

C 15

GRAND RAPIDS
PUBLIC LIBRARY
Se 19 190W

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 17, 1919

Nur er 1878

Public Reference Library
Library St

START THE DAY RIGHT

Start the day right. When the sun comes to greet you
Give it a smile for each ray that it sends;
Shake off the worries that long to defeat you,
Strengthen your faith in yourself and friends,
Yesterday's ghost will be striving to haunt you;
Yesterday's errors may come to your brain;
Throw off the worries that trouble and taunt you;
Start the day right; begin over again.

What a brief span is the longest existence—
One flashing journey from Nothing to Night!
Show while you may the old Roman resistance—
Off with your drowsiness—into the fight!
Never an empire was won by the laggard,
Never a prize was obtained but by worth;
Heed not the sneers of the misanthropes haggard;
Start the day right and they'll know you're on earth.

Start the day right and you'll find as it passes—
Something to live for and something to love;
View not the future through indigo glasses—
Note the bright streams, and the blue sky above.
Failure may mock you through years of endeavor;
Fame and success may not come at your will;
But nothing can baffle a climber forever,
Start the day right and you're half up the hill.

Sell More Bread

Have you a reproduction of The Fleischmann Co. bread advertisement which appears monthly in The Ladies Home Journal?

If not, ask the Fleischmann representative for one to-day.

Place it conspicuously in your window.

Increased bread sales will result.

THE FLEISCHMANN COMPANY
Fleischmann's Yeast Fleischmann's Service

NATION WIDE CANDY WEEK

October 6-7-8-9-10 and 11

Get ready to participate and reap the benefit. For the asking we will send you, without charge, A BEAUTIFUL WINDOW TRIM made especially for the occasion. They are very attractive and catchy and every candy dealer will want one. Send in your name today.

Above all, have a good stock of PUTNAM'S "DOUBLE A" CANDY.

Distributors of **Putnam Factory** Grand Rapids Michigan
LOWNEY'S

Lily White

"The Flour the Best Cooks Use"

The color and texture of everything baked from it are splendid.

The flavor is perfectly delicious.

Thirty-five years of successful milling and an investment of more than a million dollars have brought LILY WHITE to its perfection of quality.

Remember, LILY WHITE is sold with the understanding that if it does not give as good or better satisfaction than any flour you have ever used, the purchase price will be refunded. No quibbling.

You could not ask more than that.

VALLEY CITY MILLING CO.

Grand Rapids, Mich.

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



Quick Sales and No Waste

because there is no time lost to the grocer or his customers by handling

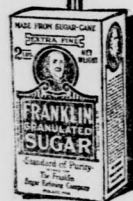
Franklin Package Sugars

which save loss in paper and twine, loss through spillage and broken bags.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



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, SEPTEMBER 17, 1919

Number 1878

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.Published Weekly by
TRADESMAN COMPANY

Grand Rapids.

E. A. STOWE, Editor.

Subscription Price.Two dollars per year, if paid strictly
in advance.Three dollars per year, if not paid in
advance.Canadian subscriptions, \$3.04 per year,
payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents;
issues a month or more old, 10 cents;
issues a year or more old, 25 cents; issues
five years or more old, \$1.Entered at the Postoffice of Grand
Rapids under Act of March 3, 1879.**BETTER GROCERY IDEALS.**

The twenty-third annual convention of the American Association of Dairy, Food and Drug Officials, in New York City last week, while quite as valuable in the interests of pure food ideals as any of its predecessors and rather more generally attended, was significant because of its tranquility and lack of controversial features. The chief features of its sessions will be found in these columns to-day.

To one who has watched the development of the pure food movement—especially since the enactment of the Pure Food Law of 1906—there was a peculiar significance in its lack of wrangling. It has taken these years of dissension and practical experience to weed out radical differences of opinion—of extremists and theorists and hobbies from officialdom and of unprincipled, careless or ignorant food producers and distributors from the trade—and make clear to all hands the fact that fundamentally probably 95 per cent. of the men in all the classes interested in pure food production, sales and supervision are of much the same mind and honesty of purpose. Rarely has it been so marked as this year that commissioners and the trade have come to a mutual respect and a willingness to co-operate. One who looks back over a dozen years could hardly have expected to hear a wholesale grocer refer to Dr. Alsberg's predecessor as "100 per cent. on the level," or a president of this association declare that the food manufacturers are as jealous of food purity as the commissioner, but both these things were noted last week.

Again, there was significance, too, in the small attendance of grocers and manufacturers. Once on a time manufacturers felt that these officials needed to be watched, lest they "slip one over" on the trade, and they came, watching proceedings as a cat watches a mouse hole. But this year

it was evident that food purity is less an issue than food economics. The war and the demand for plentiful food and cheap food have eclipsed nicer distinctions on such hair splitting issues as labels, ingredients and net weights, and grocers, packers and manufacturers are "too busy to bother" with problems that formerly loomed large. Besides, food purity and honest weights and labels are pretty thoroughly established in trade morality, and crookedness in such matters is taboo in any ordinarily decent branch of the food trade.

Still there are issues of importance that came in for discussion, and the views of official leaders on these points will be found of interest, as published here to-day. The Food Commissioner himself is looking forward for new lines of usefulness and influence. Not a few think that the time has come to add economics to hygiene, sanitation and nutritional considerations in the official perspective on food. Evidently pure food idealism is still in process of evolution, and last week's convention helped it evolve.

