of the Lansing house are assured that the liberal policies which have characterized the old house will be continued without interruption and that new features will be inaugurated from time to time to enlarge the service and increase the usefulness of the institution. Manager Rouse has large plans in view in the way of business extension which he will put into execution from time to time as circumstances justify.

No change will be made in either the office or traveling forces.



Review of the Produce Market.

Apples—Transparents and Dutch-ess, \$1.75@2.25 per bu.

Bananas—\$8 per 100 lbs.

Blackberries—\$4 per 16 qt. crate.

Beets—35c per doz.

Butter—The market is active, with a good consumptive trade at about 1c higher than it was a week ago. The quality arriving is averaging good for the season. The market is in a healthy condition on the present basis of quotations and we do not look for much change from the present conditions during the coming week. Local dealers hold fancy creamery at 53½c in tubs and 55c in prints. Jobbers pay 45c for No. 1 dairy in jars and 38c for packing stock.

Cabbage—Home grown command \$1.40 per bu. or \$4.50 per 100 lbs.

Cantaloupes—Arkansas, \$3 for standards, either 45s or 36s; Turlock, \$1.85 for flats and \$4.25 for standards; Indiana, \$2.75 for standards and \$1.10 for flats; Michigan osage, \$3.25 for 12 x 12, \$3 for 11 x 11 and \$2.75 for 10 x 10.

Carrots—25c per doz.

Celery—40c per bunch; jumbo, 60c.

Cocoanuts—\$1.25 per doz. or \$9.50 per sack of 100.

Cucumbers—\$1 per doz. for No. 1 and 75c for No. 2.

Garlick—60c per lb.

Eggs—The market is firm at unchanged prices. Fancy qualities are very light. The bulk of the receipts show more or less effects of the hot weather and have to be sold at relatively lower prices than the best. There is a good consumption. The market is firm and if we do have any change it is likely to be a slight advance. Local jobbers are paying 43c for candled fresh, loss off, including cases.

Grapes—California Malagas, \$4.50 per case.

Green Corn—35c per doz.

Green Onions—20c per doz.

Green Peppers—60c per basket for home grown.

Honey Dew Melons—\$3.50 per crate for either 6 or 8.

Huckleberries—\$4.50 per 16 quart crate.

Lemons—California, \$6.75 for choice and \$7 for fancy; Verdillas, \$9 per box.

Lettuce—Home grown head, \$3 per bu.; garden grown leaf, \$1.50 per bu.

Onions—California, \$3.85 per crate for yellow or white, or \$6 per 100 lb. sack; Louisville, \$5.50 per 100 lb. sack; home grown, \$2.75 per bu.

Oranges—Late Valencias, \$6@6.50; Sunkist Valencias, \$6.25@6.75.

Peaches—Oklahoma Elbertas, \$3.75

per bu.; California Crawfords, \$1.60 per box.

Pears—California Bartletts, \$4 per box; Early home grown \$3 per bu.

Pieplant—5c per pound.

Plums—\$3.25 per box for California; home grown Burbanks, \$3.50 per bu.

Potatoes—Virginia Cobblers, \$8.50 per bbl. and market conditions indicate higher prices; Louisville, \$7 per 150 lb. sack.

Radishes—Home grown, 12@15c per doz. bunches.

String Beans—\$2.75 per bu.

Sweet Potatoes—\$4.50 per hamper for Virginia.

Tomatoes—Hot house, \$1 per 7 lb. basket; home grown, \$2 per ½ bu. basket.

Water Melons—40@50c apiece for Indiana.

Wax Beans—Home grown command \$2.75 per bu.

The Grocery Market.

Sugar—The market shows no change. Refiners are refusing orders, being completely tied up for several months to come. Consumptive demand is no larger than usual, but the wholesale demand continues to be about twice usual. Without a doubt if the Government were not in charge of the situation prices would be several cents a pound higher than they are. As a matter of fact, sugar has been sold for delivery after Jan. 1 next, when the Government's hold expires, ½c above present prices.

Tea—The market shows no particular change for the week, with a strong advancing tendency. Consumptive demand is satisfactory under the circumstances.

Coffee—All grades of Rio and Santos, as well as milds, are just about where they were a week ago, but there is a slightly better demand. No change has occurred anywhere, but some buyers appear to be buying with little more confidence, although the coffee market at present is a gamble. There have been some arrivals of Brazil coffee to New York during the week, but not enough to materially affect the situation.

Canned Fruits—The market for canned fruits was quiet, although resale contracts are offered from various quarters at varying advances over the opening prices. The general prorating of orders, now in process, has not disclosed its full effect on domestic demand.

Canned Vegetables—Although the Government has several million cases of canned goods to unload, the trade do not seem to be thinking very much about it. Tomatoes are firmer, both

spot and future, futures being now quoted at around \$1.75, in a large way, f. o. b. factory, and spots \$1.70. This is an advance of about 20@30c from the lowest point. A jobber who thought he had bought some Government tomatoes at around \$1.40, offered them at \$1.55 net cash, but the transaction is in such a tangle that he does not know exactly where he is. Tomato pack will undoubtedly be short on account of the heavy rains and some predictions are for not more than 10,000,000 cases. Corn and peas are both firm and high, packs of both being undoubtedly very short.

Canned Fish—Domestic sardines show no particular change, the market still being depressed. Salmon firm and tending higher. Red Alaska in a large way, is now quoted at around \$3, which is about 50c above the price ruling a few weeks ago. It is believed that all the Government's salmon has been unloaded and absorbed. Norwegian sardines are coming back into the market again, but at very high prices. The trade, however, are taking hold to a limited extent.

Dried Fruits—Prunes are selling at a very heavy advance over the opening and are very scarce and wanted. Entire list of dried fruits shows unprecedented prices, including raisins, peaches and apricots. The trade, however, are taking them in small lots and the point has not yet been reached where people decline to buy on account of the prohibitive figures. Consumptive demand for dried fruits is light.

Molasses—The market is dull, with prices nominal and unchanged.

Sugar Syrups—Business is regulated by the supply, which is of moderate proportions. Prices are maintained on the basis of previous quotations.

Rice—No change in the situation is to be noted and none is likely to occur during the next few weeks or until the new crop begins to move. Prices are nominal, but the tone of the market is strong, full figures being obtained for anything available.

Cheese—The consumptive demand is light. The make is about normal for the season, but the bulk of cheese is being sold for export. The quality is averaging good. The market is firm and there is, not likely to be any change of any consequence.

Provisions—Everything in the smoked meat line is steady at prices ranging about the same as a week ago, with a light consumptive demand. Dried beef, barreled pork and canned meats are all unchanged, but firm. Pure lard and compound, are firm, with a reported export demand.

Salt Fish—There is a fair demand for mackerel, which rules about unchanged. Shore mackerel continues scarce.

O. A. Ohland, Jr., is now on the road for the Chicago Pharmaceutical Co., of Chicago. He makes his headquarters in Grand Rapids. His territory includes all available Michigan towns.

What some public speakers need is better terminal facilities.

Death of Cornelius De Jongh.

Cornelius De Jongh, the long-time Burnips Corners general merchant, died at his home in that village Sunday morning as the result of a malignant cancer which refused to respond to the knife of the most skillful surgeons in America. The end was not unexpected and Mr. De Jongh had been resigned to his fate for several weeks, having long been convinced that he could never recover from the malady. He died surrounded by a large circle of relatives. He left a wife and four children—Mrs. Nellie Clouse, of Dorr; John De Jongh, of Dorr; Mrs. Grada Skellinger, of Detroit; C. Fred De Jongh, of Burnips Corners. Deceased also leaves a mother, two brothers and two sisters, all of whom reside in Holland. The brothers are J. and H. De Jongh and the sisters are Mrs. Helen Stroup and Mrs. Dora Gravengood. Funeral services were held at the family residence at 2:30 Wednesday afternoon, being conducted by Rev. Geerlings, of Zeeland. Interment was in the Burnips Corners cemetery.

Mr. De Jongh was keen of intellect, kindly, sympathetic and ambitious. His enthusiasm, his endurance, his boundless energy, early marked him for conspicuous achievement in the selling field. His rare and companionable qualities won him the regard, even affection of all who came to know him in anything more than a superficial way. His life work is a fine tribute to the character, force and stamina of the man.

There are some who depart this life who are missed alone by their immediate families and by them only for a short time; there is no use in disguising this fact because it is an incontrovertible one and the reason for it is too patent to require either arguments or explanation. However much or little these people may have accumulated and left behind them in worldly goods, their lives were barren because their hearts were chilled, because they lived not for others but for themselves alone; hence and very logically when the time for their departure came they went as they had lived, friendless, alone and unmourned except, of course, as related to respectable and required outward form. As the years go by, Cornelius De Jongh will be remembered with love and affection by scores—yea by hundreds of men and women whom he substantially befriended, by men and women whom he inspired by his life, as well as by spoken word to stand by, to look up and to press on with a heart of cheer and a hope for better things. Sometime, we know not how soon or how long deferred the time may be, we confidently expect to meet our friend again, to clasp his hand, to hear his voice, to see his smile and we know—at least we know we believe—that we shall find him busy there as he always was here, doing a man's work in a manly way.

It takes four things to make a gentleman. You must be a gentleman in your principles, a gentleman in your tastes, a gentleman in your manners and a gentleman in your person.

Excellent Example of Sinn Fein Propaganda.

Marshall, Aug. 5—A few days ago, I happened to come across the July 2 issue of the Michigan Tradesman. The leading editorial contained a warning to Americans, not only to render no aid in the settlement of the Irish question, but to do all in their power to sustain England in her campaign of plunder and devastation of Ireland.

The writer's presentation of the subject was such a glaring outrage on historic truth, and his language so outrageously indecent and offensive, that in noticing it at all one runs the risk of sacrificing his self respect and descending to the level of the brawler and pander. But, as it affords an opportunity of placing the truth before the readers of the Michigan Tradesman, it may be worth while to expose some of his grotesque falsehoods.

1. He denies that Ireland is a nation, even geographically. He contradicts himself in the very statement. Ireland is, in race, language, custom, traditions, temperament, as well as geographically, radically distinct from England. Moreover, she is one of the most ancient nations in Europe, and for 750 years of bloodshed and tyranny she has never relinquished her demand, but in every generation vindicated her claim to nationhood. No historian worthy of the name ever denied this.

2. He has the temerity to say that the whole trouble in Ireland is "a religious controversy" and squabble. This is at once a libel on Irish Catholics and an insult to Irish Protestants. There is no religious question in Ireland. This is a slander exploited by her enemies to throw dust in the eyes of the world and of the American people in particular. Does not the veracious editor know that all the leaders of public and political opinion in Ireland, for a century and

a quarter, with one single exception, were Protestants. Does he not know that many of the so-called rebels and victims of England's brutal laws were Protestants. Wolfe, Lord Edward Fitzgerald, Robert Emmett, William Orr and the Shears brothers were Protestant martyrs for Irish freedom; John Mitchell, John Martin, William Smith O'Brien, Thomas Davis, Isaac Butt and Charles Stuart were all Protestants who suffered for their National fate. So are many leaders in the present movement, including Arthur Griffith, the founder of Sinn Fein.

No country in the world is so united in regard to National policy as Ireland is to-day. The only element in the country opposed to independence is the English garrison in Ireland. The late elections made that as clear as the noonday sun. The Orangeman is in Ireland, not for Ireland's benefit, but to keep it in subjection to England, hence he glories in calling himself not an Irishman, but "the English garrison." It was the Orange faction only that sought an alliance with Germany. That faction was the only one that received munitions and arms from the Kaiser. This is so notorious that the leader of the faction, Sir Edward Carson, boasted of it.

3. The editorial writer denounces the Sinn Fein as "the cheapest kind of hirelings and assassins;" in other words, the whole of Ireland is a nation of robbers and cutthroats. What castigation does the man deserve who makes such an outrageous accusation as this against a whole people? For me, I must be content with telling him that he is mistaken. It is incorrect to state, as he does, that the Sinn Fein referred to the Germans, as "our gallant allies." It is a deliberate lie to say that the "movement was financed by Germany." The Sinn Fein received no aid whatsoever, either in money or arms, from Germany.

4. I come now to the strangest part of the document. By a singular infelicity he recalls the Alabama episode and advances England's chief reproach and disgrace as an instance of her chivalry and magnanimity. I have no desire to open up sores, I would leave them buried in the dead past, did not this man resurrect them.

There is an impression that Ireland is the only country with a grievance and—that the Irish Catholics are the only people who have had occasion to bring a serious charge against the British empire. The old world is not the only place where the English have trampled on human rights. England endeavored, in the past, to hold and reduce America as an industrial dependency (see the proclamation of independence). When oppression became intolerable and the spirit of the manhood of America rose up to cast off the yoke, the English nation resorted to the most abominable means for the subjugation of this continent. Brand and sword, fraud and brute force were employed. "What name does England's conduct deserve and what punishment is in store for the men who have destroyed millions, involved thousands in ruin and plunged numberless in unspeakable woe?" This indignant question was asked, not by an Irishman, but by the peerless patriot, the father of his country, George Washington. The struggling colonies rose against oppression, solicited the aid of friendly countries, France responded, Spain followed but Ireland was the first. "I found the people of Ireland disposed to be the friends of America" wrote Benjamin Franklin, "in which I endeavored to confirm them with the expectation that our growing weight might in time be thrown into their scales and justice be obtained for them likewise." On July 28, 1775, the American Continental Congress published an address to the people of Ireland, thanking them for their sympathy and sup-

port and expressing the hope that America would one day be able to make a return for the invaluable assistance rendered to her by Ireland.

America did then what Ireland is doing now. She appealed to the moral sense of Christendom to vindicate the justice of her cause. Is it strange that the United States Congress should pass resolutions sympathizing with Ireland in her struggle for independence? In 1783 England signed a treaty of peace in Paris declaring that these colonies "were and of right ought to be free and independent states." Her conduct in 1812 shows how sincere she was.

5. Now to come to the Alabama incident. During the Civil War England recognized the slave trade of the South and granted it belligerent rights. She built and manned privateers to harass American ships, prey on American commerce and sweep the American flag from the ocean. When the war was over, England was called to account for these glaring violations of justice and international law. At Geneva a fine of \$15,000,000 was imposed on the pirate nation—a very small sum considering the crime and ridiculously inadequate to repair the damages inflicted on American ships, trade and commerce. Did England promptly pay the award, as the writer says she did? Nothing of the kind. She begged and whined for time, asserting that the subtraction of so much gold would involve England in a financial panic. As a matter of fact, as Gladstone declared in Parliament, the English people drank themselves out of the Alabama claims. I should not be surprised if honest John Bull, who is a compound of the bully and sneakthief, compelled Queen Victoria to make an abject apology with a view to mitigate the damages. Now, Ireland simply asks that America be true to her traditions and ideals and to vindicate the motives for which this country went into the war." George Clarson.

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CHICAGO

Gabby Gleanings From Grand Rapids.

Grand Rapids, Aug. 5—The writer attended the funeral of Joseph F. O. Reed at the Spring undertaking parlors Monday morning and was struck with the simple and unostentatious manner in which the veteran road salesman was laid away to his eternal rest. The service was just such an affair as "Joe" would prefer if he was to plan it himself. I imagine, however, that, instead of a set sermon by a stranger who probably never shook the hand of the genial salesman, he would have requested Manley Jones or some other traveler of the old school to say a few words and make a few remarks of a personal character. Mr. Reed's life was rich in good deeds and helpful acts. This side of his nature could not be brought out by a stranger, but Manley Jones could have paid a tribute to the deceased which would have added greatly to the interest of the occasion and given those present a new insight into the vision and aspirations of the deceased.

Lynch Bros. have engaged to conduct a sale of the stock in the Cash Bargain store, owned by the late W. B. Fishbeck, at Howell. The stock inventories about \$14,000.

Charles Berman, buyer at Berman's department store, Kingston, was in town last Friday to place his order for holiday goods with H. Leonard & Sons. He says he visited all the large Eastern markets and found the Leonard line better than any he had found at any other market.

Men get queer notions in their heads some times. For instance, the writer thought he was paying Mr. Race a compliment in the reference made to the King Hotel, at Reed City, last week. Mr. Race read the article hurriedly—too hurriedly—and immediately sat down and wrote a brief description of some of the difficulties he has had to overcome, as follows: "You will remember the writer called at your office before coming up here, at which time I was connected with the New Hotel Mertens, and had quite a chat with you. Upon arriving here and taking charge I found a proposition on my hands I had not believed possible. The rooms, dining room, kitchen, sample room and heating system were in such state of repair that it has taken all the money I could get together to make things liveable. The kitchen utensils in use here were not fit to cook a single article of food in, as they were chipped and could not be kept clean. These all had to be replaced. There was not a sheet in the house of law-abiding strength and they had to be replaced with new ones to meet the requirements of the law and the comfort of my guests. And you will realize what it costs to buy linen! In order to keep the place warm I had to expend about \$150 on the heating plant. Also I have decorated as many rooms as possible, including the dining room and office and men's toilet. Then, coupled with all this, you know what the business conditions have been, especially last fall before the war was over. In regards to the dining room, will say that up to October I was getting 65 cents per meal and was losing money and then I put my meals strictly European and now my average meal brings me in 50 cents and the dining room is just breaking even. I am at a loss to account for this, as most of my fellow hotel men up and down the line are getting from 75 cents up for their meals and I am sure that my menu will compare very favorably with the majority and still I am getting only 50 cents. I really do not see the sense of charging every man 75 cents or more for a meal when some are eating—or at least eating at—twice as much as some other guest. Either one is getting more than value received or the other is getting stung. One of the hollers that hotel men have been put-

ting up for the past few years is that the Greeks have been getting all their rightful business. So if the fellows patronize those places I can see no reason why the hotel can not meet the opposition with the same thing without unfavorable comment. We realize that for the past year we have been unable to obtain efficient help, particularly in the kitchen, within reach of our pocketbook, for you well know that wages have gone up with that class of help far more than hotel rates have been boosted and faster than the salaries of traveling men have been raised." I am glad to give place to Mr. Race's letter, because I believe he is making an honest effort to serve the traveling public the best he knows how and that he is doing all that any man could, considering the handicaps he is under.

The death of Cornelius De Jongh, of Burnips Corners, removes a life-long friend of the traveling fraternity. Mr. De Jongh was always courteous and genial to the traveling salesman, both while engaged in business at Muskegon and Burnips Corners, and his untimely end—he was only 59 years of age—will be mourned by every traveler who ever called on him.

Industry is the mother of good luck.

The trouble with a white lie is that it so frequently leaves a black mark behind it.

The man who can not get out of debt is frequently envied by the man who can not get in.

All things come to him who waits. The right way, of course, is to wait at the proper place.

If an honest man is the noblest work of God, it is just as well to look these self-made men over very carefully.

The tragedy of the recent Chicago rioting will not end with the deaths, injuries and immediate property loss. Negroes by hundreds are still fleeing the city, some with their possessions and some without, for the most part seeking Southern refuges like Memphis and Nashville. So it was after the Springfield and the East St. Louis riots, for Lincoln's State has distinguished itself by three such affairs within a few years. At the Stock Yards, where one-third the employes are negroes, not one appeared for work during the days of stress and fear. Order can be restored, arrests and convictions can be obtained, but great numbers of decent and law abiding citizens were forced out of employment and out of their homes to seek shelter wherever they could; great numbers of others are left with an abiding fear; and enterprising negroes throughout the South who have thought of going North to better their condition are served notice that their immigration is likely to be resented by a class of whites who will resort to wholesale murder to discourage it.

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FRENZIED MERCHANDISING.

Evidence multiplies that the complaining stage concerning the high cost of living has been passed and that some form of action at Washington, either from the President or Congress, is inevitable.

However, contrary to popular understanding the statement may be, it is nevertheless true that no one will welcome this any more than the grocer and food trades, but in the working out of the solution of the problem, there is much trade misapprehension, lest hasty and unwise action may cause needless disturbance and adversity to orderly distributive processes, without commensurate hope of a successful outcome.

That the high cost of living is a matter of compelling and dominant importance every grocer knows. But, after years of thought and study and "probes" and enquiries without number—plus some very honest effort on the part of the grocery trades themselves, latterly intensified by the best economic and mercantile brains in the country working under the stimulus of patriotism and war necessity—all studies have failed to in any wise suggest to real economists any hope of direct solution. Such causes for the high cost of living as have been discovered have generally been traced back to economic conditions which show no sign of change or of yielding to the popular clamor. To outline these is far too intricate to discuss here, but the chief are high wages, short hours and advancing living ideals.

Meanwhile, there is imperative need for relief and with political meddlers on the one side, a genuine distress on the other and a widespread, vague and misunderstood opinion as to the causes, there is fear that trouble will result. It is recognized by trade leaders as a time for cool heads and open minds; also for tolerance and a helpful spirit.

Contrary to the common belief, there is no marked opposition among grocers to having Uncle Sam sell the army surplus of foodstuffs by peddling it out through municipalities, parcels post, etc., or by the process of auctioning. The whole amount to be disposed of is not enough to seriously affect trade, save in a temporary way, and it is recognized that while the fever is on there is no use in preventing popular experimentation, even if the schemes are doomed to be ineffective. It may be that a family here and there—perhaps thousands of them—will buy a few staples more cheaply than they would of the grocer, but the whole available lot is not enough to materially change ruling values, least of all solve any of the problems of the old h. c. l.

