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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, AUGUST 20, 1919

Number 1874

The Best Sort of Preaching is Life

It is easy enough to be steady and cool
 When another must suffer the blow;
 It is easy enough to establish the rule
 By which other people should go.
 But the test of a man and the proof of his creed
 Is not the advice that he gives,
 Nor the wisdom he utters to others in need,
 But solely the way that he lives.

The cheat often warns the young boy to be true,
 There are sinners who preach against sin;
 There are smug men who talk of the right thing to do;
 Yet they'll trample down honor to win.
 There are thousands who know what is noblest and best,
 Yet they fail in the heat of the strife,
 Forgetting, when standing face front to the test,
 That the best sort of preaching is life.

The finest of sermons are those that men live,
 The greatest of lessons are learned
 From the sterling examples of truth that men give
 And the unworthy joys they have spurned;
 For vain are words of your counseling fair,
 And lost are your messages true,
 Unless day by day in your dealings they square
 Four ways to the things that you do.

You must live as you say you want others to live,
 You must set an example of truth;
 You must back with your deeds the advice that you give,
 For keen are the bright eyes of youth,
 And they see what age fancies at times is unseen,
 They know what age thinks is unknown;
 The one way to win them to lives that are clean
 Is to have a clean life of your own.

CANDY The Universal FOOD

Who's Candy?

Putnam's

"Double A"



CANDY

Made by

Putnam Factory Grand Rapids, Michigan

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



Sugar Profit

demand 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

SNOW BOY Washing Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

25 boxes @ \$5.85—5 boxes FREE, Net \$4.87
10 boxes @ 5.90—2 boxes FREE, Net 4.91
5 boxes @ 5.95—1 box FREE, Net 4.95
2½ boxes @ 6.00—½ box FREE, Net 5.00

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 1925

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

MICHIGAN TRADESMAN

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, AUGUST 20, 1919

Number 1874

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete In Itself.

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five years or more old, \$1.Entered at the Postoffice of Grand
Rapids under Act of March 3, 1879.**TRYING TO SHIFT THE BLAME.**

More disturbing factors appeared on the business horizon last week than for a long time. The two of most importance were the announcement of the revision of the crop estimates and the institution of measures having in view the reduction in the cost of living. Hope is apparently dispelled of record crops of wheat and corn this year, but it is reasonably certain now that there will be enough of the grains to permit of a very large export after ample provision for domestic needs. So far as concerns the cost of living, too many are prone to consider this matter as merely affecting foodstuffs. While the high prices for these are the main cause of general public irritation, because they are brought to the attention of the people with each day's purchases, it must not be forgotten that the two other essentials of existence, clothing and shelter, also loom large in the problem. Of these two, the last named will be the most difficult to handle and will take the longest time. Hundreds of thousands of houses cannot be built in a day or a week and rents will stay high while the supply of them is less than the demand. Food and clothing, however, are provided with each recurring season, and the regulation of them with regard to price and quantity is a simpler matter. For preventing profiteering on the first of these there are in existence adequate laws as well as the machinery for their execution, and these have already been put in operation in divers localities. Similar laws to cover clothing, tools, etc., are under consideration.

Such incidents during the last week as the seizure of foods in storage, the conviction of a person charging too much for sugar, the appointment of commissions to investigate prices, the offering of surplus Government stocks of food and textiles, and the activities of grand juries and prosecuting officers in various parts of the country have already produced a very perceptible ef-

fect. Some reductions of food prices have been made, second hands—otherwise speculators—in various kinds of commodities are trying to get rid of their holdings, talk of further price increases has stopped, and producers and manufacturers are beginning to talk as though they expected reductions before long. There has also been some noticeable check to buying on the part of wholesalers and the larger retailers in divers lines. No one expects any very sudden drop in prices in the immediate future, but with the apprehension gone that prices may go up further, there is no longer the inducement to be in a great hurry to buy before such a thing takes place. Then, too, the effect on the general public of the publicity of the measures to reduce the cost of living helps to make matters a little uncertain and to induce caution. There is bound to be some effect on buyers at retail, but what form this will take is the question. If any considerable number hold back from buying and await lower prices, there is apt to be trouble all along the line. Even a temporary cessation of purchases would make the inflated lot of prices topple down like a house of cards.

In the combat against the high cost of living there is shown a general disposition by those directly or indirectly aimed at to "pass the buck." The consumer, which is the term used to denote the general public, is first inclined to blame the retailer because the latter is the one he comes in contact with. Then the retail dealer, while admitting partial responsibility for higher prices because of added expenses, shows or attempts to show that his percentage of profit is no greater than it was. He blames the wholesaler or jobber for lifting prices, and the latter in turn tries to put the burden on the manufacturer. Then the last named takes his turn and shifts the fault to the producer of the raw material and to the exactions of the laboring element. Nearly everything to eat or to wear passes through so many hands or through such extended channels that any slight increase in cost at each stage of its progress means a very large increment at the finish. The other day the Secretary of the National Association of Wool Growers wrote to Secretary Redfield, of the Department of Commerce, to deny that the producers of wool were adding to the cost of living by the higher prices they have been getting for their material. As an illustration he mentioned the fact that the cost of the wool entering into a suit of clothes which sold at from \$45 to \$55 was only \$4.50. A similar discrepancy in Great Britain was the cause of the Government's there interfering and setting official prices for raiment.

Taking together the lot of emergency measures, legislative, administrative, and other, which so many of the former belligerent nations are now adopting or trying to put in practice, one begins to wonder what happened to all the projects for dealing with the problems of reconstruction which several of the countries were said to have had all ready for immediate operation when hostilities should cease. These projects were nicely ticketed and labeled and card-indexed and were guaranteed by their promoters to get matters back to a normal without a perceptible jar. Great Britain and Germany were asserted to be particularly favored in this respect. But nine months after the firing of the last shot finds these countries in very little better position than if they simply had trusted to luck. Industries are dislocated in both of them, labor conditions are more or less chaotic, production is curtailed, trade stays restricted and wartime prices prevail. In these respects conditions are very much the same as they are in this country, and in them as well as here a lot of criticism is leveled at the authorities for not having been more efficient. But the fact is that no one did, or could, foresee the consequences of a war of the kind which the world has just passed through. There were no precedents to serve as a guide. No cataclysm in the world's history ever involved so many nations or disrupted to such an extent the agencies of production, distribution, and finance. If a similar state of affairs should ever recur, it may be dealt with in the light of the present experience.

SHOW COST PRICE OF SHOES

The Federal Trade Commission this week recommended to Congress the adoption of a device in the distribution of shoes that will acquaint the consumer with the selling price of the manufacturer.

Here we have evidenced the same disposition which was shown by the Council of National Defense of Arizona prior to the Armistice as featured in a ruling which actually was issued to compel retailers to mark their merchandise with the cost price as well as the sales price. Only by the liveliest display of opposition and through intercession at Washington was the Arizona Council prevailed upon to abandon this ruling.

Since then an attempt has been made in Texas to enact legislation compelling the retailer to mark the cost price on his merchandise.

Now in the recommendation of the Federal Trade Commission the same proposition is brought forth in connection with shoes, and other suggestions have already been made that the

idea should be applied generally to all lines.

The establishment of such a system would be a huge injustice to the retailer because the general public has little or no appreciation of what distribution means and what it costs.

To the mind of the unthinking part of the public, the manufacturer turns out a pair of shoes complete, and the retailer buying them at a certain wholesale price, puts them on sale at a considerably higher price, and pockets the difference. The public never stops to think that production without distribution is worse than useless, and that when goods are produced they are worthless until they are placed at the disposal of those who need them at the time and in the quantity required.

The public, perhaps, could never be brought to an understanding of all the forms of service which go to make up retail distribution, each step of which must be paid for, and each step of which is necessary in order that the goods may be awaiting the need of the consumer when he discovers he has such a need.

In times like these, when labor is high, materials and merchandise also needs must be high, and then in the general clamor for a lower living-cost, officials are only too prone to attempt remedial measures which cannot be more than palliative, and which inevitably make a goat of one or another factor in the economic scheme of things.

The universal disposition in times like these seems to be to make the retailer the goat, and the Federal Trade Commission's recommendation to Congress is just one more indication that eternal vigilance and organization are the only protection for retailers, if they wish to remain free and independent business factors.

It is needless to say that if Congress, acting upon the recommendation of the Federal Trade Commission, contemplates legislation to compel the marking of shoes with the manufacturer's price as well as the retail price, every merchant must be prepared to oppose such legislation. Until some definite move toward such legislation is taken, there is nothing to do but watch the situation in Washington. This the Tradesman will undertake to do and report to its readers.

Whether you overbuy for fear of running out of goods or to get a better price, the result is the same. It is fatal if you stick to the method long.

To allow clerks to be profane in the store is to encourage customers to be so. Either will help keep away the best class of business.

One of the Long-Delayed Claims Paid.

Trenton, Aug. 16—This morning's mail brought me a check from the American Railway Express Co. for my claim for loss in shipment a year ago last April.

I have also received a letter from William G. Smith, General manager of the company. The excuse he gives, while it may pass muster, is rather flimsy, especially when so many complaints of the nature of mine are charged against his company. However, I will accept his excuse and render him the time-honored Scotch verdict of "Not guilty, but don't do it again."

It is my private, personal opinion that I could have hounded the Detroit claim department many long months before receiving that check, if you had not taken the matter up in my behalf. It shows what a little free publicity will do when applied in the proper manner. Thank you.

Grant H. Otis.

Cleveland, Aug. 14—Referring to my interview with you in your office at Grand Rapids, Aug. 12, I beg to enclose for your information a manifold copy of a letter which I wrote yesterday to Grant H. Otis, Trenton, explaining the delay in the payment of his claim, \$9.75, and also extending an apology for the delay.

If you can consistently give this letter a place in your columns I will appreciate it. William G. Smith, General Manager.

Cleveland, Aug. 13—Through the interest taken by Mr. E. A. Stowe, publisher of the Michigan Tradesman at Grand Rapids, the circumstances have come to my personal knowledge of the claim which you filed with the American Express Company June 29, 1918, for value of one bag of seed corn, \$9.40, which was part of a lot of three bags of corn shipped to your address from Honeyoe Falls, N. Y., May 10, 1918.

The claim is a just one, should have been paid long ago and will be paid at once. It is a claim against the American Express Company, not the American Railway Express Company, and the papers are being forwarded to-day to the Special Claim Agent of the American Express Company at Chicago, which has authority over payment of claims of that company.

It is reasonable that you should wish to know why your claim was not promptly paid. Mr. Stowe asked pointedly whether the failure to pay was due to the dishonesty of the company or to the laziness and inefficiency of its claim agents, and I can say to you frankly and emphatically that it was due to neither.

The American Railway Express Company has no wish, intention or purpose to evade or delay the payment of any just claims, and its claim agents are competent and industrious officials who are trying conscientiously to conduct the investigation and disposition of claims with all the promptness, fairness and squareness possible.

Your claim is, of course, a just one, as the majority of express claims are, but, unfortunately, when it was completed and ready for payment, months and months ago, it in some way became involved with other papers and put away in the files and the mistake not discovered until your correspondence with Mr. Stowe and his publication of it brought it to our attention.

I think an apology is due you for the long delay in payment of your claim, and I trust you will not regard it as indicative of the manner of handling express claims. As a matter of fact, the records of the American Railway Express Company at the present time show that its claims are being paid on an average of forty-one days from time of presentation. Some are paid in less time than that, and some require more time.

I trust that this explanation will be satisfactory to you. Wm. G. Smith, General Manager.

The Tradesman is pleased to give place to the above letter of apology and explanation, but feels that it must dissent from the statement that some of the employes of the claim department are not lazy and inefficient.

If they are not lazy and inefficient, why were such claims as the Tradesman has been undertaking to obtain settlement for permitted to lie dormant so many months—stretching out into years.

The men employed in the claim department at Detroit are not only inefficient, but they are discourteous, because they fail to reply to urgent letters of enquiry. In other words, they withhold money from the rightful owners decline to make good when requested to do so and then fail to pay proper attention to courteous letters of enquiry.

To defend such men and to excuse the dishonest methods they have pursued for years places Mr. Smith in an unfavorable light not in keeping with his profession of fairness when he recently called at the office of the Tradesman in an effort to clear up the situation in a manly way. To be entirely frank and fair, Mr. Smith should admit gross dishonesty on the part of his Detroit subordinates and record an emphatic statement that such methods will not be tolerated a day longer.

The Psychology of Profiteering.

Chicago, August 19—The attitude of the labor unions, of the Administration and of Congress towards the question of living costs and "profiteering" has raised several questions in this center of mercantile distribution. Does "profiteering" exist on an extensive scale? If it exists, then can it be stopped?

All this depends somewhat on just what you mean by "profiteering." Assuming that it means the getting of all the profit obtainable in a given industry, then Chicago's verdict would be that there is profiteering everywhere. If there is any line of business in which there is not that kind of profiteering, it would be difficult to find it. Every one in business is at present apparently occupying himself to make as much as possible in the shortest possible time. That they are able to do so is a psychological matter.

In the past five years the public became so accustomed to continually rising prices as finally to accept them as a matter of course. At first it was the war which led to their acceptance as inevitable; now that the war is over, the catchword of "inflation" serves the purpose. But even that does not tell the whole story. It is the familiar cost of high living which is abroad throughout the land and is largely responsible for the high prices. People had already got in the way of living more expensively.

Labor itself wishes to have more than ever before, and to have what it gets of a higher grade. One might have imagined that high prices would have made the whole community anxious to investigate prices in one place or another, and to seek for the lowest. But not at all. Every merchant knows that where ordinary buyers before the war would object to higher prices, and refuse to purchase if the goods were placed at a figure which they deemed unreasonable, now it is their custom to pay the price without question.

All retailers report that the demand

is best for the better grades of goods. Men who work in factories and do rough work are buying silk shirts and silk underwear. Their wives are wearing hosiery that costs \$2.50 to \$3.50. You meet negroes on the street cars who brag about their silk stockings. Those military men who have been in the negro district to suppress riots here in the last few weeks are amazed at the clothes the negro men and women wore; some of them being outright fashion plates. More automobiles are owned by working classes than ever before. Even Chicago barbers are riding in Packard cars. The perfectly natural result was for merchants, restaurants and landlords to put up prices as much as they thought buyers would stand.

If one wants the frank Chicago opinion, it is that the time has come for calling a halt in the rise in values. It is true that the cost of production has increased; but profits have increased to a greater extent than that of production. The common answer heretofore has been that with rising wages and decreased production there is nothing else to be expected but high prices. Even now it is difficult to find a merchant who expects a slump in dry goods, colthing and shoes, even with the "anti-profiteer" crusade; they say it is the public itself which is intoxicated with extravagance.

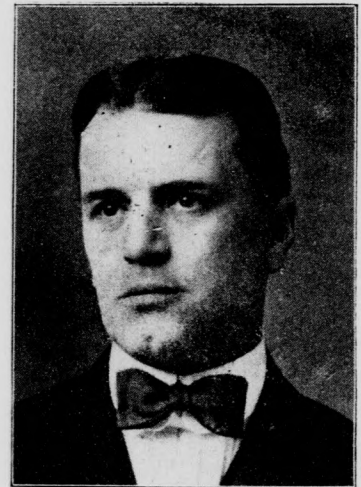
But at the same time, one may easily discover that the cost, especially of things to eat, is 50 to 100 per cent. higher in districts inhabited by people who are trying to lead a \$10,000 a year existence on a \$3,000 salary than in sections where the more prudent middle classes reside. In the latter section better goods for half the price are sometimes obtainable. This has its bearing on the question whether average profits are or are not larger than they should be.

From the new Congressional Directory a statistical person has drawn the information that no less than 260 members of the new Congress are lawyers; that in second place fall twenty-eight bankers and merchants, in third nineteen editors and publishers, and in fourth eleven farmers. There are even six union labor leaders, three locomotive engineers, a dentist, a cartoonist, a nurseryman, and an advertising agent. One is naturally suspicious of these "farmers" and other horny-handed sons of toil; their manual labor of late years has usually been done in a swivel chair. But every one knows that it is not a Congressman's recent or present occupation that counts—nearly fifty in the Directory have not entered it at all; it is what he did when he set out in life. The glorious statement of Representative Garland that he "drove mules on a canal-boat towpath" is the type of entry that colleagues envy. "As soon as he was large enough began work on his father's farm"—so runs a favorite notation. "At an early age went to work in a glass factory," writes Representative Morin. Go farther West and we meet records like that of Representative Parrish: "When about eighteen went to work on a ranch at a small salary." Representative Reed was educated on "earnings as a farmhand and country school teacher." Such records show pride in humble origin. They also show sagacious knowledge of its political value. With a canal towpath or stony cornfield in one's early history, later pursuits become immaterial.

SUCCESSFUL SALESMEN.

F. J. Comstock, Representing McNeil & Higgins Co.

Frank J. Comstock was born on a farm near Shiloh, Sept. 27, 1873. His father and mother were both descendants of Ireland. He attended the district school near his home, rounding out his education by a course at a business college at Ionia. He learned the trade of telegraph operator and became a regular employe of the Grand Trunk Railway when he was 17 years of age, remaining with that corporation thirteen years. He then removed to Chicago, where he was engaged in the steamboat business seven years. In 1910 he purchased the grocery stock of John Schaberg, at Saugatuck, continuing the business four years. He then entered the employ of the Grand Rapids branch of the National Grocer Co. as city salesman, severing his connection with



Frank J. Comstock.

that house last week to take a similar position with the McNeil & Higgins Co., of Chicago. He will see his trade every two weeks and continue to make his headquarters in Grand Rapids.

Mr. Comstock is married, his wife's maiden name having been Miss Myrtle Shriver. She was a resident of Saugatuck.

Mr. Comstock is a mason up to and including the Knights Templar degrees. His affiliation is with the lodge at Corunna. He is also an Elk, being affiliated with the lodge at Holland. He was President of the Commercial Club and also President of the village of Saugatuck while he was a resident of that place.

Mr. Comstock is an experienced pike fisherman and has a record, fully authenticated, which is possessed by few Michigan men.

Mr. Comstock attributes his success to steady work, faithful service and always being on the job. He did not lose a single day during the three years he was employed by the National Grocer Co.

When you brag about the way you have handled a customer, be sure you say nothing you would not want repeated to that customer—with little additions and variations to make it sound interesting.

PANIC AND DISASTER.

Unfailing Outcome of Present Wage Boosting Craze.

Grandville, Aug. 19—The present condition in this country is something to call for the calm study of the wisest of our citizens.

The law of supply and demand seems to have lost its one-time efficacy, and the whole country is drifting amid the surging billows of a roughening sea. Why is this so, and how is it to end?

Easily asked, not so easily answered. Plainly we are adrift on the open sea with no beacon light gleaming from the battlements of the rock-lined rugged shore. Mariner, what of the night? We hear no answer to the call. All is chaotic and uncertain, with the threatening roar of the billows on a dangerous shore.

The farmer is not taking the blame for the high cost of living. It seems quite impossible to obtain farm help, no matter what the wage. The cause is not far to seek. The tremendous boost to wages, due to the truckling of the administration to the arrogant demands of union labor, has placed the country in an unprecedented condition. Daily we read of strikes with demands for increase in wages, when it would seem that the top notch has long since been reached.

Seventy-five dollars a month and found offered by many farmers has no drawing power when the cities are raising wages almost daily. The cities are sucking the life blood out of the rural community. Young men have left the farm seeking the glitter of city life with its continuous advance in wages for even the commonest labor. The rural districts have been bled white of working stock, leaving only the old folks at home to do the work of several able bodied men.

One farmer with twenty-three cows and many acres of corn, potatoes and other crops needing cultivating, has no help. Alone, with the aid of his wife, these cows must be milked night and morning to the neglect of the crops which will prove measurably a failure for want of labor to care for them. His is not an isolated case; there are scores of them in every township in the country.

What are we coming to with so many broad acres unworked because of lack of man power? Ruin surely unless a swift turn is taken all along the line. The continual boost of wages can lead to but one result—an increase in the price of all products, finally a scarcity that will lead to much suffering among those unable to meet the rise in prices.

The farmer can live let what will come, but those who depend on day's work to buy food and fuel are sure to suffer sooner or later. It is a well known fact that the urban population is rapidly stripping the growth of the rural districts. While there seems to be plenty of work just now in the commercial centers, the time cannot be far distant when the scale will turn the opposite way. There will be scarcity, factories will be overstocked with manufactured articles, farmers from sheer lack of help will produce less of the necessities of life, consequently will buy less of the product of the factories and the pendulum will swing the other way. Prices will slump, factories will close, millions of men will be thrown out of employment and panic and ruin will sweep the land.

Terrible condition, is it not? and you are saying no man has a right to prophecy such calamity; in fact, he is a calamity-howler who ought to be muzzled. Granted if such prophecy is put forth for the purpose of unnecessarily alarming the public; but when the intent is to warn the public in time, that such misery and misfortune may be warded off, no blame should be attached to the writer.

The continuous rise in wages with-

out rime or reason is doing more damage to legitimate enterprises than a dozen battles in time of war. Farmers find it impossible to hold their help, even when they are able to procure it. Right in the midst of harvest farm hands have quit to rush to town on learning that another advance has been made in wages.

Is it any wonder the tillers of the soil are becoming embittered over conditions and that many of them are saying, "Well, go to it, we can live if we can't hire." A bad state of affairs when it comes to curtailing the output of farm products as the present trend of the labor market is sure to do. The only salvation for the situation is in a curtailment of high wages, a falling back to reasonable remuneration for a fair day's work, that the farmer, who produces what the laborer and employer consume, may be able to keep up his end of the producing line by getting the workmen he needs on the farm.

If this much-to-be-desired object is not soon attained we must expect a violent reaction that is as sure to bring, not labor strikes for more pay, but such a closing down of business as will rend this country from end to end with the direst panic that ever convulsed the American Republic.

Business men everywhere, Government officials, the President of the United States, state legislatures, and everyone in any way concerned should put forth a staying hand, should get down to business and put this matter up to our people in no uncertain way.

We have winked at union labor strikes in the past and have condoned most unjust discrimination against honest labor that has not tied itself down to these exploiters of honest business. It was only a few months ago that the unions held up not only the President of the United States but Congress as well, and compelled the Nation to do their bidding. That was the entering wedge which has opened wider each day the seam which, if not counteracted soon, is destined to split the business of the country wide open, bringing about panic and disaster the end of which no man may foresee. Old Timer.

Brubaker's Experience With Food Control.

Mears, Aug. 19—I don't know where Congressman Isaac Siegel lives, but I bet if he was a Michigan Congressman and tried to put such a foolish stunt across, he would go to Kalamazoo or Traverse City. I am selling sugar at 11 cents, any amount; lard compounds and substitutes at 30 cents; cloth sacks, Lily White flour, \$1.75; Kellogg's corn flakes and Post toasties, 13 cents; two pound corn, peas, beans, and baked beans at 15 cents a can down; soaps 7, 8 and 9 cents. I am running a credit business, my prices are never higher than those stated. Am I profiteering? No. I rather think I am a darn fool, as I am working on a close margin, considering to-day's overhead. The newspapers are making such an unwarranted holler about the H. C. of I. that the merchant is being looked upon these days as a profiteering thief. The turmoil and upheaval in business circles can be all simmered down to

Too
Darn
Much
Politics,
Chronic Kicker.

When we once realize that by driving away pessimistic, angry and bitter thoughts we drive away sickness and misfortune to a great extent, and that by seeking the kinder and happier frame of mind we seek at the same time success and health and good luck, we will find a new impetus in the control of our mental forces.

One Good Turn Deserves Another

The pickling season will soon be here and pickling spice is already selling rapidly.

In nothing in the spice line does quality vary more; there are good, bad and indifferent pickling spice in the market, but if you get Quaker you know you have the leading brand and one that you can sell with profit to yourself and satisfaction to your customers.

We have advertised Quaker spices by making them the best we know how. You have reaped the benefit of increased sales. Do you not think we deserve your patronage?

Simply say "Send me Quaker" when you order spice and you ensure having the best quality and the best selling and satisfying spice on the market.

The careless man gets caught with poor quality pickling spice, but the careful buyer asks for Quaker and gets the best.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS



Movement of Merchants.

Coopersville—Art Hamilton has opened a garage and repair shop.

Traverse City—George E. Hamlen succeeds E. B. Fick in the grocery business.

Lansing—The Sparrow-Kroll Lumber Co. has removed its general offices to Marquette.

Rodney—A bank will be opened here about Sept. 1, with Charles Boyva as cashier.

Newaygo—Rosno N. LeMire succeeds W. A. Krause in the drug and grocery business.

Kalamazoo—The L. B. Klose Electric Co. has increased its capital stock from \$10,000 to \$20,000.

Big Rapids—The Sanford Co., dealer in general merchandise, has changed its name to the McNulty Co.

Edmore—The Edmore Grain and Lumber Co. has increased its capital stock from \$15,000 to \$70,000.

Royal Oak—The Royal Oak Ice & Produce Co. has changed its name to the Royal Oak Ice & Coal Co.

Chesaning—The Chesaning National Bank building is progressing rapidly and will soon be ready for occupancy.

Marquette—Louis Persistz, of Detroit, will engage in the shoe business Sept. 1, at 118 North Front street.

Ironwood—The Iron National Bank, capitalized at \$125,000 has been organized and will open for business Sept. 1.