For the practical mind there is something re-assuring in the general favor toward uniformity in food laws. This has for years been a source of unending annoyance to manufacturers who had to maintain varied labels to conform to the Federal and 48 differing State laws; and all quite unnecessary. It all arose out of the inordinate desire of State officials or legislatures to put their own pet hobbies into effect, without regard to interstate consideration, and, happily, it has run its course and has been supplanted by an era of horse sense.

In the same direction there is satisfaction in the news that Senator Calder is to introduce a bill this week providing machinery whereby a Federal law, once applied to an interstate shipment, will cover it against further interference by State officials or statutes. This is a measure which originated with the confectioners, but will find support in other food trades. There are possibly questions as to its complete constitutionality, but its sponsors profess to feel confident of all such questions and look for its speedy passage.

An aviator has been fined \$25 for frightening the chickens, scaring the pigs, and in general causing such an appalling racket in the barnyard of a Missouri farmer that the plaintiff was unable to talk over the telephone. It was brought out that the hens suffered great mental anguish.

Honesty maketh rich, sometimes slowly, but always surely.

A TWO-EDGED SWORD.

The walk-out of the Southern Pacific workmen without any grievance of their own in sympathy with the strikers on an interurban road, not under Government control, has been a glaring object lesson of the evils of sympathetic strikers. There is no reason or justice in such performances as this. Large bodies of employees in other organizations have no moral right, by strikes or boycotts, to upset the whole business of a community because a few venal and unscrupulous men in one organization have a dispute with their employers. It is dangerous and revolutionary for unaffected parties to rush to the support of strikers without regard to the reasonableness of their demands. Workingmen who do that sort of thing lay themselves open to the charge of being irrational and bring on themselves the condemnation of public opinion.

Besides they invite a retaliatory step which if taken might have disastrous results for those who toil with their hands. There are always two sides to bargains, games and wars. Suppose the captains of industry should follow the lead given by the rank and file and should institute sympathetic lock-outs. Then if a strike should occur in any trade the employers of labor in similar or other lines would close their establishments and throw thousands of innocent workers out of employment until the strikers should give up the struggle. The sympathetic lock-out would be fully as excusable, as ethical and as effective as the sympathetic strike. It would be equally damaging to the community. But it would be fighting fire with fire. It would set a bound to the raw ambition of demagogic labor leaders to show their power on every possible occasion; and it would eventually knock sense into the heads of some wild-thinking people. Use of this weapon would be cruel, but labor could possibly drive capital to it. Is it because capital is more selfish or more pitiful than labor that it has not already resorted to this scheme on an extensive scale?

Happily so extreme a use of the power of capital is not likely to be exercised, and there is hope that the days of the sympathetic strike are numbered. The conviction is growing deeper everywhere that clashes of labor and capital must cease if the world is ever to have true, enduring and wholesome peace. Wisdom and a sense of justice and duty on both sides will avail to abolish industrial and economic strikes, hurtful to all the people. These contentions are as deplorable as war.

No good result is likely to be ef-

fected by the reconstruction conference the President has called to be held next month, because of the bias the President has for union labor methods, the prejudice he has exhibited at all times in favor of unscrupulous union labor leaders and the offense he has committed against a free country by keeping such a man as Mitchell at the head of the labor department.

In referring to measures to overcome the high cost of living, now the engrossing topic, much stress is laid on the need of the people to preserve the same spirit that prevailed during the war. The advice is well meant, but is apt to arouse a conflict of emotions in view of some striking and well-remembered happenings of the period referred to. At the start, nearly two and one-half years ago, when this country enlisted in the conflict, there was an outburst of patriotic enthusiasm which seemed to engulf all sordid considerations. Articles of divers kinds needed for war purposes were offered to the Government below the market price, men of high standing volunteered their services at \$1 per year, mills and factories gave army and navy orders the right of way, and even owners of real estate gave the use of their property for public purposes at nominal rentals. Subsequently, when the occasion arose, persons stinted themselves in their diet and clothing. But, by and by, some disconcerting things became apparent. Restaurants, for instance, made patriotic pretense of cutting down portions, while the prices for the same were increased. Things to wear, made of inferior or skimpy materials, were thrust upon the public at higher cost than better kinds used to have, and the Government's right of way in factories and mills was used as an instrument of exploiting the general public. There was opportunity for great profits, and there were few producers who did not avail themselves of it to the utmost. This is still the condition.

One of the large manufacturing organizations of the United States has recently started work on a colony of homes for its employees. The houses, which are modern in construction, will be of brick with hollow tile backing, and provided with concrete cellars and cement porches. They will consist mainly of five, six and seven room houses. The novel feature of these houses, however, is that an effort has been made to do away with elements that have outlived their usefulness. The antiquated parlor is missing and the center hall has been replaced with a modern living room which is more economical of space.

CHARGES NOT SUSTAINED.

Harvard Bureau Shows Grocer Not Profiteer.

The fifty-seven varieties of people who are clamoring about the high cost of living, and complaining especially of the food profiteer and the "gouger," will do well to read the latest bulletin, just issued by the Harvard Bureau of Business Research, as to its recent studies into the costs, methods and profits of the retail grocery trade. The investigations of Harvard have now been in progress several years in a scientific way and are already regarded by the trade as tremendously helpful, but the latest issue (Bulletin 13) is the most valuable of all, and will tell the grocer more truth about his own business than he ever knew before.