There is a trade belief that it represents unfair competition for a city or the Nation to sell goods at a loss, using already overburdened public service for the work and then dump the loss and the cost of the experiment onto the taxpayers, of whom the grocers themselves are no small portion. But it would be futile for a

grocer to offer either protest of argument.

It seems strange that so much of the complaint against the high cost of living has to do exclusively with foodstuffs and that in consequence most of the reprisal proposed is against the "food profiteer," which, with the average citizen, means every grocer, butcher or other victim whose lines are cast in the manufacture, handling or sale of food. Perhaps it is not unnatural, in the face of the fact that nothing comes so compellingly or personally home to every man, woman and child as food and no class of merchants are so numerous as the grocers.

But if the public would only pause long enough to investigate, it would be found that food is only one of many classes of commodities which have advanced, the advance being so uniform—not only here, but in every other land—as to suggest that fundamental causes rather than the commonly attributed machinations of groups, trusts, speculators, etc., are really to blame.

For instance, a Canadian governmental board has lately compiled certain statistics of prices in that country—and what is true in Canada is virtually true here—before the war, at the time of the armistice and now, covering foodstuffs, staple materials in the hardware field and a group of common and varied staples. These show surprisingly uniform advances, representing for the food list an average of 140 per cent. advance, on the hardware 148 per cent. advance, and on the staples 136 per cent. If one had taken such things as shoes, clothing and other lines of manufactured products, the percentage of increase would probably have been even stronger than in these directions. The grocer, therefore, objects to being made the goat for things which are just as true of many other lines of commodities than foods. Are there "trusts" everywhere and in every commodity? If this is a trust result or the product of the wicked speculator and profiteer, why is it equally true of England, France, Italy, Argentina, Australia and Japan? Why not approach the high cost of living as an economic result and not the mere vagary of a wicked gouger?

The grocers are rather disposed to be amused, and to look forward to a demonstration through experience of the impracticability of the scheme. They point to the fact that the postal service is already badly congested and intolerably inefficient, showing up at the end of the year with a deficit. They are quite willing for the housewife who wants a line of foods to walk a couple of miles to the postoffice, read a circular posted on the wall stating what the prices are to be, make out her formal order, pay the money in advance, wait for it to be sent to Washington, compiled with millions of other orders and then apportioned to the amount available—which will quite as often be oversold as undersold—and then cumbrously weighed out, wrapped, directed to her address, sent to her city and then delivered at her door

by a pack-horse postman in whatever condition it may arrive—and whenever. The grocers conjure up interesting pictures of it and are wicked enough to chuckle at the situation that will very likely result.

The leaders in the wholesale trade contrast it with what might have happened had there been less clamor and less prejudice against using established channels of distribution; experienced and of proven efficiency. For, let it be recalled, that, weeks ago, a responsible committee of wholesalers offered the Governmental authorities to handle the whole surplus through regular channels, at whatever prices the Government wanted to set and at whatever reasonable compensation of limited margin the Government would set; guaranteeing that speculators would not get it. And now people have bought large lots of food who were never in the business before and are selling it freely, at whatever prices they choose, if they offer it at all. The feeling in the grocery trade is less one of resentment than of amusement and disgust.

And yet no one likes to oppose any honest effort to lower the cost of food. No one doubts the sincerity of many who are planning these fanciful schemes for carrying out the mandatory orders of Congress, unless it may be that politicians are suspected of currying favor.

There is full sympathy in grocery circles with any effort to lower prices, but the grocer can not discover in the suggested plan any signs of effectiveness. None of the essentials of distribution are eliminated, unless on the basis of "do it yourself," and the feeling is that experienced men, with lifetimes of competitive effort back of them, can do it better than novices. Least of all have they any confidence in Governmental operations to really serve the public.

No one in trade believes that the public will be pleased with its experience nor that even a dent will be made in old h. c. l. They do regard sadly the waste of honest, earnest effort in what they feel sure is a hopeless cause and yearn for the day when politicians and the public will really wake up to the deep-rooted causes of advance in living costs. The more experienced men are, the more thought they have applied to studying the problem, the less they confess to knowing much about how to solve it.

The soldier who did not pass through dark Gethsemane before he entered the army could hardly have had high hopes or extensive plans for life. And in that night of testing he came to see a greater opportunity for service in which all his study, labor and training for a life of usefulness had not been in vain, and would be augmented many fold by war experiences if he survived the war. Yet before him always loomed the possibility of a sudden end to the earthly career. And when that end came to many a soldier he knew he had finished a good work—had completed his task and passed every test.

WOULD BE DANGEROUS.

Bad as the sugar situation is, it is open to question whether the sugar men or the politicians are the more annoying. Every time anything goes wrong with the law of supply and demand, or prices get out of joint, there rise, like mushrooms over night, fifty-seven varieties of "remedy" in Congress to correct the situation—and make a good showing for an aspiring politician. More than occasionally, the remedy is far worse than the disease. For instance, here is an Indiana Congressman backing a bill to prohibit the export of sugar for two years, with penalties running to the full value of the sugar.

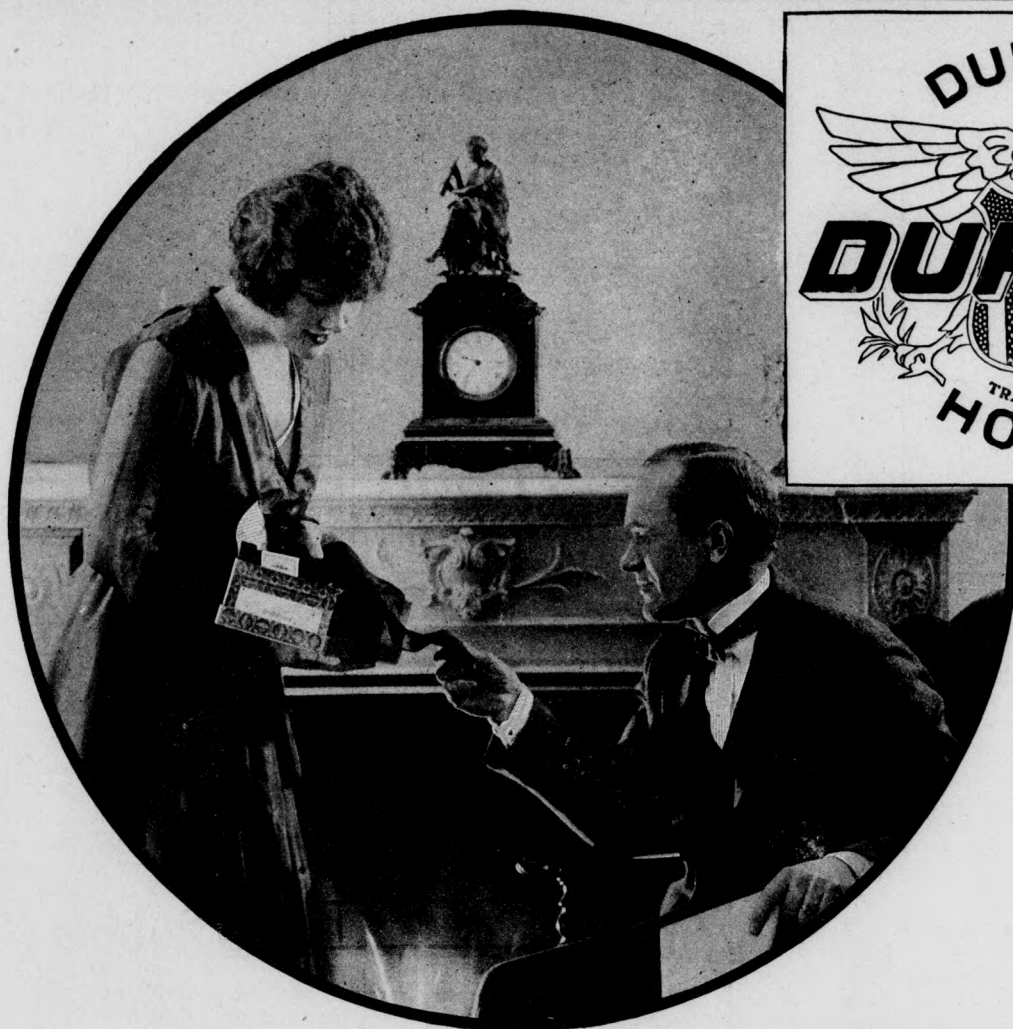
The careless exportation of sugar to Europe, combined with certain other features, is unquestionably the reason for the present scarcity, but it doesn't take two years to catch up by any means. Besides, what of the need for co-operating with our Allies and lending a hand in restoring Europe, which might very well be done normally without inconvenience. But, above all, it seems to have escaped the statesman wholly that the accumulation of two years' production of refined sugar would be a white elephant to carry, both as a matter of physical storage and carrying charges. Even the few months production that did accumulate here while England deferred taking her allotments became a matter of some seriousness for storage and as a financial load.

WHO DEFEATED GERMANY?

The resistance of Belgium held back the German army two weeks. Was not that a determining factor? The English navy's constant guard restrained the foe. Italy took sides with the Allies at a critical moment. Russia struck hard before Germany expected her to be ready. American soldiers stopped the Germans in their last drive on Paris, when they seemed sure of victory. Many other factors were indispensable, but after all it was Germany's overconfidence that defeated her.

The Tradesman urges its friends in the dry goods trade to ally themselves with the Michigan Retail Dry Goods Association. The organization is on a good financial basis and is officered by men of high character who are recognized leaders in the mercantile field. A strong man has been engaged to serve as manager of the organization which ensures the efficient discharge of all duties the Association is created to undertake. There is no dry goods dealer in Michigan which this organization can not benefit greatly in excess of the expense of maintaining a membership therein.

To perpetrate the lie that Germany fought a war of defense against aggressive England the benighted heathens of Germany must be taught that Germany won the war—and her uninvaded territory and unharmed cities are sufficient proof to the average German mind that they are the victors.



FOR MEN, WOMEN,
AND CHILDREN
*Made strongest where
the wear is hardest*

Made for Solid Trade-Building

Durable-DURHAM Hosiery is a dependable seller. There is honest value in every pair. People buy it—and buy it again. That is why it is so popular with the public—and so profitable to the dealer. It is a business getter—and a business holder. You can supply every need of the stocking trade if you have the complete line.

There are sizes and styles for every member of the family—for every season of the year, including fleecy lined hosiery for winter wear. Every pair is made stronger to wear longer—and they do.

Furthermore, Durable-DURHAM is the most widely advertised hosiery in the country—and this year's publicity will be greater than ever before.

The demand is steadily increasing. Thousands of consumers have written us because they couldn't get it from their dealers. If you haven't carried Durable-DURHAM Hosiery—or if you are out of it, order from your jobber now, in order to supply the stocking need in your community.

Amory, Browne & Co.

Sole Export Agent

New York

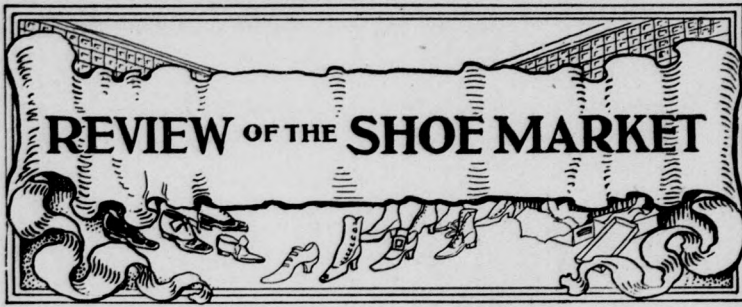
DURHAM HOSIERY MILLS, Durham, N. C.

Sales Offices:

88 Leonard Street, New York

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582 Market Street, San Francisco



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.

What Is Profiteering In the Shoe Trade?

Just why the retail shoe trade should be forced to go through an era of facing the charge of "profiteering," as it is to some extent at present, is hard to understand. As compared with many other necessities, shoes have not advanced more than the average degree, yet the retailer has to face this accusation occasionally. It is, therefore, not out of place to look at the matter calmly and broadly, and find out, first, what a profiteer really is, and second, if the shoe trade in general can be subjected properly to indictment on the charge.

In the first place the fact must be admitted at the outset that the shoe dealer, like any other merchant, is entitled to a legitimate profit in return for his investment of capital and his energy as a dealer in commodities. There are in the shoe trade, as in the grocery, hardware, or any other business, men who are successful and not successful. There are men who are honestly building up a trade by rendering merchandise and service in exchange for money, and as in all businesses there are some whose only ambition is to make money by any method, honestly or otherwise. Human nature, shrewdness, fair mindedness, and that indescribable trait of personal equation are common to shoemen as to any other group of men in the retail field.

Hence there is no exact standard which determines exactly what a "profiteer" may be, but unfortunately, through the channels of a few misguided minds in the newspaper world, the term of profiteer has been flaunted before the public mind as the terms "buccaneer" or "pirate." It has been used as though the shoe merchant were a gambler, a speculator or a reaper of illegitimate profit.

Therefore, the first thing a shoe dealer should be prepared to do is to defend his own trade as being entitled to earn a fair profit, and not be frightened out of his own self-respect by thinking that he must reduce himself to a condition where his capital earns only what it might draw at ordinary interest rates in a savings bank, without worry as to depreciation, or other problems common to buying and selling goods.

The dealer must start with the manufacturer's wholesale price as a

basis. That is something out of his control, and is not to be confused with the problem in hand. The manufacturer's wholesale cost is determined by cost of materials plus labor, plus other manufacturing expense, plus reasonable net profit. The dealer's retail price likewise is composed of cost of goods plus operating expense, plus reasonable net profit. Retail shoe prices have advanced because the wholesale price, a figure altogether out of his control, has practically doubled in the last few years. They have advanced because rents, clerk-hire, cost of advertising, and all other operating costs have advanced.

To illustrate, if three years ago shoes of a certain type cost \$3 per pair, and the cost of selling each pair was \$1.50, then the retailer in order to live properly started at \$4.50 as the retail price he must obtain to break even. If he added 50 cents for net profit, making the retail price \$5, surely there was no profiteering or piracy there. To-day this same shoe costs \$6, principally because leather and labor have advanced to the manufacturer to that extent. In addition instead of costing \$1.50 per pair to sell shoes, the average is nearer \$2 per pair. Therefore, to break even the starting point is \$8. Granting for argument sake that the dealer adds \$1 as his legitimate net profit per pair, the retail price is then \$9 against \$5 a few years ago. Only those who will not think fairly will contend that \$1 is unreasonable profit. That \$1 to-day will buy only one-half as much as it did three years ago. And these figures do reflect the average situation, and are far away from such ridiculous talk as an \$18 retail price for a shoe costing \$4.50.

But there is another phase to the situation that is fair to consider. Three or four years ago the retail shoe trade was not on a basis of re-

Oxfords Are Selling

We have to offer some new numbers in leather.

Also in white canvas.

Hirth-Krause Co.

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

Our Salesmen are now out with their new lines, showing

NEW IDEAS HOOD TENNIS

Snappy lines of LEATHER SHOES for immediate and Spring delivery.

Don't fail to see the new

HOOD LEATHER

shoe, made with TIRE Fibre Goodyear Welt soles.

They are presenting a special proposition that you will want to know about.

Say the word and salesman will see you without delay.

Now calling on trade as fast as they can.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

The "Bertsch" shoes are shoes your customers want. Reasonably priced ---quick sellers---they will give you a larger volume of sales with increased profit, and the unusual value will mark you as the leading shoe merchant in your city.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

turning a decent earning on capital invested. A certain group of 200 stores returned a net profit of less than 5 per cent. on their gross sales. What other business, where turn-overs of only two times a year were possible, and involving the complicated problem of widths as well as sizes in addition to numerous styles, was on such a meager margin of earning?

It is true that grocery stores earned 3 or 4 per cent. net, but they obtained anywhere from six to ten turn-overs a year. Therefore, a 4 per cent. net profit earned ten times a year established what may be called forty points of profit making per year.

It is also true that an average department store earned perhaps an 8 per cent. net profit, and made four stock turns each year, thus establishing thirty-two points of profit making. In this same era the shoe business earned a 5 per cent. net profit two times a year, or only ten points of profit making. There were, of course, exceptionally well handled stores which did better than this in all groups. There were many more in all groups that did much worse. Therefore, if the fair thinker will admit from these figures that three years ago the shoe business returned a sub normal earning for each dollar invested, he can only criticize if to-day's basis is out of reason as compared with the other groups.

What are the facts about to-day's business? They are hard to ascertain except for 1918, but certain groups of stores of an average type show that a net profit of 9 per cent. was earned, and that the average turn-over was still less than two times. That means only eighteen points of profit making, which does not put the shoe business on a par with groceries or dry goods then or now.

In another sphere the public has been misled by some thoughtless publicity on the part of the self-appointed profiteer detective bureau. If three years ago this average dealer sold 5,000 pairs at \$5 with a net profit of 50 cents per pair, that would mean a total of \$25,000 and a net profit of \$2,500. On the other hand, if he sold last year 5,000 pairs (and the dealer who held his pair volume did well) it would mean \$45,000 at \$9 per pair, or a total of \$5,000 net profit.

To do this 5,000 pair volume most dealers carried at least 2,500 pairs average stock which would indicate two turn-overs a year. While some stores are getting faster turn-overs to-day, most stores are still carrying 2,500 pairs for their 5,000 pair volume. The style game and the demand for more careful fitting calling for more sizes and widths, aggravated by delivery problems, have made faster turn-overs hard to obtain.

Therefore, three years ago 2,500 pairs at \$3 per pair represented an investment of \$7,500, and to-day that same 2,500 pairs represents an investment of \$15,000. An earning of \$2,500 on an investment of \$7,500 is 33 1/3 per cent. on capital invested, and an earning of \$5,000 on an investment of \$15,000 is also 33 1/3 per cent. with an excess profit tax

that hits the shoe business as hard as any retail field.

All these figures reflect a stock and turn-over that is better than the average condition.

This is the line of thought that every dealer should follow for himself. If the time comes when styles do not change and deliveries are dependable then the shoe dealer can get faster turn-overs and take shorter profits. And if it becomes possible to get four time stock turn-overs then smaller net earnings per pair will quickly follow.

There has been altogether too much emphasis placed on the occasional gross profit of 40 per cent. The public has in some cases misinterpreted that as a net percentage. Net earnings average 9 per cent.—not 40 per cent. It is a rare shoe store which to-day earns much over 10 per cent. net on its gross sales. The 40 per cent. gross profit is offset by the quick and substantial depreciation losses on changing styles.

A gross profit of 33 to 35 per cent. on sales is not profiteering because expense is running from 22 to 28 per cent., and there is no reason in the world why every shoe dealer in the country should not hold his head high and defend himself and his colleagues on the basis that a net margin of from 8 to 11 per cent. is entirely out of the zone that can be properly called profiteering in any sense.

Failure.

Failure's just a resting place
On the road to Try Again,
Just a slackening of the pace
And a pause for sturdy men;
Just a temporary halt
On the march to wealth and fame,
Where you can correct the fault
And go on and play the game.

Failure's not a thing to dread,
It is just a hint to you
Ere you dash too far ahead
To be careful what you do.
It's the sidetrack, where you wait
For the passing fast express;
Get up steam! The run is straight
Out of Failure—to Success.

STORE for RENT

821 Division Ave. S., 20x70
Has been occupied successfully as a shoe store for years. Best location in city for continuance of same business.
B. S. Harris. 819 Division Ave., S.

Mayer **HONORBILT SHOES**
The Line That Satisfies

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.

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R. K. L.

R. K. L.

A satisfied customer is a valuable asset in any business. You are sure of this asset when you sell our shoes because we stand back of them.



8739—Men's Mahogany Crystal Calf Bals, sizes A to E..... \$6.00
8742—Men's G. M. Whole Quar. Blucher, sizes C, D and E..... 5.50

Order now while our stock is complete.

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

R. K. L.

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Use Citizens Long Distance Service



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

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Assets \$3,099,500.00



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Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

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SURPLUS TO POLICY HOLDERS \$477,509.40



Some Results of the Aftermath of the War.

By far the most significant economic development of the present year is the downward movement that has occurred during the past few weeks in the foreign exchanges. Sterling has been quoted as low as \$4.26¼, a discount of 12 per cent. from parity. Francs have been at a discount of 30 per cent. and Italian lire at a discount of 40 per cent. These are by far the most extreme declines that have been recorded in the memory of living men. During the war sterling at one time fell to a discount of 8 per cent., but only temporarily, while francs fell to a discount of 17 per cent.

Most bankers and business men seem to be agreed on the cause of the decline in exchange rates and on the remedy. They see the world demanding and receiving from us more goods than ever before, and failing to send a corresponding amount in return. They see, on one hand, the prospect of a continuance of this condition, without, on the other hand, a continuance of the war time advances that were made by our Government to our European Allies—up to ten billion dollars—to enable them to pay for the things in this country that they needed.

Thus, briefly, they summarize the cause of the decline. As for the remedy, most observers are agreed that it must be an extension of credit; and some, expecting the impossible, have become greatly agitated because New York bankers have not immediately announced a remedy, and restored exchange rates to their former normal levels.