Lansing—Boyd Small is enlarging his store building, and will add lines of clothing to his stock of men's furnishing goods.

Detroit—Buhl Sons Co. wholesale hardware and iron dealer, has increased its capitalization from \$1,000,000 to \$2,000,000.

Howell—Hoff Bros. have sold their garage and automobile supply stock to W. H. Wilcox, who will take possession Sept. 1.

Lansing—The Squire-Dingee Co. which recently purchased the plant of the Keekuk Canning Co. has opened it for business.

Hudsonville—Henry Ver Hage has purchased the Hudsonville Hotel and will convert it into a garage and automobile supply store.

Lansing—A. P. Walker, grocer at the corner of Washington and Franklin avenues, is converting it into a serv-self grocery store.

Alma—Arlo Eckert has purchased the Giles and Rivest meat market at the corner of Superior and Euclid avenues and will continue the business in connection with his meat market on West Superior street.

Bankers—L. M. Becker has sold his stock of general merchandise to Harry Andrews, recently of Hillsdale, who will take possession Sept. 1.

Holland—Fire destroyed the store building and grocery stock of Clarence Bouman, at Jenison Park, Aug. 13, entailing a loss of about \$10,000.

Marquette—The Pendell Pharmacy is remodeling its store building, installing plate glass windows, a steel ceiling and modern electric light fixtures, etc.

Hillsdale—Nearly all of the old wooden store buildings in the business section have been ordered torn down, by the state fire marshal, after a personal inspection.

Detroit—The Northeast Lumber Co. has been organized with an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed and \$4,000 paid in in cash.

Ada—Rex F. Anthony is erecting a two-story brick and tile store building, 30 x 75 feet in dimension, which he will occupy with his grocery stock about Oct. 1. The second story will be utilized as a hall.

Bellevue—Lewis Horn, of Charlotte, recently honorably discharged from service, has engaged in the confectionery, cigar, fruit and baked goods business, having purchased the Fred Hoeflinger bakery.

Detroit—The Hamilton Stores Co. has been incorporated to buy, sell and conduct drug, confectionery and cigar stores, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Muskegon—Lipman Bros. has been incorporated to conduct a wholesale business in butter, eggs, cheese and farm produce, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Chesaning—A. Greenbaum and Co. has sold its clothing and men's furnishing goods stock to Edmund Rehman, who will continue the business under his own name and its shoe stock to Albert Babion, who has taken possession.

Charlotte—R. Crofoot has sold his store fixtures and clothing stock to his clerk, Hale Clemens and Arthur Mitchell, of Jackson, who have formed a copartnership under the style of Mitchell & Clemens and will take possession Sept. 1.

Lansing—Paul E. Dunham, proprietor of the Dunham hardware, implement and harness stores on Turner street, has purchased the two store buildings at 1216 and 1218 Turner street and will occupy them with his stocks as soon as the stores have been thoroughly remodeled.

Bay City—The Home Laundry Co. has been incorporated with an authorized capital stock of \$15,000 of which amount \$8,000 has been subscribed and paid in in cash.

Amble—The Amble Elevator Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,600 has been subscribed and paid in in cash.

Saginaw—P. J. Sensabaugh, formerly engaged in the grocery business at 509 Lapeer avenue, has opened a modern grocery store at 1020 Clinton street, West Saginaw.

Cadillac—The Vogue Co. has been organized to conduct a general department store with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Detroit—Kelley and Co. has been incorporated to buy and sell meats and to manufacture meat products, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in, \$3,300.60 in cash and \$1,699.40 in property.

Ishpeming—Stephen H. Collick, who for the past twenty-four years has been in the employ of Needham Bros. in their laundry, has been given a financial interest in the business which will be continued under the style of Needham Bros. & Collick.

Saginaw—William and Nicholas Williams, of Williams Bros., have leased the store building at 314 Genesee avenue and will remodel it, installing plate glass windows, modern fixtures, soda fountain, etc. and occupy it about April 1, 1920, with a stock of confectionery, ice cream parlor and delicatessen.

Saginaw—Bruno Martin has merged his plumbing and sheet metal business into a stock company under the style of the Bruno Martin Manufacturing Co. with an authorized capital stock of \$25,000, of which amount \$16,500 has been subscribed and paid in, \$3,766.33 in cash, \$7,333.67 in property and \$5,400 in real estate.

Hillsdale—Nearly all of the old wooden buildings in the business section of Hillsdale will have to be torn down, under orders of the State Fire Marshal. The Marshal ordered the buildings made fire proof or removed. It would cost more to make necessary repairs than the structures are worth. They will therefore, go. The buildings condemned, all on Broad street are: The Driscoll meat market, Frank Spear's bicycle shop, Danny Lyons' dry cleaning shop, Burd's bicycle shop, George Morlock's building and the Gospel Mission building. Owners of the buildings are given sixty days to tear the buildings down.

Allegan—The Goodman & Akom grocery stock has been bought by Volney W. Ferris who took possession of the place Monday. The firm has been doing a good business during the past four years. Mr. Goodman coming from Grand Rapids at that time and buying the interest of Fred Durand. Two years ago Messrs. Goodman and Akom bought the interest held by Wilfrid Beery. Mr. Akom will remain in the store with Mr. Ferris some time and Mr. Good-

man has not yet decided what he will do. Mr. Ferris came to Allegan thirty-one years ago and has since been engaged in various lines of business and affairs.

Manufacturing Matters.

Perry—J. K. Finneran has engaged in the baking business.

Ionia—The Hayes Ionia Co. has increased its capitalization from \$757,000 to \$1,257,000.

Detroit—The Stroh Casting Co. has increased its capitalization from \$230,000 to \$500,000.

South Haven—The Cable-Nelson Piano Co. is erecting a \$50,000 addition to its plant.

Jackson—The Briscoe Devices Co. has increased its capital stock from \$25,000 to \$40,000.

Saginaw—The Beck Automobile Co. has increased its capitalization from \$25,000 to \$50,000.

Jackson—The Mott Wheel Works has increased its capital stock from \$250,000 to \$350,000.

Detroit—The Union Co-Operative Bakery has increased its capitalization from \$15,000 to \$100,000.

Traverse City—The Acme Tie Co. of Michigan has increased its capital stock from \$10,000 to \$50,000.

Detroit—Fred Weiss is succeeded in the baking business at 1089 Kercheval avenue by the Stahl Bakery.

Adrian—R. W. Angell has sold his bakery to David C. Clarke, who will continue the business at the same location.

Port Huron—The United Brass and Aluminum Manufacturing Co. has increased its capitalization from \$50,000 to \$100,000.

Waldron—Jacob Meyers, furniture manufacturer, has erected a modern factory and dry kiln in connection with his old plant.

Jackson—The Michigan Seating Co. is building a five-story brick addition to its plant which will enable it to double its capacity.

Benton Harbor—E. L. Brant & Sons are planning the erection of a modern canning factory at an estimated cost of \$12,000.

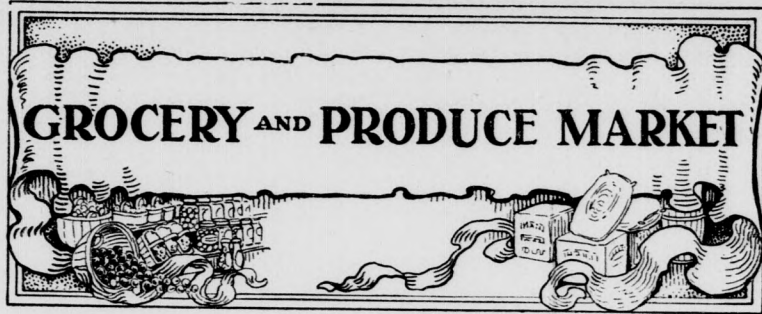
Alma—The Northern Wheel Co., capitalized at \$1,000,000, will locate here and expects to have its plant in running order about Dec. 1.

Munising—The Munising Paper Co. has discontinued the manufacture of wrapping papers and will devote its entire attention to bonds and waxing papers.

Detroit—The Dorney and Murphy Machine Co. has been incorporated with an authorized capital stock of \$8,000, of which amount \$4,000 has been subscribed and paid in in cash.

Lansing—The Madison Milling Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash.

Detroit—The Auto Trimmers Supply Co. has been organized to manufacture and sell at wholesale and retail auto parts, machine parts, nuts, bolts, etc., at wholesale and retail, with an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed and \$10,000 paid in in cash.



The Grocery Market.

A move which will interest retail grocers was begun this month by Duluth merchants. A merchants delivery service was inaugurated. This is to be handled by the Motor Dispatch Service, Inc., Earl J. Watterworth, President.

Two deliveries a day are to be made between Thirtieth avenue East and Thirty-third avenue West. In other sections of the city the delivery is to be once daily.

Trucks call for pickups at stores at about 8:45 a. m. and 1:30 p. m. The system is expected by the company to insure better service at less cost.

The merchants in this way combined to cut down one of the costs of merchandise to consumers and it is said the greater part of the deliveries of the larger stores will be made in this way. The change is expected to stop the cost of the former overlapping of deliveries. One concern will handle all the deliveries for all the firms, one or two trips to a neighborhood each week day.

The question of unjust claims from merchants is being watched closely by the jobbers. Some of them are talking over the subject with their road salesmen, so that goods will not be returned without investigation in case the customer should be adjudged entirely at fault in his position as to the situation.

Possibly there is somewhat of retaliation in the new lines that grocery houses have been putting in. Grocers have been the butt of invasions of their lines for a long time. Confectionery stores, drug stores and other kinds of business have been invading the grocery line under various excuses for a long time, and now the grocer is coming to his own. He has been selling automobile supplies for some time, thus strengthening the retail hardware merchant in the belief that he is logically the automotive accessories community distributor. Now he is being offered such things as phonographs and phonograph supplies, and this line will enable the merchant to brighten up his new soft drink and ice cream department with phonographs and records from stock as samples of what he has for sale.

So after he has fitted up his grocery client with tires, tubes and spark plugs and can get him down to an ice cream sundae and his refreshment section of the store, he can play a few records and thus ensnare him into increasing his home supply of records, or if he has no phonograph at home to turn over a new leaf and buy this musical instrument.

And would you believe it? Some of the wholesale houses are able to supply the grocer and general merchant with such things as electric irons and vacuum sweepers.

Sugar—Eleven cents a pound as the selling price of sugar at retail and 10c by the wholesaler is the sum of an edict issued by the Department of Justice, Assistant Attorney General C. B. Ames announced Thursday. Those prices are considered fair and if the statement of the department is to be taken at its face value those prices will be insisted upon and jobbers or reailers exceeding the limit will be charged with profiteering. In face of the fact that Herbert Hoover, as the late food administrator, allowed retail grocers 1½c profit, this statement came as a distinct shock to the trade and will undoubtedly result in strong protest. Already some of the local food administrations, which have been revived since last week to aid in checking advancing prices, have agreed upon the old food administration profits. This is particularly true of New York City where Administrator Arthur S. Williams has his organization working. All sugar now sold in the United States is controlled by the Government through the United States Sugar Equalization Board, with headquarters at New York. This Board buys all raw sugar produced and imported. It then sells the raw sugar to the refining companies. The Board stipulates the price at which the refining concerns shall sell the sugar to wholesalers. Wholesalers are under licenses, but their selling price is not fixed by the Board. Several congressmen were said to be planning to demand that the Sugar Equalization Board also fix the wholesale prices, which could be easily done, they say, because the Board could withdraw the license of any wholesaler who refused to sell according to directions.

Tea—The market shows no special change for the week although there have been several advances, tea holders contend that generally speaking, tea is about as cheap a food product as there is on the market, in spite of large advances in cost of production. The week's demand has been light, without change in price.

Rice—Southern planters are refusing to accept orders less than 14½c per lb., as compared with normal prices of 4½c in ordinary times. As yet the administration has done nothing to bring the rice profiteers to time—they are Southerners, you know. In fact, the administration has practically precipitated the present situation by permitting all the old rice to

be exported from the United States.

Coffee—Although there is a little weaker undertone to the market for Rio and Santos coffee, owing in part to the lack of demand and in part to the Government's talk about refusing food products, the highest of which is coffee, prices show no material decline. Coffee futures are somewhat lower, but none of the change which has occurred so far is material. Milds are steady to firm, with no material change for the week. Spot stocks are light, and there is no pressure to sell.

Canned Fruits—The market weakened during the week and at least small lots in nearly all lines could be had at the opening prices. Some holders were still asking from 10 per cent. advance up, but others would sell at 5 per cent. or lower, even on yellow cling peaches. The foreign exchange situation has thrown the market into a waiting position on both sides. California canned fruits continue very scarce on spot. Practically the entire 1919 pack has changed hands, a great deal of it twice, as the buyers have resold their contracts. Unless the government interferes, the consumer will pay very high prices for California canned fruits this year.

Canned Vegetables—Trade have been interested in the Government's offer of several thousand cases of No. 3 tomatoes, f. o. b. Baltimore, at \$1.57½. There have been no keenly interested buyers as yet, but undoubtedly goods will sell to some extent, as the price is 5c@10c below the market. Canned peas are very scarce, especially fancy grades. Standards are more plentiful, but only fairly so. Corn scarce. Outlook for the new pack, especially for New York and Maine, is very fair at this writing. The Government has some canned peas and corn to unload, but it is not affecting the situation.

Canned Fish—New pack pink salmon is being offered at \$2 Coast, and Alaska red at \$3.25 Coast, by some of the smaller packers, subject to general opening prices, up or down. One packer is offering pink firm at \$2 Coast. The spot market on pink sticks at \$2.10 to \$2.15, with few holders willing to sell at the lower figure. Red is nominally about \$3.25, but none is offered even at that price. New fancy Japanese crabmeat, 1s, is quoted spot New York at \$32.50; this not one of the well known brands. Future shrimp is quoted at \$1.50 for 1s; \$3 for 1½s, packers having advanced prices because of the unexpected demands of the fishermen.

Dried Fruits—No change can be reported in the dried fruit situation. There is reported to be a little accumulation of new crop apricots owing to the high prices. Future raisins are being offered 1@1½c over opening prices. Holders of contracts for future prunes are peddling them about at 1½@3c over the opening. Government talk about reducing prices has scared buyers and they are not eager. Dried fruits generally are quiet, with prices about marking time.

Cheese—The market is dull, with a light consumptive demand, at prices ranging about 1c per pound lower

than a week ago. The quality arriving is showing the effects of the warm weather. The market is fairly steady and if we do have any change it is likely to be a further decline.

Provisions—The market on smoked meats is steady, with quotations slightly lower than previous quotations. There is an ample supply to meet all present requirements. The market on dried beef is steady to firm, with a light supply and fair demand. The market on barreled pork is steady, with quotations the same as previous quotations. There is a light supply, with a very light demand. The market on canned meats is steady, with unchanged quotations. The market on pure lard is slightly easier, quotations being about ½@1c per pound under quotations of last week. There is an adequate supply to meet the light demand. The market on lard substitute is steady, with unchanged quotations.

Salt Fish—Mackerel is inclined to be firmer, although without any material change for the week.

The Federal Trade Commission has issued an order against the Beech-Nut Packing Co., of Canajoharie, ordering that concern to discontinue its system of requiring dealers to maintain standard fixed resale prices in the sale of its products to the public. The order is particularly applicable to the Beech-Nut Co.'s methods of selling chewing gum. One of the features of the investigation was a card index system maintained by the Beech-Nut Co., of jobbers and retailers all over the United States. In it the entire trade had been catalogued under various heads, such as those willing to maintain standard resale price, those who were not and those who were plain cutters. Another feature was the fact that the Beech-Nut Co. used a keying scheme of marking its cases, so that if any jobber sold a retailer who had been cut off, the goods could be traced to the responsible seller.

J. B. Cleveland, of Cleveland and Marthey, grocers at Alma, renews their subscription to the Tradesman as follows: "I enclose \$4 instead of \$2. I would greatly miss the Tradesman and thank you for sending it when I was in arrears."

B. F. Hutchins, for several years engaged in trade at Ionia, has opened a grocery store at 460 Lyon street, the Worden Grocery Co. furnishing the stock.

M. D. Crane and Co., dealers in general merchandise at Stanwood, writes the Tradesman as follows: "Keep the good work going."

Carl E. Carlson has engaged in the grocery business at Olivers, the Worden Grocer Co. furnishing the stock.

B. Gerber has sold his bakery at 2126 Wealthy street to William Goldring, who has taken possession.

Louis Timmerman succeeds Harvey May in the grocery business at 1431 Coit avenue.

The state of mind is often the state of the stomach.

President Wilson's Crusade Against Present Prices.

The suggestion in our editorial column last week that the presence of unusually large reserves of certain staple foods would be misunderstood, leading to false conclusions, is verified by later events. The burden of the President's message to Congress, as it relates to the high price levels, the character of proposed legislation, the method of judicial investigations as a preliminary to charges of violation of the war-time law of August 10, 1917, all center chiefly upon the apparent belief that "hoarding" of food products to an illegal extent is responsible for the high prices; that such prices are abnormal and fictitious by reason of such "hoarding."

The President's message on the subject begins with an assertion, the truth of which he cannot by any possibility know; an assertion which must be contrary to the consensus of opinion on the part of merchants who risked their capital in the accumulation of reserve at high prices, believing that the goods stored would ultimately meet an actual public need. He declares:

"The prices the people of this country are paying for everything that is necessary for them to use in order to live are not justified by a shortage in supply either present or prospective."

He goes on to assert that these prices are in many cases artificially and deliberately created by vicious practices—which seems like jumping to a conclusion which fairness would hold in abeyance until proof were brought forward under unprejudiced investigation. But what concerns this analysis is chiefly the declaration that present prices of all commodities are unjustifiable because of any possible relation of supply and demand.

After dealing with other matters the President reverts to this charge of hoarding and manipulation by reiterating the fact that storage reserves of important items of food are greater than last year by an average of some 19 per cent., despite the rise in prices. He mentions among these the excess holdings of poultry, eggs and butter.

It is well known in the trade that these relatively large stocks were accumulated at high prices under the belief that during the coming months of decreased production they would be needed at proportionate prices to supply the combined demands of our own and foreign peoples under a resumption of commerce with nations previously cut off from our food supplies. The President declares in his message to Congress that this cannot be the case, that there can be no prospective shortage sufficient to justify the prices now prevailing in the markets. Yet he makes the other statements that show the lack of foundation for this conclusion. He admits that we are exporting more of our foodstuffs and materials of every sort than ever before; he declares that this is no index of what foreign sales will continue to be, or of the effect of this movement upon supplies and prices. How then can he justify the assertion that there can be no

shortage of present stores of any commodity to supply future demands?

The degree to which foreign purchases will continue to take our products must remain uncertain, so the President asserts, "until peace is established and the nations of the world have concerted the methods by which normal life and industry are to be restored." Does this simply mean that we shall know the extent of the foreign demand only as it actually may be demonstrated, and after the fact? If so, well and good, it is true, even axiomatic. But our merchants must deal in our food products as they are produced; they must accumulate reserves before all these manifest uncertainties of the future are resolved by demonstration; and the establishment of peace—even the culmination of the League of Nations—will put them in no better case.

We make much of this plain error of conclusion in the President's message, this unjustifiable assertion that there can be no prospective shortage of supply sufficient to justify the present prices, because we see in such fallacy the chief foundation for charges of vicious practices, combinations and manipulation. We shall not here make a similar error in declaring that prices of all products and materials are free from the influence of illegal agreements. But in the great staples of dairy and poultry products accumulations of reserve are accomplished by thousands of individuals and business establishments in all parts of the country among whom there can be no controlling combination coercive of the others; we know that the prices at which these goods are accumulated are the natural result of free and open competitive trade forces; that individual factors in the accumulation store the goods because they believe that relations of supply and demand, estimated prospectively as they must be, will justify the prices paid; we know, and the storers know, that if this estimate of future conditions is sound profits will be made and a public service performed to the best advantage of all concerned; that if the estimate is wrong losses are inevitable to the storer alone, apart from such deterioration losses as are inevitable in the necessary carriage of perishable commodities. And these conclusions are neither "hasty" nor "shallow."

The President admits that there is no complete immediate remedy (for high prices) to be had from legislation and executive action. He says "the free processes of supply and demand will not operate of themselves," which, if it means anything at all, would seem to be erroneous, for the laws of supply and demand depend upon the eternal verities and will operate through all legislative action. Normal results may be aborted by artificial restraints, but the result of the abortion must be according to the inevitable law.

It looks as if the President's recommendations of executive and legislative action will keep the trade in a turmoil of uncertainty, costly extra labor and general distress for months

to come. They will probably be in full position to appreciate the force of the President's words when he said in his message:

"Where there is no peace of mind there can be no energy in endeavor. There can be no confidence in industry, no calculable basis for credits, no confident buying or systematic selling," etc. Had he been thus describing the effect of the attack upon the food trade and of the proposals to load it down with further hampering restrictions and supervision by governmental bureaus he could not more vividly have pictured the demoralizing effect of it all.

They Must Really Be Sardines

Sardines must be sardines in South Africa or else there is trouble. A report made on the subject to the Department of Commerce by the American Consul at Johannesburg states: "In a recent law-suit before the Supreme Court, in which the use of the trade name 'Sardines' on the package was brought into question, the decision rendered was that contents were not sardines, as 'sardines are only obtainable from the coast of Portugal, and no canner is justified in calling such an article sardines unless they emanate from the place above mentioned.'" The Consul adds that under this decision a recent shipment of so-called sardines from Japan was denied entrance into the Union of South Africa by the customs authorities.

You aren't much more likely to get perfect clerks than your clerks are to have a perfect employer.

CANDY VERSUS ALCOHOL

Few people realize the tremendous increase in the consumption of Sweets since the advent of Prohibition. It is estimated that \$800,000,000.00 is the Nation's annual Candy and Chocolate bill at present. Best estimates indicate that the American people squandered Two Billion of Dollars for Alcoholic Liquors during the year 1918. A large amount of this money is now being spent for Candy. Leading manufacturers report a capacity business, with orders booked ahead to keep them busy for months to come. Few industries enjoy a brighter outlook for continued prosperity, with resultant large earnings, than do the leading Candy manufacturing concerns. Our statistical department has in preparation an interesting analysis of the Candy and Sugar situation. If interested, we will gladly forward you a copy upon request.

F. A. BREWER & COMPANY

SPECIALISTS

CANDY AND SUGAR STOCKS

208 South LaSalle St. CHICAGO

Saginaw Votes "Yes"

That's the way our many customers who have visited our Holiday Line, which is displayed at 223 South Washington St., Saginaw, have voted, as demonstrated by the handsome orders which they have left with us.

Now, there are a few old customers and prospective buyers who have not made their definite appointments with Mr. Hoskins yet.

Remember, that Sunday, August twenty-fourth, is positively the last day of the display.

Write Mr. Hoskins, or call him on the Phone, TODAY.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Late News From the Cloverland of Michigan.

Sault Ste. Marie, Aug. 19—Gus. Dehlin, who for several years has been manager of the Neveaux drug store, at Manistique, has resigned his position and will move to Gladstone, where he has purchased an interest in the Coburn drug store. During the time Neveaux owned the Gladstone drug store, Mr. Dehlin was manager of the store, so that he needs no introduction to the good people of Gladstone. Mr. Dehlin has made many friends at Manistique who regret his departure but wish him success in his new field.

Earl Curzon thinks the Kaiser will not be tried in London and about half the world is beginning to think that he will not be tried outside of London.

The Soo gives two of the best foot ball players to Yost this year, being the biggest asset to the Michigan eleven. Archie Weston and A. Goetz are both Soo products and, judging from past records, they will be the big noise in the game.

The boat strike has had some effect upon the activities at the Soo, especially around the Locks, where the quietness is noticed more than any place else on the Lakes.

K. Barish, of Ironwood, formerly connected with the Barish Brothers clothing store, of this city, was a business visitor here last week.

Fred Bye, one of our popular meat merchants, has purchased a new six cylinder motor car, which is being used between his place of business and the summer cottage on the Hay Lake road.

Joseph France, proprietor of one of the leading decorating establishments here, has purchased a new touring car and enjoyed a trip through the sylvan valley over the Canadian hills last week. Mr. France is getting to be some chauffeur and from all accounts he will soon be an expert.

The Salvation Army was given a \$1,500 boost by our War Chest last week.

One of the six new army trucks which are being distributed by the State Department is expected to arrive here this week. The others will probably follow sometime next week. The use of these trucks will be a great aid to the country and will, no doubt, promote the work on road jobs now under construction.

The dense fogs for the past week have caused many auto accidents in Chippewa county, but the rain the last few days has helped much to clear the atmosphere of smoke.

Passmore & Paquin, our enterprising shoe dealers, are great believers in advertising. They had a real live Buster Brown and his dog Tige to entertain the kiddies in front of their place of business last week and souvenirs were also distributed. From all accounts it was a paying venture.

The Pawley Business College has moved from the Times block to the building on Dawson street which was formerly used as a hospital. When the necessary improvements have been made, the College will have excellent quarters.

The City Commission has decided to permit the remodeling of the Pease-Lipsett Block by R. A. Hern, who expects to convert the building into an up-to-date theater.

S. Marks, of the firm of Marks & Schenk, and A. E. Cullis, manager of the Soo Woolen Mills, left last week with their families for a motor trip to Mackinac Island and Southern Michigan, returning by way of Chicago.