The basis of the latest bulletin is systematized accounting data furnished by more than a thousand retailers, who kept their records on sheets furnished for comparative purposes. These stores did business totaling from \$5,665 to \$513,900, located in forty-one states and Canada. The net conclusions from the compilation is reported in substance in the following table:

	Lowest	Highest	Common
Wages of salesforce	3.0%	8.7%	4.7%
Advertising	0.01	2.82	0.2
Wrappings and other selling expenses ..	0.11	2.26	0.55
Total selling expense	3.41	9.94	5.8
Wages of delivery force	0.26	2.84	1.4
Other delivery expense	0.04	2.37	1.0
Total delivery expense	0.66	4.36	2.4
Buying, management and office salaries ..	0.58	5.97	1.6
Office supplies, postage, other buying and management expense	0.01	1.18	0.1
Total buying and management expense ..	0.78	6.38	1.7
Total interest	0.15	2.28	0.9
Rent	0.33	3.45	1.1
Heat, light and power	0.07	0.98	0.25
Taxes (except income and buildings)	0.01	0.49	0.13
Insurance (except on buildings)	0.02	0.62	0.14
Repairs of store equipment	0.01	0.43	0.08
Depreciation of store equipment	0.07	2.17	0.25
Total fixed charges and upkeep expense ..	1.35	6.82	3.0
Miscellaneous expense	0.19	1.97	0.5
Losses from bad debts	0.04	3.31	0.4
Total expense	9.0	22.8	14.0
Gross and Net Profit.			
Gross profit	26.04	10.5	16.9
Net profit	9.29	*6.05	2.3

*Loss.

Common stock turnover, 9.3 times a year.

The report contains many details on which these figures were based and which are educational for any student of grocery trade methods and economics. The conclusion that the common gross profit is less than 17 per cent. and the net only 2.3 per cent. ought to go far to offset much of the loose talk about fundamental profiteering in the trade, however much an individual offender might violate the rule of the majority.

In view of the common belief that all costs of doing business have increased during the war, it is somewhat surprising to find that such comparisons as the bureau has been able to make for the past five years indicate that "the ratio of total expense to sales has tended to decline." This is explained as probably indicating that "the outgo for expenses, while it has increased, has not increased as fast as the receipts from sales have risen," and it is interesting to note that "the ratio of gross profit to net sales has declined at about

the same rate that percentage of total expense has decreased."

The report shows that whereas the average sales to a regular customer were \$175 to \$200 in 1914-15, they have now risen to from \$250 to \$300. The retail grocery business is found by the investigators to be one of families, buying regularly, daily and constantly, and "not well adapted under ordinary conditions to department stores. Department stores have heavy expenses for management, delivery and rent and in many stores these are only partially offset in the grocery department by association with other departments and by advantage in wholesale purchasing. In percentage of net sales, the expense for delivery and rent are as low in these grocery stores as in the grocery departments of department stores, and ordinary management expenses are lower."

The report sheds interesting light on the trading between wholesalers and retailers. There is evidence of a growing concentration of buying by retailers to fewer and fewer wholesalers, the average grocer buying from not more than ten jobbers and over 80 per cent. of the stores stating that they were trying to con-

centrate on fewer jobbers because of the belief that thereby they get better service and terms. The report gives much valuable information on this point.

Trading stamps and premiums are reported to be on the wane as incentives to trade, and the Bureau found about the same volume of business in those who used stamps as in those which did not. Many retailers reported having dropped the inducements of this sort.

The bulletin also makes a comprehensive study of general stores selling groceries, and reports gross profits to range from 31.5 per cent. to 9.8 per cent. the common figure being 19, with net profits commonly at 3.4 per cent. and a stock turn of 13.1 times a year as a common going figure.

If you are in business to make money, keep your petty hates and dislikes to yourself. The less enemies you make, the more customers you are bound to have.

PROFIT PRODUCERS

The most successful buyers to-day of manufactured goods are not interested in how low a price they pay for goods, but are looking for the highest quality that can reasonably be obtained.

If you keep our Quaker brands in stock, repeat orders from your trade prove that you are handling satisfactory goods, thereby establishing your business on a safe basis along the lines of least resistance. The oldest houses of the country to-day have founded their business on quality merchandise.

In Quaker brands you get goods of this class---goods that when once used are always favorably remembered by the consumer.

Do You Handle High Quality Goods?

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS

Cocoa Production of the World Changing.

According to the Bulletin of the British Imperial Institute, the quantity of cocoa produced in British countries in 1913 was more than three times the amount consumed in the United Kingdom; yet that country only obtained about one-half of its supplies from those sources, the remainder consisting largely of South American and other foreign cocoa shipped via Continental countries. Not only was this the case, but England was importing large quantities of prepared cocoa and chocolate from foreign countries which had been manufactured there from British grown cocoa.

During the war the position changed, and a much larger proportion of the raw cocoa came from the Empire, no less than 96 per cent. of the total imports into England coming from British possessions in 1917. In 1916 the total imports were valued at no less than £6,775,000.