But are the cause and remedy as simple as most people believe? Certain broad principles have often enough, lately, been laid down. However, it has been found by those who have undertaken to apply those principles that the task is not so simple as at first glance it appears. To determine the extent to which foreign purchases in the United States shall be supported by credit, and to formulate the actual plans upon which that credit shall be extended, involve difficulties that are more peculiar in their nature than commonly recognized.

Need for Early Action.

It is true that the situation is one of exigency. No time should be lost in financing effectively the urgent industrial requirements abroad, in order that foreign demand for our goods may be maintained, Europe's present crisis tided over, our markets conserved, and our general position in world trade protected. The difference

between our exports and those of other countries can not be settled, as in normal times, by shipments of gold; there is not enough gold available to meet the obligation. The difference can not be settled out of the credits advanced during the war by the United States Treasury; those credits are now virtually exhausted. Further still, the difference can not be settled out of commercial banking resources. Apart from the inadequacy of 90-day and 6-month loans, there is a danger of extreme inflation—a danger, that is, of creating billions of paper credits that are not readily self-liquidating nor based upon a commensurate increase in the production of goods.

There is a common agreement that whatever advances are made to Europe shall be made quickly and shall come for the most part from investment rather than banking sources. But there is also a common agreement—certainly among those men who have given most thought to the matter—that it would be inadvisable at this time to arrange for extending credits—up to sums variously estimated from \$3,000,000,000 to \$10,000,000,000—out of which Europe could meet its payments for goods, without first measuring the problem from every possible angle, and, more especially, without first thoroughly appreciating the relative importance of the factors involved.

Factors That Are Involved.

From the outset, we shall perhaps act most wisely if we do not exaggerate the situation. It is true that in the first six months of the present year we shipped \$4,055,000,000 of goods to foreign ports, and received \$1,611,000,000 in return, leaving the rest of the world in our debt \$2,444,000,000. This would suggest credits at the rate of nearly \$5,000,000,000 a year. Moreover, exports for June, the

Kent State Bank

Main Office Ottawa Ave.
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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

The Great Opportunities OF FOREIGN TRADE



now are open to America
as never before and
WESTERN MICHIGAN BUSINESS
is offered thru our
Foreign Trade Department
the same facilities as are
available anywhere in
the United States.

THE OLD NATIONAL BANK
MONROE AT PEARL GRAND RAPIDS



FACTS you should KNOW

There are certain definite facts you should know about the manner in which your Executor will proceed to settle your estate when the time comes.

The GRAND RAPIDS TRUST COMPANY will be pleased to furnish you with these facts, such as the steps that will be taken to safeguard and hand'e your property; how the securities and papers belonging to your estate will be protected; the care and courteous attention your heirs will receive; the cost of the service; and any other information you may desire.

It will cost you nothing to satisfy yourself regarding these important details.

GRAND RAPIDS TRUST COMPANY

OTTAWA AT FOUNTAIN BOTH PHONES 4391

Send for booklet on Descent and Distribution of Property and blank form of Will.

last month reported, were \$918,000,000, the greatest monthly total in our history, and nearly four times as large as the greatest exports in any single month before the war.

But several factors signify that credits need not be as large as thus indicated. In the first place it is probable that the rate at which we are putting the rest of the world in our debt will diminish rather than grow. In the months immediately ahead of us, our present unparalleled export trade will doubtless remain large, especially in view of the opening of German and other Central Power markets. Further, June, in peace times, has always been one of the two months of lowest exports, the other being July, while exports normally have risen until in November and December they were from 75 to 100 per cent. greater. But our present sales in large part reflect the fulfillment of demands accumulated through years of war, whereas our present import trade is checked by circumstances that are not abiding. European industry is gradually re-organizing. As the re-organization makes itself felt, production will increase and enable Europe not only to supply a large part of her own needs, out to increase her shipment of goods to pay for what she buys. The foreign exchange rates themselves are operating to bring imports and exports more nearly to a balance. More than that, outright investment purchases of European securities on the part of American investors have lately been increasing, while immigrants returning to their homes are taking back with them their savings. Finally, tourist travel may shortly resume, and Americans will again make large traveling expenditures, especially in France, Belgium and Italy.

All these factors will operate to bring down the volume of organized credits we will eventually have to extend abroad. But even apart from the consideration of these factors, there is a wide variance of opinion regarding the degree in which it is desirable that we should provide funds for pro-

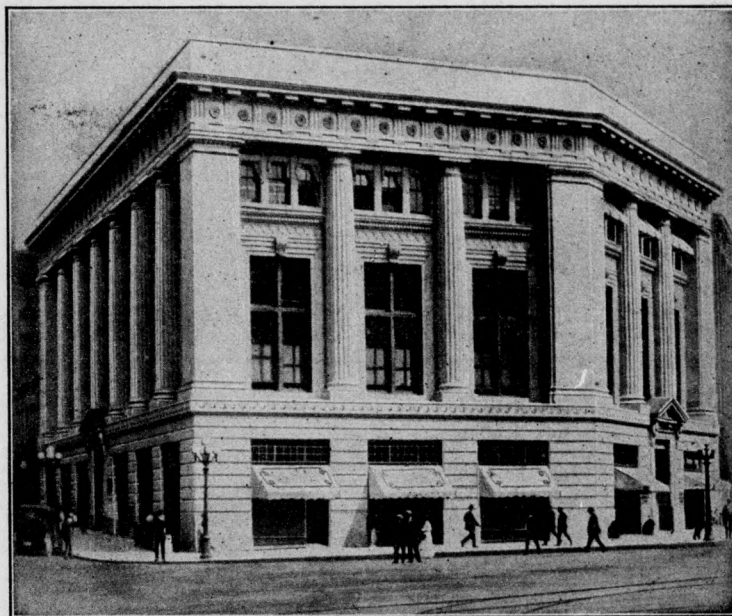
longing an enormous movement of goods out of the country. The extent to which a continuing great export balance would be advantageous to the United States is debatable. So also is the extent to which we ought to go in making a distinction between demands originating from abroad for necessities, as against questionable demands.

Effect of Exports on Prices.

It is becoming a habit to say that American industry faces an overproduction of goods that will blight the Nation's prosperity unless Europe is supplied with ample credit to buy all our surplus output. A sweeping statement like this is subject to much modification; in the end it will probably be found that we shall arrange credits primarily for Europe's essentials, and for the purchase of goods that can be spared without great sacrifice to ourselves.

Instead of an overproduction, there is now in this country an actual shortage of many essential materials and commodities. The movement of American prices in the past few weeks has been so persistently upward that the general level is now actually higher than at the cessation of hostilities, nine months ago. Any attempt to finance our exports in excess of our surplus supplies, or be-

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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

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WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

Fourth National Bank

United States Depository



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Commercial Deposits

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Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

KEEP UP WITH THE TIMES



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PEARL & OTTAWA

THE MICHIGAN TRUST CO.

OF GRAND RAPIDS
Organized 1889

The first one organized in Michigan.
Resources now \$2,700,000.00

Takes responsible charge of business affairs,
little and big.

Has Twenty Departments:

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| Appraisal | Public Accounting |
| Bonds | Real Estate |
| Engineering | Registrar |
| Farms | Safe Deposit |
| Federal Taxes | Securities |
| Fiscal Agent | Statistics |
| General Taxes | Storage |
| Insurance | Systems |
| Legal | Trusts |
| Mortgage | Wills |

yond our ability readily to produce, would raise prices still further.

The result of any large, export financing, it must be recognized, would be to place the credit of the United States at the disposal of Europe in bidding up prices for domestic products in competition with ourselves. The Federal Reserve Bulletin for July touched on this very point.

"In the circumstances existing today," said the Bulletin, "an extension of credit for the purpose of purchas-

ing goods for export is to all intents and purposes a loan of capital, and has an effect similar to the latter. The goods we are shipping abroad might have been used at home in productive enterprises, but instead they are parted with, presumably for productive purposes in other countries. When asked to finance export trade, the domestic consumer should remember that the outstanding effect of such financing upon too great a scale would necessarily be an exaggeration of the prices which he him-

self must pay for the things he needs. This necessarily means that he is in a sense bidding against himself when he enables others to purchase over-freely with the funds which he has supplied."

Exchange and Currency Depreciation.

Before we can undertake to say how urgently a remedy is required to correct the exchange discounts, the exact effect of these discounts must be given more careful analysis than

it has hitherto generally received. We know that erratic fluctuations in the rate of exchange, irrespective of the actual level, themselves help to disorganize foreign trade. An exporter, quoting a given price, does not know (in the absence of definite arrangements) whether he will get less than the present exchange rate for his draft on a foreign country when an order is placed and a shipment made. The importer, accepting a price, does not know whether it is going to cost him more than it would

The Petoskey Portland Cement Company

CAPITAL STOCK \$1,500,000

All Common Stock. Fully-Paid and Non-Assessable

No Preferred Stock. No Watered Stock. No Bonds. No Debts.

The Company owns 377 acres of very high-grade calcium limestone and 23 acres of the finest shale of Michigan.

According to reliable geological authorities there is sufficient of both limestone and shale to maintain a large cement plant for over one hundred years.

This property is completely paid for and in addition the company owns a large crushing outfit which is being run at full capacity furnishing limestone to the Newaygo Portland Cement Company, iron furnaces, foundries, road commissions, and villages.

The Company's shale located 30 miles south of Petoskey has been tested for the production of high grade tile and brick and has been found to produce equal to the best. This is considered by all a very rare piece of property.

TRANSPORTATION FACILITIES.

The company has access to the Pere Marquette Ry. and in the near future will have connection with the G. R. & I. by means of a spur.

In addition the company is building a large dock which is fast being carried to completion. This will permit vessels of 20 ft. draft to load both Cement and Crushed limestone for Great Lakes Cities. In addition it results in an appreciable saving in transportation of coal to its plant.

This gives the company the very best transportation for the distribution of its finished products and is recognized by all who know transportation problems as a very strong feature in favor of the success of this company.

THE PURPOSES OF THE COMPANY

are first to complete its dock enabling it to take advantage of the many profitable contracts for crushed stone that have been offered from Great Lakes Cities.

Secondly, to build an additional crusher plant with a capacity of 2,500 tons per day giving the company a total output of 3,500 tons per day from the completion of its dock.

In doing this the officers are expanding a part of the business that has proven itself very profitable and one that alone will be able to earn a good profit on the entire capital stock.

Thirdly, a large modern cement plant with a capacity of 2,400 barrels of cement per day will be built, with the remainder of capital secured from the sale of stock of the company.

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.

THE INVESTMENT.

The capital stock is sufficiently large to enable the company to carry out all of its purposes, and yet sufficiently small to permit the earning of a substantial dividend on the entire capitalization.

An investment in the stock of this company represents just that many dollars in tangible, gilt-edged assets, for the money which is subscribed goes directly to expand an already well-established business and back of every share purchased is a real estate value of at least \$33.00.

No Industry has a brighter future than the cement industry owing to the Great Good Roads Boom as well as the increased activity in all of the other lines of building.

The Cement Industry has enjoyed remarkable prosperity for the last five or six years and this is sure to continue on account of the great demands for Reconstruction.

A more opportune time to invest in cement stocks never was presented, and specially so when the company offering the opportunity has every natural and elementary advantage that could be desired.

MANAGEMENT.

The men at the heart of an enterprise are important to the Company and in this respect the Company will have the advice and expert management of men who are beyond question men of ability and integrity, having in the past shown their ability to manage successfully.

So far as the Company's claims are concerned it can be said that many prominent business men of the State have visited the property and have become interested.

We Invite YOUR investigation of the Company's claim.

Stock is selling at \$14.50 per share and an early advance is anticipated.

F. A. SAWALL COMPANY, Inc.

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

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

Name

Address

under the present exchange rate to make the remittance.

But in regard to the level itself, only one force governing the rate—the balance of trade—has up to this time been generally dwelt upon, while another force—the depreciation of Europe's currencies—has been quite generally ignored. It has been frequently pointed out that the decline in exchange on European countries discourages our exports. The European buyer, in addition to the high prices and ocean freight rates he pays for articles bought here, has to pay a premium to make a dollar remittance. At the extreme quotations of last month, it cost the Englishman \$1.14 (in his currency) to buy \$1.00 worth of American goods, the Frenchman \$1.42, the Italian \$1.67, the German (were he buying) \$4.00. The American seller received no more than \$1.00, and if the transaction was financed by his drawing a draft on the European customer, he had to accept corresponding discounts. There existed an encouragement, on the other hand, for the American to buy from Europe, for he could obtain a dollar's worth of goods for 88 cents from England, 70 cents from France, 60 cents from Italy, and 25 cents from Germany.

These figures are accurate enough, but they carry significance only insofar as the different adverse exchanges are due to Europe's adverse balance of trade. They are misleading when applied to that part of the discount due to depreciation in Europe's currency; and it must be understood that no small part of the present discount on some of the exchanges is due to just that factor.

Elevators, mills and farm barns are especially subject to the lightning hazard which hazard may be very largely reduced, if not entirely prevented, by the installation of a properly constructed lightning rod. Every well equipped elevator, mill and barn should have water barrels and buckets and chemical extinguishers for use on gasoline and electric fires, a fire axe and ladder, an electric lantern, a number of good brooms, a small fire-proof room for storing odds and ends, extra fuses where electricity is used for light or power, and above all, a careful manager who keeps everything clean.

The Value of the Dollar.

Detroit, Aug. 5—Is it the high cost of living or the low cost of the dollar? I have not such a clear and definite recollection as to make a positive assertion to that effect nor have I statistics at hand to verify it, but my impression is that the relative value of food, clothing, etc., is approximately the same now as it was fifteen or twenty years ago; that a barrel of flour or a bushel of potatoes will exchange for approximately as much clothing or shoes as formerly, but a dollar (a definite quantity of gold) will not exchange for as much as formerly—that gold has become relatively cheap.

There have always been known gold deposits which were not worked because the yield would not pay the cost of getting out the gold. If the foregoing is the correct explanation of present high prices, we should expect that some mines which formerly were worked would become unprofitable and mining stopped on them. Has anything of that sort occurred?

A person who bought a house ten years ago and paid \$2,000 of real American spending money for it is taking a loss if he sells it to-day for \$3,000, because he is getting cheap dollars. This is the time for debtors to get out of debt. A dollar is worth as much as it ever was to pay off a debt. Pay off your mortgages!

H. B. T.

Automobile insurance is increasing by leaps and bounds. The business has for the past ten years been going through a period of transition and constant change as regards classification and rates. The riders that may be attached to policies have also multiplied until they are in great variety. The system has become so intricate and puzzling in its many branches that it requires an expert to be able to write such insurance, without becoming confused over its many details and exactions. When a policy covers fire, property damage, theft, accident, liability and collision, the agent needs to have a cool head and trained memory if he is to make no errors in writing the policy.

Receiving back lost policies when the insurance has been cancelled or transferred, is often a vexatious problem. Ordinarily a lost policy receipt is filled out and sent to the policyholder for his signature. When no answer comes and no receipt and repeated letters are unanswered, the question arises how to get it? Under certain court decisions it is necessary in most cases to secure the policy in order to avoid possible liability.

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.

Michigan Shoe Dealers Mutual Fire Insurance Company

Fremont, Mich.

Note the Wonderful Growth of This Company During the Past Seven and One-half Years

	Members	Amount at Risk	Gross Premiums at Board Rate.	Losses Incurred.	Dividends or Savings to Policy Holders	Balance on Hand.
Dec. 31, 1912	91	\$ 141,350.00	\$2,232.78	None.	\$ 744.26	\$ 460.29
Dec. 31, 1913	168	305,150.00	4,985.04	None.	1,424.30	1,258.98
Dec. 31, 1914	211	401,450.00	5,316.22	\$2,381.48	1,518.99	1,202.96
Dec. 31, 1915	391	926,150.00	13,561.04	3,201.82	3,874.58	3,087.11
Dec. 31, 1916	552	1,353,925.00	19,621.40	9,049.61	5,606.11	5,885.33
Dec. 31, 1917	633	1,671,900.00	23,266.16	11,193.54	6,647.47	7,191.96
Dec. 31, 1918	901	2,211,775.00	38,122.25	8,137.59	10,519.98	12,110.81
For 6 months to						
July 1, 1919	1,040	2,667,475.00	27,032.04	7,594.15	9,010.68	17,110.71

Total\$134,136.93 \$41,558.19 \$39,346.37

Increase for the Past Six Months: Members 139 Am't at Risk \$455,700 Increase in Reserve \$4,999.90

Insurance 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.

GEO. BODE, Secretary.

Fire Insurance that Really Insures

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

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

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

MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

Bristol Insurance Agency

FIRE, TORNADO AND AUTOMOBILE

Insurance

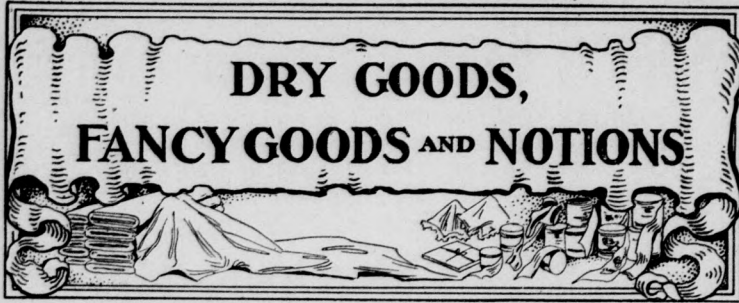
FREMONT, MICH.

We specialize in Mutual Fire Insurance and represent three of the best Michigan Mutuels which write general mercantile lines at 25% to 30% off Michigan Inspections Bureau rates, we are also State Agents for the Hardware and Implement Mutuels 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 Mutuels at one-half to two-thirds the cost? Write us for further information. All letters promptly answered.

C. N. BRISTOL, Manager and State Agent.



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

Shall An Order Be a Contract.

Have retail merchants come to the point where they are willing to have every order placed with a manufacturer or wholesaler, when it has been confirmed by both concerns, constitute a legal contract binding upon both parties and from which neither party may depart except with the agreement of the other?

For some time some of the shrewdest and most progressive merchants have felt that an order should be a legal contract. These men have entertained this idea in times when there was no such frenzied scramble for merchandise as there is to-day. If the average retailer were asked what he thought about the matter as it stands to-day he would be very sure that an order should be a contract because the market is so distinctly a seller's market and so many retailers are having difficulty in securing the delivery of merchandise, ordered perhaps at lower prices than prevail to-day, that there is scarcely a retail merchant in the country who has not had the experience of having the manufacturer slip out from under his order and either refuse to deliver the merchandise at all or demand increased prices.

To-day the retailer feels that an order should constitute a contract but when the balance turns the other way, as it some day will, and the market changes over to a buyer's market and there is more merchandise than manufacturers know how to dispose of, will the retailer then also feel that an order should be a contract?

It is to be hoped that he will feel so. For, after all, the present loose system by which a retailer orders merchandise and accepts delivery if it suits him to do so, or cancels the order if he thinks that is to his advantage, the system by which the manufacturer accepts the order but does not deliver unless he thinks it is to his interest to do so, is a bad system and one which should be superseded by a system under which the retailer would order only what he wanted and the manufacturer would accept the order of the retailer for only what he intends to deliver.

Under the present circumstances the retailer who, months ago, foresaw the big demand for merchandise which has arisen, in many cases is worse off than the merchant who never sees anything until he bumps into it. Let us assume that Jones

several months ago ordered a lot of merchandise at the then prevailing prices and the prices have since gone up. The manufacturer, taking advantage of a situation which is distinctly in his favor, has not delivered the merchandise to Jones at the old price, but instead has sold it at a higher price to Smith, who was Jones' competitor, and who did not see the conditions so astutely as did Jones, but who nevertheless, gets the merchandise while Jones, relying upon the manufacturer who took his order, finds himself late in the day without the merchandise.

This is happening not occasionally but pretty constantly, judging from the complaints received from some of the readers of the Tradesman. The question is, what can be done about it? Has the retailer any cause for action against the manufacturer? Our Counsel, Judge Hatch, is of the opinion that where the retailer has placed an order which has been accepted by the manufacturer who then fails to deliver, the retailer has the basis of an action for damages which might approximate the sum of the difference between the price at which the order was accepted and the market price at the time that the manufacturer refused to deliver.

On the other hand, is it good policy for the retailer to bring action? It is very difficult sometimes in the face of a very flagrant instance of such abuse by the manufacturer to refrain from trying to compel the manufacturer to make good. But is that the best course to pursue? It is possible that the manufacturer might be forced to pay some damages to the retailer but the sum involved probably would be insignificant and henceforth it would be pretty certain that the retailer would not get merchandise.

What are the clever operators doing to-day? They are going frequently to market. They are keeping in close personal touch with the entire merchandise situation. They are visiting manufacturers and wholesalers and every possible source of merchandise and playing the part of good-fellows. Where merchandise has been ordered at a fixed price and the manufacturer shows that his labor and material costs have increased materially over what might have been expected when the order was taken, the smart retailer is meeting the manufacturer's demands on the best basis possible and is getting the merchandise. After all, it is necessary to have merchandise in order to do business.

A good many manufacturers to-day, or their salesmen at least, are not above paying off an old grudge against a retailer by turning him down in the

This week our SALESMEN are back on the road.

They are ready to show you a very complete line of SEASONABLE merchandise at RIGHT PRICES.

We especially invite ALL our customers to visit the store at any time and any day.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Fall and Winter Opening

Beginning Monday, August 4th, and continuing during the month, we will make a special showing of Dress, Semi-Dress and Tailored Hats for early fall wear; also a complete stock of merchandise in every department. You are cordially invited.