Munn McLaughlin, of the firm of McLaughlin Brothers Company was married last week to Jane Mardel Ferguson. The newlyweds got an early start, being married at 5:30 in the morning and left on the steamer Manitoba on an extended trip on the Lakes. Captain McLaughlin was just recently discharged from the service

of Uncle Sam and is one of the most popular young men in the city. The bride has a host of friends, being considered one of the prettiest girls in our city. The couple have the congratulations of their numerous friends who wish them success in their new life.

Why is the average man more polite to people whom he never expects to meet again than to those whose good opinion is worth having?

It might be well for visitors to remember that a warm welcome soon burns out. William G. Tapert.

A Grocer's Experience With St. Peter.

Mears, Aug. 19—The grocer drew his final breath and from this life departed. His journey to unknown spheres immediately started. He stood before the pearly gates, his soul was full of fear (he had come from good old Michigan, so was not full of beer). St. Peter towered above him, a frown upon his face, "Do you not know," he thundered, "for a grocer, we have no place, on the gold paved streets of heaven, where all the godly walk, why if I let you linger, 'twill cause a lot of talk. On earth you skinned the honest (?) farmer, put sand in sugar, too, and lied about your products until your lips were blue. You gave thirteen ounces for a pound, sold cootie cheese, and bacon, too; and a thousand other little tricks, also were laid on you. You have the nerve to come up here expecting to get in, go take the elevator down before I bust your chin."

The grocer quickly raised his head, eyes blazed with righteous wrath. "Hold yourself, ole Pete," he cried, "while I give you the gaff. I've run a grocery, many years, and through the war as well. You know what Sherman said of war? The grocery business, too, is hell. I lived true to war restrictions and was everybody's goat. And when people were not suited, sure 'twas me who rocked the boat. I worked eighteen hours every day until ready down to drop. No use for Sunday to come round, I had not time to stop. 'Twas, store war work and loan drives, too, but I did not care a damn. Although my mainstay, my only son, was helping Uncle Sam. When the Armistice was signed, then I thought all would be well, and if I died, I'd go to Heaven—I had, had my share of hell. Then I saw there would be no let up. For Ike Sigle, of New York, has sprung a new invention—to extract the hog from pork. And incidentally it will put the merchant on the blink (of all the foolish, crazy laws, this takes the cake I think). When I read this in the Tradesman I fell over with a sigh and crossed my hands across my chest and calmly did I die. So, St. Peter, we pass your accusations up, even the honest (?) farmer stuff, and if you say elevator down, I'm here to call your bluff. I can shovel coal for the devil, at the same time wear a smile; for that compared with business on earth will beat it by a mile."

St. Peter stood in deep thought for possibly a minute. Then cried, "Ho, guards, clear heaven of every politician in it. Send them flying downward and give each one a berth and give their places in heaven, for the grocerman from earth."

Then taking his flaming sword in hand, St. Peter wrote these lines: (You know St. Pete, is old fashioned, and still believes in signs.):

"In the future, when a grocerman applies for entrance here, open the gates—strew roses down and make the pathway clear." Chronic Kicker.

If we could only make our highest moments permanent, what splendid things we should do in life and what magnificent beings we should become; but we let our resolutions cool, our visions fade until it is more convenient to execute them and they are gone.



The Finest Foods

From Orchard, Field and Garden,
are offered under the

NONE-SUCH BRAND

QUALITY foods mean economy, for there is more nutriment and less waste in nature's perfect products than in inferior grades that may be offered at slightly lower prices.

When the housewife orders the famous NONE-SUCH Products from her grocer, she not only insures for her table the finest of pure foods, but is expending her allowance with wise discrimination.

NONE-SUCH foods are the pick of the crops in whatever section any particular product is grown to the best advantage. Crop experts make the selections, the latest scientific, sanitary methods are employed in packing them, and every operation is guided by the highest standards ever established for the preparation of pure foods.

There are over 5000 varieties of NONE-SUCH Brand Foods. From every part of the United States, and from across the seas, we bring "good things to eat" to the housewives of Grand Rapids and vicinity. Every product carries the NONE-SUCH label, and that label is your protection. If you stock these goods, you will be sure of getting the finest foods that grow.

McNEIL & HIGGINS CO.

CHICAGO

Represented by

MR. FRANK J. COMSTOCK

Address: 427 Lagrave Ave.,
Grand Rapids, Mich.



MAKING GOAT OF THE GROCER

As outlined by the Tradesman a week ago, there is no disposition in grocery circles to antagonize the hunt for speculators and gougers or to shield them from the consequences of their malfeasance of public duty. But if half the hysteria that a week has brought to the surface takes definite form, the legitimate trade are in for a period of exploitation and misconceived zeal for low prices such as the war did not produce in all the months of Hooverism.

The great trouble in such hysterical movements is the lack of understanding by the reformers as to what is normal and legitimate and which artificial and inflation. Every day one hears of the "discovery" of millions of pounds or hundreds of thousands of "cans"—never "cases" because single units sound better—of this or that and in some cities seizure has been actually made of stocks of food that are in no wise open to suspicion as the cache of a hoarder. This is the season when warehouses are supposed to fill up, especially when hundreds of shippers have accumulated goods for export only to find them delayed by tonnage scarcity and piled up in warehouses. It is unsafe to conclude that supply and demand have parted company on the sole basis of American demand, for after a couple of seasons of feeding the world, America cannot instantly slump back into keeping all her products at home. There is no great surplus of food here as measured by world demand, once ships and foreign credits and all other essentials are at hand.

Nor are popular comparisons and conclusions as to price altogether fair. Men who ship goods to market, goods produced at war-time cost, cannot always sell them at cost even and are forced to the alternative of storing them temporarily, yet not necessarily as profiteers or gougers. And much food stored here now in abnormal quantities is of this sort.

Another popular misconception is that Uncle Sam's surplus sales are going to break prices. They won't do anything of the sort, as the trade now realize, though at first they stood aghast at the prospect. Offering millions of cans of stuff, or tons of ham or bacon may for a few days lead to a temporary decline in trade, but inside of a fortnight or so it will all have vanished and the grocer once more come into his own. More than that, he will be more popular than ever, for by the time the novice has tried to buy food at a schoolhouse from a novice, bought it in quantities, lugged it home, or paid for it in advance and waited for its delivery by parcels post, he will have discovered the false economy of it all—at least as measured by his expectations—and be ready to let the grocer do it at the slight advance in cost.

It is always terrifying to contemplate the dumping of a surplus onto an inflated market, but in the long run it is much like a bad tooth—better have it out and over with as soon as possible. The anxiety and the adversity are easily absorbed and well compensated for by the reaction. The coffee valorizers of Brazil learned it years ago; that

while the withdrawn staple existed prices never moved freely. Had the planters taken their losses they would more readily have recovered. The law of supply and demand is as inexorable as the laws of gravity or of physics. Uncle Sam's surplus will be a seven-days' wonder and then be forgotten.

Congress is not finding it altogether easy to enact all the fanciful measures that amateur economists have cooked up to check the H. C. L. and is slowly discovering that prices are not made by whim or dictum. The bill to arbitrarily legislate a requirement that all food traders must forthwith reduce prices 25 per cent. was only a bit more extreme than some of the other assinine schemes proposed.

Whatever Congress does emit will probably be fairly rational and materially short of the reformers' expectations. Present indications are that it will also apply to clothing, shoes, etc., as well as to food, although the yellow papers still seem to count food the only thing in which the profiteer revels. And it won't produce a fraction of what it is expected to. The situation is exactly like that of two years ago when the Lever bill was first enacted and Mr. Hoover loomed up large as a National hope.

But Mr. Hoover did not bring food prices down; he kept them down. But for his rule about reselling speculative prices would have ensued. His limit of profits kept retail prices down and held values down to a "cost plus" basis; also wholly destroyed any general level of market prices. Prices varied between stores, between cities and between producers. In fact, not until a whole season's pack had been finished could a packer tell what his prices were. He could not have marked the cost on the label as some of the plans now propose; he had to sell on a safe guess and later rebate to the buyer.

And as for licenses they always were on a shaky legal basis and survived solely on the strength of public sentiment and a patriotic sense of duty. Wholesalers and manufacturers were licensable and manageable under a Federal license, but the retailers had to be reached by State and City machinery. "Fair price" lists were only as strong as public sentiment made them; they never did have much legal force or authority and scores of penalties were inflicted by sheer power of public opinion.

Wherefore can Congress, in time of peace, when the public is not moved by deep moral sense of patriotic zeal to back up the "boys over there," constitutionally enact laws as it did in the face of a world war? True, the war is still technically on and the President could have acted at any time he chose in the past two years to stop profiteering. Can "fair prices" be enforced if some one protests? Business men are wondering why the merchant must be "skinned to the bone" in his profits when the labor union is out for all there is in it—and then some—in utter disregard of public opinion, responsibility or moral, economic or social law. Not that they object to playing fair, but they do want the same treatment meted out to others.

PRESIDENT WILSON'S OPINION

President Wilson says:

THE RETAILER, WHOLE-SALER AND MANUFACTURER ARE HOLDING UP THE PEOPLE OF THIS COUNTRY AND GOUGING THEM WITH EXTORTIONATE PROFITS.

Evidently Mr. Wilson is not looking for the votes of business men or farmers in the event of his standing for a third term as President. He is pinning his faith to Gompers and the labor unionists whom he has gorged with ill-gotten gains and made arrogant with special privileges.

RULE OF FORCE MUST END.

Lloyd George does not appear troubled at having the London Times on his hands—or his trail. He has an Irish policy in view, he tells the House of Commons, but not the one advocated by a great journal not particularly friendly to him, and to which he is not sure he is very friendly. A slight defect exists in the Northcliffe scheme—it is condemned by every party in Ireland. As Prime Minister, he may not content himself with merely proposing a plan; he must find a solution. What he intends to offer he does not say; indeed, he hints that the Government has not arrived at a final decision. Fresh difficulties, he remarks, may compel modifications. But his words amount to a promise to bring in a measure for the settlement of England's most vexed question. Certainly Gladstone himself could not have spoken more like a statesman concerning the whole subject:

It is not a credit to the country that after hundreds of years of British rule in Ireland we have failed to succeed in reconciling Ireland to the partnership. It is the business of statesmanship to bring that condition of things to an end. The rule of force cannot be the last word.

NO ACUTE SHORTAGE.

While the growing production of wool goods is doing much to enhance the consumption of wool, yet the world's figures and sales indicate that there is no acute shortage of this prime raw material and that too much is being made in all markets of after-war scarcity of a material that is now being conserved and not generally destroyed. In the silk trade there has been an organized sales boom manipulated in raw silk and in silk goods all predicated upon a scarcity that does not exist in any menacing sense. Buyers who are misled by the talk of scarcity are in turn passing such talk on for sale purposes to their home houses, and in this way the general public is being fooled as to actual conditions. One of the bad results certain from this sort of merchandising is already apparent in a public agitation that cannot fail to be demoralizing if long continued.

In view of developments this month the conservatism of several large jobbing houses throughout the country has been well justified. It may be indeed, that goods may be scarce for quick delivery in many channels, but constant buying in anticipation of advance of needs must inevitably bring about a condition such as existed after November 11, and a condition from

which some houses have not yet fully recovered.

Throughout the dry goods markets very recently there seems to be an organized propaganda based upon the theory that huge profits must be made in order to meet huge taxes. The mischief lying in this sort of talk is infinite and can be very misleading to those who are not schooled in the fundamentals of after-war expenditures. More than ever before economy is called for in buying and selling as well as in consuming, and constant encouragement given to boosting and booming for sales purposes cannot fail to hasten the shocks and reactions that are inevitable in times of high prices and unbalanced distribution.

While the news from mill centers at the moment is flecked with reports of workers desiring vacations and thus cutting down the output, it can readily be seen that gains are being made steadily in the volume and character of peace-time production. The fact that print cloths dropped 20 per cent. in a couple of weeks when no financial disturbance had occurred to unsettle general trade proved conclusively to discerning merchants this week that much of the high price fever has been due to speculation, and the proper cure will be a more even distribution of the growing abundance of goods in channels where business in cloths is carried on regularly at moderate degrees of profit.

THE SIEGEL BILL.

The Tradesman's appeal to retail merchants everywhere to oppose the Siegel bill, now in the hands of the House Committee on Interstate and foreign Commerce, met with immediate response.

A large number of our subscribers at once wrote letters to the members of the Committee opposing the bill, and we have had a letter from Chairman John J. Esch, of the Committee, pointing out that the bill as now drawn, in his opinion, would prove unconstitutional because it does not confine itself to matters of interstate commerce.

Merchants should watch this bill very closely, and at the first sign of any intention to push it, immediately communicate with their representatives in both houses of Congress.

Meanwhile those merchants who have not written to their Congressmen and to the members of the Committee should do so at once. This will help to create an effective opposition which the Committee is bound to heed.

RULE OF THE MOB.

Such manifestations of unrest and disorder as the mob violence at Muskegon recently are the legitimate outcome of the union coddling which has been the most noted characteristic of the present Federal administration. The whole country is seething with disloyalty on the part of the trade unions, the leaders of which seek to overthrow our republican form of government and replace it with the rule of the mob, which is only another name for anarchy and chaos.

Most people want to boss without taking the responsibility.



6800 PEOPLE

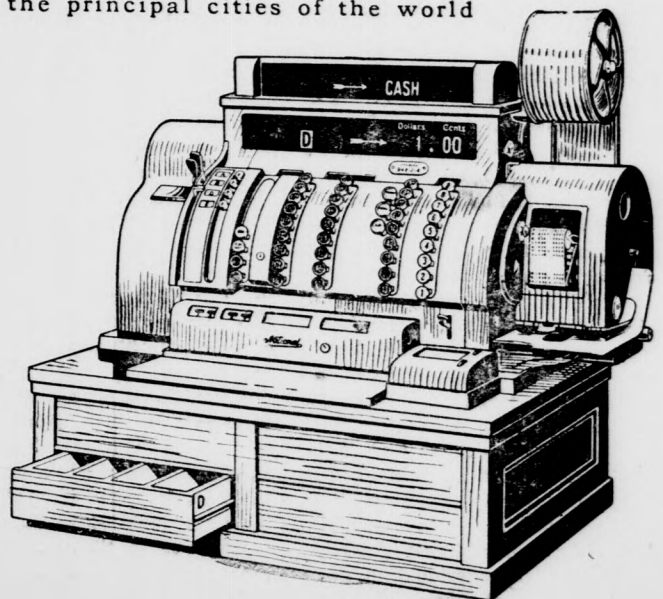
Make nothing but National Cash Registers

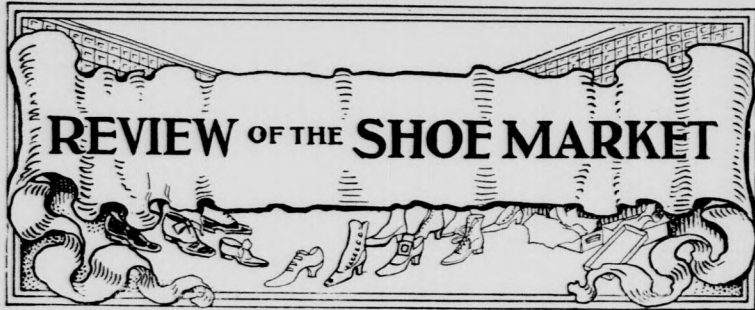
THEY work with the best materials that we can buy. They are well organized. They are carefully trained. Their working conditions are good.

They are making a machine that is the result of 35 years of study. Into this machine we have put thousands of suggestions from merchants all over the world.

These 6,800 workmen are doing their work so well that we are making and selling more than 325 registers a day.

The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities of the world





Comment on Federal Trade Commission's Report.

The report of the Federal Trade Commission of its investigation of the shoe and leather industries states, in substance, that the entire industry, from the hide man to the retailer, has been taking abnormal profits and that the present prices of shoes are not justifiable. These are sweeping charges, coming from a clear sky, the effect of which is to brand all branches of the shoe and leather industries as gross profiteers in the public mind. Neither time nor space permit an exhaustive analysis of the commission's report at this writing, but a brief consideration of a few salient points may serve to show that the report is based upon incomplete or undigested information, and is filled with bias, or intended to offer our industry as a victim to the resentment of the public against the general high cost of living.

The commission acknowledges the effect of war consumption of leather in stimulating higher prices. This has been exhaustively and repeatedly covered in shoe trade publications and is not new. It deals also with advancing wages affecting shoe manufacturers and tanners with which our readers are familiar. But the commission completely ignores the fact that the war, while consuming or wasting vast quantities of leather, was at the same time sacrificing future supplies of leather, and that when the Armistice was signed a world-wide increased demand for leather imposed upon these conditions of short supply, both present and future, created a still more abnormal condition under which the prices of both leather and shoes were fixed by competitive buying rather than by competitive selling, as in normal times.

No account is taken of the fact that the cost of production has continued to increase since the Armistice by still further increases in wages and shortening of the hours of labor. In the last few weeks, or days, various shoe manufacturing centers have conceded to the insistent demands of labor, or are preparing to concede, forty-four hours for a week's work, with corresponding increased wages to piece workers, and in some instances further advances in wages in addition.

Shoe manufacturers are saying today that the lessened production, per operative, means fewer pairs per floor space and per machine, so that if the normal pair output is maintained it will require largely increased floor space and machinery equipment.

Again, the enhanced cost of leather and all materials entering into shoes compels the employment of vastly

larger capital; numbers of manufacturers are now compelled to re-finance their business in order to keep up the volume of business in pairs. To secure such added capital they must show the banker and the investor ability to earn sufficient profit to warrant the investment. Advertisements of such stock issues have been common in the daily newspapers and financial journals.

Every business concern is likely to be confronted with such situations as we have outlined. To increase capital to do the same volume in pairs and to make further investment in real estate and machinery to offset lower production from shorter hours and higher wages is repugnant to business men and they would not do it if they could help it. But not to do it is suicide. Reduced production, however, causes more increased overhead and leads to higher prices or suspension of production.

In its analysis of profits of manufacturing, the Commission falls into errors that are manifestly due to lack of sufficient knowledge or of good intention, or both. The highest number of shoe manufacturing concerns mentioned for comparison is 256, while there are approximately 1300 concerns engaged in the manufacture of shoes, obviously a very incomplete comparison. The most profiteering statement the Commission makes in this connection is that in 1916, out of 236 companies, 104 earned 25 per cent. or more. What did the other 132 concerns earn? Would the Commission feel gratified if they had found a large percentage of business failures? In picking out the most successful concerns and in ignoring four-fifths of the shoe manufacturers of the United States the Commission has rendered a report that may fairly be charged with bias and suspected of a purpose of inflaming public resentment.

Assuming that some concerns did earn 25 per cent. on their invested capital, which the Commission probably meant but did not take the trouble to make clear, (thus leaving an uninformed public opportunity to erroneously infer that one-quarter of the price of shoes was the profit of the manufacturer), this would mean that some of the most successful concerns earned 25 per cent. on the capital invested by turning their capital, say five times a year, at a profit of 5 per cent. on the product, a favorable result which very few successful shoe concerns could show in normal times. Probably not one-fifth of all manufacturers could show so favorable a result even in the present abnormal times when fluctuating costs of materials and extremely critical condi-

R. K. L.

R. K. L.

Why Not Fix Up the Children?



Infants' High Cuts

in

Kid and Patent Combinations

Ready for Shipment

4824	Brown Kid with Gray Kid Top, Lace	\$2.30
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4826	All Black Kid	2.30

Sizes in all numbers 4 to 8.

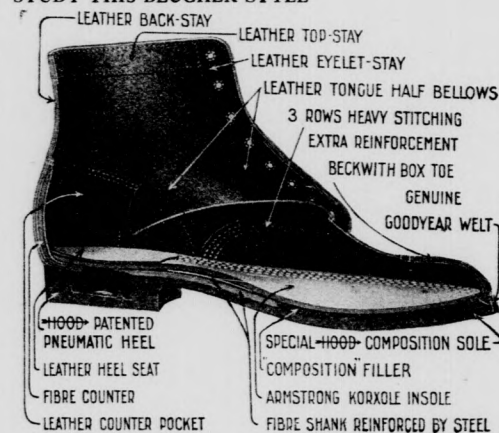
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Hood Leather Shoes
GOODYEAR WELT

STUDY THIS BLUCHER STYLE



No. 440—Men's Brown Nikrome Blucher.
Hood Tire Fibre Goodyear Welt Sole and Pneumatic Heel..... \$3.95

No. 405—Men's Olive Ooze Mule Outing..... \$2.90



Strong leathers, and strongly put together, yet soft, easy and comfortable.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

tions of labor make shoe manufacturing a gamble of extreme risk. It seems to be a case where the business men assume all the risk and responsibility while the Federal Trade Commission furnishes all the criticism without liability for loss or otherwise.

The criticisms of the Commission in regard to retail percentages of profit are equally misleading. It is a mark of uninformed discussion of retail shoe merchandising when the percentage of profit is figured on the cost instead of on the sale price. To illustrate, the report says a work shoe formerly costing the dealer \$1.75 and sold for \$2.50 yielded a profit of \$0.75 per pair, or 42 per cent. In 1918 it is alleged that a similar shoe cost the dealer \$2.50 and retailed for \$4 yielding a profit of \$1.50 or 45 per cent. By shoe trade custom the shoe yielding \$0.75 on a sale of \$2.50 made a gross profit of 30 per cent., while the shoe sold at \$4 yielding a profit of \$1.50 made a gross profit of 37 per cent., both properly computed on the sale price.

The Commission confuses the issue badly in apparently using percentages of gross profit in some instances and on cost in others. We say "apparently" advisedly because a Philadelphia lawyer could not tell exactly how the Commission figured.

The Commission goes out of its province when it arbitrarily sits in judgment on the question of net profits. It is a perfectly debatable question among the highest minded and most ethical business men whether a slightly higher net income is not justifiable in an abnormal period of rising costs when there is sure to be a reaction to lower costs. This point the Commission ignores.

The Commission uses unfair tactics when it uses net profits in quoting the profits made by tanners and shoe manufacturers and reverts to gross profits when referring to the profit made by retailers. This is done to make the situation react hardest against the retailer, of whom the consumer first connects with his high shoe prices.

"The shoe retailer made unprecedented profits." The Commission fails to state that it found retail shoe profits in the past far below a margin of safety, and that in two or three years preceding 1914 retailers had only begun to make profits commensurate with the capital involved, style risk, slowness of turnover, risk of advance buying, and infinite detail and work necessary in operation.

Taxes? Not a word in the whole report as to where this burden should fall. As the Commission takes a lordly stand of advice on other accounting matters, why not a word as to where this matter should rest in relation to net profits?

"The rate of returns on investments to shoe merchants cannot be stated," says the Commission. Why not?—Its investigators were given the information, they had the Harvard reports given to them, and the Government has tax returns made under oath which give the information needed.

All in all, the report is as unsatis-

factory in so far as being a real presentation of facts may be imagined.

Shoe retailers have not made undue profits and they should have no fear of an investigation. On the contrary, they welcome one and offer every facility for the Government to secure the facts.

We agree that shoe prices are too high, not only from our interest in the consumer whom the retailers serve faithfully and well, but because the price per unit pair has passed the safety mark of successful operation.

The Commission failed utterly to grasp the fact that less production and less sales of pairs has forced up the profit per cent to keep pace with the rising unit cost. It ignores increased expenses of every item that goes to make up the storekeeper's budget, and nothing could be more absurd than to claim by inference that if retailers could sell a shoe costing \$1.75 for \$2.50 for a gross profit of 75 cents, that they could sell the same shoe costing \$2.50 for \$3.25—and keep alive.

And most absurd of all is for the Commission to figure tanners' and manufacturers' profits on a net basis and then in referring to retailers to always talk gross profit, ignoring the facts which it well knew, that the manufacturer's price on shoes to the retailer includes all the overhead, commissions, losses, discount and profit, while all such items must come out of the retailer's gross profit.

The report does seem designed to get retailers in bad with the consumer by twisting such little details as we have pointed out above. The retailer's average net profit of 7 to 9 per cent. on sales we feel, will be readily accepted by the people as being a fair return for the service rendered.

It is unfortunate that a commission of such an important character should be set to work in the preparation of such reports without having within itself, or associated with it, men of sufficient knowledge of the trade to be investigated to enable it to gather the real facts with intelligence or to present a reliable summary of the facts when ascertained.

Similar criticisms may be made of the report in all its statements. In charging five large packing concerns with controlling the leather market the Commission ignores the fact that goatskins have advanced equally with heavy hides notwithstanding the packing interests have never been charged with being interested in the glazed kid market. This is another reflection of world-wide market conditions that the Commission chooses to ignore.

Nowhere does the Commission charge any monopolistic combination in conspiracy to raise the price of shoes, a charge they must be complimented on avoiding. Shoe men, equally with the public, regret the present price of shoes. Now that the issue of profiteering has been raised by what we consider an uninformed or biased report, we believe it will best serve all interests concerned that there should be a full and open hearing before a committee of

Congress in which all shoe trade interests should be granted a fair hearing and from which none should be condemned without trial. This is not a time for star chamber proceedings.

If you are going to do any loud talking, do it in your advertising rather than in the store. Loud talk in a store marks the trashy place with cheap methods.



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

The Best Buy To-day Are the Bertsch and H. B. Hard Pan Shoes for Men

These lines have of necessity advanced, but we have given our customers the benefit of our large stock of raw materials.