Mention is made of the unprecedented growth of the cocoa industry in the Gold Coast, where the product is grown and prepared for the market entirely by the natives. The colony commenced to export cocoa in 1891 and it now produces more than one-quarter of the world's output.

The consumption of cocoa in the United States has trebled since 1913 and about one-half the total quantity produced in the world now goes to the United States.

The arrogant demand of Sam Gompers for the immediate reinstatement of the striking policemen of Boston is exactly what could be expected from such a man, swelled up to the point of bursting by the deference paid him by our Chief Magistrate. His demand for the reinstatement of the policemen who deserted their posts, betrayed Boston, and opened the door to hoodlumism is in keeping with the action of the policemen, which constitutes civic treason of the blackest kind. When neither he nor any other official associated with him did anything to prevent the assault on the fundamentals of Government, long advertised by the Boston police malcontents, they read themselves out of consideration of all those who have made up their minds that whatever grievances any group or class may have, their redress, through the "direct action" of anarchy and mob rule, is not the way Americans intend to bring it about. In view of the fact that the American Federation has organized thirty-seven police unions, which, had the Boston strike succeeded, would undoubtedly be ready to follow the Boston lead and force the acceptance of any demands, just or unjust, by the frank threat of civic anarchy, the country can not refuse to face the issue thus raised. To palter would be as cowardly a business as was the revolutionary act of the Boston police itself.

The strike of 250 school children in Clifton, N. J., in protest against the

removal of the principal of one of the local schools, leads one to wonder if there is to be no age limit for strikers. If children are beginning to strike before their grammar school days are over, what may they not ac-

complish in the way of reforming their school management, their teachers, their curriculum and even their parents? What if they should elect to strike against some of the good old maxims—"Children should be seen

and not heard?" Or against the luxury tax on ice cream cones? If the babies would only organize and call a strike against their monotonous diet of milk, the high price of even that soaring commodity might be reduced!

Taylor Made

THE IMPROVED

"Taylor-Made"

HONEY COMB

CHOCOLATE CHIPS

—

You've Tried the Rest—

Now Buy the Best!

The Best and

Fastest-Selling

Chip Made



"Taylor-Made Candy"

W. E. Taylor, Maker

BATTLE CREEK, MICH.

Claim Settled \$1600.00

The automobile owned by Walter Mack, leading merchant of Ann Arbor, ran down Mr. Gauss, causing death. Walter Mack was insured in the Citizens' Mutual Automobile Insurance Company of Howell, which is represented by attorneys Cavanaugh and Burke. A settlement was made August 30th for the sum of \$1,600.

On August 25th a car was reported stolen and the owner robbed on a road about six miles from Caro, at two o'clock in the afternoon.

Auto thieves are becoming bolder. Every automobile owner should carry a policy covering fire, theft and liability claims. It pays to insure in a large company that has had the experience and a reserve fund to pay its claims promptly.

Over 33,000 policies issued and a surplus of \$100,000.

**Citizens' Mutual Automobile
Insurance Company
of Howell**

Why Not Put System Into Your Business And Save The Profits That Are Leaking Out?



Putting system in business is like pouring oil on troubled waters—it makes it run smoothly.

You couldn't be a good carpenter and do good work if you didn't have the proper tools with which to do the work.

You wouldn't have any faith in a surgeon no matter how learned he might be in his profession if he would set to work to perform a delicate operation with an ordinary pen knife instead of using specially made instruments for that purpose.

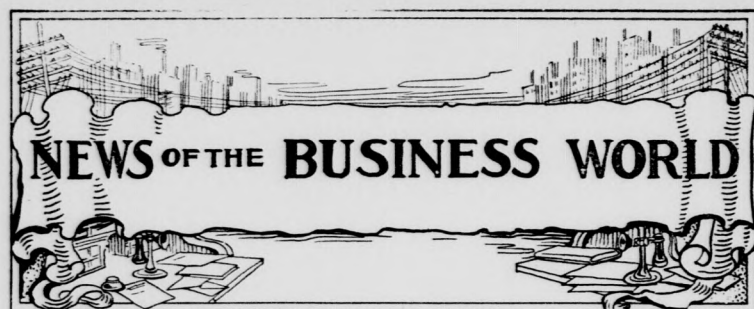
Can you expect to keep your accounts accurately—keep your collections up-to-the-minute—avoid errors and disputes with customers—have your records protected against fire, if you don't PUT THE RIGHT KIND OF SYSTEM INTO YOUR BUSINESS for that purpose?

The Metzgar Roll-Top Fire-Proof Accounting System will solve for all time your bookkeeping troubles and put the balance on the proper side of your Profit and Loss account at the close of the year.

State number of accounts you carry and write for free catalog.

If in need of salesbooks get our prices before ordering elsewhere.

Metzgar Register Co., Grand Rapids, Mich.



Movement of Merchants.

Hersey—H. Hintze succeeds Hintze & Willis in general trade.

Middleville—Charles Gunn has engaged in the bakery business.

Pompeii—Fred A. Slater succeeds W. F. Markham in general trade.

Wiley—Frank E. Sibley has sold his stock of general merchandise to J. A. Hubbell & Son.

Oakley—The Oakley Elevator Co. has been incorporated with an authorized capital stock of \$10,000.

Muskegon—The Parker Home Furnishing Co. has increased its capital stock from \$15,000 to \$30,000.