Corl-Knott Company

Commerce Avenue and
 Island Street
 Grand Rapids, Michigan

Manufacturers of
 "Criterion" and "Wolverine" Hats
 Wholesalers of Millinery

hour of his need for merchandise. Talk of that sort of thing is met with frequently about the market. This is the manufacturer's day and he is making the most of it. It can be taken for granted that this condition will not always continue and the manufacturer every time he rubs it into the retailer ought to remember that the time is surely coming when the retailer will have a chance to rub it into him and the wise manufacturer is refraining from rubbing it in just as much as he can. It is only human nature for one to pay back in the coin he has received and the manufacturer who is really onto his job will recognize the opportunity now to build for the future upon the rock of friendship with the retailer.

No Chance For Stevens Bill This Session.

The friends of the Stevens bill are making a desperate effort to secure its consideration by the House Committee on Interstate and Foreign Commerce in spite of the general understanding among House leaders that no general legislation is to be attempted at the current session aside from the few special bills that may be brought out of the Ways and Means Committee. The enactment of a price-maintenance law is just now a decidedly popular proposition on Capitol Hill, but the House leaders appear to feel that, if this measure is permitted to come through, they will be subjected to great pressure in the interest of other and less desirable bills.

The Federal Trade Commission is co-operating in the movement to advance the Stevens bill, but its influence can not be brought directly to bear upon the House Committee. The Commission has already filed a strong report in favor of the legislation and that is about as far as it can go. It is not good form for commissions to bang away at the doors of Congress in the interest of special measures.

The Tradesman ventures the prediction that the Stevens bill will not be acted upon by the House at the present session, although its friends may succeed in obtaining a favorable report from the Committee.

What is the first thing to greet a customer's eyes when entering your store, and what effect does it have?

Buying Fur Hats Early.

With the temperature what it has been for the last few days it seems somewhat inconsistent, according to the bulletin of the Retail Millinery Association of America, to talk of fur hats, but inasmuch as they are already being shown and sold for winter wear the inconsistency is somewhat abridged.

"As the situation was explained to us," the bulletin goes on, "the reason the manufacturer is making much of his goods this early is that buyers may effect a great saving by buying so much in advance. It has been found that a number of buyers throughout the country are very desirous of taking advantage of this opportunity.

"According to what one manufacturer had to say on the subject, the short-haired furs will be used almost exclusively for hats and trimmings. The reason for this, obviously, is that these furs are rather flattering, while the long-haired furs are very trying. Of course, the number of styles is very limited and confines itself almost entirely to the turban and the tam. One feature shape is a small cuff-brim tricorne which can be worn with the long side to the front, thus giving a parallel side effect. It can also be worn with one of the short sides to the front, thereby giving the effect of one long and one short side, or else with the long side to the back.

"Beaver, nutria, sealine and Hudson sea lare, of course, the principal furs used."

Gingham Week In September.

A movement is now under way to hold a Fall Gingham Week in September and it is expected that the trade will co-operate to make this event successful.

Inspired by the success of the spring campaign, which was backed by manufacturers, wholesalers and retailers, it is expected that the fall event will arouse still more interest.

Ginghams are immensely popular and are about as staple as any merchandise, so the merchant may join this movement, which cannot but be successful in selling more and better ginghams.

The clerk who is so anxious to make sales that he shows it will make less rather than more sales as a result of his anxiety.

Outerall

REG. U.S. PATENT OFFICE

THE ECONOMY GARMENT



No. 037

The Summer Outerall

This is the newest addition to the Outerall line. The low neck and short sleeves add greatly to its comfort in warm weather. Nothing need be worn underneath. Stock is ready for prompt delivery. Phone, wire or mail orders now. Over 2400 dealers sell the Outerall line. Let us send you a sample assortment on approval. No cost, no obligation. In face of rising prices, we have some exceptional bargains to offer.

MICHIGAN MOTOR GARMENT COMPANY
Home Office: Greenville, Mich.

BRANCH OFFICES:

405 Lexington Ave., New York; 1016 Medinah Bldg., Chicago; 3429 Ashland Ave., Indianapolis; 222 Marion Bldg., Cleveland; 615 Locust St., Des Moines, Ia.; 147 Dwight St., Springfield, Mass.; 618 Lyceum Bldg., Pittsburg, Pa.; 661 W. Baltimore St., Baltimore, Md.; 45 N. Third St., Philadelphia.

FACTORIES:

Greenville, Carson City and Lowell
Michigan.

Opportunity Awaits the Manufacturer

AT

Marquette, Michigan

THE Logical location for Woodworking Industries, Steel Mills, Trap Rock Crushers, Paint Factories, Metal Working Plants, and Diversified Manufacturing.

Write to-day to the Marquette Commercial Club.

Prospect For Higher Freight Rates.

Much interest has been aroused in the probable legislative programme of Congress with respect to the railroads which are soon to be turned back to their private owners. With practically all of the big systems running behind many million dollars per month and with the dear old taxpayers of the country footing a bill that promises to exceed a billion and a half dollars for the current year, it goes without saying that the Government must do something more than merely return the roads.

When Uncle Sam took the roads away from their private owners he promptly boosted wages all along the line to a limit that is the height of absurdity, and fell for every increase in the cost of materials that confronted him. At the same time he took the position that the shippers of the country were entitled to moderate transportation rates, and thus a condition was created that has been steadily growing more and more aggravating and more and more serious from the standpoint of sound economics.

It has now become apparent that the railroads can not live on their present revenues, and, as the Government is committed to the maintenance of the existing wage scale, it is clearly apparent that no important economies can be enforced to wipe out the red-ink figures on the railroad ledgers. Something must be done, and it must be done before the roads are returned to the owners.

In this dilemma, sentiment is growing in the Congressional committees on interstate commerce that the railroads should be encouraged to raise their freight rates, and possibly their passenger rates as well, so that the cost of transportation shall be paid by the people who ship goods or who travel, and that the general taxpayers who neither ship nor travel shall no longer be burdened to make up the current deficit.

This would seem to be good sense. Certainly no one can advocate freight and passenger rates under which a number of people enjoy service costing more than they pay for it while another and perhaps larger contingent of the people pay heavy taxes to make up the deficit which they in no way assist in creating.

Of course, it must be borne in mind that low freight rates tend to keep down the cost of living, which is of interest to every citizen whether he is a shipper or a traveler, but, on the other hand, it is a sound principle of economics that freight should pay the cost of transportation and that passengers should do likewise.

However unwelcome the fact may be, business men throughout the country should prepare themselves for a substantial boost in both freight and passenger rates.

Liberal Demand For Dress Trimmings.

Coincident with the liberal demand for dress trimmings manifested daily, it seems that dresses have never been so much trimmed as are the new fall models. The large retailers report a splendid business that ranges from

staple soutache, pig tail and narrow novelty trimmings to the elaborate bands, embroidered motifs and garnitures in wonderful combinations of colors.

There are few, if any, trimmings that have been carried in stock in the past few years that are not finding a steadily increasing sale to-day, pleasing news indeed to merchants who were left with large sized stocks when sales began to drop off. While the demand for plain colors continues to show an increase there is a great call for brilliant combinations; silver, gold and steel tinsels are found in most of them. Fringes in colors continue in vogue and, it is predicted, will be an important factor through the fall and winter. Chenille and tassels are being featured in department and specialty stores.

Prices are generally high with no hope in the near future of a decline. Many of the trimmings used in this country come from France and, according to a leading Eastern journal, importers are complaining that France is selling so much of this merchandise to Germany that little is left for America and England. England, because of the wonderful demand, is buying all it possibly can at any price asked. This, added to competition in buying, has a natural tendency to send prices skyward.

The general outlook for a big trimming business this fall and winter is the most encouraging in years, a fact that is appreciated by buyers generally, judging by their liberal purchases.

SAVE MONEY by insuring in the
Michigan Mercantile Fire
Insurance Co.
 Mich. Trust Bldg. Grand Rapids, Mich.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
 237-239 Pearl St. (near bridge) Grand Rapids, Mich.

GOODRICH
BOATS

To Chicago

Daily—8:05 p. m.

Daylight Trip Every Saturday.
 Leave Grand Rapids 7:30 a. m.

From Chicago

Daily—7:45 p. m.

FARE \$3.50 Plus 28c War Tax.

Boat Car Leaves Muskegon Electric
 Station 8:05 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.

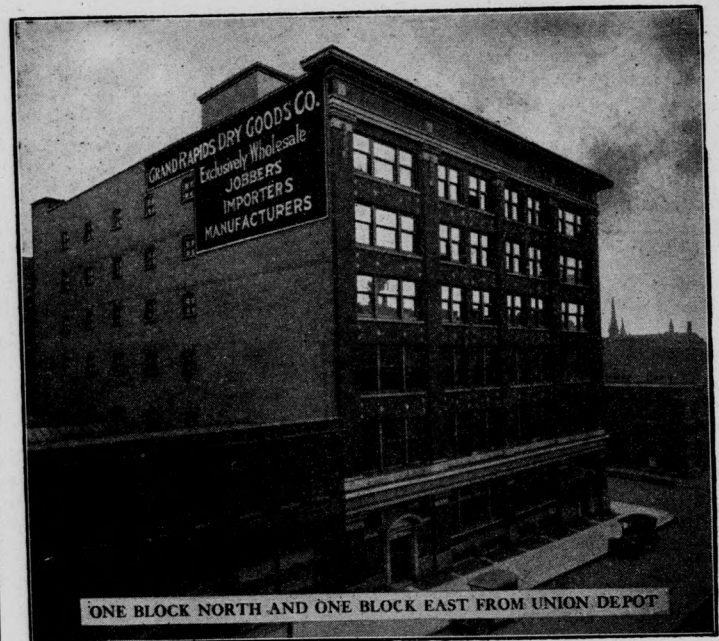
WHAT One Manufacturer DID

When we first began to arrange for our **BIG \$100,000 CITY DAY** to be held September 10, we went to the Mills and told them that we desired to do one of the biggest, if not the biggest day's business in the history of the Dry Goods business in Michigan; to hold a merchandising event which would never be forgotten and which would put us on the map as one of the biggest and best Wholesale Dry Goods Houses in the Central West. We told them that we wanted something **BIG** for that day and we were more than pleased at the cooperation which we received from them. To give you an idea of how much we desired to have a **REAL DAY** and how much we shopped, we can say that this proposition was taken up with over **224 Manufacturers and Manufacturers' Agents.**

They were all more than anxious to help make this a big success. What one Manufacturer did particularly will illustrate how far they went.

Even with prices jumping every day and their product more than over-sold, he gave us an extremely large quantity of his product at prices positively way below those paid by other Houses even months ago. Then on top of that he agreed to give us advertising matter and told us that on September 10 we could break their "hard and fast" rule and cut the prices on their merchandise or give it away or do anything we wanted to, for that day **ONLY. THIS IS ONLY ONE INSTANCE. THINK OF WHAT WE WILL HAVE TO OFFER ON SEPTEMBER 10, AND PLAN TO BE HERE EARLY.** All of the salesmen will be in and we will arrange to see that you are taken care of even if there is a mob here.

HAVE YOU BOUGHT YOUR FALL MERCHANDISE YET? IF YOU HAVEN'T SEE OUR SALESMAN, PHONE, WRITE OR COME TO SEE US. DON'T DELAY.



\$100,000 CITY DAY, September 10th, 1919

GRAND RAPIDS DRY GOODS CO.
GRAND RAPIDS, MICH.

The Master Cigar



Manufactured only by the

G. J. Johnson Cigar Co.

Grand Rapids, Michigan



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

Confusion Worse Confounded in Sale of Government Food.

No greater confusion and uncertainty existed anywhere during the war than exists now over the Government's plans to unload its surplus stock of food products. This consists of canned tomatoes, corn, peas, beans, salmon and other canned goods, canned meats and meat products, hams, bacon and the general line of staple foods. The quantities have been variously stated; nobody knows exactly how much there is to sell, probably not even the Government, but there will be several million cases enough to ease the markets in some lines, particularly peas.

The Government has had several plans for getting rid of this stock, none of which have amounted to anything or been carried out as yet. They have not gotten beyond asking for bids. To begin with, the Secretary of War is strongly accused of holding the army's food stocks off the market in order to keep the market up and thus favor the packer rather than the consumer. There will probably be a Congressional investigation about that. The Secretary admits he did this, but justifies it on the ground that it was necessary that the staple markets should not be disturbed, as they would have been had the stocks been thrown on the market all at once.

One of the Government's fantastic schemes of selling the stocks, viz.: to cities and towns for resale to consumers, had to be abandoned, because so few cities and towns had legal authority to go into the merchandising business. It is now proposed that it be sold direct to consumers by parcels post, but that will probably not be done, for it would result in absolutely swamping the Post Office Department—which can't decently handle its present business—with millions of parcels, many of which would never reach their destination.

The Government doesn't want its surplus stocks to fall into the hands of anybody who would manipulate it for an excessive profit. In other words, it wants it to get into consumers' hands as soon and as cheap as possible.

The Government cannot be blamed for taking all possible precautions against the goods falling into the hands of people who would use them

for their own swinish advantage. If the canned goods, for instance, were offered in the open market without restriction at the reduced price which the Government would probably put on them, there would almost certainly be a pool of operators, either packers, or commission merchants, or brokers, or jobbers, who would buy everything in for the purpose of supporting the market. For instance, the Government is reported to have on hand about 2,000 Dodge cars, many of which have not even been assembled, and which lack tires and a storage battery. Somebody in the War Department conceived the idea of selling these in blocks of ten to the men in the service for \$300 each, but Dodge Bros., on the plea that this would hurt their market (although they can not make deliveries for several weeks) have been able to hold the scheme up, and there is now a rumor that they have bought in the entire lot just to hold them off the market.

Raisin Company Offers Bonus For Layers.

F. A. Seymour, assistant to the President of the California Associated Raisin Company, in the "Sun-Maid Herald" of that organization, advises raisin growers in connection with Muscat layer raisins:

"The sale of cluster raisins has never been very heavy, but there are possibilities of great development along this line. The demand for clusters this year is greater than ever before, and we want the assistance of all growers to enable us to satisfy this demand. We will pay \$15 per ton above the regular Muscat price for hand-sorted layers. This figure, even at the high cost of labor, will more than pay the cost, and the additional weight which you get for your layers will make it well worth the trouble. If the quality of your raisins will permit, we ask you to plan on making some layers. We need help in this matter. A good delivery this season will mean a larger market next year for layers."



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.

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.



M. J. DARK
 Better known as Mose
 22 years experience

M. J. Dark & Sons

Wholesale

Fruits and Produce

106-108 Fulton St., W.
 1 and 3 Ionia Ave., S. W.

Grand Rapids, Michigan

Direct receivers of Texas and Oklahoma PEACHES.

WE HANDLE THE BEST GOODS OBTAINABLE
 AND ALWAYS SELL AT REASONABLE PRICES

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

Illinois Egg Law.

The Illinois legislature has passed a bill regulating the egg trade which is along the general lines of the bill worked out at the St. Louis conference last winter.

After Nov. 1, a license will be required in Illinois to handle eggs, and dealers are divided into two classes. Class 1 will pay a license fee of \$1, and this group is defined to be those buying eggs from producers and selling to other merchants or dealers. Class 2 will pay \$5 a year, and they are defined as being those buying and selling eggs in whole or in part from other merchants, dealers, hucksters, from storage, or direct from producers.

Section 6 of the Illinois law provides "All eggs coming into this state from other states which do not have an egg candling law or from a state that does not have an egg candling law as rigid as this Act, must be candled by the first receiver in this state according to the provisions of this Act. Eggs coming into this state from states that do candle and which are not provided with egg candling certificates, shall be candled by the first receiver in this state and the candling certificates shall be placed in the case and all other provisions of this Act complied with from then on."

The license fee for an egg breaking establishment is \$300 a year, and every place must be certified before a license will be issued.

Violations of the law are made a misdemeanor and the first offense carries a fine of not less than \$15 or more than \$50; second offense, \$50 to \$100, and third or any subsequent offense, not less than \$100 or more than \$200. In addition to the fines, in the discretion of the court, for the first offense the license may be suspended for not more than 30 days; for the second offense not more than 60 days, for the third or any subsequent offense the license may be revoked.

Neutralizing Cheese Milk.

We understand that the use of a harmless lime neutralizing agent, similar to that used in buttermaking, has been experimented with in Cheddar cheese manufacture to counteract the effects of "fast" or "overripe" milk. If laws permit its use it is possible that neutralization of this excess acid might help to prevent some of the present losses incurred in our cheese factories during periods of extreme heat, and certainly the addition of a small quantity of harmless alkali to the milk could not be considered any more objectionable or to have any different status under existing laws than the addition of a small quantity of commercial acid as recommended by University of Wisconsin when making Cheddar cheese from pasteurized milk.

However, when we began to attempt to adjust, by artificial means, the acidity of cheese milk, the job requires close figuring and there is we believe more danger of damaging the finished product than where the acidity of sour cream is reduced. The change in acid content should be only slight since milk overripe for cheesemaking may not contain enough acid to be noticeable to the taste. A very accurate acid test and a full knowledge of the strength of the lime solution added should be essential.

Before any cheesemaker experiments with the process commercially we would recommend that the legal aspect be investigated. If legal under our various state laws we believe it might be worth while for our experiment stations to investigate the possibilities of the process. The losses arising from overripe milk over a season's run are so large that any process not harming the product and reducing the loss should be worth looking into.

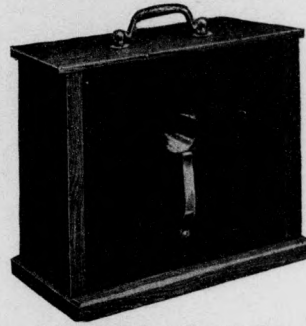
Homogenized Cream in Cheese.

Experiments on a small scale (two vats) at the St. Hyacinthe Dairy School, Quebec, showed that homogenized cream diluted with skim milk can be converted into a satisfactory cheese. In one vat containing a cream and skim milk mixture testing 1.88 per cent. fat, about 5 per cent. of the fat was lost. In the other vat, where the mixture tested 3.7 per cent., the fat loss was nearly 10 per cent. Fat tests made on the whey, the drippings at the block, and the drippings at the press showed that 95 per cent. or more of the loss occurred in the whey. The experiments were designed to assist purveyors of homogenized cream who, owing to the fluctuating demand for ice cream, frequently have on hand a considerable quantity of their product for which there is no recognized market.

People are likely to buy the cheapest goods shown unless you give them a reason for taking the better ones. Salesmanship supplies the reason.

We Manufacture Five Different Styles of

EGG TESTERS



S. J. Fish Egg Tester Co.

Write for catalog. Jackson, Mich.

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



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WHOLESALE

Fruits and Vegetables

Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company

GRAND RAPIDS

:::

MICHIGAN

**Moore's Mentholated
Horehound and Tar Cough Syrup**

This remedy has gained an enviable reputation during the past 6 years. Grocerymen everywhere are making a nice profit on its sale and have satisfied customers and a constantly increased demand.

If our salesman does not call on you, your jobber can get it for you.

We are liberal with samples for you to give away. the samples create a positive demand.

Be progressive and sell the latest up-to-the-minute cough and cold remedy. Join our delighted list of retailers.

THE MOORE COMPANY, Temperance, Mich.

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

Grand Rapids Forcing Tomato

Selected for use in our own greenhouses
\$5 per oz.

Reed & Cheney Company
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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

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A STOCK OF

WINGOLD FLOUR

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

—ASK US!—

WORDEN GROCER COMPANY
Distributors

Grand Rapids

Kalamazoo



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.

It Pays the Hardware Dealer to Know People.

Written for the Tradesman.

Ed Wanless is one of the liveliest hardware dealers I ever met. He is always pleasant and affable. If a perfect stranger comes into the store, Ed meets him with a friendly smile and a handshake, and when the stranger goes out, he repeats the handshake, says "Good morning, Mr. Smith. Glad to have met you."

And if it's somebody Ed has met before—why, then it's "Bill, you old scoundrel!" For how much can I do you?" or "Nice day, Mr. Jones, isn't it?" "How do you do, Mrs. Robinson. I'll be there in just a minute." He seems to know each individual customer, and not only the customer's name, but just how far it is safe to go in the way of familiarity.

The other day I went into another hardware store, which just at the moment was more conveniently situated for me. A clerk who had waited on me several times before came up and said, very politely I'll admit, "What can I do for you, sir?" A perfectly proper form of address—but there was a certain friendly warmth lacking that would have been evident if I had gone a couple of blocks further out of my way and been waited on by Ed Wanless, Sep Poole, Ceph Gore, or any one of a half dozen salespeople in the Wanless hardware store.

I think, in the grim, hard, dollars and cents phase of things, it pays Ed to know my name, and to fire it at me whenever I come in. Not that he does it from any selfish motive—it just comes natural to him, like his friendly grin. He couldn't meet a

man twice with greeting him by name. He seems to have a knack of picking up names, and remembering them when next the chance customer comes into the store.

But if greeting the customer by name is an inborn knack in Ed's case, it is a carefully developed habit in the case of another merchant I know. He is a grocer. He came to this particular city a stranger from across the water. There was a time when he didn't know a name in this town except his own and the name of the man he worked for. He just set himself to learn them—names, and the faces that went with them, and the individual peculiarities and predilections that it was worth while for a salesman to remember.