To-day if you will compare our line and prices with any other line you may have in stock you will realize that our advances have not been so marked and have not come as often as some others.

This is in line with our fixed policy to sell our product at as low a price as possible and give to our customers every possible benefit to be derived from our anticipation of the market.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Assets \$3,099,500.00



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MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policy Holders

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

SURPLUS TO POLICY HOLDERS \$477,509.40



Paying the War Debt in Forty-Four Years.

When the taxpayer reads that the coming of peace leaves this country with a gross public debt of twenty-five and one-half billion dollars—about \$230 for each man, woman and child in the country—he may be pardoned for patting his pocket rather ruefully, and wondering just how much of his hard-earned surplus the Government is going to require to pay his enormous sum. The remembrance of the income tax which he paid this year will help his imagination. Further, if he has a memory for figures, he may recollect that before our entrance into the war, in 1916, the debt amounted to only about \$10 for each person in the country, and that National taxation even then was not negligible. Now that the debt per capita has increased roughly from \$10 to \$230 the taxpayer is likely to be asking himself: "Are the taxes which I am going to have to pay to the National Government also going to increase twenty-three times?"

In attempting to answer this question, and in any consideration of the National debt, it must be understood first of all that the debt of a Nation, especially when a large proportion of that debt is payable to its own citizens, stands on a very different footing from private debts.

When one private individual makes a loan to another, there is a clean-cut debt, representing a liability to one and an asset to the other. But when a government sells bonds to its citizens, it is, in effect, merely transferring money out of one pocket into another. It means only that a larger percentage of the money of the country will be administered by the Government. The money which the citizen loans to the general treasury is used indirectly for his own benefit. He is merely using his money through the Government as an agent, instead of on private transaction. And, on the other hand, the interest which the Government pays the investor will in part find its way back to the Government in the form of taxes. Hence, a circle is formed, around which the common wealth of the country circulates from one sector to another and back again.

If it were not for this fact, the thought of the nearly twenty-five and one-half billions of debt which this country faces would be appalling. But in the light of this fact, if the situation is intelligently handled, the prospect is not alarming, and indeed has many elements of advantage. The words which Jay Cooke used in the

Civil War period, "The National Debt may be a National Blessing," are by no means mere sophistry. We must get away from the idea that this huge sum represents an outright debt that must be paid. It is more accurately a mobilization of the money of the country. The problem is to find out how far it is proper that the country's money should be mobilized in the hands of the Government, and arrange for the gradual reduction and refunding of the debt on the basis. It is certain that the amounts which have been necessary for war purposes have been abnormal, and unless extensions of Government activity not now foreshadowed shall be entered into, some degree of progressive reduction of the debt will have to be made. The terms of the bonds themselves, of course, call for their own extinction by means of a sinking fund. But how far this specific cancellation will be carried without refunding is a matter that will have to be determined by conditions as they arise.

Of the twenty-five and one-half billion dollars of debt which we are considering, more than one-third, or nearly ten billion dollars, has been employed as the basis of loans* to our allies. Since the principal of this part will be paid and the bonds retired as the foreign governments repay their borrowings, this one-third can be written off so far as the American taxpayer is concerned. Furthermore, the interest on this amount represents a net gain to this country, since the interest paid by the foreign borrowers will go to pay the interest on the Liberty bonds and so be added to the circulation of this country. When it is considered, also, that Europe is paying us each year interest on a vast amount of American corporation securities held abroad, and that the fiscal year just closed shows a trade



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Satisfied
Customers

know that we
specialize in
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and service.*

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GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

Our Foreign Trade

Department
already has
demonstrated
its value to



Established 1853

Western Michigan Business Men

It would pay you to know how well we are prepared to serve Western Michigan Importers or Exporters—present or prospective—thru our Foreign Trade Department.

THE OLD NATIONAL BANK

MONROE AT PEARL



GRAND RAPIDS

KEEP UP WITH THE TIMES



"THE GLOCK CORNER"
PEARL & OTTAWA

The Time Has Gone By---

Those early days, when the simple requirements of life made it superfluous to *accumulate* for the benefit of old age or the children. It costs more to live now.

But while accumulating, bear this in mind, that an estate cannot be held together for *anybody's* benefit without a written Will.

Properly drawn, a Will is a money-saver. The experienced Executor can point out provisions that will eliminate costs un-thought-of by the average Testator.

Confer with our Trust Department. Wills kept on file.
High-grade Investments.
Money Loaned on Real Estate.
Public Accounting. Safe Deposit Service.

THE MICHIGAN TRUST CO.

OF GRAND RAPIDS

balance of about four billion dollars in our favor, representing transactions on which American exporters have made a profit, it will be seen that the money flowing into this country from abroad would take care of the whole debt within a few years, without touching our National savings.

The strength of our position is also shown when we compare our own debt with that of the European nations. Our proportion of debt to total wealth is about 9 per cent., while that of the European nations average about 50 per cent. With resources greatly inferior to ours, England, France and Germany face debts of about forty billion, thirty billion and forty billion respectively, as against our twenty-five billion.

While, as has been shown, it is not necessary to regard our National debt as an outright, definite obligation to be entirely retired without refunding and rearrangement; still, from another standpoint, the Treasury must maintain itself in a position of being theoretically able to make actual and total payment, in order to uphold the credit of the country on its present firm basis. Alexander Hamilton, the first Secretary of the Treasury, laid down the fundamental principle that "the creation of National debt should always be accompanied by the means for its extinguishment." This principle was later written into law in the famous Sinking Fund act of 1862, which, with subsequent modifications and amendments, has controlled the financial policy of the country and been largely responsible for our unassailable credit as a Nation. This act provided that with regard to all National obligations the general principle should be followed of maintaining a sinking fund by the annual deposit in the Treasury of 1 per cent. of the principal, plus the sum of the interest for that year, on all bonds outstanding.

On the application of this principle the great Civil War debt, which was regarded by many as so huge as to endanger the financial future of the country, was practically wiped out in twenty-five years. Similarly, under the same general plan, the proportionately heavier debt following the Revolution was paid in full within forty-four years.

Senator Smoot, the acknowledged Congressional authority on financial matters, has estimated that if the principle of amortization, or gradual systematic reduction be applied on the same rough basis on which we have proceeded in the past, the present debt can be totally extinguished in forty-four years—or exactly the same time required to pay the Revolutionary War debt.

It will be seen, therefore, that the present debt represents no more serious a problem than has been faced by the country in the reduction of previous war debts. There are also the additional factors that we are now a creditor instead of a debtor Nation, receiving large payments from Europe each year; and that we now have the best and most elastic financial system in the world in our Federal

Reserve system, instead of, as bankers have said of our old system, the worst.

In view of these facts there is no cause for undue alarm on the part of the taxpayer on account of the size of the present National debt. The taxpayer's worries will come not from the condition of indebtedness—which on the whole is more favorable to this Nation as compared with the rest of the world than ever before—but from the measures which the Federal Government takes to meet the new conditions of the times. The situation of the United States is so favorable financially that with wise and carefully considered National policy the burden of National taxation, in comparison to the extent of National prosperity, should be lighter instead of heavier than in the past. This does not necessarily mean that Federal taxation will be reduced, although it probably will be in some regards. But it does mean that the increased Federal revenue made necessary by the extension of Federal activity will be secured from a country whose prosperity and strength is on so firm a basis that the burden will be born without retarding or menacing individual enterprise.

And when the taxpayer of this country is inclined to bemoan his lot and cry out against his burdens, he has only to compare his own fortunate position with that of Europeans—whose capital in some cases is already being confiscated outright, and whose taxes are many times more burdensome than ours—to realize that there is no more happy and fortunate lot in the world to-day than that of the citizen of the United States of America.

Do not part with your Liberty Bonds under any circumstances.

UNITED AGENCY

ACCURATE - RELIABLE
UP-TO-DATE

CREDIT INFORMATION

GENERAL RATING BOOKS

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

Superior Special Reporting Service

Further details by addressing

GENERAL OFFICES

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

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

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

Resources

10 Million Dollars

3 1/2 Per Cent

Paid on Certificates of Deposit

The Home for Savings

**GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK
ASSOCIATED**



CAMPAU SQUARE

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

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

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

**GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK
ASSOCIATED**

YOUR WILL!

What does that mean in your present business organization? Does it mean a prompt execution of your order, with exactness and good judgment? Or does it mean some indifferent, nearly right performance?

Let your last Will be carried out as you want it—by the **GRAND RAPIDS TRUST COMPANY** which as Executor, Trustee or Guardian, performs its duties to the last letter.

GRAND RAPIDS TRUST COMPANY

OTTAWA AT FOUNTAIN BOTH PHONES 4391

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


LABOR AND CAPITAL.

Labor does not benefit itself alone by bettering its working conditions. In the aggregate there is a benefit to the community, and that is desirable and commendable within limits which, when overpassed, may be described as labor profiteering. But labor seeks the benefit of labor as labor. Capitalists' profits are proportioned to production for consumption. No factory produces goods for the personal use of the proprietors or for storage. If the products are not distributed there are no profits, and to distribution labor makes no such contribution as to production. It is true that there could be no production without labor, but there could be no production without materials, fuel, taxes, interest on the cost of the machinery, rent of the factory, repairs, depreciation, many other items of "overhead" and, finally, dividends if earned, all other items of cost coming before them. The muscle power is indispensable, but muscle power is used by the individual for personal wages,

which are a first charge on industry like a mortgage. The items which are provided by capital, at its risk of profit or loss, are not less necessary to the joint product, and there can be nothing for profit unless the product goes into general consumption. In proportion that production is checked by increased costs due to concessions of labor's demands the community suffers.

It is otherwise with profits. They are not earned unless the community consumes what labor and capital have provided together. Therefore, although it is true that the community welfare is increased when labor prospers, it also is true that the benefit of the class may be pushed so far as to prejudice the community by the increase of costs and decrease of production. Both labor and capital are essential, but capital cannot earn profits unless it shall have benefited the community.

Don't be afraid of too many irons in the fire—keep the fire hot.



Fourth National Bank

United States Depository

Savings Deposits

Commercial Deposits

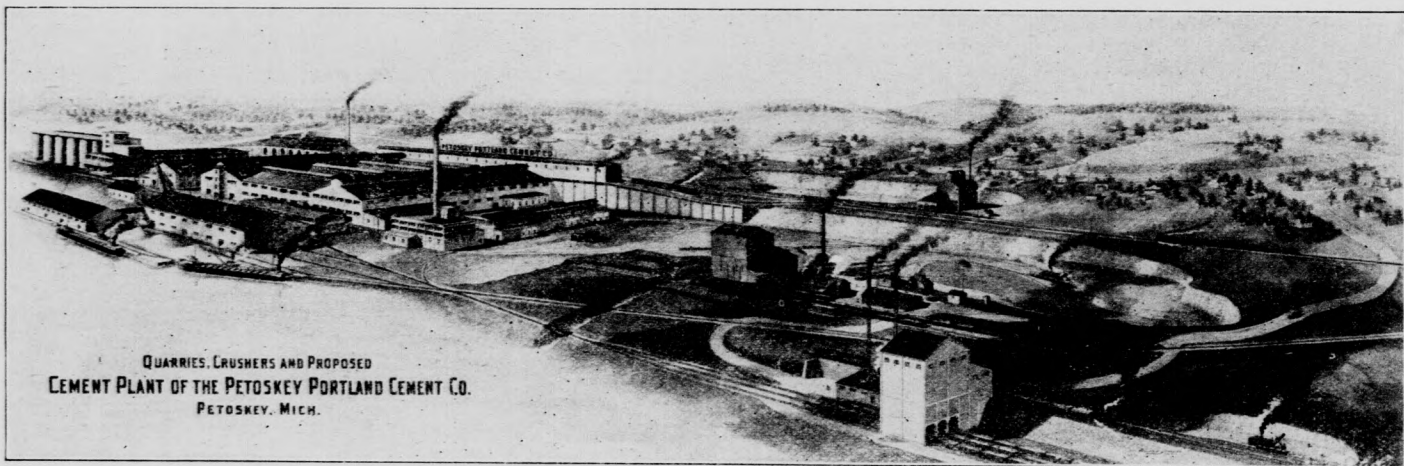
3
Per Cent Interest Paid on Savings Deposits
Compounded Semi-Annually

3½
Per Cent Interest Paid on Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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



QUARRIES, CRUSHERS AND PROPOSED
CEMENT PLANT OF THE PETOSKEY PORTLAND CEMENT CO.
PETOSKEY, MICH.

We Suggest the Purchase of Petoskey Portland Cement Company Stock

Petoskey, Michigan

As a good safe investment because the above Company already has a well-established Crushed Stone business which has proven that it alone can earn from 15 to 20% annually from date of completion of its dock.

Its raw materials for cement manufacture are a proven product and it possesses an unlimited supply of these. Its transportation facilities will be extraordinary upon the completion of the dock which will be in October. By means of water transportation and two railroads it can make the very best distribution of its finished products.

Its management is a proven one.

Present going cement plants are doing very well.

F. A. Sawall Company, Inc.

405-6-7 Murray Building

GRAND RAPIDS, MICHIGAN

The Petoskey Portland Cement Company combines the cement business with its already established crushed stone business.

The future of the cement industry is a very bright one because of Reconstruction demands as well as normal requirements.

Many careful investors and men of keen business judgment have gone to Petoskey to personally inspect the Company's property and all have come back well satisfied with their investment.

This offering is worthy of your investigation.
Call or write for detailed information.

F. A. SAWALL COMPANY, Inc.
405-6-7 Murray Building,
Grand Rapids, Mich.

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

Name.....

Address.....

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

Preventable Fires Caused by Greasy Waste.

One of the most serious hazards, and at the same time one that can be prevented, is that of loose oily waste. There is absolutely no sound reason for having accumulations of oily waste lying around a store. Spontaneous combustion often results, and, as the waste is inflammable and spreads fire quickly, it creates a condition that often gets beyond the control of the fire fighters. The hazard develops in many forms, all showing that the combination of animal or vegetable oils with fiber or fabrics, closely packed, with no ventilation, frequently starts a fire if given time enough; and sometimes the time is very, very short. As an example, a case comes before us in West Virginia where a woman who oiled her furniture in the morning threw the rags in a little cupboard under the stairs, and after dinner put the baby to sleep and went to a card party. When she arrived home the firemen had just taken the dead baby down a ladder from an upstairs window.

In Ohio, fire inspectors never tire of telling how one of their number, trying to impress on the superintendent of an up-State plant the necessity of installing standard waste cans, had his coat-tails scorched because the contents of the open can against which he was leaning suddenly burst into flame. But it should have been the superintendent that was scorched.

Now it is the easiest thing in the world to prevent the hazard of spontaneous combustion from greasy waste. There are standard cans provided with metal tops; the cost is not great, and it may prevent a serious fire. A waste can should be provided for every sixty feet of floor space where a number of machines are used, and a penalty should be attached to the workmen who allow greasy waste to lie around loose. In fact, it is almost criminal to have waste lying around. Oftentimes we see, going through risks, greasy waste lying on a window sill subject to the sun's glare; it is very easy for this to ignite.

In addition to the greasy waste hazard, we call attention to the hanging up of greasy clothes in small closets. This is another serious hazard, and we have come across cases

where men have cleaned their clothing and, in order to have them dry quickly, laid them on top of the radiators. Another careless act which should be avoided.

Do not attempt to stuff holes with greasy waste. This, you have noticed, no doubt, many a time in your own store. If you need a new window pane, buy it, or if there is a brick out of the wall, put in a new brick. It will make you look more prosperous and will be a great advertisement for you, as when a concern starts to fill in window panes with oily cloths, it is going back; the public notices it a great deal more than the owner.

Late News From the Celery City.

Kalamazoo, Aug. 12—John Rozankovich has recently bought the grocery and meat business of Vernon O. Armintrout, at 1146 Third street. Mr. Rozankovich has just returned from overseas, where he served with the American army in Northern Russia.

Joseph T. Peters, the popular East Main street tobacconist, is sojourning to Northern Michigan resorts via automobile. He expects to visit all the places of scenic grandeur along the West Michigan Pike, especially the sand dunes.

The Worden Grocer Company warehouse, on East Main street, is undergoing a treatment of paint inside and out. Manager Will Cooke believes in the clean up and paint up slogan.

Edson Bonmersheim, of the Bryant bakery, talks kind of rough lately. Edson has been troubled with laryngitis and is the victim of the latest shorthand method of deaf and dumb exercise.

The annual Retail Grocers and Butchers' picnic last Thursday, held at Long Lake, was a big event and was well attended by several hundred retail dealers and their families. The ball game between the wholesalers and retailers was a well fought battle until a rather unfortunate decision of the umpire upset the harmonizing spirits of a few of the players and the game was given up to a scrub game between the salesmen and the entire bunch along the bleachers, John Steketee and Steve Marsh made several home runs apiece in this second event, thereby being winners of several gallons of ice cream offered by the Piper Ice Cream Co. for each home run made during the afternoon. Mark Riddle came very near to winning the fat man's race, only Mark was too anxious to get next to the soil, thereby ploughing up a furrow of ten or twelve feet of sod. Mark was a good sport, as he took the prize for the one making the biggest hole in the water during the swimming contest. Frank Saville.

C. N. BRISTOL, Manager

A. T. MONSON, Secretary

BRISTOL INSURANCE AGENCY

"The Agency of Personal Service"

Inspectors and Adjusters for Mutual Companies

SAVINGS TO POLICY HOLDERS

On General Mercantile Lines 25 to 35 Per Cent.

Hardware, Implement and Garage Lines 40 to 55 Per Cent.

FREMONT

MICHIGAN

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

Michigan Shoe Dealers Mutual Fire Insurance Company

Fremont, Mich.

Note Our Net Gain in Insurance and Assets During July

Amount at risk June 30, 1919.....	\$2,667,475.00
Amount of New Business in July, 1919.....	72,100.00
Total.....	<u>\$2,739,575.00</u>

Cash on hand June 30, 1919.....	\$17,110.17
Cash received in July, 1919.....	2,497.45
Total.....	<u>\$19,607.62</u>

Cash paid out in July, 1919.....	1,031.69
Cash on hand August 1, 1919.....	<u>\$18,575.93</u>

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.

No surcharge.

GEO. BODE, Secretary.

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.

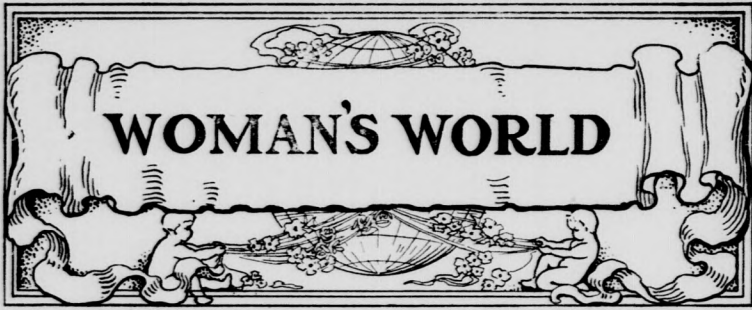
Do you believe in that principle?

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.



Little Tale Which Conveys a Great Lesson.

Written for the Tradesman.

A sweet-faced little woman with five children and an appalling amount of luggage boarded a train on which I was making a long journey through Eastern Canada with several friends, some years ago, and I got a lesson that I never have forgotten. They were an interesting sight, huddled on the platform of the station as our train pulled in. I judged from the mess of baggage, parcels and impedimenta generally, and from the conversation that we overheard after they were in the car that they were moving, and that the only thing they had failed to bring along with them was a globe of gold-fish that seemed to have been forgotten. The thing that struck me most at the beginning was what one of the children was saying to a passenger who asked their name:

"Daddy calls mummy 'Violet'—doesn't he, mummy dear? He calls her that because he says that she is

just like a lovely flower. You know 'violet' is the name of a flower, don't you?"

One of the children was a little red-haired fellow who didn't look like any of the rest. Subsequently it appeared that he was an orphan whom they had taken into the family because he had no parents or home of his own.

"You see," the oldest little girl said to me, "he had to have a home and a father and mother, and our house was right there, with a father and mother in it all ready for him to adopt."

I had to admit that it was a very obvious thing to do. And I could understand how in a family where that spirit prevailed it was nothing less than a tragedy to leave those gold-fish behind. There was an evident sense of grief at such neglect of members of the household!

"Daddy" wasn't there—he had gone on ahead to the farm, where they were to make their home; they talked a great deal about "Daddy," and how glad he would be to see them.

Evidently even short separations were few and far between.

"Have you ever seen your new home?" I asked the mother.

"No. But, you know, husband and I are so congenial that he knows just what I like. I know I shall be happy there with him and the children."

Here one of the boys broke in:

"Let me put that big bag out of your way, mummy."

"No, it's too heavy for you."

"You just let me lift that," he insisted. "I can do it. You know daddy isn't here, and he said I must take his place."

So he lifted it, and I am sure pride in taking daddy's place added to his strength.

The thing that struck me most about this whole experience was the evidence of family unity, a consciousness on the part of each member of it, from the smallest child to the parents, that the bond took them all in; that each one was a member of a fellowship, united in spirit, in aims and in obligations. Somehow the whole scene brought again to my mind Froebel's "Mother Play" of "The Flower Basket," which depicts mother and children all together picking posies to be presented to father on his birthday. The main idea is that all of the family participates in the preparation of the gift and in the happy anticipation of the giving.

"Strengthen the invisible cord by which the child is tethered to his

fellows"—it is a thing of great social value and far-reaching effect, and the point of departure is the most natural place—the family relationship.

You can judge the temper, the timbre, of father, and the nature of his attitude toward the family and of the family's toward him, by the way in which he receives such offerings. In fact, the family does not enter upon an enterprise of this kind unless all the members of it know very well the spirit in which it will be received by father, unless they see him in anticipation, welcoming the gift of love, thanking each participant, and assuring each anew of the affection in which he holds them, one and all.

This Canadian family expressed perfectly the subtle thing I am talking about. Poor—that was plain—to the verge of penury; absolute strangers to luxury in any form, on their way to a new home which no one of them had seen, sure of new forms of hardship in a stern climate; they were taking with them the things which had made the old place home and would do the same thing in the new one—a sweet, contented spirit, a unity of affection and co-operation proof against any outward form or force of circumstance.

The soul of a real home is this spirit of love and unity; when that is lacking the home, however perfect its appointments, is but a shell, and the curious thing is that every one who steps inside the door feels, even though he may not think about it

INCREASE YOUR BISCUIT PROFITS



Advantages of an IDEAL SUNSHINE BISCUIT DEPARTMENT

Perfect Display—Clean—Neat—Attractive

A Complete Stock with Smallest Investment

It Creates Interest and Consumer's Demand

Ask the Sunshine Salesman—He Knows

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits
CHICAGO

consciously the presence or the absence of it.

"Forsooth, brothers, fellowship is Heaven," says John Ball, the "mad priest of Kent." in William Morris's immortal "Dream of John Ball." When we quote those words we usually are thinking of some great brotherhood of man in the world sense, something vast and political, to be brought about by great social and economic changes. However that may be, we need not wait for the changes and developments which are to affect the world; it is just as true in one small home that "fellowship is Heaven."

And it is the principal business of the home-maker to inspire and nurture and cultivate that fellowship. As I talked with that little Canadian woman, I know that however bare and stunted might be her house in its physical appearance and furnishings that family had "it;" love and sympathy were the principal things she was taking with her to her new dwelling. I knew, too, that "daddy" must be a great factor in the keeping of that spirit. I did wish I might see him.

Some one has said, "A child is naturally a lover; unless he can love something he loves himself." A child's love may grow stale if it is not lovingly cherished, and if the home is one where that love is starved. This is not a thing of gushing indulgence, hugs and kisses and terms of endearment; it goes much deeper than that, and has to do with the whole spirit of life in the place, where each is for all, and all for each, and mutual helpfulness and consideration are the normal and spontaneous expressions of the family habit. Selfishness and unselfishness alike grow each in the appropriate soil, and live by what they feed on.

Prudence Bradish.
[Copyrighted, 1919.]

Recent Manufacturing Information.

Detroit—The Pressed Steel Bumper Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed, \$2,500 paid in in cash and \$5,258.80 in property.

Oxford—The Banner Manufacturing Co., of Detroit, which makes children's play suits, employing about 200 girls, has opened a branch factory in this place. About fifteen girls will be given work.

Faithorn—The Blum Dairy Co. has been organized to manufacture cheese and other dairy products, with an authorized capital stock of \$2,500, of which amount \$1,700 has been subscribed and paid in in cash.

Buchanan—The Zinc Collar Pad Co., which heretofore has been making collar pads only, is now also turning out men's pants and shoe counters. Last week the company made 6,000 pairs of these parts for shoes.

Port Huron—The La Belle Garment Co., of Detroit, obtained factory space at Seventh street and Lapeer avenue, and will move to this city within the next few weeks. The company will employ about 100 people.

Owosso—The Union Mattress Co. has sold its plant to W. C. and A. J. Rehtin, of Bay City, who will remove it to that city and consolidate it with the plant of the L. R. Russell Mattress Co., which they recently purchased.

Kalamazoo—The Naco Corset Co. has been organized to manufacture and sell corsets and corset accessories, with an authorized capital stock of \$50,000, of which amount \$25,800 has been subscribed and \$12,900 paid in in cash.