Bangor—The West Michigan Savings Bank has increased its capital stock from \$25,000 to \$50,000.

Chesaning—The Farmers' Elevator Co. is building an addition to its plant which will double its capacity.

Grand Haven—The People's Mercantile Co., Ltd., has dissolved partnership and retired from business.

Owosso—Major John Steck has returned from overseas and resumed the management of his jewelry store.

Lowell—Javas & Lagas, of Grand Rapids, succeed Naum & Terpas in the confectionery and ice cream business.

Eaton Rapids—The Abrams Seed Co. has erected a large modern elevator which it has just opened for business.

Carson City—The Carson City Produce Co. will build a large addition to its plant, including a cold storage building and new offices.

Haslett—R. N. Howd has sold his grocery stock and store fixtures to Richard Farley, recently of Detroit, who has taken possession.

Grand Blanc—Day & McCall succeed Gundry & Perry in the hardware business. Mr. Gundry will continue his general merchandise business.

Escanaba—The Escanaba Garage Co. is erecting a large garage and automobile supply store at the corner of Seventh street and First avenue.

St. Johns—Fred L. Johnson has closed his laundry and removed to Owosso, where he has secured the position of manager of the Owosso City Laundry.

Hillsdale—Pinkham & Wright, dealers in automobiles and automobile supplies, are erecting a modern garage at a cost of about \$35,000, which they will conduct in connection with their business.

Detroit—The Maison Palcaux has opened for business on Woodward avenue, between John R street and Grand Circus Park. It occupies four floors of the building for retail confectionery and French pastries of all kinds.

Detroit—Frank Ruhl, the well known retail baker, accompanied by his wife and daughter, left last week by motor for several weeks' stay at Muskoka Lakes.

Kalamazoo—C. E. Van Avery & Son have purchased the drug stock of F. E. McKinney, on North Burdick street. They will continue the business at the same location.

Ionia—Fire destroyed the store building and clothing stock of T. R. Buck and the store building and jewelry stock of G. W. French, Sept. 12, entailing a loss of about \$75,000.

Kalamazoo—George Nichols, formerly engaged in the drug business at Martin and later engaged in the same line of business on Portage street, has purchased the drug stock of Clark B. Cretsinger, on South Burdick street.

Williamston—F. B. Mixer has sold his interest in the Mixer, Poll & Speers stock of general merchandise to his partners who will continue the business under the style of Poll & Speers. Mr. Mixer has opened a shoe store in the Bowerman block.

Osseo—A. Perrin has retired from A. Perrin & Co., dealer in general merchandise and sold his interest in the stock to his son, H. J. Perrin and his daughter, Mrs. Orla Towns, who have taken possession and will continue the business under the style of Perrin & Towns.

Detroit—The Detroit-Biltmore Corporation has been organized under the laws of Delaware to conduct the Biltmore Hotel, now under construction, at an actual cost of seven million dollars, including the property at Madison and Grand Circus Park. One of the features will be one of the finest and most modern bakery plants in the hotel field.

Lansing—A. Millstein, dealer in clothing and dry goods at 519 East Michigan avenue, has leased the store building at 324 South Washington avenue and will occupy it with a stock of dry goods and men's furnishing goods as soon as the store can be remodeled and a plate glass front installed. The business will be conducted under the style of The Fair.

Manufacturing Matters.

Oxford—Paul Lassa & Son have purchased the bakery of G. A. Brokenshaw.

Detroit—The All Power Truck Co. has increased its capital stock from \$100,000 to \$250,000.

Detroit—The Gordon-Pagel Baking Co. is building a two-story addition to the present plant on Hendricks street.

Detroit—The Holley Carburetor Co. has increased its capitalization from \$150,000 to \$250,000.

Jackson—The Jackson Screw Products Co. has increased its capital stock from \$12,000 to \$25,000.

Detroit—The Muzzy-Lyon Co., Ltd., has increased its capitalization from \$12,000 to \$22,500.

Detroit—The E. A. Nelson Motor Co. has increased its capitalization from \$400,000 to \$2,000,000.

Big Rapids—The Four-Drive Tractor Corporation has increased its capital stock from \$200,000 to \$500,000.

Detroit—The Eclipse Manufacturing Co., manufacturing brass goods, has increased its capitalization from \$10,000 to \$25,000.

Manistique—S. E. Bryers, of Newberry, is erecting a grist and flour mill on Elk street and will open it for business about Nov. 1.

Detroit—The Eagle Baking Co. recently started in the baking business on Clinton street, and is making the "Eagle" brand of bread, selling direct through the grocers.

Kalamazoo—The Globe Casket Co. has bought the Barrett property, north of the plant, a tract 82 feet square, also the Bard property, 181 by 165 feet, to provide for future expansion.

Jackson—The Central Screw Co. has been incorporated with an authorized capital stock of \$20,000 common and \$10,000 preferred, all of which has been subscribed and paid in, \$10,000 in cash and \$20,000 in property.

Vicksburg—The Vicksburg Ladder Co. has been organized with an authorized capital stock of \$15,000. The company has purchased the Dentler Bagger Co. plant and is installing machinery for making ladders, rocking chairs, etc.

Watervliet—F. F. Smith & Son have purchased the old canning factory and will occupy it with their ice cream plant as soon as the necessary changes can be made. They are building a modern ice making plant in connection.