It is very rarely now that he fails to greet a customer by name. In his case it is just a matter of sheer hard training. And again, in the crude dollars and cents fashion, it pays.

"I don't wait for the customer to come to me—I go to the customer," is one merchant's policy. He may be busy when a customer comes in, but he says "Excuse me a moment!" and steps aside to shake hands, greet the new comer by name, and give him or her the assurance, "I'll be with you in a few moments" or "Mr. Watson will wait on you at once." Then back he goes to the previous customer, thanks that customer for waiting, and completes the order.

You might think that would offend Customer No. 1. But Customer No. 1 has experienced the warm feeling of appreciation that falls to the lot of Customer No. 2, when the head of the business pauses in his work for just a brief personal greeting. It may be an extreme policy, but in this instance it seems to pay.

The hardware dealer, or the hardware clerk who expects some day to

go into business for himself, will find it well worth while to learn this knack of meeting people with a smile, of recalling names almost automatically, and of using them with perfect ease.

I know one man in professional life who has been tremendously handicapped by inability to do just this thing. In spirit he is absolutely democratic. Yet if he meets you in his office or on the street his sole recognition is "How are you?" or perhaps only a curt nod. That man has won a fair success in his calling in spite of tremendous difficulties. He gets the reputation generally of being stiff and proud. Yet the other day I saw

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Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof
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Warm in Winter
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Brick is Everlasting

Grande Brick Co., Grand Rapids
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Jackson-Lansing Brick Co. Rives Junction

Boston Straight and Trans Michigan Cigars

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

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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"Home of Sunbeam Goods"

Manufacturers of

HARNESS, HORSE COLLARS

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Farm Machinery and Garden Tools, Automobile Tires and
Tubes, and a Full Line of Automobile Accessories.

GRAND RAPIDS, MICHIGAN

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

him in the middle of the road gossiping with a negro drayman, perfectly at ease. That was one of his off moments. Yet it was an indication that even in a case so confirmed as that, purposeful effort would accomplish a great deal.

Very few hardware juniors naturally possess this knack of meeting people. Most hardware merchants as a result of long experience have acquired the knack. Yet a large percentage of them, while quite at their ease, seem reluctant to greet the average customer by name or perhaps unable to remember the name on the spur of the moment.

It is 90 per cent. training that does it—deliberate, purposeful training. From what I have been able to observe and to learn by asking questions, the difficulty with most hardware juniors in meeting customers is diffidence and self-consciousness.

With others it is indifference—they will get what the customer asks for but they don't care whether they sell anything or not. And the same spirit of indifference extends to their personal greeting; they see no object in a friendly greeting, or in knowing the customer's name. If they need the name to enter on the charge or delivery slip, it'll be time enough to find it out when asked to charge or deliver the goods.

There are still others who would be anxious to develop the knack of greeting customers the right way, but they have never had the importance of so doing pointed out to them.

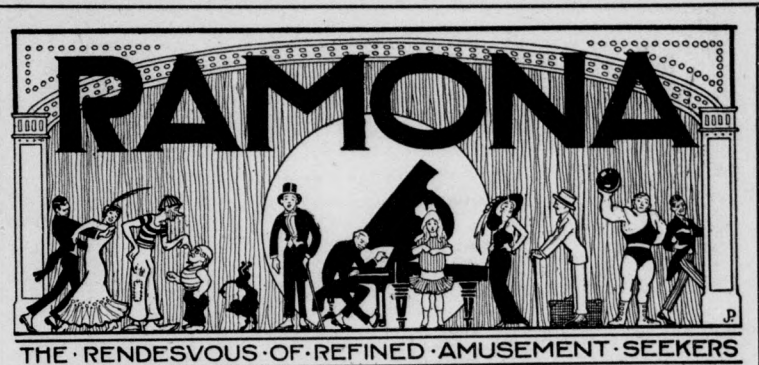
This is one of the most important elements in retail selling. You may have the best goods and the nicest store—you may advertise in the papers and put on the best window displays—but you'll lose anywhere from 20 to 50 per cent. of your sales, or even more, if you don't know how to handle your customers. I know from my own occasional experiences on the buyer's side of the counter what a difference it makes in my attitude toward the transaction, whether I am dealing with a salesman who induces instant liking or with a salesman who leaves me cold—or perhaps actually antagonizes me.

A first essential in meeting people is to knock your own self-consciousness on the head. Forget yourself entirely; set out to please the customer. Put every thought out of your head except the immediate transaction in hand, and fix your mind on that. Don't be too anxious about the sale—don't get to thinking about yourself—take it easy. After getting the proper mental attitude toward the business, the rest is a mere matter of determined practice.

As for remembering names: that, too, is a matter of practice. It isn't a matter of a naturally good memory, but rather a matter of a well trained memory. It may be hard to start with, but the further you go and the more successful you are, the easier will it become to remember a customer's name on the instant. And that acquired talent of remembering names and faces is an important factor in successful salesmanship.

With this memory of names and faces it is worth while to link also a memory for individual predilections and prejudices. Kane is an Orangeman, O'Brien is a Home-Ruler, Smith is a Republican and Jones a Democrat. Hinton is a golfer, and Craddock prefers lawn bowling, and Young Jinks is the maddest kind of baseball fan. These little but salient facts of existence are guideposts to you as to what topics to avoid and what you can profitably discuss. I never believed in a man being "all things to all men" or in expressing opinions that were not convictions for the sake of currying favor. But it is always worth while to sidestep disputes that do not concern you or arguments that do not concern your goods; and it is worth while, too, to remember a man's hobby or pastime when you can bring yourself to say a kind word for it. Such things are not absolutely vital to good salesmanship; but they are helps now and then.

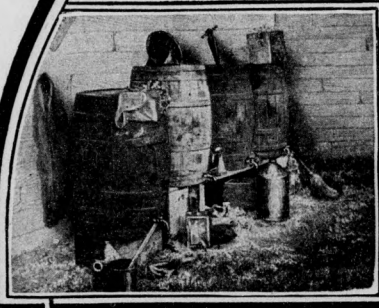
Victor Lauriston.



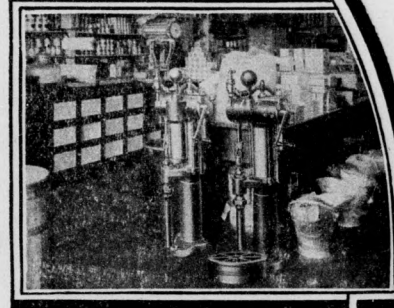
THE RENDEVOUS OF REFINED AMUSEMENT SEEKERS

The same popular prices 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.

You Can't Clean the Oil Room



With Only A Broom



You can't "sweep-out" the offensive oily odor that comes from slip-shod oil storage. It gets into everything. You may not notice it because you are use to it, but your trade notices it the minute they step into your store.

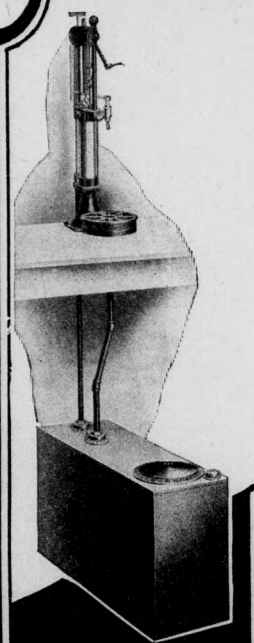
BOWSER ESTABLISHED 1848 Oil Storage Outfits

keep the oil where it belongs. No exposure to the air---no leaking---no oil on the floor---no oil on your hands---no oil on eatables---no complaints from your trade.

Fill the Tank from Outside

It avoids dripping oil through the store. Your customers will say: "That BOWSER is fine, it keeps the oil pure and the store clean." Such good will is profitable for you.

S. F. BOWSER & CO., Inc., Fort Wayne, Ind., U.S. A.
Canadian Office and Factory, TORONTO, ONT.



CELLAR OIL STORAGE



Grand Council of Michigan U. C. T.
 Grand Counselor—C. C. Starkweather, Detroit.
 Grand Junior Counselor—H. D. Ranney, Saginaw.
 Grand Past Counselor—W. T. Ballamy, Bay City.
 Grand Secretary—Maurice Heuman, Jackson.
 Grand Treasurer—Lou J. Burch, of Detroit.
 Grand Conductor—A. W. Stevenson, Muskegon.
 Grand Page—H. D. Bullen, Lansing.
 Grand Sentinel—George E. Kelly, Kalamazoo.

Letters From a Self-Made Failure.

Dear Jack—I'm beginning to see some hope for you in the disposition you show to listen. There's nothing for the development of an open mind like a couple of hard falls.

On this orb mighty few things worth having come easy. Providence doesn't confer her favors lightly. The fellow with staying qualities, who can stand up under punishment and smile, is the boy that grabs the prize in the end and hangs onto it.

It's only the seasoned fighter who can successfully defend his title against all comers for any length of time. Champions made by a chance blow are never the ones who retire from the ring unbeaten.

I don't think you should hesitate to tackle the bigger job tendered you. A year ago the unbounded confidence of youth would have prompted you to wade in without the least doubt of your ability to boss the whole works. You know that you have limitations, which proves to me that you are developing some judgment, and that quality is one of the most important factors of success.

You made the painful discovery that a certain large institution could dispense with your services and still remain in business without loss of trade or prestige, and that knowledge has humbled your pride.

It doesn't necessarily follow that they were right or that you were wrong; you may both have been right. If there were one royal road to success somebody would have patented it long ago, or it would be under Government control. Many houses in similar lines succeed by widely dissimilar methods.

You rode a high horse and he threw you, but you've got to have pluck enough to climb back in the saddle and stick there.

The mention of horses reminds me of the time when a fellow by the name of Sam Tucker and I belonged to the same riding club. Tucker considered himself quite a horsey chap and was wont to boast of the fact that he had never been upset. He didn't seem to be much of a rider, but he stood ready to take any mount that came along, and nobody had ever seen him spilled.

Once the riding academy got in a lot of new horses, among which was one "Sweet Peas." The first exercise boy to make her acquaintance re-christened her "Sour Cheese," and the groom that had charge of her called her other things.

Sweet Peas was a rangy young chestnut with a head as narrow as a peanut, as hard as a walnut and with about the same amount of brains. She had little white spots in the corner of her eyes, a hook-nose and the habit

of wearing her ears pompadour. She got into action like a threshing machine and was as gentle-mannered as a well-behaved hyena.

They brought her out for me to ride on a practice night, and while I appreciated the fact that her selection as my mount was a flattering tribute to my skilled horsemanship, I permitted discretion to triumph over valor and declined the honor with thanks.

Tucker kidded me and promptly ordered his saddle put on the gentle creature. This having been accomplished to the admiration of the audience and members, he vaulted abroad and with a shout dug his spurs into the tender flanks of S. P.

Right then and there something happened. That quadruped squealed like a pig, then did a stunt that looked like a cross between a buck, a swing and a jump, and simultaneously Mr. Samuel Tucker shot out of the saddle and landed in the tanbark so hard that I thought surely we should have to excavate for him.

That was his first tumble, but there were a thousand of them coming to him, and Sweet Peas had wrapped them all into a neat package and delivered the goods at one time, charges paid.

He wasn't much hurt, but that bump jarred all the nerve out of his system, and he has never ridden anything since except a bicycle.

The truth is that Mr. Tucker didn't have any real nerve at all; if he had, he would have climbed back into the saddle and whaled the life out of that goat until he had mastered her—for she was mastered later, and by an exercise boy at that. Mr. Tucker was merely lucky instead of plucky and for a long time he managed to get away with it simply because he happened to pick horses whose courage was less than his.

You've had your first tumble, and unless you're the same kind of a man as Tucker, you'll not let one fall take the nerve out of you.

That your chief has offered you a better post is evidence that he has confidence in your ability to fill it creditably, and when a big man selects a fellow for certain important work he does so with a reason.

Very few men ever get to the top of the heap in business except through the exercise of unusual ability, and ability is about 90 per cent. judgment and the other 10 per cent. is hard work. Believing this, I have enough confidence in your boss's judgment to tell that his selection is right.

In doubting your own ability you show a certain modesty is akin to timidity, and there's as much difference between the two as there is 'twixt self-respect and conceit or envy and ambition. Sometimes it takes a wise man to determine where strength ends and weakness begins.

Don't be timid, but at the same time beware of overconfidence.

Some years ago when the concern I was with had its strongest competitor in the Featherwaite Company, the head of the latter institution decided to change his general manager and in selecting the new man he took a chap by the name of Larry Cross from the local sales force.

Old Featherwaite had won his way

A Quality Cigar
Dornbos Single Binder
One Way to Havana

Sold by All Jobbers

Peter Dornbos

Cigar Manufacturer
 65-67 Market Ave., N. W.

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Special Sale Experts

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GRAND RAPIDS, MICHIGAN

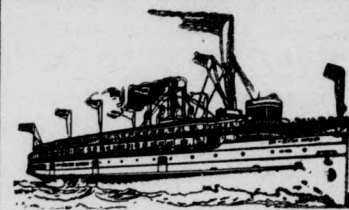
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Prompt and Reliable for **Freight Shipments**

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Rooms with Running Water.... \$1.00 and up

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DINING SERVICE UNEXCELLED

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Attractive Rates to Permanent Guests

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COURTESY SERVICE VALUE

New Hotel Mertens

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ROOMS WITHOUT BATH \$1.25

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MEALS 65-70 CENTS

Union Station



75 Steps East

Fire Proof

CODY HOTEL



IN THE HEART OF THE CITY
 Division and Fulton

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

CODY CAFETERIA IN CONNECTION

in the world by hard work, thrift and judgment, and he was one of those men who have a high regard for simple energy, directed or otherwise.

He picked Cross principally because he seemed to be a hard worker, and in doing so he made the common error of mistaking industry for ability.

When Cross took hold of his new job he found himself sitting in judgment over many men infinitely his superiors in both capacity and intelligence, so for awhile he was sensible enough to work hard and say little. By this modest attitude he gained the good will of the force under him, and in the beginning it looked as though he would win out, notwithstanding his lack of executive ability.

When he discovered, however, that the business continued to grow, in spite of that fact that he had done nothing worthy of note, and that the prosperity was attributed to his management, he began to wonder, if, after all, he was not the real genius of the organization.

Old Featherwaite was an accomplished merchant and a man of recognized commercial ability, so I suppose Larry figured that, having been selected by so wise a man, there must have been some subtle cleverness in himself that his natural modesty had caused him to overlook, but which was perfectly apparent to a trained analytical intellect. He was entirely willing, therefore, to estimate his own worth at Featherwaite's valuation, and before long he began to imagine himself the main squeeze.

In other words, he took himself very seriously, gradually dropped his modest demeanor and commenced to swell up. He imitated his boss in pose and expression, adopted certain of his mannerisms, and tried to do the things Featherwaite had done, but without having the same reasons.

Like all imitations he was merely the echo instead of the voice; the shadow instead of the substance, and it wasn't long before the sales force began to look on him as a joke.

Lacking the strength and ability to hold his organization together the concern began to disintegrate little by little, and a few years later Featherwaite died and our company bought the business from the executors for about a quarter of its book value. Some of the good men were retained, but as Larry failed to measure up to our standard he was among those let out.

About three months ago I ran across him in a Western town. He was wearing a blue uniform trimmed with gold braid and he was holding down the job of main ticket chopper for a motion picture house. After many years of ease he has lost his cunning as a salesman and I suppose his nerve had gone with it. It was the old story of improvidence, overconfidence and conceit.

Take your work seriously, my boy, but not yourself; we are all of us jokes, more or less.

But responsibility is the great character-developer, and very few of us really know what we can do until we are put to the test. The market is long on men who can take orders, but short on those who can intelligently issue them. Responsibility requires a certain amount of initiative; the willingness to act when occasion demands and the courage to fail under honest effort and take the consequences.

Of course, you may fail, but you cannot tell whether you will succeed unless you try; and having tried to the utmost of your ability and failed is better than never to have tried at all. Better because in every loss there is the compensation of experience, while mere inaction means mental and physical stagnation, the dam and sire of annihilation.

As to flatterers, you will find, my boy, that in most big organizations there are two classes of men: those

who work for the boss and those who work the boss. Wealth, success and power seem to engender a love for adulation. I have known some pretty big men who swallowed flattery like a hungry bass grabs a minnow. It's one of Natures little jokes to put a soft spot in the big fellows; it keeps them human; even Achilles had a vulnerable heel. The fellow, although, who is willing to act as a valet to another man's vanity only confesses himself one kind of a lackey.

Don't waste time harboring ill will or suspicion. Hate and love are both emotional, and sentiment has no place in business. Kindness, sympathy or vindictiveness does not generally enter into the make-up of millionaires.

The man with no romance in his soul, but a dogged determination to save some part of every dollar he earns, is the fellow who gets to be boss.

You and I are not of the plodding stock, but we can take a page from that sort of a fellow's book. What he lacks in genius he makes up for in frugality; his very weakness becomes his strength. Your weakness and mine is the soft stuff; offset it by saving a few dollars every day in the year and there may come a time when you can afford to indulge in the luxury of sentimentality.

Never mind if people call you a cheap skate. In the first place you can never please everybody and secondly, if you'll keep your eyes open you'll discover what I found out, that it's the tight-wad who ten years later usually gives the loose roll a job.

Maurice Switzer.

Late News From the Cloverland of Michigan.

Sault Ste. Marie, Aug. 5—Thos. Rothwell, well-known grocer of Stalwart, has sold his stock to Fred Taylor, of Pickford, who will continue the business. Mr. Taylor is well known throughout the country, being also engaged in the hardware business at Pickford. While Mr. Rothwell has moved his family to Rudyard, he has not made any definite plans as to whether or not he will engage in business there. Mr. Rothwell has made many friends while a resident of Stalwart, who regret his departure, but who wish the family every success in their new field.

The Hotel Belvidere changed hands last week, Mr. Baines having sold his interest to his partner, Geo. Coleman, who, in company with James McDonald, will continue the business. Mr. Coleman is an experienced hotel man, and Mr. McDonald is well and favorably known throughout the country. The new firm expects to make many improvements to put the Belvidere among the best in the city. Mr. Baines has not as yet decided what his future plans will be.

Detour suffered another fire last week, when the building occupied by Hugh McDonald as a barber shop and James Cochrane's soft drink and confectionery store was completely wiped out. It is reported that Mr. Cochrane carried no insurance, while Mr. McDonald had some. This will be another blow to Detour, which can ill afford to lose many more buildings, having gone through several large fires in the past few years which destroyed the greater portion of the business property.

The steamer Chippewa has resumed her daily trips between Mackinac Island and the Soo which makes traveling a pleasure, not only for the tourists, but the traveling men are taking advantage of this pleasant trip through our beautiful river.

Jack Killackey has opened a grocery store in the West end of the city, on Spruce street, in the building formerly occupied by F. Falcone. The place has been redecorated and, in all probability, will enjoy a good patronage. Mr. Killackey is devoting

his personal attention to the business.

"Idealism is the contemplation of marriage. Realism is what you get."

J. S. Royce, one of our popular grocers on Bingham avenue, is having his place of business redecorated and is also making several other improvements. When completed, Mr. Royce will have one of the neatest and best equipped stores in the Soo.

W. D. Wyman, the well-known soap man, recently presented the merits of a new brand of soap to one of his customers, who apparently was stocked on soap. On being told that she did not want any didn't discourage our soap man, as he continued his spiel by telling that it cost much less than other soaps of its kind on the market and that it did twice the work of any other soap. Being again told by the lady that she did not care for any more soap, the salesman changed his spiel a little by telling the lady that the soap was guaranteed to soften the skin and make the complexion clear and beautiful. The customer thereupon gave an order without any further preliminaries.

"Human nature is what a man thinks he shows when he makes a donkey of himself."

John K. Hope has purchased the grocery of Sass & McLean, at Rudyard. Mr. Hope is a young man who has had previous experience in the grocery business and starts in business with a bright future, as Rudyard is a hustling village fast coming to the front.

"Three square meals a day constitutes a satisfactory Board of Health."

A. J. Jean, one of our leading jewelers, has just returned from a successful auto trip from the South and reports having had a delightful trip. He was more than pleased to return to his home town, where so many of the people from the South are coming to escape the hot spell.

"If you tell another man's story and tell it yourself better than he did, you establish a valiant title to the yarn. If you spoil it in telling it, you double the original offense."

William G. Tapert.

Insurance Companies Slow in Obeying Law.

Surcharge payments made by twenty-eight companies to the State Treasurer for May indicate that the entire surcharge deposited for May by the 145 fire insurance companies in Michigan, will amount to about \$60,000. The twenty-eight companies which thus far have made such deposits, total \$11,300.

It was estimated that the average monthly total of this fund to be deposited with the State Treasurer pending final determination in the courts of the validity of the extra 10 per cent. charge on all insurance premiums, would be at least \$100,000. There is much variation in the amount of business written by the companies during the different months and several reports must be made before an approximate average can be made.

The Grand Rapids K-Rai Food Products Co. organized to manufacture, prepare, refine, store and sell potatoes and all by-products thereof, with an authorized capital stock of \$125,000, of which amount \$64,750 has been subscribed, \$1,000 paid in in cash and \$63,750 in property.