Saginaw—The Bruno Martin Co. has been organized to manufacture sheet metal products, with an authorized capital stock of \$25,000, of which amount \$16,500 has been subscribed and paid in, \$3,766.33 in cash and \$12,733.67 in property.

Cadillac—The Cummer Manufacturing Co. has been purchased by John and George Wilcox and Gail Wheeler, who will continue the manufacture of crates and seed cleaning machinery. The former owner of the plant died recently.

St. Louis—The Bollstrom Motors, Inc., has been organized to manufacture and sell automotive vehicles and tractors, with an authorized capital stock of \$300,000, of which amount \$150,000 has been subscribed and \$30,000 paid in in cash.

Big Rapids—Stockholders of the Four Drive Tractor Co., of this place, have increased the capital stock from \$200,000 to \$500,000. All but \$100,000 of the increase will be common stock and the rest preferred stock, drawing 7 per cent.

Howard City—The Gillett Motor Products Co. has been organized to manufacture, assemble and deal in motor truck, bodies, etc., with an authorized capital stock of \$150,000, all of which has been subscribed and \$70,140 paid in in cash.

Manistee—A former leading Manistee industry will be revived when the plant of the old Manistee Flour Co. begins operations shortly. Day and night shifts will be employed. It will be operated by the newly-organized Manistee Milling Co.

Jackson—The Acme Welded Pipe & Coil Co. has been organized to manufacture and sell fabricated pipe, fittings, etc., with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed, \$3,000 paid in in cash and \$7,000 in property.

Kalamazoo—The Kalamazoo Spoke & Nipple Co. has been organized to manufacture and sell a general line of machinery and mechanical appliances with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in cash.

Kalamazoo—Stock and equipment of the Kalamazoo Shoe Manufacturing Co. purchased recently by the William Maxwell Merchandise & Salvage Co., will be sold at public auction, July 20. The stock and equipment is appraised at \$25,000. The Kalamazoo Shoe Co. was organized by several prominent Kalamazoo business men, in 1915, and for the first year of its operation, did a good business.

"APEX" UNDERWEAR Is 100 Per Cent Merchandise

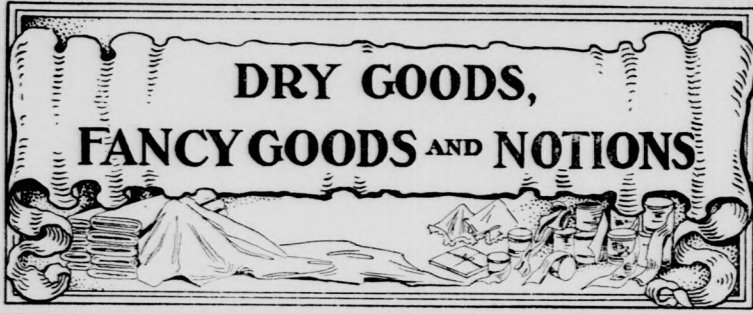
"APEX" Underwear is more than good looking. It is finished carefully, neatly trimmed and offers the wearer everlasting satisfaction.

Should you not be acquainted with the many "APEX" features we would be glad to send you samples.



THE ADRIAN
KNITTING CO.
ADRIAN, MICH.





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.

Annual Meeting of Michigan Dry Goods Merchants.

Lansing, Aug. 19—The annual convention of the Michigan Retail Dry Goods Association will be held in Lansing at the Prudden Auditorium on Tuesday and Wednesday, Sept. 9 and 10.

The program, which is not yet completed, will be very interesting, and attended by four or five hundred persons. Some of the talent which has already been secured is G. A. Garver of Strasburg, Ohio, the proprietor of the largest country department store in the United States, Frank Buffington Vrooman, of New York, world wide traveler and lecturer. He will address the convention on the subject, "Bolsheviki, Big and Little."

The meeting will be opened by Frank N. Arbaugh, President of the Lansing Chamber of Commerce. The address of welcome will be by President Frank S. Kedzie, of the Michigan Agricultural College, and the response will be given by the President of the Association, D. M. Christian, of Owosso.

Congressman J. W. Fordney, Chairman of the Ways and Means Committee of Congress, has been invited, and will come if he can leave his duties at Washington. Congressman Patrick H. Kelley has also been invited.

State Superintendent of Public Instruction, Thomas E. Johnson, will speak on the subject of industrial training in the public schools with reference to courses in salesmanship. A representative of the Marshall Field Company, of Chicago, Mrs. Genevieve Puffer Ried, will be present with some practical demonstrations in salesmanship. The committee on the organization of the mutual fire insurance company will also make its report.

The program is yet incomplete, but will be finished very soon.

Jason E. Hammond, Manager.

Holiday For Clerks Who Make No Errors.

With the determination to have, as far as is humanly possible, an "errorless store," Lansburgh & Bro., Washington, D. C., have put into operation a plan for tracing mistakes on the part of salespeople and for rewarding carefulness. The salesperson who makes no mistakes in filling out her checks for one month will be granted a full day's vacation with pay. A record of only one mistake during the month will entitle her to a half day's vacation with pay. The time for the vacation will be arranged by the department head, or can be saved and added to the regular summer vacation. The firm classes as an error anything in making out a sales check that will mean expense to the firm or cause confusion to the office force.

Here are most of the common errors:

- Omission of date of sale.
- Omission of salesperson's number.
- Omission of department number.
- Incorrect calculation.
- Wrong number of items.
- Incorrect address—one of the most troublesome.
- Name of person buying omitted in "purchased by" space.
- Dollars and cents not placed in proper columns.
- Incorrect price.
- Illegible writing.
- "How sold" omitted.
- Check not signed by floorwalker.
- "Amount received" omitted.
- Cash register error of over seventy-five cents for one day.

Omission of sales number and department on refunds and charge credits.

Omission of customer's endorsement in "charge taken" sales.

Each clerk containing an error will be blue-penciled and sent to the educational department, where the error will be taken up with the person making it. Besides the direct reward, reduction of errors will mean special consideration when the question of increased salary arises.

Are Not Profiteering.

Manufacturers of women's, misses', and children's dresses will welcome any investigations by Government authorities as part of the profiteering probe now under way, according to a statement issued by the Associated Dress Industries of America. It was pointed out in the statement that the manufacturers would be given a "clean bill of health" if any such investigation is made, due to the fact that they contend that never before in the history of the dress industry have the manufacturers worked so "close to shore." They are said to have shaved their profits to a minimum. The statement continues:

"The manufacturers are doing everything in their power to lower prices on dresses. The reason these goods are so much higher to-day than they were a year ago is because of the increase in raw material prices. It must also be borne in mind that the workers in all the dress factories have received substantial wage increases, and this represents another important item in the additional cost of manufacturing dresses to-day."

Waist Industry Plea.

The Census Bureau of the Department of Commerce has been asked by the United Waist League of America to list all figures concerning the waist

manufacturing industry separately, and not, as has been the case in the past, in conjunction with the dress trade.

In his appeal to the Census Bureau officials, Executive Director M. Mosesohn of the league points out that the waist manufacturing industry is essentially an American proposition and has been in existence as such for about thirty-five years. He further shows that it has assumed such large proportions, and that manufacturers have increased in such large numbers, that for the bureau to list the industry in conjunction with another branch of the women's apparel trade is to do it an injustice and to take from it the prestige that it now enjoys. The league has offered to the Government its full services in helping to bring about the desired change and in the obtaining and tabulation of the necessary data.

How St. Johns Merchants Regard the Tradesman.

Sprague & Ward: "Tradesman is all right. It is a mighty good paper."

C. E. Chapin: "The Tradesman is first-class. It is a good paper. Have been taking it several years."

O. P. DeWitt & Son: "We like the Tradesman very well. It is a good paper—the best trade paper in its line published."

Chester R. Culver: "The Tradesman is by far the best trade paper for my business of any paper I take and I think the same is true of the ordinary merchant."

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



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.

TAKING INVENTORY

Ask about our way
BARLOW BROS. Grand Rapids, Mich

We are manufacturers of
Trimmed & Untrimmed HATS
 for Ladies, Misses and Children,
 especially adapted to the general
 store trade. Trial order solicited.
CORL-KNOTT COMPANY,
 Corner Commerce Ave. and
 Island St.
 Grand Rapids, Mich.

Flannelettes For Fall

Just the materials your customers will want for approaching cool weather.

Our stock of Flannelettes covers the season's most attractive designs and materials.

We are also offering a splendid line of 27 inch Bath Robe Cloths at attractive prices.

Order now—while assortments are complete.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids

:::

Michigan

Ribbons Made in America Hold Their Own.

The ribbon manufacturers of the United States are busy with specimens of beauty that are quickly sold up when shown, which gives the manufacturer the constant excuse of "all sold out," as he really is, but he goes on and makes more, for ribbon is very important. Heavy qualities of metal thread outline floral designs with a foundation of rich dark shades. They are for girdles and sashes of evening gowns, bags, vestees, panels and even elegant blouses; they are twelve inches wide. Another lot of such ribbon has large metal figures, baskets of flowers; of metal flowers on gauze and velvet foundations. Metal foundations with an overlay of velvet shows large blossoms with gold touches.

Tinsel designs in silver or gold are combined with evening and day shades; they are of large and small designs as wide as ten inches, made of a regular jacquard loom. Before this we usually sent to Europe for ribbon of this effect. There is also a brocade in metal effects which gives the effect of coloring in a beaded design, which makes them suitable for bags, panels and sashes; the metal thread gives the effect of beading, and are of Persian colors in floral, Persian and Hindu designs.

Two colored reversible ribbons are shown. An immense business is expected in the fall; business that included the better grades of ribbon and rare effects, as this textile will be greatly used as trimming. Millinery is not the only outlet for ribbons as sashes, girdles, panels, vestees, bags and even more parts of dresses as the backless waist of an evening gown. Ribbons on wraps is another scheme as a bell sleeve faced with tinsel orange, green and purple ribbon and a facing of the same down the front opening. The string ties of No. 7 or 9 ribbon are yet worn in the house and street and will be as long as summer gowns are worn.

Unless there is a general slump in prices all around the textile market ribbons will go higher, holding their own in any case. There are two-tone effects with picots or borders of tinsel, or the picots may be tinselled. Ombres are peeping up again. Many hats for fall to be trimmed with ribbon, velvet, etc., also has a knot of gold or silver ribbon. Tapestry effects are of dark colorings with two or three tone moire borders and a slight moired effect all over. Jacquard bayarderi is a brilliant design overlaid in stripes; cut velvet on a satin foundation is another style.

A very prominent ribbon and silk house long before the trade has lately put in several glass cases designed to hold novelties of many kinds made of ribbon. The goods are made of all kinds and colors, widths and styles of ribbons. A partial list includes bou-doir caps, camisoles, sachet and shopping bags, baby coverlets, garters, girdles, vests, cases for handkerchiefs, miser and laundry bags, sewing bags, room slippers, and more always appearing. Such a series of articles is a constant reminder to buyers of new

uses to put ribbons to. Stores can give the notion to customers to do likewise and they can also sell the articles ready made. New articles will constantly be added, giving the opportunity of distributing more of this dainty textile before the public.

Statistical Position of Cotton.

A query that would naturally arise from an inspection of the recent quotations of cotton is whether the high point has not already been passed without chance of return. The recent ward, despite some spurts of activity the other way, based on stories of damage to the crops by storms or insects. The strictly statistical position of cotton has not been improved by recent disclosures. A strong point with those who were predicting very high prices for the crop now growing was that Germany would need and take a very large quantity. This does not seem so very likely now. Even in normal times the country did not take the 2,500,000 bales or so with which it was credited. It was simply the sluiceway through which the cotton went to other countries. Now it begins to look as though the Germans would keep on using some of the substitutes for cotton, like nettle fiber, and eke out with the cheaper Indian cotton which they know how to utilize. The total exports of cotton in the fiscal year ended with June 30 were only 5,295,711 bales, as against a normal of over 9,000,000. The shipping situation seems to preclude the hope of reaching any such figure as the last mentioned, even if adequate financial arrangements could be made for it. Unless things change materially it begins to look dubious if the entire foreign takings will reach the amount of the carryover from the last cotton year. The domestic consumption also continues low. In the goods market during the last week, the feature has been the undisguised attempt of the speculators to get from under as well and as quickly as possible. They have no illusions as to what the official attempts to stop profiteering mean. So prices have dropped and the influences which have helped to push them up for so long have ceased to operate. The results between now and the end of the year are likely to prove an interesting study.

Brubaker Deplores Change in Tobacco Salesman.

Mears, Aug. 19—Just to report that the traveling fraternity are all behaving themselves up this way. That is, since I have been reporting their conduct. Sorry to be compelled to chronicle that Ben Rankin, the whole souled conservative tobacco man, has been removed from this territory. I always looked forward with pleasure to Ben's trips and that is more than I can say for the rest of the bunch. In Mr. Rankin's place, the Scotten-Dillon Co. is sending out one of their big guns from the office. Must be a big gun as his name is Cannon. He said he was "loaded" with bargains. In looking over the copy of the order I gave him, I decided he was either loaded light or needed reloading—probably was discharged before he "made Mears." Oh, well, a fellow does not get a hellofa lot for nothing, but in this case I did not get as much as I expected, but then I expected I wouldn't. Chronic Kicker.

More About September 10 \$100,000 City Day

We sent a copy of our last weekly bulletin to nearly 300 Manufacturers and told them that if they had anything to offer to help make this day a big success, we would appreciate it. And to our surprise several of them not only offered merchandise but at prices way under the market. We have picked up several lots this way and several of our buyers were in Chicago this week, with the result that we now have even more merchandise than we had before and at prices which will enable us to sell in a great many cases under the Manufacturer's replacement cost.

We have also received deliveries on some of the merchandise which we are having manufactured which as we said before is made of good material, the buttons properly sewed on and made in every way so as to stand real usage.

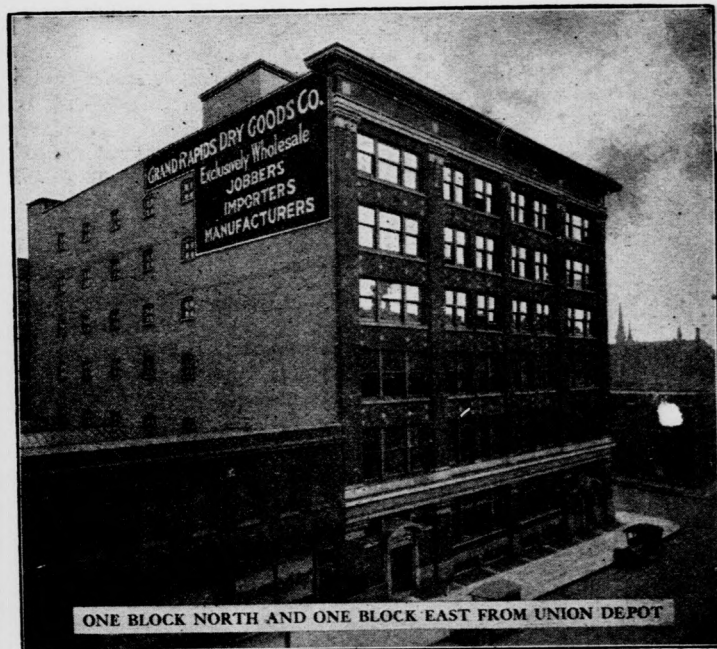
WE WANT TO STRONGLY EMPHASIZE THE FACT THAT ALL THE MERCHANDISE WHICH WE WILL OFFER ON SEPTEMBER 10th IS FIRST CLASS IN EVERY WAY. IT IS OUR POLICY NEVER TO HANDLE ANY BUT THE BEST MERCHANDISE AND ANY TIME THAT WE HAVE A SALE, YOU CAN DEPEND ON IT THAT NOTHING BUT QUALITY MERCHANDISE WILL BE OFFERED EVEN THOUGH AT QUANTITY PRICES.

In order that we may plan to take care of everyone properly, we are sending each one a postal card, asking you to send it back and advise us whether or not you will be here September 10th. We would appreciate the courtesy of a reply from everyone and if you have any suggestions, we will be pleased to receive them.

See our Salesman IMMEDIATELY for your merchandise needs for the next season. Come and see us whenever you can. Don't forget CITY DAY (EVERY WEDNESDAY).

PHONE OR MAIL ORDERS are our specialty. Whenever you are not satisfied with merchandise or prices, send it back. We stand back of everything we sell.

WILL YOU BE HERE SEPTEMBER 10?



Distributors of

Nationally Known Lines of Standardized Quality Dry Goods at Prices That Stand Any Comparison, Intrinsic Worth Considered.

WATCH US GROW



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.

August Meeting of Creamery Butter Manufacturers.

Lansing, Aug. 18.—The August meeting of the Michigan Creamery Owners and Managers' Association will be held in the Pantlind Hotel, Grand Rapids, on Thursday, August 21, at 12 o'clock. Lunch will be served to all those sending in reservations and the meeting held immediately after. This will be one of the most important meetings of the year, as the controversy over the bills now in Congress will be definitely reported on by the Legislative Committee and some action taken toward instructing delegates to the meeting which will be held in Chicago August 29. It is hoped that every member of the association will attend this meeting or send a representative. Send in your reservation card as soon as you get it so we may know how many to prepare for.

In calling on the different creamerymen over the State, particularly where examinations have been held for testers' licenses, I find that there are a number of buyers of cream who have failed to take the examination so far. I wish to caution the members of the Association to be sure and see that all of their operators have taken this examination, as the Food and Drug Department intends to enforce this law rigorously, and it will be necessary that all buyers of cream take this examination. Mr. Wendt has indicated to me that when an operator of the Babcock test can give some good reason for not presenting himself or herself at one of the several points scheduled where examinations are now being conducted, they may take the examination at Lansing by special arrangement. Requests of this nature should be made direct to Mr. Wendt.

There will be a joint meeting of all State creamery associations in Chicago at the Great Northern Hotel on Friday, August 29, to hear reports on the Kenyon and Kendrick bills.

This meeting is called by the Allied State Creamery Associations, and is open to every member of the Michigan Association of Creamery Owners and Managers. It is hoped that a large attendance will be present from Michigan, as it will determine the attitude of the creamerymen toward these two bills.

A report of the committee on butter standards will also be presented at this meeting.

A report has reached this office that a bill has been introduced in Congress repealing the 10 cent tax on colored oleomargarine. No copy of this bill has been received as yet, but further notice will be given you as soon as received.

Some misunderstanding has existed among the collectors of Internal Revenue Department regarding the application of the brokers' tax on cream buyers. The Commission of

Internal Revenue, Washington, has advised that "agents buying as agents for principal on commission basis are not brokers, if under contract and do not buy for others."

Under this ruling the cream buyers who have paid the tax are entitled to a refund. Steps should be taken at once to secure the same.

Secretary.

Solved the Food Problem in One Article.

Holland, Aug. 15.—It had been in my mind for several days to say a few things in regard to the unpleasant condition the retail merchants of the country are in. When about a year ago the food commissioner's agent came through here inspecting our cost and selling price of food-stuffs, I frankly asked him when he got through with me how he found my prices. He answered, "You are about 7 per cent. below what the Government allows (average)." He was a courteous gentleman and I believe I treated him as such. Since then it has been difficult to get our supplies in any line. Our stocks are all diminished to less than half of former holdings. The percentage of profit is smaller than ever. The expense of business is much higher, as every one knows. In view of these facts, it seems so unreasonable that the man who deals in food-stuffs should have to be the scapegoat of many sinners.

I was relieved, however, when I read your thirty-seventh year editorial in your edition of Aug. 13. You have said it well. Accept my thanks and also the gratitude of the large percentage of the retail trade who are trying to do things honestly.

B. Steketee.

Danger.

There is a marked tendency among all classes to relax effort and turn to extravagant spending rather than producing. Wage earners demand not only more pay, but less work.

The great amount of money in circulation becomes a menace to just the extent that it serves to turn the public from thrift to extravagance, and to just that extent it tends to undermine business conditions.

For a while the war acted as a strong stimulant to the moral fiber of the Nation and served to bring to the surface those sterner virtues inherent in our people, but too much prosperity has smothered these finer feelings and people are disregarding the principles through which prosperity may be maintained.

This tendency must be checked if we are to avoid a convulsive re-adjustment of business. The way in which we can all truly help business is to encourage every citizen to produce more, to buy, but to buy wisely and carefully, and to save. If this can be accomplished we will have prosperity for many a long day.

Every man owns a glass house.



BECAUSE—it has the same texture and melting point as butter.

A-1 Nut Margarine

is considered by most dealers an ideal brand for both Summer and Winter.

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

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 22 years experience

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Direct receivers of Texas and Oklahoma PEACHES.

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

The Need of the Hour Is For Men.

Grandville, Aug. 19—Where is the public man to cease sitting astride the fence and come out square-toed on the side of the United States in this controversy over the league of nations? If there is any such, he has failed to show his hand.

If ever America needed a friend it is now, which in some respects is the most critical period in the country's history. Straddlers are not wanted, yet we have them in plenty, far too many for the good of the country.

Not one among the statesmen of the Nation has spoken unconditionally for the United States on this question of forming a league of nations that is to make for the weal or woe of the Republic for the next century. Straddlers all. The President is for the league without reservations. Taft and some others line up under the same head.

Senator Lodge, Justice Hughes and others are for the league with reservations. Not one of the leading men of the Nation taking a fearless stand against the league in toto. Right there is where should stand the true American and right there is a vacuum. Nobody among the highups defend the dignity and honor of the United States in this, the hour of its great tribulation.

"Christopher Columbus!" exclaims John Smith, "what's the matter with our representatives in Washington? Haven't any of them got the grit to speak a good word for the country when dangers flock thick and fast about the good old ship of state?"

Well, I reckon, John, that there's no such person in authority at the present time. Straddlers, straddlers all. And it is a shame that it is so. We do not need this spider league any more than a dog needs two tails—nor as much. For a century and a half the United States has gone on, living, laboring, loving—sometimes, it must be admitted, fighting—yet all the time true to the gospel as preached by the founder fathers of the Republic. Never a back seat has Uncle Sam taken, nor has he been thrown down or disgraced. Instead, fully conscious of the dignity of his position, he has maintained his standing before the world without cringing or losing caste.

After all this time, because of a muss gotten into by the nations across the big pond, there goes up a cry for Yankeeism to join a league in which we give up fully one-half our old time independence, sacrificing our best, most sacred interests at the nod and beck of nations beyond the brine, none of which have anything in common with this country.

And the worst phase of the whole matter is that not an American statesman in all the land rises to the occasion and stands unequivocally by the United States. What has come over the spirit of our dreams? Have our public men forgotten our past? Have they forgotten the men like Ethan Allen of Ticonderoga fame, the men who bore the banner of the new republic through the flame and blood of eight years war and planted this republic on a firm foundation, supposedly capable of withstanding the shock of war, the blandishments of peace and every danger that might assail?

"Let us have peace." And in order to have peace the leading men of the American Nation seem willing to sign away the country's independence, making us a mere appendage to the "big league" the bidding of which we must accept, even though it lead us into strange paths, along rough, uneven ways which necessitates sending America's sons to fight the battles of foreign peoples with whom we are not in sympathy.

America awaits her deliverer! Where is the man with foresight enough to understand the necessities of the hour, with brain power sufficient to command the occasion, and

heart enough to bleed for the suffering ones of his own as well as for those of other lands?

We cast an eye over the land. From Maine to California, from the lakes to the Gulf, our vision ranges. We see long lines of fencing, the top wire ornamented with American statesmen each and every one working himself into a sweat, really galled to the quick, all the time fearing he may fall off the narrow perch he has straddled in dealing with the momentous questions of the century.

Straddlers, all straddlers! Not a genuine statesman in the lot. When our country was in the throes of civil war; when the fate of the Nation hung in the balance, the man who contested the election with Abraham Lincoln came to the front with ringing speech, declaring that there were but two parties in the country, patriots and traitors. To-day the situation is somewhat similar.

Either we are for our country or against it. There ought to be no attempt at straddling. He who quibbles regarding this league of nations programme is feeding the enemy. Stand up squarely for the United States. Make no talk along the line of signing the league covenant providing certain clauses are eliminated or others added thereto. There is no place for compromise. No matter what sort of covenant the manipulators of world diplomacy draw up it is incumbent on the United States to stay out of it.

The greatest minds so far interested in this league differ widely in their reasoning. If the covenant cannot be interpreted by all, what will it not lead to in the way of trouble and disaster after we have signed the document binding ourselves to obey majority rule which will be against us whenever it pleases our foreign masters?

The need of the hour is a man, a statesman who does not fear to take the side of his own country, and repudiate those who seek to compromise the best interests of the Nation. Above all things we need a man who will tell the truth, the whole truth and nothing but the truth about signing away American independence in this year of our Lord Nineteen Nineteen. Old Timer.

Ask Yourself—

Am I hitched up right, or am I a round peg in a square hole?

Do I feel every drop of blood and every fiber in me tugging away at my ambition, saying "Amen" to my work?

Am I backing up my chance in life in every possible way, or am I sliding along the lines of least resistance?

Am I keeping myself fit to do the biggest thing possible to me every day of my life?

Am I working along the line of my talent, or am I getting my living by my weakness instead of my strength?

Am I strengthening my weak points, making my strong points stronger, and eliminating the things which are keeping me back, the enemies of my success?

Do I decide things quickly, finally, or am I forever on the fence, fearing to make definite decisions which I cannot reconsider?