Saginaw—The alien enemy custodian has sold the plant of the Werner-Pleiderer Co., manufacturer of baking and other machinery, to Donald A. Davis, representing New York banking interests. The plant will be continued and developed.

Saginaw—The Erdman-Guider Co., manufacturer of high grade closed automobile bodies, is removing its plant here from Detroit and will occupy the old plant of the Bransfield-Billings Co. The company has a capitalization of \$500,000, of which amount \$300,000 has been paid in in cash, \$100,000 having been subscribed by Saginaw investors.

Cheboygan—Formal opening of the American Cigar Co.'s factory in Cheboygan was marked by an impressive programme in which prominent citizens participated. Temporary quarters are in the armory, pending arrangements for the purchase of a site and erection of a factory building by the Chamber of Commerce. Seventy-five young women entered the school of instruction opened by skilled cigar makers.

Saginaw—C. F. Hack, Rudolf

Eckert and J. L. Mossner have incorporated to conduct a chain of dairy stores in Saginaw, Flint and Bay City. The business has proved a success in Saginaw, also in Flint. The company manufactures its own dairy products fresh every day. C. F. Hack takes charge of the manufacturing and of the Saginaw branch; R. R. Eckert takes charge of the Flint branch; J. L. Mossner takes charge of the Bay City branch.

Retailers Urge Fair Treatment.

Copies of resolutions, defending the position of the retailer with respect to the high cost of living and urging adequate measures to check hoarding, profiteering and other evils, have been forwarded to the various State secretaries of the National Retail Grocers' Association with a request to obtain favorable action by State and local associations. The first resolution promises support to the investigations to determine the causes and cure for the high cost of living and insists upon fair unprejudiced investigation of the retailing of food.

The second resolution, whose preamble charges that the retail food distributor is being made the scapegoat, citing statements of President Wilson and Attorney General Palmer and claiming prejudice and lack of knowledge on the part of the Government departments, involves an appeal to the legislative branch to take immediate action in placing just blame where it belongs and "to take real constructive action toward reducing the high cost of living to replace empty agitation prevailing at present."

To this end the resolution suggests the adoption of the following measures:

First—That a limited embargo be placed upon exports of all essentials, permitting only the surplus to be exported after ascertaining the available supply and estimating the requirements necessary for home consumption.

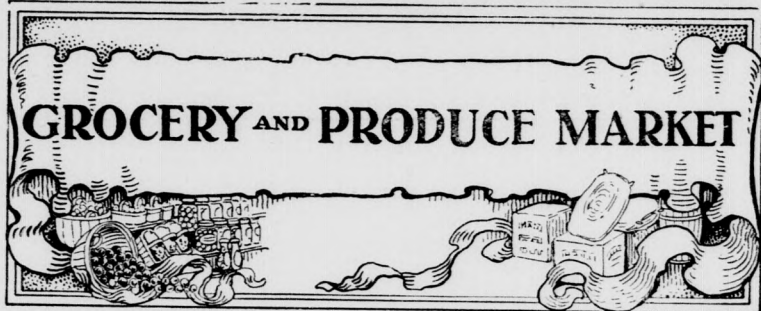
Second—That resales between members of the same group of distributors be prohibited. (This was done with splendid results while the Food Control act was operative.)

Third—That all trading on all Boards of Trade and exchanges be limited to transactions intended for actual delivery.

Fourth—That only those actually engaged in the production or distribution of the people's food or other necessities, both raw materials and finished products, be permitted to deal in same.

In submitting the resolutions to the State Secretaries, with a request for action, it is urged that copies of the resolutions as and when adopted be brought to the attention of the President, the Attorney-General and the members of the Senate and of the House from the district in which the endorsement may occur.

Earl D. Stoll, the Bridge street merchant, put in all day last Wednesday at the \$100,000 sales day of the Grand Rapids Dry Goods Co. The sale was even a greater success than was anticipated. Final figures will not be ready for some days yet.



Review of the Produce Market.

Apples—Wolf River, \$2; Wealthy, \$1.75@2; Strawberry, \$2.50; Fall Pippins, \$1.75.

Bananas—\$8 per 100 lbs.

Beets—\$1 per bu.

Butter—The market is firm, prices ranging about the same as last week. The consumptive trading is good as usual for the season. The market is steady on the present basis of quotations and there is not likely to be any change of any consequence during the coming week. Local dealers hold fancy creamery at 55c in tubs and 57c in prints. Jobbers pay 45c for No. 1 dairy in jars and 40c for packing stock.

Cabbage—\$1.50 per bu. or \$4 per bbl.

Carrots—\$1 per bu.

Celery—35c per bunch; jumbo, 50c.

Cocoanuts—\$1.40 per doz. or \$10.50 per sack of 100.

Cucumbers—40c per doz. for No. 1 and 35c for No. 2.

Egg Plant—\$1.50 per doz.

Eggs—The market is firm at prices about the same as a week ago. New-laid eggs continue to be scarce and the market is in a healthy condition, but not likely to change in the near future. Local jobbers are paying 45c for candled, fresh, loss off, including cases.

Garlic—60c per lb.