Simon Kaat has sold his grocery stock at 1933 Grandville avenue to Nicholas Bouma, who recently sold his grocery stock at Byron Center to Martin Danning.

Live Notes From a Live Town.

Owosso, Aug. 5—One of the most up-to-date and best conducted grocery stores we ever met up with is owned and conducted by the A. E. Osmer Co., of Owosso. Everything is done with a time saving system. Mr. Osmer is one of the few buyers who will give immediate attention to a commercial man and, if he does not need anything, will dismiss him in a pleasant manner and allow him to go on his way without loss of time; also he can give a nice long order in ten minutes, instead of an hour and a half, and send a fellow traveler on his way feeling as though he's been somewhere.

We notice in a recent copy of the Tradesman a powder used to keep false teeth from skidding. What we most particularly need just now, since we are growing bald headed, is some kind of preparation to keep our hat from skidding.

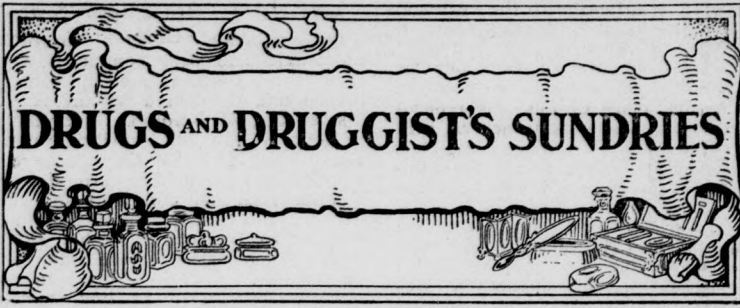
Dell Chase and wife are spending their vacation on an auto trip, visiting friends and old-time acquaintances among the Highland hills of Highland, Mich. Dell was in his younger days a miller and for several years run the grist mill at Argentine, Bootles, How Busy and Deer Creek. The price of milk advanced in our fair city this week to fourteen cents per quart. Mothers with families of five to eight children fail to see the cream of the joke.

J. D. Royce, who is enjoying a 60 day vacation, has discovered in the market column that calf skins bring the enormous price of 80 cents per pound and is contemplating writing the California wizard, Burbanks, if there is a possibility of growing a calf with two or more hides on.

Saturday our city was visited by an aeroplane jitney, which took folks skyward into the dome of Heaven's own blue and performed ethereal gyrations at the rate of three seconds for a nickel or 15 minutes for \$15, with numerous takers. The writer had a clear view of the event, as we were in an open space down on our river lot, hoeing sweet corn. We will admit the number of rows fell considerable short of our regular Saturday afternoon stunt, but you can't expect a boy to hoe corn with a flying machine excursion every fifteen minutes going on overhead. We didn't get very tired, although we are this morning having some trouble with a lame neck.

Honest Grocerman.

Edward Frick and Harry T. Stanton, of the Judson Grocer Company, have returned from an automobile trip covering a period of three weeks which was replete with interest and satisfaction. From Buffalo they proceeded to Schenectady and Saratoga Springs, thence to Lake George, on which they took a boat trip the length of the lake. They then proceeded to Plattsburg, whence they used as a base in exploring Lake Champlain. Their next stops were at Lake Placid and Saranac Lake, both of which they thoroughly explored. They then headed for Alexandria Bay, which they used as a base in scouting the Thousand Islands. They covered in succession Watertown, Syracuse, Rochester, Lake Geneva, Cleveland and Toledo, reaching home Monday evening with so many pleasant memories of their trip that they have both made a solemn vow to repeat the experience every year hereafter. Much of the country they passed through was rugged in mountain scenery and the constant repetition of lake and elevation precluded the thought of monotony.



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

Destroying Ants.

To kill these industrious insects by wholesale, drop some quick-lime in the mouth of their nests and wash it in with boiling water; or pour into their retreats water in which camphor or tobacco has been steeped.

Grease a plate with lard and set it where the ants can readily get at it. They will gather by the plateful. The plate may be held over an open fire, when lard and ants will quickly disappear not to return again. But more ants will come, and these may be treated in the same way.

Saturate a piece of cotton with chloroform and stuff into the entrance of their burrows and seal the entrance so as to keep the fumes inside. This must be done when the ants are at home.

Saturate a sponge with sweetened water and when the ants have gathered in it, plunge the sponge into boiling water.

A spray of benzine from an atomizer is sudden death to most insects. Benzine is so dangerous, on account of fire, that its use is not recommended except in the hands of careful and experienced people.

Solomon told us, or some of us, to go to the ant, but what we need now is something to prevent the ant from coming to us. Here is a way that has been suggested. Take 2 parts of sulphur and 1 part of potash; put them in an earthen vessel and keep over a fire until they have united to form a mass. Reduce this mass to powder, infuse a little of it in water, and sprinkle in places infested by the ants.

Moth Liquids.

1. Camphor 25 grams
 Naphthalene 50 grams
 Nitrobenzol 10 mils
 Denatured alcohol 815 mils
 Oil of turpentine 1000 mils
 2. Phenol 5 grams
 Naphthalene 20 grams
 Acetic ether 5 mils
 Denatured alcohol 100 mils
 3. Camphor 10 grams
 Naphthalene 40 grams
 Capsicum 100 grams
 Oil of clove 10 mils
 Oil of turpentine 100 mils
 Denatured alcohol 900 mils
 4. Phenol 30 grams
 Camphor 30 grams
 Benzine 500 mils
- Great care should be taken, as ben-

zine is highly inflammable and its vapors are very explosive.

For these reasons the following modification is proposed which is comparatively safe to use:

5. Phenol 10 grams
 Camphor 30 grams
 Carbon tetrachloride 500 mils
 Benzine 500 mils

To Keep Flies From Horses.

1. Oil of bay berries 5 parts
 Naphthalene 10 parts
 Ether 10 parts
 Methylated spirit 60 parts
- Dissolve the naphthalene in the alcohol on the water-bath and add the other liquids. This preparation is nearly colorless.

2. Oil of bay berries 100 parts
 Ethyl acetate 20 parts
 Naphthalene 20 parts
 Oil of clove 2 parts
 Dippels' oil 2 parts
- This makes an ointment.

3. A good wash may be made by mixing oil of eucalyptus, water and creolin. This makes a milky solution.

Tooth Paste.

- Heavy magnesium carbonate 3 ounces
 Prepared chalk 3 ounces
 Powdered orris ... 1½ drachms
 Oil of nutmeg 8 drops
 Acacia 2¼ ounces
 Sugar 24 ounces
 Water 2½ ounces
- Make a mucilage of the acacia in the water and mass the ingredients with this, in the usual manner.

Coloring for Face Powders.

Brunette or Rachel shade is obtained by the use of burnt umber, burnt sienna, bole, or carmine and yellow ocher. Experiments with one or more of these pigments should result in giving the tint desired.

The cream shade can be obtained by using a trace of the pigments suggested above.

Carmine is used to produce the pink or flesh tint.

Menthol Snuff for Rhinitis.

- Boric acid 30 parts
 Powdered orris 10 parts
 Powdered coffee 30 parts
 Powdered sugar 10 parts
 Menthol 3 parts
- Mix thoroughly and reduce to the finest powder.

To Remove Water Glass.

It is stated by some authorities that liquid glass or solution of sodium silicate may be removed from a show case by using concentrated lye, 50 per cent. sodium hydroxide.

Increased Cost of Living Only Eleven Per Cent.?

Grand Rapids, Aug. 5—As your readers are interested in retail conditions, I thought the following might interest them: with labor yelling higher wages on account of profiteers in food and producers yelling profiteers in labor making higher food cost, we are fast losing our mental equilibrium.

If we read a thing, whether true or untrue, often enough, we begin to believe it and join the chorus yelling profiteer at the other fellow forgetting that it helps to create dissatisfaction and produces class prejudices. I wonder if your readers, when they get nervous over the hysterical condition at present, ever sit down and do some figuring on their own account. I know a family living in a growing city in Michigan, living comfortably and entertaining nicely in a home costing seven thousand dollars, with three in the family, buying groceries of one of the best retail grocery stores and meat of one of the best markets. The following are the figures for an average of three months—April, May and June—of the following pre-war years:

	1912	1913	1914
Groceries	26.35	26.51	22.17
Meat	14.59	14.45	12.71
War Per.	1915	1916	1917
Groceries	23.45	25.13	27.74
Meat	13.31	11.84	15.45
For year	1918	1919	
Groceries	21.31	27.82	
Meat	13.74	17.85	

Taking the combined cost of groceries and meat above average for the three months April, May and June for the pre-war period of 1912-1913 as basis, it figures out in percentage as follows:

1912 average	40.94	Basis
1913 average	40.96	Basis
1914 average	34.88	under 15%
1915 average	36.76	under 12%
1916 average	36.97	under 12%

1917 average 43.19 over 5%
 1918 average 35.05 under 15%
 1919 average 45.67 over 11%
 Showing that the increase for 1919 is only 11 per cent. over that of the pre-war period of 1912 and 1913.
 Subscriber.

Army Foot Powder.

The following is probably what you have in mind. It was published in our columns several months ago:

- Salicylic acid 1 drachm
 Boric acid 4 drachms
 Menthol 30 grains
 Eucalyptol 20 minims
 French chalk 4 ounces

This gives an agreeable and emollient preparation for keeping the feet cool and sweet in any kind of weather.



Chocolates

Package Goods of
 Paramount Quality
 and
 Artistic Design

**Why Not Do
 Away with
 Posting Those
 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. We have a complete line of duplicate and triplicate salesbooks. Get our prices before putting in your next supply.

Write for catalog and full information.

Metzgar Register Co., Grand Rapids, Mich.

KYBO

1000 Sheet Manila Tissue

SNOWHITE

6 oz. Bleached Crepe

Stocked by all progressive dealers.

Write for prices and sample rolls.

The Dudley Paper Company, Lansing, Mich.

We furnish you with blotters to distribute to your trade.

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.

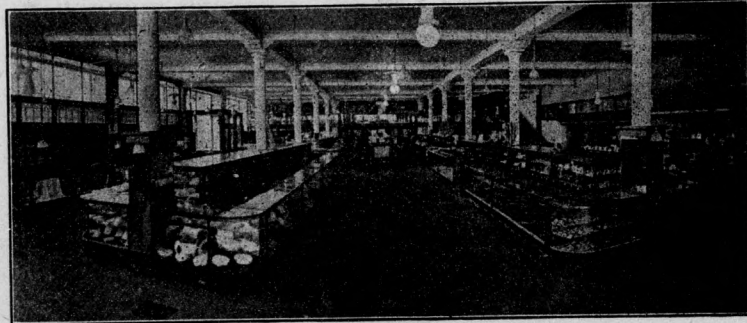
For sale everywhere and by all agents and agencies of

STANDARD OIL COMPANY

(INDIANA)

Chicago

U. S. A.



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

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

Catalog—to merchants

WILMARTH SHOW CASE COMPANY

1542 Jefferson Avenue

Grand Rapids, Michigan

Made In Grand Rapids

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cotton Seed		Capsicum		
Boric (Powd.)	18@ 25	2 50@2 70	Eigeron	12 50@12 75	Cardamon	21 50
Boric (Xtal)	18@ 25	Cubebs	11 50@11 75	Cardamon, Comp.	21 50	
Carbolic	24@ 28	Eigeron	7 50@7 75	Catechu	21 50	
Citric	1 28@1 35	Eucalyptus	1 25@1 35	Cinchona	21 80	
Muriatic	3 1/4@ 5	Hemlock, pure	2 00@2 25	Colchicum	22 40	
Nitric	10@ 15	Juniper Berries	16 00@16 25	Cubebs	22 60	
Oxalic	35@ 40	Juniper Wood	3 00@3 25	Digitalis	21 60	
Sulphuric	3 1/4@ 5	Lard, extra	2 00@2 20	Gentian	21 20	
Tartaric	1 12@1 20	Lard, No. 1	1 60@1 80	Ginger	21 50	
Ammonia		Lavender, Flow.	9 00@9 25	Guaiac	22 65	
Water, 26 deg.	10@ 20	Lavender, Gar'n	1 50@1 75	Guaiac, Ammon.	22 40	
Water, 18 deg.	9 1/2@ 18	Lemon	2 25@2 50	Iodine	21 50	
Water, 14 deg.	9@ 17	Linseed, boiled, bbl.	2 41	Iodine, Colorless	22 00	
Carbonate	19@ 25	Linseed, bid less	2 51@2 56	Iron, clo.	21 45	
Chloride (Gran.)	17 1/2@ 25	Linseed, raw, bbl.	2 39	Kino	21 35	
Balsams		Linseed raw less	2 49@2 54	Myrrh	22 25	
Copaiba	1 20@1 40	Mustard, true, oz.	2 95	Nux Vomica	21 95	
Fir (Canada)	1 75@2 00	Mustard, artifl. oz.	2 15	Opium	28 00	
Fir (Oregon)	50@ 75	Neatsfoot	1 35@1 55	Opium, Camph.	21 50	
Peru	4 75@5 00	Olive, pure	4 50@6 00	Opium, Deodor'd	28 00	
Tolu	2 00@2 25	Olive, Malaga, yellow	3 75@4 00	Rhubarb	21 80	
Barks		Olive, Malaga, green	3 75@4 00	Paints		
Cassia (ordinary)	40@ 45	Orange, Sweet	4 00@4 25	Lead, red dry	13@13 1/2	
Cassia (Saigon)	90@1 00	Origanum, pure	62 50	Lead, white dry	13@13 1/2	
Sassafras (pow. 55c)	40 50	Origanum, com'l	1 00@1 25	Lead, white oil	13@13 1/2	
Soap Cut (powd.)	29@ 35	Pennyroyal	11 00@11 25	Ochre, yellow bbl.	2 3	
40c	29@ 35	Peppermint	38 00@40 00	Ochre, yellow less 2 1/2	5 8	
Berries		Rosemary Flows	2 00@2 25	Putty	5@ 8	
Cubeb	1 75@1 80	Sandalwood, E.	18 50@18 75	Red Venet'n Am.	2 1/2@ 5	
Fish	21 25	Sassafras, true	3 30@3 25	Red Venet'n Eng.	3@ 6	
Juniper	14@ 20	Sassafras, artifl'	90@1 20	Vermillion, Amer.	25@ 30	
Prickley Ash	20 30	Sassafras, true	3 30@3 25	Whiting, bbl.	2 1/2@ 3	
Extracts		Sassafras, true	3 30@3 25	Whiting	3 1/2@ 6	
Licorice	60@ 65	Sassafras, true	3 30@3 25	L. H. P. Prep.	3 25@3 50	
Licorice powd.	1 25@1 50	Sassafras, true	3 30@3 25	Miscellaneous		
Flowers		Sassafras, true	3 30@3 25	Acetanalid	60@ 65	
Arnica	1 20@1 25	Sassafras, true	3 30@3 25	Alum	15@ 18	
Chamomile (Ger.)	80@1 00	Sassafras, true	3 30@3 25	Alum, powdered and ground	16@ 20	
Chamomile Rom.	1 00@1 20	Sassafras, true	3 30@3 25	Bismuth, Subnitrate	4 02@4 10	
Gums		Sassafras, true	3 30@3 25	Borax xtal or powdered	10@ 15	
Acacia, 1st	65@ 70	Sassafras, true	3 30@3 25	Cantharides po	2 00@6 50	
Acacia, 2nd	55@ 60	Sassafras, true	3 30@3 25	Calomel	2 27@2 35	
Acacia, Sorts	35@ 40	Sassafras, true	3 30@3 25	Capsicum	38@ 45	
Acacia, powdered	45@ 50	Sassafras, true	3 30@3 25	Carmine	6 50@7 00	
Aloes (Barb. Pow)	30@ 40	Sassafras, true	3 30@3 25	Cassia Buds	50@ 60	
Aloes (Cape Pow.)	30@ 35	Sassafras, true	3 30@3 25	Cloves	57@ 65	
Aloes (Soc Pow.)	1 40@1 50	Sassafras, true	3 30@3 25	Chalk Prepared	12@ 15	
Asafoetida	6 50	Sassafras, true	3 30@3 25	Chalk Precipitated	12@ 15	
Pow.	7 50	Sassafras, true	3 30@3 25	Chloroform	45@ 55	
Camphor	3 45@3 50	Sassafras, true	3 30@3 25	Chloral Hydrate	1 70@2 10	
Guaiac	2 15	Sassafras, true	3 30@3 25	Cocaine	12 80@12 85	
Guaiac, powdered	2 25	Sassafras, true	3 30@3 25	Cocoa Butter	65@ 75	
Kino	85	Sassafras, true	3 30@3 25	Corks, Lst, less 50%	2 1/2	
Kino, powdered	1 00	Sassafras, true	3 30@3 25	Copperas, bbls.	3 1/2@ 8	
Myrrh	1 40	Sassafras, true	3 30@3 25	Copperas, less	3 1/2@ 8	
Myrrh, Pow.	1 50	Sassafras, true	3 30@3 25	Copperas, powd.	4 1/2@ 10	
Opium	11 50@12 00	Sassafras, true	3 30@3 25	Corrosive Sublm	2 11@2 20	
Opium, powd.	12 50@12 80	Sassafras, true	3 30@3 25	Cream Tartar	70@ 80	
Opium, gran.	13 50@13 80	Sassafras, true	3 30@3 25	Cuttlebone	95@ 1 00	
Shellac	1 25@1 35	Sassafras, true	3 30@3 25	Dextrine	10 1/2@ 15	
Shellac Bleached	1 30@1 40	Sassafras, true	3 30@3 25	Dover's Powder	10 1/2@ 15	
Tragacanth	4 25@4 50	Sassafras, true	3 30@3 25	Emery, All Nos.	10@ 15	
Tragacanth powder	4 00	Sassafras, true	3 30@3 25	Emery, Powdered	8@ 10	
Turpentine	15@ 25	Sassafras, true	3 30@3 25	Epsom Salts, bbls.	3 1/2@ 8	
Insecticides		Sassafras, true	3 30@3 25	Epsom Salts, less	4@ 10	
Arsenic	13 1/2@ 20	Sassafras, true	3 30@3 25	Ergot	4 75	
Blue Vitriol, bbl.	10	Sassafras, true	3 30@3 25	Ergot, powdered	4 75	
Blue Vitriol, less 10 1/2	15	Sassafras, true	3 30@3 25	Flake White	15@ 20	
Bordeaux Mix Dry	20@ 37	Sassafras, true	3 30@3 25	Formaldehyde, lb.	27@ 30	
teieboro. White	38@ 45	Sassafras, true	3 30@3 25	Gelatine	1 55@1 75	
powdered	38@ 45	Sassafras, true	3 30@3 25	Glassware, full case	8%	
Insect Powder	50@ 75	Sassafras, true	3 30@3 25	Glassware, less 50%	8%	
Lead, Arsenate Po	32@ 49	Sassafras, true	3 30@3 25	Glauber Salts, bbl.	2 1/2@ 3	
Lime and Sulphur	20@ 25	Sassafras, true	3 30@3 25	Glauber Salts less 3 1/2	8	
Solution, gal.	20@ 25	Sassafras, true	3 30@3 25	Glue, Brown	20@ 30	
Paris Green	46@ 52	Sassafras, true	3 30@3 25	Glue, Brown Grd.	20@ 30	
Ice Cream		Sassafras, true	3 30@3 25	Glue, White	30@ 35	
Piper Ice Cream Co., Kalamazoo	30@ 35	Sassafras, true	3 30@3 25	Glue, White Grd.	30@ 35	
Bulk, Vanilla	1 00	Sassafras, true	3 30@3 25	Glycerine	24@ 40	
Bulk, Chocolate	1 10	Sassafras, true	3 30@3 25	Hops	75@1 00	
Bulk, Caramel	1 10	Sassafras, true	3 30@3 25	Iodine	5 00@5 90	
Bulk, Grape-Nut	1 10	Sassafras, true	3 30@3 25	Iodoform	6 59@6 74	
Bulk, Strawberry	1 20	Sassafras, true	3 30@3 25	Isal, Acetate	25@ 30	
Bulk, Tutti Fruiti	1 20	Sassafras, true	3 30@3 25	Lycopodium	1 75@2 00	
Brick, Vanilla	1 20	Sassafras, true	3 30@3 25	Mace	85@ 90	
Brick, Chocolate	1 20	Sassafras, true	3 30@3 25	Mace, powdered	95@1 00	
Brick, Caramel	1 60	Sassafras, true	3 30@3 25	Menthol	9 50@9 75	
Brick, Strawberry	1 60	Sassafras, true	3 30@3 25	Morphine	13 00@13 65	
Brick, Tutti Fruiti	1 60	Sassafras, true	3 30@3 25	Nux Vomica	10 1/2@ 15	
Brick any combination	1 60	Sassafras, true	3 30@3 25	Nux Vomica, pow.	20@ 30	
Leaves		Sassafras, true	3 30@3 25	Pepper black pow.	53@ 56	
Buchu	3 00	Sassafras, true	3 30@3 25	Pepper, white	50	
Buchu, powdered	3 25	Sassafras, true	3 30@3 25	Pitch, Burgundy	15	
Sage, bulk	67@ 70	Sassafras, true	3 30@3 25	Quassia	12@ 15	
Sage, 1/4 loose	72@ 78	Sassafras, true	3 30@3 25	Quinine	1 09@1 59	
Sage, powdered	55@ 60	Sassafras, true	3 30@3 25	Rochelle Salts	55@ 60	
Senna, Alex.	1 40@1 50	Sassafras, true	3 30@3 25	Saccharine	45	
Senna, Tinn.	30@ 35	Sassafras, true	3 30@3 25	Salt Peter	22@ 30	
Senna, Tinn. pow.	35@ 40	Sassafras, true	3 30@3 25	Seidlitz Mixture	43@ 50	
Uva Ursi	25@ 30	Sassafras, true	3 30@3 25	Soap, green	20@ 30	
Oils		Sassafras, true	3 30@3 25	Soap mott castile	22 1/2@ 25	
Almonds, Bitter, true	15 00@16 00	Sassafras, true	3 30@3 25	Soap, white castile	25 00	
Almonds, Bitter, artificial	7 00@7 20	Sassafras, true	3 30@3 25	Soap, white castile less, per bar.	2 65	
Almonds, Sweet, true	1 75@2 00	Sassafras, true	3 30@3 25	Soda Ash	4 1/2@ 10	
Almonds, Sweet, imitation	75@1 00	Sassafras, true	3 30@3 25	Soda Bicarbonate	3 1/2@ 10	
Amber, crude	3 50@3 75	Sassafras, true	3 30@3 25	Soda, Sal	2 1/2@ 5	
Amber, rectified	4 00@4 25	Sassafras, true	3 30@3 25	Spirits Camphor	2 00	
Anise	2 50@2 75	Sassafras, true	3 30@3 25	Sulphur, roll	4 1/2@ 10	
Bergamont	8 50@8 75	Sassafras, true	3 30@3 25	Sulphur, Subl.	4 1/2@ 10	
Cajeput	1 75@2 00	Sassafras, true	3 30@3 25	Tamarinds	25@ 30	
Cassia	4 50@4 75	Sassafras, true	3 30@3 25	Tartar Emetic	1 03@1 10	
Castor	2 60@2 80	Sassafras, true	3 30@3 25	Turpentine, Ven.	50@6 00	
Cedar Leaf	2 00@2 25	Sassafras, true	3 30@3 25	Vanilla Ex. pure	1 50@2 00	
Citronella	80@1 20	Sassafras, true	3 30@3 25	Witch Hazel	1 25@1 75	
Cloves	3 75@4 00	Sassafras, true	3 30@3 25	Zinc Sulphate	10@ 15	
Cocanut	40@ 50	Sassafras, true	3 30@3 25			
Cod Liver	5 60@5 75	Sassafras, true	3 30@3 25			
Croton	2 00@2 25	Sassafras, true	3 30@3 25			

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, DECLINED, AMMONIA, Beans-Canned, AXLE GREASE, Clam Bouillon, BAKED GOODS, Corn, BLUING, Jennings', Breakfast Foods, Peaches, Kellogg's Brands, Pumpkin, BROOMS, Salmon, BRUSHES, Scrub, Stove, Shrimps, Shoe, Strawberries, BUTTER COLOR, Tomatoes, CANDLES, Catsup, CANNED GOODS, Apples, Blackberries, Cheese, CHEWING GUM, Beans-Baked, Zeno.