Have I the initiative which begins things without being told to; which does things without waiting for others' instructions?

Do I dare to attempt the thing I instinctively feel capable of doing, and know that I ought to do?

Have I the courage which dares to branch out in an original way, dares to make mistakes that may humiliate me if I should not happen to succeed?

Do I try to develop that bigger man back of the smaller man I am, by obeying the God-urge that ever bids me up and on to greater endeavor?

If you can answer the above questions in the right way, you will bring out a hundred per cent. of your ability instead of the fifty per cent. that the majority of young men are content to develop; you will attain your ambition and be what you long to be.

Would you be impolite to a man just because he had something he wanted to sell to you? There are some merchants who take that position, apparently, toward traveling men.

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Vegetables**

Prompt Service Right Prices
Courteous Treatment

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**Bel-Car-Mo
Peanut Butter**

A "tried and true" product that reflects the care and thoughtfulness the dealer uses in stocking his store. Your customers know that "Bel-Car-Mo" means the highest grade of Peanut Butter.

Originator of the sanitary Tin package for Peanut Butter. Sizes 8 oz. to 100 lbs.

Say the word and your Jobber will tell you of its success.



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.

Cash is the Keystone of Modern Merchandising.

Written for the Tradesman.

There was doubtless a time in the history of retailing in America when long credits were the rule rather than the exception. The retailer got long credits from the wholesaler, so he could afford to sell his goods on the same easy terms.

That time is, however, long since past. The hardware dealer in this day and generation, while usually granting a limited measure of credit, realizes that cash is the keystone of his merchandising edifice. He must have money to meet his bills; and, in order to have money, he must sell as largely for cash as possible, and look closely after his credit business as well.

The tendency toward cash business and shorter credits is a healthy one, both for the hardware dealer and for the customer. Indeed, the latter has always been the worst sufferer from long credits, and is the chief beneficiary of businesslike methods.

Twenty years ago a certain professional man in receipt of a fixed salary made a practice of running exceedingly long accounts with his grocer, hardware dealer, tailor and dry goods man. Some of these bills, even in that day of easy prices, ran several hundred dollars and extended back for two or three months. I have known this man to be a year behind with his grocer. He was hardly ever dunned, and when he was, he got mad and swore about it. That man was hampered all his life by the realization that he was anywhere from three months to a year behind in the game—that he owed money he couldn't pay on the instant—that he was making a failure of household management and going into debt for current expenses. Yet his was a not unusual state of affairs.

To-day, in the second generation, the children of that selfsame family, grown up and married, never go into debt for current expenses. They are always a little ahead of the game. One plans on an uncertain income to always have sufficient ready money ahead to carry on for two or three months. Expenses are higher, income is proportionately smaller—but they manage to keep ahead. And they do it simply on the basis of never buying for current use what they haven't the money in hand to pay for.

Here is a radical change of mental

viewpoint on the part of the customer. Why? Largely as a result of the educative work done by retailers, associations, and the public press, to stimulate cash buying and to discourage long credits. And in these two instances the cash buyers are, eminently better off than the man who, twenty years ago, enjoyed the "blessing" of long credits.

So that the merchant who hesitates to insist on cash or enforce collections promptly through any tender-hearted idea that he is thereby injuring the customer, is quite mistaken.

But there will always be people with us who live from hand to mouth and who lack the grim determination to look ahead and plan ahead. Such people buy in anticipation of the next week's or next fortnight's pay-envelope, or the next month's or quarter's salary check.

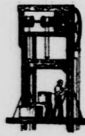
Credit is never as safe as cash—but it is pretty nearly as safe, if the hardware dealer is alert and constantly watchful. The danger of bad debts is minimized where the merchant enforces a clear-cut system in regard to granting or withholding credits.

Of course where implements, pianos and large articles are handled, involving high amounts, credit is usually necessary; in fact, some sales would not be made unless easy terms were provided. But with these large articles the dealer can protect himself by lien note. With small hardware, however, credit business necessitates systematic methods and constant watchfulness.

In one store where the bulk of the business done is in small hardware, no clerk is allowed to extend credit. All requests for credit must be referred to the proprietor; or, in his absence to the salesman next in authority who is given for special occasions a certain discretionary power. Supposing a purchaser asks credit for the first time, he is politely

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Nothing as Durable
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 Fire Proof
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 Warm in Winter
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Brick is Everlasting

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 So. Mich. Brick Co., Kalamazoo
 Saginaw Brick Co., Saginaw
 Jackson-Lansing Brick Co., Rives
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Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

referred to the proprietor. The latter man finds out the customer's name and address and where he is employed; then, with all possible tact, enquires when he desires the account rendered, whether he expects to make further purchase on credit and what amount of credit he wishes in any one week or month. The proprietor is very deferential and not at all insistent on any limit of time or amount—but if the time-limit or amount suggested is more than he thinks safe, he explains regretfully that it is not customary to grant credit to such an extent, but he will consider it. If enquiry as to the customer's circumstances justifies the additional credit, it is granted; if not, a lower limit is suggested. There is no blunt refusal, it is all done tactfully, it rarely offends a customer—but it is precautionary work that helps keep dead beats and slow pay accounts off the books.

And it is amply justified. The average banker, asked for a few dollars' or a few hundred dollars' credit, would ask all these questions and perhaps a great many more. And the hardware dealer who is asked to "carry" a customer is for the time being, to all intents and purposes, a banker. He is entitled to take whatever precautions he deems necessary to assure himself that the credit he extends is likely to be made good.

In any event, it is desirable to have a clear-cut understanding with every credit customer as to when settlement will be made. In the old days a retail credit account was, in the customer's eyes, something that he didn't have to settle unless and until it was convenient so to do. Retailers were largely to blame for this attitude of mind. They encouraged the credit customer with voluble assurances of "There's no hurry at all" or "I don't need the money" or "Pay when you feel like it." The result was naturally that the debtor did not take his obligations very seriously, and that long credits only too often grew up into bad debts.

So, have an understanding with your customer. Get the idea firmly lodged in his mind that credit entails an obligation to settle, within a specific time. Render your accounts promptly at the end of each month, not when you happen to need the money. Do everything you tactfully can to inculcate the idea of business-like dealings and prompt settlements.

In the way of absolutely bad debts, much good can be accomplished by co-operation between hardware dealers. The dead beat, refused credit at one store, is apt to go to the next, and so on until he has run the gamut of the business community. This sort of thing, costly to hardware dealers as to other merchants, can be avoided by dealers voluntarily "tipping off" one another as to slow pay and dead beat customers, or by furnishing information when asked by their fellow merchants.

When an account goes bad, it is bad, and that is all there is to it. The most efficient collection system will fail to realize from the average

dead beat. The remedy is to avoid taking on such accounts at all. Caution on the part of the individual dealer, a clear-cut understanding between dealer and customer, and co-operation between retailers in the same line of trade, are the most effective precautions.

You can do a big business if you give unlimited credit: but you can't draw your profits or pay your bills unless you get the actual cash.

Victor Lauriston.

Lead Pipe Cinch.

"You say that neither of your stenographers wants a vacation this year? That's singular."

"Not at all. You see, I recently hired a handsome young secretary, and neither of the girls is willing to go away and leave the field to the other one."

What do you think of the store where no clerks are in sight, and you have to wait until one comes from back out of sight somewhere?

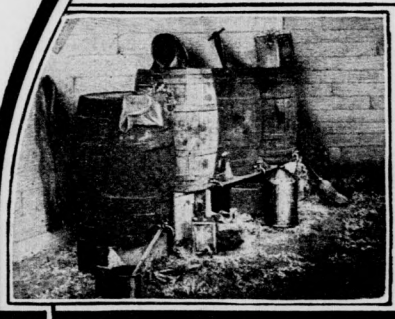
The crickets are chirping. approaching frosts, the opening of school and the closing of

RAMONA

Just a few more weeks for those refined and pleasing acts such as are always featured at this famous Summer theatre.

Make the most of the remaining time for the best is now being offered and some will have to stand so great is the demand for seats.

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.

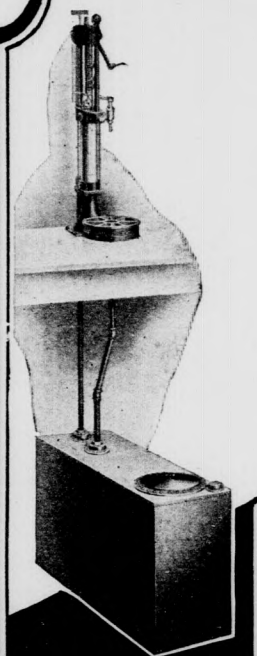
BOWSER ESTABLISHED 1878 Oil Storage Outfits

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.

From the Pulpit to Management Truck Factory.

Rev. C. A. Watson was born at Manton, Mich., June 26, 1885. He is of English-Irish parentage, his mother being English and his father Irish. His high school and college education were acquired at Alma, where he specialized in English and business. Following his college course he took a position with the Oliver Iron Mining Co., a subsidiary of the United States Steel Corporation, being employed as cashier in the mining districts, which position he held for over two years. Then he went with the National Biscuit Co., of Grand Rapids, being employed in the accounting department for over a year. He was next employed by the Underwood Typewriter Co. as a traveling salesman from the Grand Rapids office.

Sept. 5, 1909, he heard the call of God in the little church at the corner of Ashland avenue and Curtiss street and entered the ministry for the Free Methodist denomination. All of his undertakings up to this time had been a success. The last month he was on the road for the typewriter company his commissions amounted to \$250 and he took the pastorate of a small church at Boyne City, where the year before they had paid their pastor only \$350 for the whole year. When he was a salesman he presented his goods in a salesmanlike manner. When he entered the ministry he applied the same methods he had used in business. He knew he had something the people needed and he presented it in a business like way and has had the satisfaction of seeing many souls led to Christ.

While at Boyne City he made the run for mayor. No one had confidence in the administrative ability of a young preacher for mayor, so he was not elected. From Boyne City he was sent to the Howard City circuit of his church, where they paid a salary of about \$300 for the year. So successful was the young man there that his people paid him \$1,000 for the year. He was next sent to the Grand Ledge church, where he remained as pastor for three years.

From Grand Ledge he went to Chicago as assistant publishing agent for the Free Methodist Publishing House. From Chicago he was sent by his bishop to Grand Rapids to take the pastorate of the church there. The charge was in a rundown condition and paid the pastor a salary of only \$350 a year. The church and parsonage needed repairing badly, so Watson got busy, raised the money and put the property in ship shape. So well pleased was his people with his work that they raised his salary to \$1,200 a year and paid it.

He is a fluent, forceful and magnetic speaker, well versed in the Bible and is abreast the times on questions of public importance. He did a great deal of speaking in the Liberty Loan and war relief campaigns during the war, talking many times from the same platform with Ex-Governor Ferris. So well-pleased with his work as an evangelist is one Big Rapids man that an offer stands to furnish the money with which to purchase a tent to fit Watson out to do evangelistic work.

The business of the Four-Drive Tractor Co. of Big Rapids, had been going down hill for some time. The affairs of the company were in such bad shape that trustees were appointed to keep it from going into bankruptcy. One of the trustees saw in Mr. Watson the man who could save the concern from death, desolation and dismay. He was interviewed and, while reluctant to leave the ministry, finally consented and has had the management of the company's business since last January.

Taking the lines in his hands when they had only \$24 in the bank he has pulled the company out of the mud and placed it on solid ground. The company is now receiving orders for carload lots of its machines and instead of losing \$400 on each tractor they are making a profit that is making the stockholders smile.

The idea of putting a preacher in charge of a business of this kind was scoffed at when Rev. Watson was engaged, but this ridicule has been turned into a profound respect and the preacher is now hailed as the savior of a business that was going bad.

Rev. Watson was in Wichita, Kas., recently attending the National Tractor show and demonstrating the good qualities of the Four-Drive. He jumped into the show a day ahead of time, pulled off a non-stop run of eighty-eight hours in which time 100 acres were plowed seven inches deep, the furrows being 14 inches wide. This made a new record for the tractor

world and made the Four-Drive the talk of the show. After pulling off this stunt he entered the regular tests and finished first every day.

Fred U. O'Brien.

The Usual Way.

He worked by day
 And toiled by night,
 He gave up play
 And all delight.
 Dry books he read
 New things to learn
 And forged ahead
 Success to earn.
 He plodded on
 With faith and pluck,
 And when he won
 Men called it luck.

When you begin to get a little bit too proud to do part of the work that falls upon you, just bear in mind that infallible rule that pride goes before a fall.

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

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.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

HOTEL HERKIMER

GRAND RAPIDS, MICHIGAN

European Plan, 75c Up

Attractive Rates to Permanent Guests

Popular Priced Lunch Room

COURTESY SERVICE VALUE



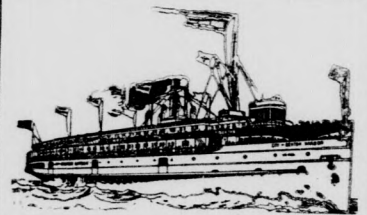
Bell Phone 596 Citz. Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising
 Expert Merchandising

209-210-211 Murray Bldg
 GRAND RAPIDS, MICHIGAN



GRAHAM & MORTON Transportation Co.

CHICAGO

\$3.50 Plus War Tax

Michigan Railroad

Boat Flyer 9.00 P. M.

DAILY

Leave Holland 9.30 p. m. DAILY
 Leave Chicago 7 p. m. DAILY

Prompt and Reliable for Freight Shipments

HOTEL McKINNON

CADILLAC, MICH.

EUROPEAN PLAN

Rooms with Running Water..... \$1.00 and up
 Rooms with Bath..... \$1.50 and up
 DINING SERVICE UNEXCELLED

Use Citizens Long Distance Service



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

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

CITIZENS TELEPHONE COMPANY

Gabby Gleanings From Grand Rapids.

Grand Rapids, Aug. 20—James T. Smith succeeds Frank J. Comstock as traveling representative for the National Grocer Co.

Edward Krusenga and George A. Abbott spent two or three days last week fishing on Pine River as guests of Al. Cutler, of Luther.

Frank J. Dyk has disposed of his family residence and will leave next week for Los Angeles, where he will remain indefinitely. Mr. Dyk made a good record for himself during the quarter of a century he was engaged in the retail grocery business on Jefferson avenue and has every reason to regard his business career with satisfaction and his future with composure. He has richly earned a respite from business cares and responsibilities during the remainder of his life and the good wishes of hundreds of friends will go with him to his new home on the Pacific coast.

A delegation of officers and employees of the Lansing branch of the Worden Grocer Company visited the parent house at Grand Rapids last Saturday, composed of the following: M. R. Carrier, manager; H. U. Bigger, assistant manager; Victor Stevens, manager drug department; R. S. Lloyd, Geo. H. Higgs, W. Earle Lemon, George H. Russell, Chris. Daschner and Fred L. Jacobs, traveling salesmen. They came via automobiles, running most of the way en route to the city in a heavy rain storm.

A lot of fellows sit around the village store and talk about reconstruction who ought to be at home repairing the front gate.

When we get up to the pearly gate about all we will find to our credit, some of us, is the good advice we gave other people.

The high cost of living that we complain so much about is largely the high cost of the things that the other fellows sell.

We hope that when the cut-throat competitor goes to his reward that he not only goes to it but that he gets a southwest room.

The first thing that some fellows think of is to cut the price; so it must be that the last thing they think of is to make the profit.

The two biggest mistakes are the man who is trying to see how big a business he can do and the man who is trying to see how big a profit he can make.

Probably the reason why the Noah family was the only one to survive the flood was because the other fellow hesitated to build an ark on account of the price of lumber.

When you tell your wife why you were late she believes you just the same as you would believe a station agent in Missouri in August if he told you the train was late on account of snow.

The day that always seems the longest is the one when you have the least to do.

People don't believe all they see in the papers—only what they want to believe.

Many a man gets credit for making a close estimate who made nothing but a wild guess.

A regular liar gives you very little trouble; it is the fellow who lies irregularly who keeps you in doubt.

C. N. Bristol and A. T. Monson, of the Bristol Insurance Agency, are making a complete survey of the Upper Peninsula in the interest of their several companies. M. Bristol writes: "You will note by this letter that we are working the Upper Peninsula, and are meeting with decided success. I have always been told that the Upper Peninsula amounted to very little in a commercial way, but I find that my informants were very greatly mistaken, that the Cloverland of Michigan is a wonderful country and has a very bright future commercially."

"A fighting heart" is the thing a salesman must have as his first quali-

fication. The man who is depressed easily or discouraged hasn't it in him to become a great salesman. It is the man who can forget a refusal and jump to the next store or town just as confident, just as enthusiastic as at the start, who wins. But he must carry with him something else, and that something is an interest in his customer's success. The salesman who becomes interested in his patron's store, who tries to sell him just what he needs and only what he needs, will find in the long run that he is getting the largest returns. He may not be able to sell as big a bill of goods at the start as some other salesman, but he is the one who lasts, for he is the one the customers learn to trust. There is much in having a pleasing address. Sales managers are inclined to favor applicants who have that gift, for it is an asset. It opens the way for a salesman, but it is not all. Neither is a wide knowledge of one's line of goods all. We have had men who knew every piece of goods in the house, yet they failed as salesmen. They lacked somewhere a quality that would bring orders. And do not forget hard work. It counts a lot in successful salesmanship.

Another County Heard From.

Kalamazoo, Aug. 19—I have read with interest your items in Tradesman relative to methods of Express Co. settlements of accounts, and having had considerable unsatisfactory experience along this line, I am sure glad that someone has the backbone to go after them, as you have done.

The interest you have shown for the merchants and manufacturers in the matter of adjustment of fire insurance and other matters has resulted in a great value to them and I am sure greatly appreciated.

Nov. 12, 1918, we made a shipment by express to the Van Brunt Automobile Co., Omaha, Neb. A portion of the shipment was never delivered by the Express Co. and after extensive correspondence which required a good deal of time and looking up of details relative to this shipment, they finally got a settlement through their attorney.

After I had finished reading the Tradesman, I took the liberty of mailing it to the Van Brunt Co. and wrote them calling attention to the items above referred to, and I am enclosing to you a letter in reply.

It is barely possible that a letter from you with a copy of a recent issue of the Tradesman would make you a subscriber with this good concern. They have several branch houses and do a very large business.

Frank H. Clay.

Omaha, Aug. 9—We have your very kind favor of July 29 relative to claim we have had against the American Railway Express Company covering part of a shipment you made to us Nov. 12, 1918.

We are also in receipt of the magazine you sent us, calling our attention to certain articles in same relative to apparent disposition of the American Railway Express Company in the matter of payment of claims.

Our experience on this particular claim has been very similar to those cited in the magazine and it was not until we had given this claim to our attorney that we received settlement.

We are pleased to advise you that we received a check from our attorney this morning covering this claim and we wish to take advantage of this opportunity to thank you for your courtesy and assistance.

Van Brunt Automobile Co.

Most any man in double harness will stand without hitching when he's home, but they all need binders when on the road to keep them from shying when a chicken goes by.

Following the Gleam.

Rabbi Gerechter, who taught German in the high school here from 1874 to 1880, is devoting ten days to calling on old friends of forty years ago. After leaving Grand Rapids he spent ten years in charge of a synagogue at Milwaukee. For the past twenty-nine years he has been located at Appleton, Wisconsin, ministering to the religious side of the Hebrew people of that city and teaching German in Lawrence College. He is now retired from active service on a Carnegie pension and leaves soon for New York, where he will spend the remainder of his life among relatives.

The phrase "forward-looking" has become almost stale by over-use and sometimes has a savor of cant about it, but it can be applied literally and sincerely to a useful man like Dr. Gerechter who, in all his long career, seems to have had an extra sense—a sense of what the future would bring forth. He has kept his face towards the morning. Often ahead of his time, he frequently has had the satisfaction of seeing his time catch up with him. In matters affecting religion and church organization, in matters political, in matters social, he has an almost uncanny way of anticipating what is to come. His mind is ever open and hospitable to new ideas. There is nothing fanatic or ascetic about him. He has a breezy and genial personality, without a trace of bitterness in it. Yet his soul is always wrestling with to-morrow. Even in extreme old age he is alert to the signs on the horizon.

To exalt him beyond his deserts would be a wrong he would not countenance or excuse. He has no illusions of vanity. Clear-sighted in estimating other men of his day, he has never exaggerated his own importance. He smilingly says that he is only a minor prophet. But minor prophets who keep at it through a long life in varied fields of activity place the public much in their debt.

Dr. Gerechter has been a teacher and a preacher all his life—fifty-nine years a rabbi and fifty-four years a teacher—but in both of these functions the clear qualities of the man appear. He has a strong love of justice. This has sometimes made him seem intolerant, yet he is the most sympathetic and charitable of men. His ability to feel how the heart beat under the waistcoat of another man is doubtless the secret of his early grasp on the affections of his scholars and parishioners. He is not afraid of new methods. To recast old conceptions of society means, for him, only the continuous pursuit of truth and right. And that is what he has been doing all his long life—following the gleam.

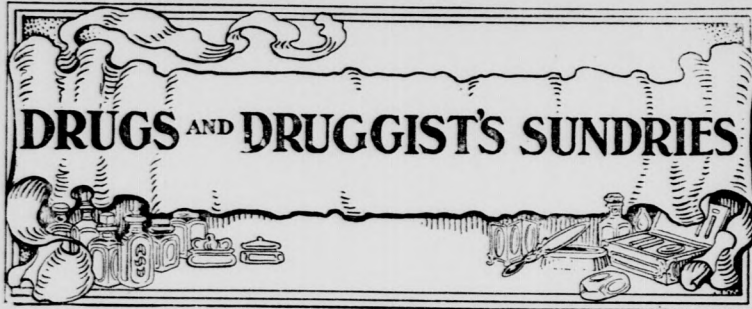
Situation in Wool and Woolens.

A peculiarity of the auction sales of wool now in progress in London lies in the fact that they are the first in several years open to bidders from this country. It is a wise move because of the glut of wool in possession of the British Government. The mills

in this country are seeking further supplies of the finer Australian varieties and are prepared to pay a good price for them as is shown by the bidding on their behalf. Prices, therefore have been well maintained on these varieties, while an easing off has been shown in those of crossbreds and coarser wool. Domestic wools continue in good demand. Much interest is shown in the forthcoming auction of wool in Philadelphia. This is intended to be a regular feature. The proposition to hold such sales was delayed because of the war, but its projectors believe that much good to the trade will result from establishing such an open market. Continued great activity is reported by the various woolen mills, and they will be late in filling fall orders. Other mills besides those of the American Woolen Company have adopted the plan of making allotments on spring orders. It is asserted that one reason for this course is to keep goods out of the hands of the speculators as far as possible. Openings of dress goods for spring are delayed for various reasons. The manufacturers of garments are having troubles of their own, due to the labor exactions and delayed deliveries of material. Most of them have been adding to their prices to cover the additional costs of manufacture which were not in contemplation when the orders were originally taken.

Science has enabled us to preserve the arts of war no less than those of peace. Although Jenny Lind's voice is but a memory for those who lived in her day, and mere history for others, Melba's can be handed down to succeeding generations through the phonograph. Of Washington crossing the Delaware we have only paintings, of Lee at Appomattox we have in addition the daguerreotype. Of the present war, however, we have 47,000 official photographs and no fewer than 165 miles of motion-picture negatives. The worth of these to the historian and tactician cannot be denied. But they will be even more precious to the great mass of veterans and their friends. The proposal of the Secretary of War to have the photographs bound in book form, twelve in all, of 400 pages each, and sold to the public at \$1.50 per volume, has in it much to be commended. Such collections would be a source of legitimate pride to those pictured as well as to that larger army that after all made the taking of them possible. And with the tiniest bit of imagination we can also appreciate the courage of the camera-men on the field.

If you are not honest with yourself, if you haven't enough ambition, energy and will-power to correct your faults, to rise above the things which down the weakling and trip up the unworthy, you must take the consequences. You are the captain of your mental team, and the way you develop and train your individual faculties, the way you command your team, will determine whether you shall be a winner or loser in the great life game.



Michigan Board of Pharmacy.
 President—H. H. Hoffman, Sandusky.
 Secretary and Treasurer—E. T. Boden,
 Bay City.
 Other Members—C. S. Koon, Muskegon;
 Geo. F. Snyder, Detroit; James
 Way, Jackson.

How to Exterminate Both Kinds of Ants.

The ant, like the store cat has come back. In this region there are the darker colored, out-of-door kind which occasionally invades the house and store from lawns and gardens, and the little red ant which lives primarily in buildings and their foundations.

The first thing to be determined is which species is causing the trouble. Compare them as to size and color with those found in the yard. If they are the outdoor kind, trace them to the outside nests and destroy the whole colony by injecting kerosene, gasoline, or better still, carbon bisulphide, into the nests with an oil can. But be careful about fire, for all of these substances are inflammable.

If the trouble is caused by the little store or house ants, trace the ants to their nests, if possible, and destroy these.

Next to direct destruction of the nests, the most efficient method of combating household ants is to feed the invaders a poisoned syrup which is carried home for the young brood and which soon destroys the entire colony. To make this syrup take:

½ pound sugar
 125 grains arsenate of soda
 1 quart water
 1 tablespoon honey

Dissolve the sugar in the water and add the arsenate of soda. Boil until the sugar and poison are all dissolved, then add the honey. Use on bits of sponge or small shallow dishes, two or three to a room. Trace back the incoming column of ants and place the poison soaked sponge as near as can be readily determined to the place of entrance.