Grapes—California Malagas, \$3.25 per case; Concord and Wordens, \$3.25 per doz. for 4 lb. baskets, 32c per 7 lb. basket, bulk, \$2.25 per bu., 90c per ½ bu.

Green Corn—25c per doz.

Green Onions—20c per doz.

Honey Dew Melons—\$3 per crate for either 6 or 8.

Lemons—California, \$7 for choice and \$7.50 for fancy; Verdillas, \$9 per box.

Lettuce—Head, \$1.25 per bu.; garden grown leaf, \$1 per bu.

Onions—California, \$5 per 100 lb. sack; Louisville, \$4.50 per 100 lb. sack; Walla Walla, \$5 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 per bu.

Peaches—Elbertas, \$4.25 per bu.; Prolific, \$3.50; Ingalls, \$3.75.

Peppers—Red, 35c per doz.; Green, \$1.50 per bu.

Pears—California Bartletts, \$4.50 per box; Clapp's Favorite, \$3 per bu.; Bartlett, \$3.50 per bu.; Flemish Beauty, \$3.

Pieplant—5c per pound.

Pickling Stock—Cukes, 20c per 100 or \$3 per bu.; little white onions, \$2 per 20 lb. box.

Plums—\$3 per box for California; Green Gages, \$3.25; Bradshaw, \$3;

German Prune, \$3.50; Blue Damsons, \$3.50.

Potatoes—Home grown, \$1.50@1.75 per bu.; Jersey Giants, \$5 per 150 lb. sack.

Radishes—Home grown, 10c per doz. bunches.

String Beans—\$1.75 per bu.

Sweet Potatoes—\$2.25 per hamper or \$5.75 per bbl. for Virginia.

Tomatoes—Home grown, 75c per ½ bu. basket; \$1.25 per bu.; Green, \$1.15 per bu.

Water Melons—40@50c apiece for Missouri.

Wax Beans—Home grown command \$1.75 per bu.

In one field, the American Federation of labor knows no equal. In the art of deceiving the public, including its own membership, its officers, through long experience, have become supreme. With freedom to follow their natural impulses, and no outside adverse influence, the percentage of loyal, law-abiding citizens among union men and independent men would undoubtedly be much the same. But the union man has the disadvantage of being compelled to follow venal leaders, and this of necessity forces him to do many things which otherwise he would indignantly thrust aside. A common means of deception is to cover up a vicious intention with protestations to the contrary. This was the method adopted by the American Federation of Labor during the war. The most costly strikes called, the most serious interruptions in the sending of war supplies to our soldiers, were usually preceded by high-sounding resolutions of loyalty passed by the Federation itself or by one or the other of its constituent bodies. Perhaps because of its very commonness, the trick was most successful. The public was deceived into believing that trades unions were, as a class, intensely loyal, whereas to the contrary, they were ever mindful of the advantages they might gain with secondary consideration for the country's welfare and safety.

Sugar As a Food.

Common sugar is said to be almost an ideal food. Cheap, clean, white, portable, imperishable, unadulterated, pleasant tasting, germ-free, highly nutritious, completely soluble, altogether digestible, easily assimilable, requires no cooking and leaves no residue. Its only fault is its perfection. It is so pure that a man cannot live on it. Four square lumps give 100 calories of energy. But twenty-five or thirty times that amount would not constitute a day's ration: in fact, one would ultimately starve on such fare.

The Grocery Market.

Sugar—The sugar market remains unchanged, all prices being on the same level as for several weeks. The available supply of raw sugar is much larger than it has been and refiners are making enough sugar to fairly supply the demand. Jobbers, however, of this section are complaining that they are not getting this, that it is being diverted to other purposes. The result is continued scarcity in Michigan markets. The demand from retailers continues heavy. No change is in sight.

Tea—The market shows no change for the week. Everything is strong and it seems to be the universal opinion that tea at present prices is good property, as there seems to be no possibility of declining, but every chance of advancing. No change has occurred during the past week. If there was any speculation in tea, prices would advance sharply, but there is practically no speculation, as people who would ordinarily speculate are afraid to just now.

Coffee—No change has occurred in the market since the decline noted last week, which amounted, in the case of Rio 7s, to about 5@6c per pound, and in the case of Santos 4s to about 3c. At present the market is fairly steady, with predictions of a higher market a little later. Nobody is buying, however, except what he has to have at the moment, as this is not the time to do any venturing. Mild coffees are off about 1c a pound in sympathy.

Canned Fruits—New offerings during the week were of New York Bartlett pears, somewhat below earlier New York State prices, and Washington-Oregon Bartletts, a full line, at 20 per cent. over the packing corporation's opening. Cling peaches are firm at 5@10 per cent. over the opening, while apricots can be had at 5 per cent. over.

Canned Vegetables—The warm weather of the past few days has not materially affected the tomato situation, which is almost unbelievably critical. One packer, whose usual pack is 20,000 cases, up to last week had packed only 200. Another in New Jersey packed his first tomatoes of the season last Thursday. If the weather should continue warm for another month the pack will be somewhat better than it looked as if it would be a week ago, but it still is bound to be not more than a third to a half of last year's pack. Prices show no change for the week. Fancy peas are very scarce and obtainable only on resale. String beans are showing a short pack with much spotting because of bad weather. New York corn is reported a good crop, but Middle Western, in spite of appearances of a large yield a short time ago, seems to be turning out little better than a 75 per cent. pack. A prominent Indiana packer who sold a few futures offers fancy at \$1.60 factory, extra standard at \$1.55, fancy evergreen at \$1.55, extra standard evergreen at \$1.45.