Table with columns: COCOANUT, COFFEES ROASTED, CHOCOLATE, CIGARS, National Grocer Co. Brands, Johnson Cigar Co. Brands, Worden Grocer Co. Brands, CLOTHES LINE, COCOA, Chocolates, Pails, Flats, Hooks-Kirby, Sinkers, FLAVORING EXTRACTS, JENNINGS D C BRAND, Pure Vanilla, Terpenesless, Pure Lemon, COUPON BOOKS, CREAM OF TARTAR, DRIED FRUITS, Apples, Citron, Peel, Raisins, CONDENSED MILK, EVAPORATED MILK, MILK COMPOUND, CONFECTIONERY, Mixed Candy, Farinaceous Goods, Beans, Farina, Macaroni, Pearl Barley, Peas, Sago, Tapioca, FISHING TACKLE, Cotton Lines, Linen Lines, FRUIT JARS, GELATINE.

HIDES AND PELTS

Table listing various types of hides and pelts such as Green, Cured, and Calfskin with their respective prices.

Table listing pelts including Old Wool, Lambs, and Shearlings.

Table listing tailow including Prime, No. 1, and No. 2.

Table listing wool including Unwashed, med. and Unwashed, fine.

Table listing honey including Airline, No. 10, 15, and 25.

Table listing horse radish per doz.

Table listing jelly pure, per pail, 30 lb.

Table listing jelly glasses 8 oz., per doz.

Table listing mapleine in 2 oz. and 1 oz. bottles.

Table listing mince meat in various cases.

Table listing molasses including New Orleans and Fancy Open Kettle.

Table listing nuts—whole including Almonds, Brazils, and Walnuts.

Table listing shelled nuts including Almonds, Peanuts, and Pecans.

Table listing olives including Bulk, Stuffed, and Pitted.

Table listing olives including Manzanilla, LUNCH, and Queen.

Table listing olives including Queen, Mammoth, and Hamburg.

Table listing olives including Queen, Mammoth, and Olive Chow.

Table listing petroleum products including Iron Barrels and Gas Machine Gasoline.

Table listing petroleum products including Perfection and V. M. & P. Naphtha.

Table listing petroleum products including Capitol Cylinder and Atlantic Red Engine.

Table listing petroleum products including Winter Black, Iron, and Polarine.

Table listing petroleum products including Pickles Medium and Small.

Table listing petroleum products including Gherkins and Half barrels.

Table listing petroleum products including Pickles Medium and Small.

Table listing petroleum products including Pickles Medium and Small.

Table listing petroleum products including Pickles Medium and Small.

Table listing petroleum products including Pickles Medium and Small.

Table listing petroleum products including Pickles Medium and Small.

Table listing petroleum products including Pickles Medium and Small.

Sweet Small

Table listing barrels and 5 gallon kegs.

Table listing pipes including Clay and Cob.

Table listing playing cards including No. 90 Steamboat.

Table listing potash including Babbitt's.

Table listing provisions including Barreled Pork and Short Cut.

Table listing provisions including Brisket and Pig.

Table listing provisions including Dry Salt Meats and Lard.

Table listing provisions including Compound Lard.

Table listing provisions including Smoked Meats.

Table listing provisions including Hams and Bacon.

Table listing provisions including Sausages.

Table listing provisions including Beef.

Table listing provisions including Pig's Feet.

Table listing provisions including Tripe.

Table listing provisions including Casings.

Table listing provisions including Uncolored Oleomargarine.

Table listing provisions including Canned Meats.

Table listing provisions including Corned Beef.

Table listing provisions including Roast Beef.

Table listing provisions including Veal Loaf.

Table listing provisions including Vienna Style Sausage.

Table listing provisions including Potted Meat.

Table listing provisions including Deviled Meat.

Table listing provisions including Herman Deviled Ham.

Table listing provisions including Hamburg Steak.

Table listing provisions including Onions.

Table listing provisions including Corned Beef Hash.

Table listing provisions including Cooked Brains.

Table listing provisions including Cooked Lunch Tongues.

Table listing provisions including Cooked Ox Tongues.

Table listing provisions including Chili Con Carne.

Table listing provisions including Sliced Bacon.

SALERATUS

Table listing saleratus including Packed 60 lbs. in box.

Table listing sal soda including Granulated and 100 lbs. cs.

Table listing salt including Solar Rock and Common.

Table listing salt including Granulated and Medium.

Table listing salt fish including Middles and Tablets.

Table listing salt fish including Wood boxes and Holland Herring.

Table listing salt fish including Standard, kegs and Y. M., kegs.

Table listing salt fish including Herring and Cut Lunch.

Table listing salt fish including Trout and No. 1, 100 lbs.

Table listing salt fish including Mackerel and Mess.

Table listing salt fish including Lake Herring and 1/2 bbl.

Table listing seeds including Anise and Canary.

Table listing seeds including Cardomon and Celery.

Table listing seeds including Mustard and Rape.

Table listing shoe blacking including Handy Box.

Table listing shoe blacking including Miller's Crown Polish.

Table listing shoe blacking including Snuff and Swedish Rapee.

Table listing soap including James S. Kirk & Company.

Table listing soap including Lantz Bros. & Co.

Table listing soap including Climax and Queen White.

Table listing soap including Oak Leaf and Queen Anne.

Table listing soap including Lantz Naphtha.

Table listing soap including Proctor & Gamble Co.

Table listing soap including Lenox and Ivory.

Table listing soap including Star and Swift & Company.

Table listing soap including Classic and Swift's Pride.

Table listing soap including Quick Naptha and White Laundry.

Table listing soap including Wool and Black Hawk.

Table listing soap including Black Hawk and Box contains 72 cakes.

Table listing soap including Scouring Powders and Sapollo.

Table listing soap including Snow Maid and Washing Powders.

Table listing soap including Snow Boy and Young Hyson.

Soap Powders

Table listing soap powders including Johnson's Fine and Lantz Naphtha.

Table listing soap powders including Old Dutch Cleanser and Queen Anne.

Table listing soap powders including Sunbrite and Soda.

Table listing soap powders including Bi Carb. Kegs and Spices.

Table listing soap powders including Allspice and Cloves.

Table listing soap powders including Cassia and Ginger.

Table listing soap powders including Mace and Mixed.

Table listing soap powders including Nutmegs and Pepper.

Table listing soap powders including Pure Ground in Bulk and Allspice.

Table listing soap powders including Cloves and Cassia.

Table listing soap powders including Mustard and Mace.

Table listing soap powders including Nutmegs and Pepper.

Table listing soap powders including Peppercorn and Paprika.

Table listing soap powders including Seasoning and Chili Powder.

Table listing soap powders including Celery Salt and Sage.

Table listing soap powders including Onion Salt and Garlic.

Table listing soap powders including Ponelty and Kitchen Bouquet.

Table listing soap powders including Laurel Leaves and Marjoram.

Table listing soap powders including Savory and Thyme.

Table listing soap powders including Turmeric and Starch.

Table listing soap powders including Kingsford and Muzzy.

Table listing soap powders including Silver Gloss and Gloss.

Table listing soap powders including Argo and Muzzy.

Table listing soap powders including Kingsford and Silver Gloss.

Table listing soap powders including Muzzy and Syrup.

Table listing soap powders including Barrels and Blue Karo.

Table listing soap powders including Blue Karo and Muzzy.

Table listing soap powders including Red Karo and Muzzy.

Table listing soap powders including Pure Cane and Fair.

Table listing soap powders including Good and Choice.

Table listing soap powders including Table Sauces and Lea & Perrin.

Table listing soap powders including Tea and Japan.

Oolong

Table listing oolong including Formosa and English Breakfast.

Table listing oolong including Congou and Ceylon.

Table listing oolong including Pekoe and Flowerly O. P. Fancy.

Table listing oolong including Wine and Cotton.

Table listing oolong including Vinegar and Cider.

Table listing oolong including White Wine and White Wine.

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WRAPPING PAPER

Table listing wrapping paper including Fibre, Manila, white.

Table listing wrapping paper including Kraft and Wax Butter.

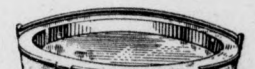
Table listing wrapping paper including Parchment Butter.

Table listing wrapping paper including Yeast Cake.

Table listing wrapping paper including Yeast-COMPRESSED.

SPECIAL Price Current

AXLE GREASE



25 lb. pails, per doz. \$1.15

KITCHEN KLENZER



80 can cases, \$4 per case

PEANUT BUTTER



Bel-Car-Mo Brand

8 oz. 2 doz. in case .3 10

24 1 lb. pails .6 10

12 2 lb. pails .5 90

5 5 lb. pails, 6 in crate 6 10

20 10 lb. pails .20 1/2

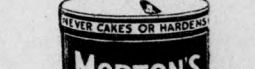
20 15 lb. pails .20 1/2

20 25 lb. pails .20

20 50 lb. tms .19 1/2

100 lb. drums .19 1/2

SALT



Morton's Salt

Per case, 24 2 lbs. \$1.80

Five case lots \$1.70

RACE MURDER.

Men With White Skins and Black Hearts.

Grandville, July 5—The newspapers are full of accounts of race riots which ought to cause every true American to blush with shame.

Race murder is the proper name to be applied to the doings which have blackened the municipalities of Washington and Chicago. Following so recently the world war, in which members of the black and white races mingled in defense of free government, it seems little short of sacrilege for these soldiers of democracy to array themselves in hostile camps on the supposedly free soil of America.

The ingrained selfishness of those whites who never speak of their colored fellow citizens save in opprobrious terms, such as the "blacked nigger," plainly points to where the shoe pinches, so that when a wholesale assault is made on an inoffensive portion of our population because of color, there is really no sense in speaking of these outbreaks as a race war. On the contrary, it is simply a dastardly, cowardly assault on inoffensive citizens that, were there no color line in evidence, would be characterized as plain, unvarnished murder.

We have only to look at Chicago to note how unwarranted was the precipitation of what the newspapers are pleased to designate as a "race war." There is nothing of the warlike in it, but a bald, undisguised wholesale attempt at murder of the innocents. Throughout the "Black belt" of that city you will find to-day homes looted, men, women and even children torn from their habitations to be trampled, mauled, disfigured and shot and pommelled to death because of the crime of having a black skin.

How can it be race war when the great white population of Chicago turns loose to demolish and slaughter a few blacks who are unable because of paucity of numbers to defend themselves? Were there a million blacks in that city, which would be about one black to two whites, the disparity would not be sufficient to make the spectacle so inhuman and cowardly on the part of the whites.

What has been the part of the negro population of this country in all our times of stress and trouble with foreign and domestic foes during our existence as a Nation? History tells the story of the patriotism of the black man during our Civil War. The writer remembers some of the things done by men in black skins in defense of the Stars and Stripes. He calls to mind the fact that during all that four years' struggle in defense of the Union, every hand raised against that flag was a white one. Not a black man or woman out of a population of over three millions but was loyal to the Union and the flag.

While white hands were raised to strike that flag from the sky; while white traitors were conniving with foreign countries to dismember the American Union, every soul of those three million slaves breathed a prayer for the preservation of the Republic. Go ask the Yankee prisoner who escaped from the hell holes of Salisbury, Libbie and Andersonville who was his friend and helper on his road to the Union lines and he will tell you the black slave of the South.

Whenever a black face was encountered the fleeing prisoner had no fear. The black man or woman was sure to be his friend. Despite the fact that the Stars and Stripes was a symbol to him of oppression and slavery, every colored man in Dixie stood stanch and true for that flag, and did much toward hastening the end of the war, aiding with all his might toward the cause of the Union.

The free negroes of the North

formed regiments in the Union army that did credit to the country of their nativity. When Colonel Shaw of a Massachusetts colored regiment fell while leading his men to gallant service at Fort Wagner in the Carolinas, when, after the repulse, word was sent to the Confederates requesting the privilege of obtaining the body of the fallen Union general, the word sent back was "we have buried him with his niggers."

And so, from early in the War for the Union, the colored man distinguished himself in many fields. At Fort Pillow, after fighting an overwhelming body of the enemy under General Forrest, and having surrendered, nearly every one of those legitimately mustered soldiers of the Union were heartlessly murdered because of their black skins.

It was a colored man, a former slave, who cut out a Confederate steamer from under the guns in Charleston harbor, and unaided piloted the boat to a Union warship of the blockading squadron, a feat that has never been excelled for skill and daring by any white man. As for ability, what have we to say with regard to many of the blacks who entered state legislatures, even Congress itself. There was Blanche K. Bruce one of the best known colored sons of the South, who was for many years register of the United States treasury.

In later years the rights granted to the colored citizens of the South by constitutional amendment have been nullified by the different states, thus leaving the ten million or more Afro-Americans unrepresented in any of the law-making bodies of the Nation.

Coming down to more recent times we have the citizens of the Nation's "black belt" drafted into the service of Uncle Sam, shipped overseas to fight the country's battles alongside their white brothers, and 'tis a matter of record that these sons of Ham acquitted themselves nobly, laying down their lives for these United States with the same cool and unselfish patriotism as their white comrades.

And yet there are those who affect to sneer at these brave defenders of our common country, placing them alongside the animals of the jungle and the reptiles of the fields. It is these latter who have started this new crusade of murder, labeling it "race war" in order to cover their iniquities. They affect to despise the negro, when in fact such vermin are unfitted by nature to unlace their shoes.

"The drink of intellectuals" COFFEE

"Who among us can find words fittingly to portray the extreme *goodness* of coffee,—its fragrance, its aroma,—its appealingly piquant and appetizing flavor?"

It is the only flavor that is pleasing to *everybody*. It has won the heart of a big nation,—it has become a part of the daily life of millions of devotees. Truly a grand good gift of Nature!

And now, coffee is destined to play a still greater part in our national life. No other beverage has the smacking *goodness*, the charm and the appeal of coffee. It is the festive drink, the cheerful drink, the friendly drink, the family drink—the *healthful* drink."

ANOTHER example of the Big Coffee Campaign, now in full swing. The coffee advertisements have already appeared in more than 300 papers in nearly 200 leading cities.

They are now running in a selected list of weekly and monthly publications, including full pages in "The Saturday Evening Post." If you are interested in Coffee you *must* be interested in this Campaign.

For the first time in the history of the Coffee Trade, a systematic and concerted effort is made to boost the coffee "idea" and boom coffee sales,—all up and down the line. This concerns you,—directly and *emphatically*.

What are you doing to uphold the movement? Are you posting your salesmen? Are you co-operating with retailers? Are you helping in every way *possible*?

If you want complete information—or advertising material—write direct to this publication.

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Don't Let High Coffee Prices Scare You

Don't ruin your coffee business by recommending cheaper grades. You're lost the very moment you start to recommend cheaper grades of coffee to your customers. People WILL pay the price for good coffee. Nero Coffee will always be of the same high uniform quality regardless of what the "other fellow" does. Nero quality WILL be maintained. Nero is shipped to you the very day it is roasted. The best coffees grown go into every package. You can keep your customer's confidence and increase your coffee business despite high prices by recommending Nero.

Cash in on This Advertising Co-operation

A 22 week newspaper advertising campaign is now running in Bay City, Saginaw, and other Michigan cities. More to come. Write us today for details of our plan that will help you to maintain and increase your coffee business regardless of high prices.

Royal Valley Coffee Company

321 East Larned St.

Detroit, Michigan

For two centuries in this country the flesh of the negro had been lacerated by the lash of the slave driver. For those two centuries the prayers of widows and orphans had ascended nightly to the God of Heaven asking for relief. In God's good time the day of retribution came, and every drop of blood drawn by the lash was duplicated by the sword as attested on the hundred and more battle fields of the Great Rebellion.

In God's good time every drop of blood drawn by the hand of those who delight in engaging in a "race war" for the extermination of the black man will be exacted in duplicate from the Nation that permits such things within its borders. God is not mocked, nor will He be in this instance. In riding through the "black belt" a lady noted the houses of the blacks with windows smashed, doors wrenched from their hinges, and the silence of the grave reigning, an indication that the ferocious black race, instead of appearing in armed force, were in hiding; men, women and children, hiding in fear of their lives, threatened by the white Christians of Chicago!

Can you white Americans imagine a negro soldier of Grand Rapids, who won a Croix de Guerre, receiving a telegram from his mother down South requesting him not to wear a uniform or medal when he came home, and learning later that the first black soldier to return to Tennessee wearing his uniform and medal was shot in May while embracing his mother. While this was deliberate murder, no arrest was ever made. It depends on the color of a man's skin you see, whether the killing is plain murder or simply a "race war."

This soldier of the dusky cuticle was simply killed for being so impertinent as to return to his home in uniform!

Those who defend these attacks upon colored citizens proclaim that the "niggers" have started a race war upon the whites. Think of the few colored men of Chicago setting forth to wipe out the white folks of that great city, root and branch. Something of an undertaking one must acknowledge. The fact that these dangerous blacks were seeking to annihilate the white people of the Windy City is verified by the assault a mob of innocent whites made on a negro hospital in that city.

The surest way to save the threatened white homes of Chicago from destruction at the hands of the black Americans was believed to be through attacking a hospital where the inmates were absolutely helpless, unable to defend themselves in the least particular because of illness and wounds!

Magnificent display of patriotism on the part of the men with white skins—and black hearts.

The only way to settle these race

wars, and forever prevent their recurrence, is for the authorities to bring to condign punishment those guilty of instigating foul murder under the guise and camouflage of "A race war." Old Timer.

Term Pear Contract Prices Increased.

The canners' committee which has been in conference with the Pear Growers' Association recently over the question of an advance in contract price on term pear contracts to canners, says the "California Fruit News," has recommended unanimously the following adjustment:

"That all term contracts for pears should be increased in price \$20 per ton, provided such calculation did not carry the figure above \$57.50 per ton. Should the contract price, plus \$20 per ton, carry the figure above \$57.50, then only \$57.50 should be paid. This to apply on all regular contracts. Contracts for special sizes to be adjusted in proportion to ordinary contract. The same percentage of increase to apply on No. 2 pears."

This advance in contract price applies only to term contracts made prior to this country's entrance into the European war, and is in line with the policy adopted with the term peach contracts with growers by canners recently.

Sultry Days and Cool Desserts



go hand in hand and call for change of flavor.

Mapleine

is an irresistible flavor in summer desserts—in frostings, ices, whipped cream. It makes delicious syrup for ice cream sundaes.