This mixture is a deadly poison and should be handled as such.

Do not expect immediate results from the use of this poison. The mature ants in the nest will not be killed unless they have fed directly, but the developing brood will be poisoned and thus the colony will run out.

In all cases of trouble from ants much good may be done by keeping the floors and shelves as free as possible from sugar, crumbs, and other food attractive to the insects. Keep sugar and other sweets in tight containers.

Glycerite of Naphthol.

Betanaphthol (naphthol) ... 1 ounce
 Glycerin ... 6 ounces

Water 3 ounces
 Oil of sweet birch 10 drops

Dissolve the betanaphthol in the glycerin, add the water and oil of sweet birch, and mix thoroughly by agitation. This may be used internally, as an antiseptic in enteric fever, fetid diarrhoeas, and gastric fermentation, accompanied by flatulence. Externally, in scabies, psoriasis, pruritus, acne, and lupus.

Beauty Hints Make Druggist's Advertisements Pull.

A druggist in a southern town discovered that his advertising lacked diversity, punch and human interest. Try as he might, one day's display looked about like another.

Then he hit upon a shrewd plan.

He issued a set of fifty one-column advertisements directed to women. They were numbered and in serial form. The standing head read: "Our Beauty Hint for To-day."

By selecting such toilet articles as added to feminine beauty he could develop such a campaign without difficulty. But the text was written in an earnest, optimistic style, and as every woman in the world wishes to improve her personal appearance, these beauty hints landed their punch.

Astringent Skin Lotion.

Phenol 1 drachm
 Zinc oxide 2 drachms
 Prepared calamine ... 1 drachm
 Glycerin 2 drachms
 Rose water 4 drachms
 Milk of magnesia, to make 4 ozs.
 Apply locally by swabbing with pad of absorbent cotton.

Anodyne Collodion.

Aconitine 1½ grains
 Veratrine 9 grains
 Flexible collodion, to make 3 ounces.

This is recommended as an application in neuralgia and muscular rheumatism. It must not be applied to abraded surfaces.

Antiseptic Foot Powder.

Eucalyptol 40 minims
 Salicylic acid 4 drachms
 Zinc stearate 3 drachms
 Boric acid 5 ounces
 Talcum 6 ounces

Mix intimately and use as a dusting powder.

Healing Ointment.

Zinc oxide, fine powder .. 1¼ ounces
 Phenol ¾ ounce
 Yellow wax 6 ounces
 Benzoinated lard 32 ounces

Antiseptic Wart Remover.

Oil of cinnamon 1 drachm
 Formalin 12 minims
 Glacial acetic acid, to make 1 ounce

Mr. Merchant:

We can now make delivery on our new 25c size Lac-a-Fly, and respectfully solicit your order.

This package is a winner—our patent bellows container—made of artificial leather, and packed in a dandy display carton.

Order from your jobber or write us your requirements, and we will see that you are supplied promptly.

Yours very truly,

PONTIAC EXTERMINATING CO.

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.

DUTCH MASTERS CIGARS



Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers

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

Letters Received Regarding Thirty-Seventh Year.

Kalamazoo, Aug. 16—As a retail merchant I thank my stars that we have one editor in the United States who dares tell the truth regarding food profiteering and who has the courage of his convictions. I consider your editorial on "The Parting of the Ways" in the Tradesman of Aug. 13 the strongest possible presentation of the subject I have ever bumped up against. Every word is Gospel truth and should be accepted by the trade as definitely settling the entire question of labor profiteering as inaugurated by President Wilson.

It makes me tired to see the President continually carping against retail grocers when he well knows that he alone is to blame for starting the high-cost-of-living crusade by cowardly bowing his head to the union labor grafters when they forced the Adamson law on the American people. To my thinking, that was the blackest page in the history of America—when a coterie of union officials sat in the galleries of Congress and, watches in hand, gave Congress so many minutes to enact the 8 hour law and, condescendingly accorded the President 15 minutes to sign the bill to put the law into execution. The first battle of Bull Run was a dark day for America, but the humiliating surrender of Congress and President Wilson to the demands of the labor grafters was, in my opinion, the most ominous and disastrous day in the history of the Republic.

In knuckling to the labor trust, President Wilson started the present era of high prices which he now cowardly attempts to throw on the shoulders of the retail dealers of this country. Merchant.

From a Chicago Authority.

Chicago, Aug. 15—As your issue of Aug. 13 comes before me, I am reminded of the fact, that this is the first issue of the thirty-seventh year of the Michigan Tradesman and I want to take this occasion to congratulate you upon what you have attained in thirty-six active years in the trade paper field.

I have always been impressed with the Tradesman and I am quite sure I have been a reader of your paper for thirty years. The Michigan Tradesman has always been a source of inspiration and helpfulness to me and I read it more carefully than any other trade paper that comes to my desk.

I wish you a continuation of growth and prosperity for the Michigan Tradesman and health and happiness to you. E. B. Moon.

From a Legal Viewpoint.

Grand Rapids, Aug. 14—I congratulate you on the attainment of your thirty-seventh year in the publication of the Michigan Tradesman, as announced in your editorial of this week. I congratulate you on the solid success of your enterprise, the result of indefatigable industry and steadfast adherence to principle. I congratulate you on the joy of achievement. Your personality, industry, ability and success have made a profound impression upon the industrial and social life of a great State. You may well feel proud of this monument. I feel that you have associated with your earnest and conscientious work the spirit of service which is so sadly needed among all classes of people to-day.

I hope you may be spared to continue your enterprise for another thirty-seven years. George Clapperton.

Proceedings In Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 12—In the matter of John W. Sarraults, bankrupt, Grand Rapids, the first meeting of creditors was held on August 5. It appearing from an examination of the bankrupt and from the schedules on file that there are no assets in this estate not claimed as exempt to the bankrupt, an order was

made directing that no trustee be appointed, and that the exemptions be confirmed as claimed. The estate will, therefore, be closed out within thirty days.

In the matter of Charles H. Kahler, the final meeting of creditors has been held. The final report of the trustee, showing balance on hand of \$1,138.56, plus interest an item of \$7.25, making total balance on hand of \$1,145.81, was approved. The matter of the trustee's application for authority to sue bankrupt and his wife for recovery of a certain Kissel car automobile and popcorn machine was considered. Upon motion duly made, supported and carried, it was unanimously voted to accept the proposition made by the attorney for the bankrupt and his wife, as follows: Bankrupt and Mrs. Kahler would surrender to trustee any and all claimed interest they might have in popcorn machine, together with equipment, in return for trustee waiving any claimed rights which he might have in automobile alleged to belong to Mrs. Kahler. Made order for distribution certain administration expenses and final dividend, amount of which has not yet been stated.

Carl P. Hull, of this city, has filed his petition for adjudication in bankruptcy. The adjudication has been made and the matter referred to Mr. Corwin. The schedules show liabilities amounting to \$1,692.99 and assets amounting to \$74, of which \$70 is claimed as exempt. Following is a list of the creditors of said bankrupt:

Table listing creditors and amounts: G. R. Press, Grand Rapids \$200.34; G. R. Herald, Grand Rapids 223.34; G. R. News, Grand Rapids 88.25; Standard Oil Co., Grand Rapids 24.81; Sun Oil Co., Grand Rapids 8.33; G. R. Auto Parts Co., Grand Rapids 9.50; Ritzema Grocer Co., Grand Rapids 14.00; Paul Steketeer & Sons, Grand Rapids 25.13; Wurzburg Dry Goods Co., Grand Rapids 15.00; A. Botting, Grand Rapids 636.74; Dr. C. C. Slemmons, Grand Rapids 6.75; Dr. E. P. Billings, Grand Rapids 6.00; Fourth National Bank, Grand Rapids 80.00; Schroeder Fuel Co., Grand Rapids 20.00; Albert Babcock, Grand Rapids 195.00; A. Swanson, Grand Rapids 40.00; Ella Clark, Detroit 65.00; Brummeler Van Strien Co., Grand Rapids 4.15; Lewis Pub. Co., Chicago 30.00; VerHey-Northok Co., Grand Rapids 9.00; Macey Co., Grand Rapids 23.20; Alden & Judson, Grand Rapids 33.00; Furn. City Vulcanizing Co., Grand Rapids 4.10; United Weekly Press Association, Grand Rapids 6.00; Serfling Co., Ltd., Grand Rapids 6.85; Star Printing Co., Grand Rapids 8.50; Total \$1,692.99.

If you want your clerks to impart enthusiasm to your customers, see that you impart it to your clerks.

A Quality Cigar Dornbos Single Binder One Way to Havana Sold by All Jobbers

Peter Dornbos Cigar Manufacturer 65-67 Market Ave., N. W. Grand Rapids :: Michigan



Chocolates

Package Goods of Paramount Quality and Artistic Design

WHOLESALE DRUG PRICE CURRENT

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

Large table of wholesale drug prices categorized by Acids, Ammonia, Barks, Berries, Extracts, Flowers, Gums, Potassium, Roots, Insecticides, Ice Cream, Leaves, Oils, Seeds, and Tinctures. Includes items like Boric Acid, Water, Cassia, Licorice, and various oils and salts.

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Quaker Corn Flakes			
Ralston Food			
Barley			
Cocoa nut			
Beans			
Peanut Butter			
AMMONIA		CHOCOLATE	
Arctic Brand		Walter Baker & Co.	
12 oz. 16c, 2 doz. box	2 70	Premium	40
16 oz. 25c, 1 doz. box	1 75	Caracas	35
32 oz., 40c, 1 doz. box	2 85	Walter M. Lowney Co.	
AXLE GREASE		Premium, 1/4s	40
Mica, 25 lb. pail	1 60	Premium, 1/2s	39
BAKED GOODS		CIGARS	
Loose-Wiles Brands		Peter Dornbos Brands	
Krispy Crackers	18	Dornbos Single Bndr.	48 00
L. W. Soda Crackers	17	Dornbos Perfecto	42 50
L. W. Butter Crackers	17	Van Dam, 5c	37 50
Graham Crackers	18	Van Dam, 6c	42 50
Fig Shi Bar	18	Van Dam, 7c	50 00
L. W. Ginger Snaps	17	Van Dam, 10c	70 00
Honey Girl Plain	23		
Honey Girl Iced	24		
Coconut Taffy	27		
Vanilla Water	35		
Subject to quantity discount.			
BLUING		National Grocer Co. Brands	
Jennings'		Antonella Cigars, 50	
Condensed Pearl Bluing		foil	37 50
Small, 3 doz. box	2 55	Antonella Cigars, 100	
Large, 2 doz. box	2 70	foil	37 50
BREAKFAST FOODS		Antonella Cigars, 25	
Cracked Wheat, 24-2	4 60	tins	37 50
Cream of Wheat	7 50	El Rajah, Diplomat-	
Pillsbury's Best Cer'l	2 25	icas, 100s	7 00
Quaker Puffed Rice	4 85	El Rajah, corona, 50	
Quaker Puffed Wheat	4 30	per 100	7 75
Quaker Bkfst Biscuit	1 90	El Rajah, Epicure, 50	
Quaker Corn Flakes	3 20	per 1000	74 00
Ralston Purina	4 00	El Rajah, Epicure, 25,	
Ralston Branzen	2 20	per 100	8 30
Ralston Food, large	3 35	El Rajah, Ark, 50,	
Ralston Food, small	2 35	per 100	7 30
Saxon Wheat Food	4 80	El Rajah, President,	
Shred Wheat Biscuit	4 50	50, per 100	10 00
Triscuit, 18	2 25	Odin, Monarch, 50,	
Kellogg's Brands		wood, per 100	5 00
Toasted Corn Flakes	4 20	Odin, Monarch, 25 tin	5 00
Toasted Corn Flakes		Mungo Park, 2500 lots	67 20
Individual	2 00	Mungo Park, 1000 lots	68 87
Krumbles	4 20	Mungo Park, 500 lots	70 56
Krumbles, Indv.	2 00	Mungo Park, less than	
Biscuit	2 00	500	73 00
Drinket	2 60	Mungo Park, 25 wood	73 00
Peanut Butter	3 65		
Bran	3 60		
BROOMS		Johnson Cigar Co. Brands.	
Fancy Parlor, 25 lb.	9 00	Dutch Masters Snyder	105 00
Parlor, 5 String, 25 lb.	8 75	Dutch Masters Club	95 00
Standard Parlor, 23 lb.	8 50	Dutch Masters Banq	90 00
Common, 23 lb.	4 25	Dutch Masters Invle	95 00
Special, 23 lb.	5 50	Dutch Masters Pan	75 00
Warehouse, 34 lb.	9 00	Dutch Masters Spec	72 50
BRUSHES		Dutch Masters Six	50 00
Scrub			
Solid Back, 8 in.	1 50		
Solid Back, 11 in.	1 75		
Pointed Ends	1 25		
Stove		Worden Grocer Co. Brands	
No. 1	1 10	First National	35 00
No. 2	1 85	Worden's Hand Made	37 50
Shoe		Partello	45 00
No. 1	90	Qualex	48 00
No. 2	1 25	Hemeter Champion	50 00
No. 3	2 00	Court Royal	52 00
BUTTER COLOR		Boston Straight	46 00
Dandelion, 25c size	2 00	Trans Michigan	48 00
CANDLES		Kuppenheimer, No. 2	45 00
Paraffine, 6s	17	Royal Major	50 00
Paraffine, 12s	17	La Valla Rosa Kids	50 00
Wicking	40	La Valla Rosa Blunt	72 00
CANNED GOODS		Valla Grande	50 00
Apples			
3 lb. Standards	@ 2 00		
No. 10	@ 7 50		
Blackberries			
2 lb.			
Standard No. 10	15 00		
Beans—Baked			
Brown Beauty No. 2	1 35		
Campbell, No. 2	1 50		
Fremont, No. 2	1 35		
Van Camp, 1/2 lb.	75		
Van Camp, 1 lb.	1 25		
Van Camp, 1 1/2 lb.	1 60		
Van Camp, 2 lb.	1 85		

COCOANUT		Chocolates		Pails		Floats	
1/8s, 5 lb. case	Dunham 44	Assorted Choc.	32	No. 1 1/2, per gross	1 50	No. 2, per gross	1 75
1/4s, 5 lb. case	43	Amazon Caramels	30	No. 2 1/2, per gross	2 25	Hooks—Kirby	
1/4s & 1/2s, 15 lb. case	43	Champion	28	Size 1-12, per 1,000	84	Size 1-0, per 1,000	92
6 and 12c pkg. in pails	47	Choc. Chips, Eureka	35	Size 2-0, per 1,000	1 15	Size 3-0, per 1,000	1 32
Bulk, pails	31	Klondike Chocolates	35	Size 4-0, per 1,000	1 65	Size 5-0, per 1,000	1 97
Bulk, barrels	29	Nabobs	35	Sinkers			
24 8 oz. pkgs., per case	5 30	Nibble Sticks, box	2 25	No. 1, per gross	65	No. 2, per gross	72
48 4 oz. pkgs., per case	5 40	Nut Wafers	35	No. 3, per gross	85	No. 4, per gross	1 10
COFFEES ROASTED		Ocoro Choc. Caramels	34	No. 5, per gross	1 45	No. 6, per gross	1 85
Rio		Peanut Clusters	40	No. 7, per gross	2 30	No. 8, per gross	3 31
Common	30	Quintette	32	No. 9, per gross	4 67	FLAVORING EXTRACTS	
Fair	31	Regina	27	Jennings D C Brand			
Choice	32	Pop Corn Goods		Pure Vanilla			
Fancy	33	Cracker-Jack Prize	6 60	Terpeneless			
Santos		Checkers Prize	6 60	Pure Lemon			
Common	38	Cough Drops		Per Doz.			
Fair	39	Putnam Menthol	1 50	7 Dram 15 Cent	1 25	1 1/2 Ounce 20 Cent	1 80
Choice	37	Smith Bros.	1 50	2 Ounce, 35 Cent	2 70	2 1/2 Ounce 35 Cent	2 85
Fancy	38	COOKING COMPOUNDS		2 1/2 Ounce 45 Cent	3 10	2 1/2 Ounce 55 Cent	5 20
Peaberry	39	Mazola		8 Ounce 90 Cent	8 66	7 Dram Assorted	1 31
Maracaibo		Pints, tin, 2 doz.	9 10	1 1/2 Ounce Assorted	3 00	Moore's D U Brand	
Fair	39	Quarts, tin, 1 doz.	8 65	Per Doz.			
Choice	41	1/2 gal. tins, 1 doz.	16 30	1 oz. Vanilla 15 Cent	1 25	1 1/2 oz. Vanilla 25 Cent	2 00
Mexican		Gal. tins, 1/2 doz.	15 80	3 oz. Vanilla 35 Cent	3 00	1 oz. Lemon 15 Cent	1 25
Choice	39	5 Gal. tins, 1-6 doz.	25 00	1 1/2 oz. Lemon 25 Cent	2 00	3 oz. Lemon 35 Cent	3 00
Fancy	41	COUPON BOOKS		Flour and Feed			
Guatemala		50 Economic grade	2 25	Valley City Milling Co.			
Fair	39	100 Economic grade	3 75	Lily White			
Fancy	41	500 Economic grade	17 00	Graham 25 lb. per cwt			
Java		1,000 Economic grade	30 00	Rowena Bolted Meal,			
Private Growth	46	Where 1,000 books are		25 lbs., per cwt.			
Manding	48	ordered at a time, specialy		Golden Granulated Meal,			
Ankola	48	printed front cover is		25 lbs., per cwt.			
San Salvador		furnished without charge.		Rowena Pancake 5 lb.			
Good	45	CREAM OF TARTAR		per cwt.			
Mocha		6 lb. boxes		Rowena Buckwheat			
Short Bean	53	3 lb. boxes		Compound			
Long Bean	53	DRIED FRUITS		Rowena Corn Flour,			
Bogota		Apples		Watson Higgins Milling			
Fair	48	Evap'ed, Choice, blk.		Co.			
Fancy	48	Citron		New Perfection, 1/8s			
Package Coffee		California		Meal			
New York Basis	40 50	Peel		Bolted			
Arbuckle	40 50	Lemon, American		Golden Granulated			
McLaughlin's XXXX		Orange, American		Wheat			
McLaughlin's XXXX		Raisins		Red			
package coffee is sold to retail-		Choice S'ded, 1 lb. pkg.		White			
ers only. Mail all orders		Fancy S'ded, 1 lb. pkg.		Oats			
direct to W. F. McLaugh-		Thompson Seedless,		Michigan Carlots			
lin & Co., Chicago.		1 lb. pkg.		Less than Carlots			
Extracts		Thompson Seedless,		Corn			
N. Y., per 100	9 1/2	bulk		Carlots			
Frank's 250 packages	14 50	California Prunes		Less than carlots			
CONDENSED MILK		90-100 25 lb. boxes		Hay			
Eagle, 4 doz.	11 00	80-90 25 lb. boxes		Carlots			
Leader, 4 doz.	8 50	70-80 25 lb. boxes		Less than carlots			
EVAPORATED MILK		60-70 25 lb. boxes		Feed			
Carnation, Tall, 4 doz.	7 40	50-60 25 lb. boxes		Street Car Feed			
Carnation, Baby 8 doz.	6 75	40-50 25 lb. boxes		No. 1 Corn & Oat Fd			
Pet, Tall	7 40	30-40 25 lb. boxes		Cracked Corn			
Pet, Baby	5 20	FARINACEOUS GOODS		Coarse Corn Meal			
Van Camp, Tall	7 40	Beans		FRUIT JARS			
Van Camp, Baby	5 20	California Limas		Mason, 1/2 pts., gro.			
MILK COMPOUND		Med. Hand Picked		Mason, pts., per gro.			
Hebe, Tall, 6 doz.	5 75	Brown, Holland		Mason, qts., per gro.			
Hebe, Baby, 8 doz.	5 50	Farina		Mason, 1/2 gal. gro.			
CONFECTIONERY		25 1 b. packages		Mason, can tops, gro.			
Stick Candy		Bulk, per 100 lbs.		GELATINE			
Horehound		Hominy		Cotton Lines			
Standard		Pearl, 100 lb. sack		No. 2, 15 feet			
Jumbo		Macaroni		No. 3, 15 feet			
Mixed Candy		Domestic, 10 lb. box		No. 4, 15 feet			
Broken		Domestic, broken bbls.		No. 5, 15 feet			
Cut Loaf		Skinner's 24s, case		No. 6, 15 feet			
Grocers		Golden Age, 2 doz.		Linen Lines			
Kindergarten		Fould's, 2 doz.		Small, per 100 yards			
Leader		Pearl Barley		Medium, per 100 yards			
Novelty		Chester		Large, per 100 yards			
Premio Creams		Peas		Cox's, 1 doz. large			
Royal		Green, Wisconsin, lb.		Cox's, 1 doz. small			
X L O		Split, lb.		Knox's Sparkling, doz.			
Specialties		Sago		Knox's Acidu'd, doz.			
Auto Kisses (baskets)		East India		Minute, 1 doz.			
Bonnie Butter Bites		Tapioca		Minute, 3 doz.			
Butter Cream Corn		Mason, 1/2 pts., gro.		Nelson's			
Caramel Bon Bons		Mason, pts., per gro.		Oxford			
Caramel Croquettes		Mason, qts., per gro.		Plymouth Rock, Phos.			
Cocoanut Waffles		Mason, 1/2 gal. gro.		Plymouth Rock, Plain			
Coffy Toffy		Mason, can tops, gro.		Waukesha			
Fudge, Walnut Maple		FISHING TACKLE					
Fudge, Walnut Choc.		Cotton Lines					
Fudge, Choc. Peanut		No. 2, 15 feet					
Champion Gum Drops		No. 3, 15 feet					
Raspberry Gum Drops		No. 4, 15 feet					
Iced Orange Jellies		No. 5, 15 feet					
Italian Bon Bons		No. 6, 15 feet					
AA Licorice Drops		Specialties					
5 lb. box		Auto Kisses (baskets)					
Lozenges, Pep.		Bonnie Butter Bites					
Lozenges, Pink		Butter Cream Corn					
Manchus		Caramel Bon Bons					
Molasses Kisses,		Caramel Croquettes					
Baskets		Cocoanut Waffles					
Nut Butter Puffs		Coffy Toffy					

HIDES AND PELTS

Table listing various hide and pelt types such as Green, Cured, and Horse, with their respective prices.

Table listing wool types like Old Wool, Lambs, and Shearlings, along with their prices.

Table listing honey types such as Airline, No. 10, 15, and 25, with prices.

Table listing horse radish and jelly products, including pure radish and various jelly types.

Table listing jelly glasses and mapleine products, including 8 oz. glasses and 2 oz. bottles.

Table listing mince meat products, including case for 3 doz. and Quaker brand.

Table listing molasses products, including Fancy Open Kettle and Choice types.

Table listing nuts—whole and shelled, including Almonds, Peanuts, and Walnuts.

Table listing olives, including Bulk, Stuffed, and Pitted varieties.

Table listing petroleum products, including Perfection, Red Crown, and Gas Machine Gasoline.

Table listing pickles, including Barrels, Half barrels, and Small sizes.

Table listing gherkins, including Barrels, Half barrels, and 5 gallon kegs.

Sweet Small

Table listing barrels and 5 gallon kegs for Sweet Small.

Table listing pipes, including Clay, T. D. full count, and Cob.

Table listing playing cards, including No. 90 Steamboat and No. 808 Bicycle.

Table listing potash, including Babbitt's, 2 doz.

Table listing provisions, including Barreled Pork, Clear Back, and Short Cut.

Table listing dry salt meats, including S P Bellies.

Table listing lard, including Pure in tierces and Compound Lard.

Table listing smoked meats, including Hams, Ham, dried beef, and Bacon.

Table listing sausages, including Bologna, Liver, Frankfort, and Pork.

Table listing beef, including Boneless and Rump.

Table listing pig's feet, including 1/4 bbls. and 1/2 bbls.

Table listing tripe, including Kits, 15 lbs. and 40 lbs.

Table listing casings, including Hogs, Beef, and Sheep.

Table listing unclored oleomargarine, including Solid Dairy and Country Rolls.

Table listing canned meats, including Corned Beef, Roast Beef, and Veal Loaf.

Table listing rice, including Fancy Head.

Table listing rolled oats, including Monarch and Steel Cut.

Table listing salad dressing, including Columbia and Durkee's.

Table listing washing powders, including Snow Boy and Snow Maid.

SALERATUS

Table listing packed 60 lbs. in box, Arm and Hammer, and Wyandotte.

Table listing sal soda, including Granulated and 363 pkgs.

Table listing salt, including Solar Rock and Common.

Table listing salt fish, including Middles and Tablets.

Table listing Holland Herring, including Standards and Y. M. bbls.

Table listing herring, including K K K K, Norway, and Cut Lunch.

Table listing trout, including No. 1, 100 lbs. and No. 1, 40 lbs.

Table listing mackerel, including Mess, 100 lbs. and Mess, 50 lbs.

Table listing seeds, including Anise, Canary, Caraway, and Cardamon.

Table listing starch, including Kingsford and Silver Gloss.

Table listing shoe blacking, including Handy Box and Bixby's Royal Polish.

Table listing snuff, including Swedish Rapee and Norkoping.