The favorite flavoring next to vanilla—your stock is not complete without it.

Order of your jobber or
Louis Hilfer Co.
1205 Peoples Life Bldg, Chicago.

Crescent Mfg. Co.
(M-450) SEATTLE, WASH.

Bel-Car-Mo



Peanut Butter

Strictly high class product whose quality is guaranteed. Educate your trade to its use and you have done them a favor they will appreciate.

Bel-Car-Mo originated the consumers' size Sanitary Tin Package of Peanut Butter. Order from your Jobber

In 8 oz. to 100 lb. Tins

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.

LOOK HERE, MERCHANT!—I want stock merchandise for: Good improved farm, five city residences, and some business properties. Don't fail to write me immediately. Quick action guaranteed. J. P. Phillips, Manchester, Tennessee. 395

FOR SALE OR TRADE—Doctor's X-Ray and Ozone machines; two Phelps button and stamping presses; band-saw; Hill boring machine; 32 inch paper cutter; a lot of composition brush and mirror backs, etc. Beautiful transfers of different designs and colors. Cement building, 50 x 80, two stories. All for sale or trade. Address at once, BOX 745, LENOX, MICHIGAN. 412

FOR SALE—Seven station Lamson single wire cash carrier system, in good running order. For further information write WALDO & COMPANY, Sunbury, Pennsylvania. 413

For Sale—At bargain, grocery and meat market in live town near Lansing. Population 2,000. Good farming community. Reasons for selling. Address No. 414, care Tradesman. 414

FOR SALE—One Detroit automatic counter scale, 100 pounds; one Detroit automatic counter scale, 5 pounds; one 125 account register. Good as new. Enquire POSTMASTER, Middleton, Michigan. 415

WANTED—A stock of general merchandise from five to ten thousand. Cash proposition. W. D. Hamilton, Galesburg, Illinois. 416

FOR SALE—\$250 buys this outfit at a sacrifice. One creamery package disc brine freezer in first class condition; one Haag emulsifier; one Little Giant power ice crusher; one 2-horse steam boiler and can washing tank; one 20-foot shafting with hangers, pulleys and belting. Full particulars can be obtained by writing at once to JOSEPH SWANSON, WYOMING, ILLINOIS. 417

For Sale—Small stock hardware, plumbing and sheet metal work in connection; doing profitable business in suburb of Grand Rapids. Selling reason, old age and failing health. J. A. Childs, Comstock Park, Michigan. Citizens Phone 37176. 418

GET MY TANKS—Make big money developing films. Particulars free. GILLET, Boscobel, Wisconsin. 419

FOR SALE—Formula and registered trade-mark for lotion. Good for chapped hands and face, sprains, bruises, etc. Rush Chemical Company, Rushville, Indiana. 420

TIMBER AND COAL LANDS FOR SALE—35,000 acres of virgin timber and coal lands for sale. JAMES A. MONROE, Harriman, Tennessee. 421

For Sale—An established business of seven years. Four years lease to run at \$45 per month, in one of Detroit's busiest sections. Invoice, \$3,500. Price, \$3,000. Owner wishes to retire. An opportunity for a live wire. No opposition. J. D. Leahy, 2425 East Jefferson, Detroit, Michigan. 422

Wanted—Salesman with established trade among hardware dealers in Michigan, Indiana, Pennsylvania, Iowa and Minnesota to sell Universal Soot Destroyer as a side line. Big commission. Northern Chemical Works, 1308 North Wells St., Chicago, Illinois. 423

WANTED RANCH—Have fine three story and basement, 66 x 120, brick block in best location in best city in Central Michigan; on main corner; rent roll approximately \$6,000 per annum; will trade for ranch; must be fenced and free from encumbrance and located in the Lower Peninsula. Cooper & Francis, Mt. Pleasant, Michigan. 399

STATE RIGHTS FOR SALE—Device for killing glare in automobile headlights; quick seller. 315 Hamilton Ave., Detroit, Michigan. 400

FOR SALE—CAR CORN PRODUCTS CEREOSE BRAND CORN SUGAR. BOUGHT WHEN RESTRICTIONS WERE ON GRANULATED SUGAR. MAKE US AN OFFER. ADAM-CHRISTIAN COMPANY, RICHMOND, VIRGINIA. 401

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 767

HAVING EXHAUSTED OUR TIMBER SUPPLY, we are offering for sale our up-to-date single band mill, including three boilers, two engines and also logging equipment consisting of horses, wagon, harnesses, sleighs, jammers, logging wheels, steam log hauler with sleigh loaders, snow plows and sprinkling tanks, everything to make a modern well equipped outfit. It will pay parties interested to investigate immediately. Mill can be seen in operation until about the twenty-fifth of July. For further particulars enquire of the HARBOR SPRINGS LUMBER COMPANY, Harbor Springs, Michigan. 402

For Sale—Grocery, hardware and implement stock invoicing \$15,000, in live town of 1,100. Sell at market price and lease or sell buildings. Two brick buildings, good cellar, elevator, modern fixtures. Sales last year, \$48,000. Selling reason, illness. Address No. 403, care Tradesman. 403

For Sale—Oldest established grocery in city of 6,000. Finest location. Address No. 404, care Michigan Tradesman. 404

For Sale—One store building 40 x 50; one 7-room house; barn 20 x 30; warehouse 50 x 22; elevator 20 x 30; 2 acres land situated on Pere Marquette railroad. Snap at \$2,500. Will also sell stock in store. Albert Morrison, Brunswick, Michigan. 405

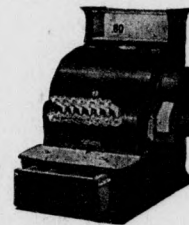
FOR SALE—1,000 pounds of nice clean burlap. Address Sanitary Cash Market, Lock Box 117, Junction City, Kansas. 406

PARTNER—With market connections for bearing pecan grove which can be bought cheap. References exchanged. Box 461, Macon, Georgia. 408

Will Exchange—Detroit automatic scale for floor show case and safe. Have 40 acres Kalkaska land to sell or trade; can use small truck or Ford car. G. A. Johnson, Carlshend, Mich. 409

Will Exchange—Fine summer home and three lots on Macatawa Bay for a good paying business. Address No. 410, care Michigan Tradesman. 410

A REAL MERCHANT (not mere store-keeper) with adequate capital or sufficient financial backing, can learn of one of the best openings in Northeastern Kansas by addressing George Harman, Valley Falls, Kansas. 411



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.

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

Special Sales Conductors. A. E. Greene Sales Co., Jackson, Michigan. 388

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

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 108 E Hancock, Detroit. 219

For Sale—Two large and fully equipped woodworking auto and truck body plants, with steelworking machinery for trucks and trailers, if desired. Full labor guaranteed. Best of shipping facilities. See these plants at once. W. J. Parker, Owner, Corunna, Michigan. 334

For Sale—McCaskey account register; adding machine; cash register; mimeograph, safe and other fixtures at about one-third original cost. Jos. Weiler, Cliney, Illinois. 397

For Sale—Variety and wall paper stock, located in a good up-to-date town of 3,000 people. Full particulars given to any interested party. Address No. 367, care Michigan Tradesman. 367

For Sale—A live and growing drug store, established 25 years; exchange for real estate, part payment, on time; controls the American Druggists' Syndicate Branch; building and conditions suitable to establish wholesaling. Address P. G. Lucas, 717 So. Alamo, San Antonio, Texas. 376

FOR SALE—1 GOOD MOGUL ROAD GRADER, 5 Russell wagons, suitable for hauling with a tractor; all in first class condition. INGRAM-DAY LUMBER COMPANY, Lyman, Mississippi. 377

BAKERY For Sale—Fine location; fine trade and chance to increase; Kosicky oven; all modern equipment. A bargain if sold at once. Albert McMurtrie, Jonesville, Michigan. 389

For Sale—A first-class hardware stock in city of 5,000, good factory trade and excellent farming country. Located in Central Michigan. Stock will inventory \$8,500. Good reason for selling. Address No. 390, care Michigan Tradesman. 390

WE ARE IN POSITION TO FURNISH several cars pole stock. Send specifications with best offer. McCARROLL LUMBER CO., LTD., Holden, Livingston Parish, Louisiana. 391

Nothing Can Atone For Lack of Love.

Written for the Tradesman.

"Yes, we are going to be on this train for six hours, Priscilla."

It was said with a sigh, but the voice was a cheery one. I looked up from my seat in the Pullman. I had been thinking myself that six hours was a long and dreary time to get from New York to Boston. It looks such a little way on the map.

Across the aisle was a young mother and three little girls. They had come in very quietly and were chatting in low tones as they removed their hats and coats, placing them carefully in the racks and then sitting down to enjoy the sights in the car and along the way.

My respect for that young mother increased steadily as the miles flew by. Like other children, those girls were an advertisement of their mother. Perhaps you hadn't thought of that—to how great an extent every child is an announcement of its parents' whole scheme of life!

They were all dressed sensibly in dark, Scotch-plaid gingham dresses with tan socks and low shoes. They were not thinking much about their clothes. After a while I invited them one by one to sit with me and they told their ages—nine, seven and four.

They seemed to know how to entertain themselves and each other, but I could see many evidences that the mother had planned for the trip, for at just the right time she would quietly suggest something to do, or take the smallest on her lap and read, perhaps from Stevenson's never-old poems, or a fascinating story that it must have taken care to select. Yet she never seemed fussed or burdened; most of the time she was quietly reading to herself or knitting. At the right moment she had the porter set up a table so that they could have their simple yet dainty luncheon.

I watched it all out of the corner of my eye. I did not then have time to read my newly purchased book about "The Child's Unconscious Mind," for I was too much absorbed in observing the child's conscious presence on a Pullman train, and the soft but strong and certain hand of a mother who knew her business.

The older sisters were very lovely to their little Betty, often stopping to hug or play with her for a few minutes when she climbed into their laps. They looked out of the windows, discussing what they saw, or looked at the picture-books that they had brought with them. Once I saw the second little girl take a magnet from her pocket, and they all had fun with it for a long time, picking up pins and wondering why they couldn't pick up certain other things for which the magnet had no attraction.

Before the magnet had really lost its interest, Priscilla, the oldest, brought out from behind her seat a very Pandora's box of a straw dress-suit case, from which she produced in turn a pack of cards, a word-game, and best of all a lot of little dolls, with which they played for a long time.

We were in Boston before we knew

it. It had not seemed like six hours at all. It had been a happy trip for all of us. And best of all, that mother was not in the least worried or tired as they put their things up, and I heard them urging her, "Oh, mother, let me carry this; it really isn't a bit heavy!"

I knew without anybody telling me that 'way back in Priscilla's babyhood, and as occasion arose in the following years, her mother had looked ahead, and managed from day to day so that her little girl would not exhaust her time and personality; so that as the other sisters came, she would share with them her pleasures and entertain herself. I sensed the atmosphere of the home from which they came.

The trip back to New York a few days later was very different. Six hours again. I was wondering whether some other nice little family would sit near me and help me enjoy the journey, when a mother and a beautiful little girl of about five took seats opposite me. The first word I heard was the mother saying rather peremptorily:

"It is long past your nap-time; I want you to take a nap right away."

"But where?" asked the child in bewilderment. "How can I?"

"Right there in that chair where you are sitting. Shut your eyes; I am going to shut mine and take a nap myself; I am tired."

And so she did. But the little girl didn't know how to make herself comfortable. She was very good about it. She shut her eyes and tried so hard to drop asleep. Perhaps if her mother had bothered to put a folded coat under her head, if somebody had tried to help her a little, she might have managed. She was very sleepy, but she could not sleep, and only tossed and squirmed and shifted.

Her mother had brought one book for her, and seemed to expect that it would last her for six hours. She suggested no other diversion, and was quite oblivious to the child's real needs.

At last I helped out, with some paper folding, which amused the little girl for a time; but she was sleepy and tired, and her mother displayed neither interest nor sympathy.

By the time we neared our destination the poor child was almost a nervous wreck; so restless that she got up and ran up and down the aisle, bumping from side to side as the train swayed, and making everybody in the car as nervous as she was, with fear lest she would hurt herself. And, of course, there was about the usual assortment of people who do not understand and have no sympathy with children, who long since forgot that ever they were children themselves.

Suddenly as she passed her mother's chair the woman's long arm reached out and yanked her into her seat as she snapped:

Now you just sit down there and keep quiet until the train stops and be good or you will have no supper! You have been a very naughty little girl, and the next time I am going to leave you home."

Poor little rich girl! Rich—I could see that from her dress and the dress and luggage of her mother—but rich in what? No material comfort or luxury that could characterize her home or her physical life could atone for the absence of real sympathy and love and motherly forethought.

I think the woman had some suspicion of what was going on in my mind, for as we left the car she said to me, in a half-apologetic way:

"I hope you won't blame Dorothy. She is a poor traveler, and I take her with me only when it is absolutely necessary."

"I understand very well," I said.

Prudence Bradish.

[Copyrighted, 1919.]

Late News From Eastern Michigan Towns.

Saginaw, Aug. 5—The friends of the late W. Parke Warner, who was so brutally murdered on the Dixie highway on the night of June 30, will be glad to know that three of the Italian suspects were bound over to the Circuit Court of Genesee county to await their trial for murder. Many people feared Justice Tanner, of Flint, would be afraid to hold the suspects on account of the foreign element in Flint. In an interview with Judge Tanner, last Friday, he stated he could not do otherwise, considering the testimony he had in hand, than bind them over to the Circuit Court. The members of the local Rotary Club and the U. C. T., along with many other Saginaw citizens, are mighty proud and loud in their praise of Judge Tanner and Messrs. Brownell and Gault, the later County Prosecutor and his assistant, for their fearlessness and untiring efforts in the case. There is little doubt but what Frank Felicca and John and Joe Musuraco are the guilty parties in the case and it is to be hoped that the case will be handled speedily and the guilty parties made to suffer for the outrage committed.

E. C. Druckhamer, 1425 Janes avenue, Saginaw, is now a member of the sales force of the D. A. Bentley Co., Saginaw's newest wholesale grocery and produce house. Mr. Druckhamer was formerly traveling representative for the Cornwell Co. and, because of his experience and large personal acquaintance with the retail trade, should add materially to the Bentley Co.

A. S. Larabee & Son, grocers at 2604 South Saginaw street, Flint, have sold out to F. C. Dawson, who will continue the business at the same location.

E. J. McCoy, Eastern Michigan sales manager for the Marion Food Co., of Marion, Ohio, is moving to Saginaw. Mr. McCoy was for ten years a member of the sales force of James S. Kirk & Co. and within the past year went with the house he now represents. He has displayed good judgment and shown his confidence in Saginaw by buying a home at 2021 North Bond street, where he will live after Aug. 20. At present he is living at the Franklin Hotel. We extend to him and wife our best wishes and a hearty welcome to the City of Opportunity.

Harley Peet, sales manager for G. M. Peet & Sons, wholesale packers of Chesaning, is enjoying his vacation somewhere up around Duluth.

Robert Jones, one of Clio's hustlers, is spending a few days touring. When last heard of he was headed toward Chicago. It wouldn't be surprising at all to see Bob return by airship. Adventure is his middle name. He loves it and generally makes good.

Mrs. Thomas Watson, of Birch Run, who recently underwent an operation at the hospital in Bay City, is reported as much better and able to

return home. She is the wife of Thomas Watson, undertaker and furniture dealer.

The many friends of Stanley Jaroch, member of the firm of Jaroch & Jaroch, of St. Charles, grocery and meat dealers, will be sorry to learn that he was badly hurt in an auto (ford) accident near Pt. Austin, his old home, recently while on his vacation. It seems old lizzy got beyond his control and headed for the ditch, turning over, and he landed underneath. A broken collar bone, several ribs, head badly bruised and cuts about the body were all he received. I guess he is glad to be alive and we are, too. He returned home Saturday.

It is stated Gov. Sleeper is for the League of Nations—with reservations. I believe if he were interviewed on the question he would be for a Bigger and Greater Saginaw and when coming here would make reservations. Arriving here last Monday night late he was unable to get a bed or even a cot to sleep on and, judging from his looks when boarding the train Tuesday morning for Lansing, he must have slept in a park, for his straw hat was badly demolished and we have wondered since if some of Commissioner Phoenix's squirrels hadn't partially devoured his lid while he slept.

I wish to make public the fact that I am now press agent for one of the biggest features in sporting circles—A. Loranger. Am I not right in my statement, dear reader? He tips the scale at 370. What I really need now is an advance man to hook up a few fights, Dempsey not excepted, for Mr. Loranger cleverly displayed his ability in fistic circles by defeating the proprietor of the Paris Cafe at Lansing a few days ago. It must be admitted it was a good fight, for, like Willard, the Greek had to be knocked down three times before he would admit defeat. They did not take time to build a ring, but got together quickly on Lansing's main street. Just how it started I have not heard, but knowing Mr. Loranger as we do, I am inclined to believe he was justified in his actions. He represents the Tom Moore Cigar Co. and lives at 101 Cherry street, Saginaw.

Now that John Barleycorn is an outlaw in public and respectable in the privacy of one's home, he stands on a par with other sins.

The M. W. Tanner Co., Saginaw's Marshall Field, is making plans to enlarge its store. Work has already begun, which will cost close to \$25,000. An entrance is being made on Genesee avenue.

Mrs. M. Quinlan, wife of Michael Quinlan, Bond street grocer, Saginaw, was buried last Sunday. To the husband we extend our sympathies.

Oliver Hostetler, of Elkton, is now in charge of the meat department of the Rapson Bros. store at Elkton. Mr. Hostetler was formerly in business in Elkton and has many friends and will prove a valuable asset to the firm, which is one of Elkton's liveliest business concerns.

I have been asked to enquire through these columns of Guy Bennett, star salesman for the Valley Sweets Co., of Saginaw, what advantage mouse hair is in adding mileage to gasoline and improving car service in general. It is understood he tried this scheme out thoroughly while on his vacation up near East Tawas this summer.

L. M. Steward.

Portland—The daily output of the Portland factory of the Ypsilanti Reed Furniture Co., is now averaging about 140 chairs. The company has been unable to frame the chairs fast enough at its Ionia plant to take care of the needs of the Portland factory and much of the framing is now being done there. About 170 men are employed.

DIAMOND CRYSTAL

The Salt
that's all salt.

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

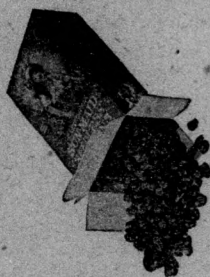
Color Advertising in Magazines

plus

Displays of Sun-Maid Raisins In Your Windows

means

Increased Sales and Bigger Profits



Each advertisement of Sun-Maid Raisins every month can be made to apply to *your store*. They tell of many appetizing ways to use raisins.

The next step is "where to get them." Your windows and shelves will answer this, if you display Sun-Maid Raisins.

Housewives will then quickly recall your store when reading the advertisements.

Increased sales and profits will result.

Sun-Maid Raisins

Three Varieties: { Sun-Maid Seeded (seeds removed)
Sun-Maid Seedless (grown without seeds)
Sun-Maid Clusters (on the stem).

California Associated Raisin Co.

Membership 9,000 Growers

Fresno, California

DWINELL-WRIGHT CO.'S

White House Coffee and Teas



"The Nation's Beverages"

MAKE CUSTOMERS
WORTH HAVING

Two Good Things You Ought
Not Try to Do Without

Distributed at Wholesale by
LEE & CADY

Detroit, Bay City, Saginaw and Kalamazoo

Kellogg's

(ORIGINAL)

TOASTED CORN FLAKES

Sound Business Judgment

led hundreds of grocers to put in their first stock of KELLOGG'S Toasted Corn Flakes. After that, they carried it right along—because it *paid*.

Steady, sure demand, quick turn-over, and good profit hooked up with continuous advertising in every community have made this famous food a place for itself.

KELLOGG'S is the *original* toasted corn flake and still the leader—a mighty delicious food, cooked just right and ready to serve.

As staple as sugar.

Reliable merchandise that pays good returns because it's *sure to repeat*.



STEADY DEMAND—Larger Volume of Sales—Bigger Profits

KELLOGG TOASTED CORN FLAKE CO.
Battle Creek, Mich.

Lily White

"The Flour the Best Cooks Use"

MADE FAMOUS
BY ITS THOROUGH GOODNESS

Lily White Flour is sold under the guarantee that if you do not like it as well OR BETTER than any flour you ever used the purchase price will be cheerfully refunded.

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.

Judson Grocer Co.

Wholesale Distributors

of

Pure Food Products

Grand Rapids, Michigan

There's a comfortable sort of feeling in knowing that the goods on your shelves are the kind your customers want.

The grocer who carries DEL MONTE Products has that assurance verified every day by the steady call for them. And the more DEL MONTE varieties he handles the more he sells of each, because every one is a recommendation of the goodness of all the others.

There are over a hundred delicious varieties of DEL MONTE Products. How many are making good business for you?

Order an assortment of DEL MONTE
Quality Products from your jobber today!

CALIFORNIA PACKING CORPORATION
San Francisco, California



The DEL MONTE Brand covers a wide line of canned fruits and vegetables; jellies, jams, preserves, catsup, olives, etc.; Hawaiian pineapple; dried fruits and raisins—all famous for their goodness and purity—all of the same high DEL MONTE quality.