Table listing soap, including James S. Kirk & Company and Lantz Bros.

Table listing syrups, including Blue Karo and Red Karo.

Table listing table sauces, including Lea & Perrin and Royal Mint.

Table listing tea, including Medium and Choice.

Table listing scouring powders, including Sapolio and Snow Maid.

Table listing washing powders, including Snow Boy and Snow Maid.

Soap Powders

Table listing Johnson's Fine, Lantz Naphtha, and Nine O'Clock.

Table listing soda, including Bi Carb. Kegs.

Table listing spices, including Allspice, Cloves, and Cassia.

Table listing pure ground in bulk, including Allspice, Cloves, and Cassia.

Table listing seasoning, including Chili Powder and Celery Salt.

Table listing starch, including Kingsford and Silver Gloss.

Table listing syrups, including Blue Karo and Red Karo.

Table listing table sauces, including Lea & Perrin and Royal Mint.

Table listing tea, including Medium and Choice.

Table listing scouring powders, including Sapolio and Snow Maid.

Table listing washing powders, including Snow Boy and Snow Maid.

Oolong

Table listing Formosa, Medium and Fancy.

Table listing English Breakfast, including Congou, Medium and Choice.

Table listing Ceylon, including Pekoe, Medium and Choice.

Table listing wine, including Cotton, 3 ply cone and Hemp.

Table listing vinegar, including Cider, Benton Harbor and White Wine.

Table listing wicking, including No. 0, per gross and No. 1, per gross.

Table listing woodenware, including Baskets and Bushels.

Table listing butter plates, including Wire End and 1/2 lb. in crate.

Table listing churns, including Barrel, 5 gal. and Barrel, 10 gal.

Table listing cloth pins, including 4 1/2 inch and Cartons.

Table listing egg cases, including No. 1, Star and No. 2, Star.

Table listing faucets, including Cork lined, 3 in. and Cork lined, 9 in.

Table listing mop sticks, including Trojan spring and Eclipse patent spring.

Table listing pails, including 10 qt. Galvanized and 12 qt. Galvanized.

Table listing toothpicks, including Ideal.

Table listing traps, including Mouse, wood, 4 holes and Mouse, tin, 5 holes.

Table listing tubs, including No. 1 Fibre and No. 2 Fibre.

Table listing washboards, including Banner Globe and Brass, Single.

Table listing window cleaners, including 12 in. and 14 in.

Table listing wood bowls, including 13 in. Butter and 15 in. Butter.

WRAPPING PAPER

Table listing Fibre, Manila, white and Fibre, Manila, colored.

Table listing yeast cake, including Magic, 3 doz. and Sunlight, 3 doz.

Table listing yeast-compressed, including Fleischman, per doz.

SPECIAL Price Current

AXLE GREASE



25 lb. pails, per doz. ... 18 7/8

KITCHEN KLENZER



80 can cases, \$4 per case

PEANUT BUTTER



Bel-Car-Mo Brand

Table listing Bel-Car-Mo Brand Peanut Butter products, including 8 oz. 2 doz. in case and 24 1 lb. pails.

SALT Morton's Salt



Per case, 24 2 lbs. ... 1 80 Five case lots ... 1 70

NEW PARTIES HARD TO FORM.

It is always possible to find the "makings" for a new party. It is certain that there will be a new party now and then. But a new party that will really threaten either of the old ones seriously is more easily dreamed of than realized. The former Progressives who met at Harrisburg a few days ago showed no signs of wishing to go it alone again. Their mood was all that Chairman Hays could have desired. Their avowed purpose was to organize their forces within the once unholy Republican party in order to insure the nomination of a Presidential candidate whom they could support with enthusiasm. They recognized that the nominee of 1920 might be a man whom they would not have chosen, but they are evidently prepared to vote for such a candidate in the good old way. As for Senator Borah inviting the Presidential lightning by standing upon a conductor labelled, "No League of Nations," all that it is necessary to say is that it is just like Washington to thrill with excitement over such a prospect.

What stands in the way of the formation of new parties is the law of economy of effort. It may be as easy to capture the machinery of one of the old parties as to devise new machinery upon the scale required and the advantages of the capture are manifest. The most striking illustration of such an event in our history is the stroke of the free silver men in 1896 in electing a controlling number of delegates to the convention at Chicago that nominated Bryan. The Roosevelt forces that organized the most formidable third-party movement since the Democratic split in 1860 did so only as a last resort, after they had moved heaven and earth to win in the Republican convention. The American, as the English, way is not to form a new party to urge a reform or a programme of reforms, but to press the issue in one or both of the existing parties until one of them makes it its own. The contest is not always in form a struggle between platforms. The dramatic balloting at Baltimore in 1912 was in reality not so much a rivalry between Champ Clark and Woodrow Wilson as a battle to determine the attitude and the temper of the Democratic party for at least the next four years.

HIGH PRICES WORLD WIDE.

Some weeks ago the prediction was made in these columns that the continuance of the efforts to boost the prices of commodities would lead to official action to check them. This is what is now happening, and the announcement of the steps in contemplation had a more pronounced effect on business in general during the last week than any other circumstance. Needless extravagance on the part of many people, as a reaction to the enforced economy of the war period, gave the opportunity to producers to exact huge profits which were furthermore swollen by the tribute taken by speculators who invaded almost every field. Ingeniously concocted stories of alleged scarcity were used

to alarm buyers and to get them to bidding against one another. In these ways, prices to consumers were made to rise to unheard of levels, and even further advances were threatened for the future. Dealers as well as the general public were urged to do their buying quickly or else run the risk of going without. In the report of the Federal Trade Commission especial attention was called to the effect which these efforts produced on the cost of shoes. But a similar state of affairs could be shown with regard to certain foods and the textiles as well. Some time or other, the condition had to cease. An endless rise in prices was an impossibility.

The position of this country in this respect is not unique. Other nations, including the former neutrals as well as belligerents, are having troubles of the kind similar to those here. They are also trying to overcome them in the same way that is suggested here, that is, by official regulation. In some countries maximum prices have already been forced for foods and other necessary commodities and standardization of shoes and fabrics been brought about. Profiteers are being prosecuted criminally in certain countries, Italy and France being conspicuous in this respect. In Great Britain official food control is to be kept up indefinitely and the cost of clothing has received the serious attention of the Board of Trade with a view to state action to prevent profiteering. It is curious to note that in Parliament specific mention was made of the influence of American packers, who also control the supplies of meat from South America and to some extent from Australasia, in preventing a reduction in the price of meats. Meanwhile, a purchasing commission will attend to the buying here of foods for the allied nations, and for Germany as well, in order to prevent the raising of prices by competitive bidding. And one of the possibilities is that of international concerted action, if necessary, to bring about this result. There are sufficient supplies of foodstuffs and raw materials for the things that people wear. Adequate measures for distributing them where they are needed are all that is required, and this may call for combined action by a number of the nations.

Many a man who has made a slave of himself is suffering the tortures of a disappointed, thwarted ambition, simply because he never learned the importance, the imperative necessity, of always maintaining a high mental and physical standard, of always keeping himself fresh, so that he could bring the highest possible percentage of efficiency to his task. The art of arts is that of self-rejuvenation, self-renewal, self-rejuvenation.

One of the important things to bear in mind is that no man is the victim of a cruel fate which decides his destiny. We know what thought, what moods, what motives are builders and what are destroyers. It is our privilege to choose which shall work our destiny.

Successful Selling



*"No merchant finds success in life
Nor ever will, until
He sells the goods that won't come back
To customers that will."*

This is the secret of successful selling. First: Select the right brands of goods; the brands that are advertised and known to consumers generally; the brands that represent the best quality.

Let us remind you of several things you already know: Lighthouse and Red Cap brands are the brands for which consumers call; they are of superior excellence and delight housekeepers; they sell more easily and more rapidly and give better satisfaction than other brands.

For the above reasons Lighthouse and Red Cap brands are the brands for you to buy and the most profitable for you to sell.

NATIONAL GROCER COMPANY

Grand Rapids
Lansing
Cadillac
Traverse City

Gabby Gleanings From Grand Rapids.

Grand Rapids, Aug. 19.—John D. Martin has sunken so low in the social scale that he has adopted a dog. He did not buy this canine. It was a present to him from a man who evidently coaxed the dog away from his rightful owner. The dog evidently had a good bringing up, because the first turn of the motor starts his tail a wagging and a shiny light comes into his eyes. Without any ceremony and with the least possible delay, he perches himself on the running board of the machine where he sits up with even more dignity than John is able to put on when he sits in the front seat of his machine, dressed in his spic span Panama suit and best red neck tie. The dog is a cross between a Collie and a Shepard and is so dainty in his eating that he refuses foods which have been touched by others than the Martin family.

Valda Johnson, an old-time grocery salesman of Grand Rapids, is now day clerk for the Steele Hotel, at St. Johns.

Fred J. Strong, who started his meteoric business career as subscription solicitor for the Tradesman, was in town for a few hours Monday. Mr. Strong is now sole owner of the Cray Brokerage Co., Niana Pure Food Co. and Lowell Packing Co., and owns a dominant interest in the Sugar River Canning Co., all of Waukesha, Wis. He is also interested in evaporated milk plants at Sauxville and Milford Junction, Wisconsin. Mr. Strong retains all the enthusiasm of youth, notwithstanding the many irons he has in the fire.

A Detroit traveling man, on his way to lunch, met a pretty stenographer, and stopped to talk, with the result that they were married. Now he is suing for a divorce on the ground that she will not cook, and when he gets it probably will proceed on his way to that lunch he has missed so long.

"Beats Wife While Home Burns," says a Washington headline. The man who allows nothing to swerve him from the business at hand always gets there in this world.

A congressman has sued the Birmingham Age-Herald for \$1,300,000. Judging from the amount, the Age-Herald must have called the congressman an anarchistic idealist.

If the day is particularly hot and nothing else affords relief, a woman will find a red woolen sweater very cooling, and will start off downtown in it, wondering why she hadn't thought of it before.

The successful salesman must like people. If he hasn't it in him to like people, he may as well find an office position early, for he will not make a salesman. The man who likes people usually is the sort that people like. It works both ways. Attractive personality and pleasing address are splendid aids, but they need to be backed by something bigger. The word "confidence" perhaps sums up this essential: confidence in your security and the ability to inspire confidence in the person with whom you are dealing.

"True, women's fashions are so immodest as to shock the pure," remarked Cornelius Crawford recently. "The summers are also hotter and the winters colder than they ever were before. Just as usual, the country is going headlong to the dogs. Every town in America has more fools and crooks and gossips in it, in proportion to its size, than any other town in America. The poor are always growing poorer and the rich growing fatter. The end of the world is always at hand, and probably always will be. In fact, there is everlastingly something to howl about, if you want to howl. The women have always worn exactly what they pleased in just the manner that suited them best, and there never was and never will be any help for it. And if their diaphanous garb offends you there is no

law compelling you to keep edging around until you get a comely woman betwixt yourself and the sun, confound you!"

Mr. and Mrs. Charles M. Lee, of Toledo, Ohio, are guests this week of Mr. and Mrs. John D. Martin. Charlie is an old Grand Rapids traveler and former member of Grand Rapids Council. The last of the week the party will go on a motor trip North, making stops going and coming back.

Belgium's claims to guarantees from Holland regarding the free navigation of the Scheldt are stronger from the standpoint of peace needs than of defensive purposes in case of war. The "strategic" frontier is apt to be illusion, and in particular for a little nation like Belgium, which under no circumstances can safeguard herself against a sudden raid by overwhelming forces like that of five years ago. If war with a powerful Germany should come again, the 42-centimeter gun which found child's play at the forts of Namur and Antwerp would be duplicated by some new surprise against such military defenses as Belgium might set up. Belgium's protection against Germany for the future must consist in the certain knowledge that all the forces of the League would come to her aid. Had that certainty existed five years ago, the attack on Liege—the war itself—would not have broken loose. This is the principle which France recognized when she accepted the treaty with Great Britain and the United States, and the League of Nations, as a substitute for the left bank of the Rhine and other "strategic" safeguards. Whatever rights Belgium may need for her economic restoration she should get. But "strategic" necessities can not be pleaded as a reason for changes which might lead to irritation in Holland. The loss would exceed the gain.



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.

BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for three cents a word the first insertion and two cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Will Exchange—For good clean stock of general merchandise, my splendid productive farm of 240 acres; 100 in growing alfalfa; all tillable; fine buildings. Eastview Dairy and Alfalfa Farm, Munnsville, New York. 435

For Sale—Grocery stock in live lake shore town, surrounded by rich fruit belt. Sales last year aggregated over \$50,000. Sales this year have exceeded \$5,000 per month. Stock will invoice about \$10,000. Will sell frame store building, two stories and basement, for \$5,000 or lease for five or ten years. Address No. 436, care Michigan Tradesman. 436

FOR SALE—STOCK OF GROCERIES AND GENERAL MERCHANDISE; located in a live Michigan town; doing a good business; also have post-office which brings \$650 per year. Good reason for selling. Address No. 437, care Michigan Tradesman. 437

Wanted—Tinners at once. Churchill Hardware Co., Galesburg, Illinois. 438

We have the only method for selling merchandise stocks at 100 cents. Twenty-two years experience in twenty-one States. References and methods free. W. D. Hamilton & Co., Galesburg, Illinois. 439

FOR RENT—DESIRABLE ROOM IN GOOD 5,500 city for dry goods or general merchandise. Good location. Rent reasonable. Address Anton Anderson, 1214 Main St., Menomonie, Wisconsin. 440

Good Business For Sale—An established business of seventeen years, enjoying a fine trade. Stock will invoice about \$9,000. Stock consists of a complete line of standard advertised groceries, up-to-date stock of shoes and some gents' furnishings, such as overalls, work shirts, hosiery, etc. Reason for selling, have other business. A good paying business in a good town. Address No. 441, care Michigan Tradesman. 441

For Sale—New National five drawer cash register. Can arrange terms. Cox Grocery Co., Lowell, Michigan. 442

Wanted—Communication with anyone who would like to go into the automobile supply business. Young man at present engaged in grocery or hardware business preferred. E. A. Bowman, 719 John R Street, Detroit, Michigan. 444

For Sale—General merchandise stock in live village in prosperous farming community. Reason, ill health. Investigate quick. Address No. 443, care Tradesman. 443

For Sale—Clean cash grocery stock, located in live manufacturing town of 6,000. Will invoice about \$2,500. Reason for selling, other business. Address No. 445, care Michigan Tradesman. 445

Wanted—To sell dry goods, shoes, rubbers, clothing, cloaks, etc., on sixty day consignments, for merchants who wish to branch out or move surplus stock. Reference Dunn and Bradstreet. J. W. Aldrich, Falmouth, Michigan. 446

For Sale—One No. 5 Hubbard bake oven, \$200 and one No. 8 Hubbard bake oven, \$100. Frank Schroeder, Mancelona, Michigan. 447

For Sale—12-foot Bishop, Babcock, Becker soda fountain, fully equipped. Bargain. C. E. Nelson, Coopersville, Michigan. 448

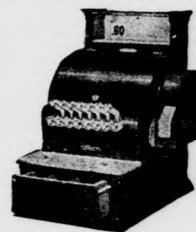
For Sale—Friday butter printer with fifty-six pound butter shipping box, at creamery at Gera, Michigan. Never been used any. Price, \$45. Address A. B. Grubb, Cripple Creek, Virginia. 424

FOR SALE—Hardware stock in small town in Eastern Illinois. Invoice about \$3,500. Good opening for an implement man. Nearest competition is seven miles. Almost new residence also for sale. Good reason for selling. No traders or agents. Address BOX 66, Stockland, Illinois. 425

Groceryman Wanted—One who is willing to do stock work. Must be hustler. Salary wanted and references required in first letter. Habicht & Habicht, Westington Springs, South Dakota. 427

FOR LEASE—STORE ROOM 30 x 100—THREE floors and basement in the heart of the retail center. Wonderful opportunity for furniture, shoes, general store, millinery and ready-to-wear. For further particulars, address J. J. Reib, Quincy, Illinois. 429

FOR SALE—One 170-gallon Beeman's automatic gasoline tank, in A1 condition, \$40; can be used for kerosene by repainting. C. Glenn McBride, Rockford, Michigan. 430



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, 121 North Washington Ave., Saginaw, Michigan. 128

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, 106 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, Cney, Illinois. 397

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

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

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

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

For Sale—Well-established crockery and bazaar business. Good reason for selling. Address Lock Box 552, Harbor Springs, Michigan. 432

FOR SALE—ONE 300 McCASKEY ACCOUNT register, in good condition. Address Wm. Fuelling & Son, Farmersburg, Iowa. 433

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

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—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—To buy good running stock of merchandise, dry goods or general stock in good town. Address No. 431, care Michigan Tradesman. 431

Recent Manufacturing Infomation.

Detroit—The Broadway Dress and Skirt Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Watervliet—F. F. Smith and Son are installing an ammonia ice-making plant in the old canning factory. The present ice cream factory of Smith and Son will be moved into the new plant.

Pontiac—The Pontiac Tile & Brick Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed, \$100 paid in in cash and \$15,000 in property.

Kalamazoo—The Glendale Pulp & Paper Co. has been organized with an authorized capital stock of \$250,000 for the production of pulp out of waste. The company has commenced the erection of its plant.

Gaylord—The Gaylord Manufacturing Co. soon will begin the erection of a wood-working plant. It will be a one story building, 140x80 feet, and will give the concern more than twice its present production capacity.

Menominee—C. I. Cook, owner of the Michigan Coffee & Spice Co. and the Michigan Candy Co. has purchased the Stephenson block and will remodel it into a factory and store building for his two companies.

Menominee—The American Rule and Block Co. has been organized to manufacture and sell rules, yard sticks, fan handles and novelties, with an authorized capital stock of \$20,000, of which amount \$10,050 has been subscribed and paid in in cash.

Detroit—The Norde Manufacturing Co. has been incorporated to manufacture and sell automobile parts and accessories, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Green Lock Co. has been organized to manufacture and sell engines, all appliances connected therewith, automobiles, etc., with an authorized capital stock of \$12,000, all of which has been subscribed and paid in, \$780.16 in cash and \$11,219.84 in property.

Owosso—The Fields Manufacturing Co. has begun work on an addition that will double its capacity, adding 600,000 square feet of floor space to its present plant. It makes motor truck bodies and has expanded rapidly since locating in Owosso from Ionia two years ago.

Homer—The Campbell Creamery Co. is erecting a large addition to its plant, installing new machinery and converting the building now used as an ice house into a modern plant for manufacturing buttermilk flour, for which machinery is being installed with a capacity of 1,200 pounds of flour per day.

Petoskey—Mayor A. B. Klise, President of the Blackmer Pump Co., announces that plans have been completed for the erection of a large addition to the factory building in the south part of the city. In addition to this, a foundry building will be erected. The addition will have nearly 9,000 square feet of floor space. The foundry is

expected to be about 75 by 100 feet in size.

Plainwell—J. F. Eesley has sold his interest in the Eesley Milling Co. to Oscar Hansen, of Trufant, and J. H. Wheeler, of Grand Rapids. The deal has been under consideration some time. Mr. Eesley came to the village in 1881 and has been in the business ever since, first as an employe, then as owner, and from a small business as a feed mill to the present large concern; merged into a stock company of which he retained the larger interest, with a trade reaching even beyond our borders.

Adrian—The Nu-Way Stretch Suspender Co. has purchased considerable additional machinery to increase its manufacturing facilities. It was less than a year ago that the concern moved to Adrian from Dundee. At the time only six men were employed. Now the company has twenty road salesmen travelling in practically every state in the Union. During the last three months production has averaged more than 100,000 pairs of suspenders per month, besides large quantities of other products. O. E. Mott and J. L. Mott are the owners.

Muskegon—The Maring Wire Corporation, backed largely by Muskegon capital, has been formed in that city, and will establish a factory there. Albert Maring, head of the concern, and who probably will superintend its operations, formerly was connected with the American Enamelled Wire Co., of that city, having retired a year ago to develop a new process of enameling, which will be used by the new concern.

The enamel is put on the wire as an insulator, the ingredients forming a non-conducting coating on the wire, making the ordinary silk and cotton wrapping unnecessary. The company has installed machinery and is ready for operations. It is a \$50,000 concern.

Review of the Produce Market.

Apples—Dutchess, \$1.50@1.60 per bu.; Red Astrachans, \$1.75@2.

Bananas—\$8 per 100 lbs.

Blackberries—\$4 per 16 qt. crate.

Beets—30c per doz.

Butter—The market is quiet at prices ranging the same as a week ago. The consumptive demand is reported to be a little bit lighter than it was the previous week. The quality of butter arriving is fully up to the standard for the season. The stocks of butter in storage are reported to be in excess of last year. The market is only steady on the present basis of quotations, but owing to the high cost of milk the price is not likely to recede to any extent. 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 per bu. or \$3 per bbl.

Cantaloupes—Turlock, \$1.85 for flats and \$4 for standards.

Carrots—25c per doz.

Celery—40c per bunch; jumbo, 60c.

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

Cucumbers—50c per doz. for No. 1 and 40c for No. 2.

Eggs—The market is steady at prices ranging the same as a week ago. The arrivals of eggs are showing effects of the warm weather all over the country. The market is fairly steady on the present basis of quotations, and if we do have any change there is likely to be a slight decline. Local jobbers are paying 43c for candled fresh, loss off, including cases.

Garlick—60c per lb.

Grapes—California Malagas, \$4 per case.

Green Corn—35c per doz.

Green Onions—20c per doz.

Green Peppers—\$2.25 per bu.

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 per crate for yellow or white, or \$5 per 100 lb. sack; Louisville, \$4.50 per 100 lb. sack; home grown, \$2.75 per bu.

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

Osage Melons—\$2.50@2.75 per crate of home grown.

Peaches—Virginia Elbetras, \$4.25 per bu.; Illinois Albertas, \$4 per bu.; home grown early varieties are in market, but are not worth quoting; California Crawford, \$1.60 per box.

Pears—California Bartletts, \$4.50 per box; Clapp's Favorite, \$3.25 per bu.

Pieplant—5c per pound.

Pickling Stock—Cukes, 20c per 100 or \$3 per bu.; little white onions, \$2.10 per 20 lb. box.

Plums—\$3.25 per box for California; Burbanks, \$3 per bu.; Green Gages, \$3.25; Guis, \$3.50; Bradshaw, \$3.50.

Potatoes—Home grown, \$2.75 per bu.; Virginia Cobblers, \$9.50 per bbl.; Jersey Giants, \$7.75 per bbl. Home grown are inferior to Southern stock, because they are small in size and are ungraded.

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

String Beans—\$2.75 per bu.

Sweet Potatoes—\$4 per hamper for Virginia.

Tomatoes—Home grown, \$1.25 per ½ bu. basket; \$2 per bu.; Green, \$1.75 per bu.

Water Melons—40@50c apiece for Missouri.

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

Few merchants are aware of the fact that they can secure a material reduction in their insurance rates by installing one 2 1-2 gallon chemical extinguisher for every 2,000 square feet of space in their stores. These extinguishers cost from \$12 to \$15 and must bear a metal tag reading, "Inspected and approved by the Underwriters' Laboratories." The extinguishers will last a lifetime, but need to be recharged—at a cost of a few cents, every two or three years. The acid does not deteriorate, but the soda solution loses its strength every three years.

FAIR PRICE COMMITTEES.

The formation of Fair Price Committees acting under the authority of the United States Food Administration is taking place in communities all over the country. These Fair Price Committees will come together and determine fair prices within that community at which foodstuffs are to be sold, and all such dealers as do not observe these prices will be held up to the condemnation of the community. Where circumstances permit, it is understood it will be the intention to prosecute such non-conforming dealers as "profiteers."

Congress is now considering the extension of the authority of the Food Administration to shoes, clothing and other necessities.

Presumably the next step will be, if such extension of authority is granted, a movement to have these, Fair Price Committees pass upon fair prices for clothing, shoes and other articles of merchandise.

Retail merchants who so zealously served the cause of the Food Administration during the war doubtless are serving, or will serve the Food Administration again, in the present crisis. It is the duty of the merchants to co-operate with the Government wherever possible in the effort to reduce the cost of living. Most merchants, we believe, will be glad to help. As a matter of fact, the retail dry goods merchants of the country for years have been accustomed to a policy of operation which is essentially far-removed from the idea which prompts profiteering, and it is difficult to believe that the general run of retail dry goods merchants have so far gotten away from their customary policy of operation as to warrant the assumption that they may be profiteering. The retail dry goods idea is not to horde merchandise, but to get merchandise in and out of the house as quickly as possible, and in place of the slow turn-over at a high rate of profit, for years merchants have been directing all of their efforts toward quick turn-over at a small rate of profit.

GREATEST CRIME OF THE AGE.

The greatest crime left in the world to-day is trade unionism in its present form.

The trade unionist must remember that he is only a part of the community.

One day labor, when it exerts its full energy, will inherit the greatest dividend in the world.

To belong to a trade union should be a guarantee of proficiency. To-day it is only a guarantee of a slow and slovenly worker.

Labor's eyes are clogged as well as its hands.

The only leader worthy of the name is one whose sole object is the raising of the ideals and status of the worker from the degradation in which his officials have placed him.

Trade unionism is the nearest approach to slavery in the world.

Labor is the most potent factor in the rise of the cost of living.

Labor is gradually becoming aware of the folly of its leaders and will yet be turned