Canned Fish—Aside from further opening prices on salmon, which were naturally of great interest to the trade

and on which confirmations of s. a. p. orders are generally reported high, the feature of the canned fish markets has been heavy, sales of blue fin tuna, which jobbers have been taking readily in place of the unavailable white meat, or albacore, of which the pack is very small. Packers have advanced the price of halves to \$8.50, Coast, packing still continuing in a small way. Salmon on the spot is in very meager supply as to pinks and almost lacking as to reds. New red Alaska was offered Saturday at \$3.40, Coast, 15c above the general opening, but buyers here appeared not prepared to rate the shortage at so high a figure. Chinook is hardly offered at all. Crab meat is in demand, but there is said to be practically none on spot, reported quotations being for fancy halves in transit and to be shipped at \$35@38, New York. California sardines, 1s ovals in tomato sauce, were reported selling very readily in the hands of some brokers. Maine sardines have shown a slight increase in orders, due to lower prices on ¼ oils, but the main business was reported to be in the fancy grades. A good many packers seem determined to close operations not later than October 1 because of unprofitable prices. Special brand orders have been largely refused.

Rice—The market is quiet, with very little business. Prices do not attract buyers, who in general have taken a waiting attitude.

Molasses—Demand is somewhat greater and prices firm with the promise of cooler weather near.

Sugar Syrups—The market is somewhat higher. Everything is well taken.

Corn Syrup—All the larger manufacturers are now on the same price level.

Cheese—The market is steady at prices ranging about ¼c lower than a week ago. The consumptive demand is good and not likely to change in the next few days.

Provisions—Everything in the smoked meat market is steady, with a very light consumptive demand. Pure lard is steady at prices ranging about 2c lower than previous quotations. Lard substitute is also steady at quotations ranging about 2c lower than last week. Dried beef, canned meats and barreled pork are steady, with unchanged quotations.

Salt Fish—The mackerel market remains about unchanged for the week, demand being moderate.

Perce J. Cox, son of Arthur Cox, the Lowell groceryman, has returned from France, where he was a member of the "Fighting 32d," and gone on the road for the National Biscuit Co.

Newell & Stryker, druggists at Cal- edonia, have purchased a new Guarantee iceless soda fountain from the Hazeltine & Perkins Drug Co.

De Young & Son have engaged in the grocery business at 945 East Full-ton street. The National Grocer Co. furnished the stock.

John T. DeHaan succeeds Kruidenier & Co. in the grocery business at 423 Michigan street, N. E.

REPORT OF SECRETARY

Of the Michigan Retail Dry Goods Association.

I desire to give a brief outline of the events leading up to the organization and supplement it by some of the work which has fallen to my hands to do during the year that has just passed.

The members, as a whole, will be interested to know that the idea of organizing this Association had its beginning in the mind of J. B. Sperry, of the J. B. Sperry Co., of Port Huron. Mr. Sperry took the liberty of calling a meeting to be held at the Hotel Downey, Lansing, early in July last year. The notice was short and many of the invited merchants were unable to attend. There were present, however, thirteen persons as follows:

J. R. Richey, Charlotte.
D. M. Christian, Owosso.
S. E. Cook, Charlotte.
William Brogan, Lansing.
C. W. Carpenter, Kalamazoo.
Phil. Higer, Port Huron.
W. O. Jones, Kalamazoo.
F. McElwain, Charlotte.
F. E. Mills, Lansing.
H. B. Streck, Charlotte.
J. B. Sperry, Port Huron.
Fred Cutler, Ionia.
J. W. Knapp, Lansing.

The temporary organization consisted of the election of Mr. Sperry as President and myself as Secretary. Owing to the smallness of the attendance, a committee was appointed to draw up a set of resolutions to be signed by those present and the date of the meeting for permanent organization was fixed for Lansing, Sept. 10, or exactly one year ago.

At this meeting each merchant took it upon himself to communicate with ten other merchants in the State and on Sept. 10 a very substantial number was present. Fifty-nine persons signed the original statement and they all became members of the organization.

This was the beginning of what we intend to make a strong and vigorous organization whose influence will be felt for years to come, not only in Michigan, but throughout the country.

The constitution, which has been adopted and placed in your hands, was proved at this time. The meeting was addressed by W. E. Balch, Manager of the Indiana Retail Dry Goods Association. Mr. Balch gave a splendid talk, which aided us very much in our organization work. After the formal organization, the officers and directors who have served during the past year were chosen and the proper committees appointed.

During the four or five months following very much of the work pertaining to the organization fell into the hands of your Secretary. This work has been very pleasant and agreeable, although sometimes laborious. The issuing of the merchandise bulletins, which is familiar to the most of you, the soliciting of new members by mail and by telephone and the arrangement of the programme for the Battle Creek meeting held in March were some of the duties of this office. In fulfilling these duties our splendid President, D. M. Christian, has been of great assistance to your Secretary.

Permit me here to digress enough to say that no better and no more fortunate choice could have been made than the selection of this man of fine character and splendid business ability to the chief executive for the first year. His active and energetic mind has assisted me in many ways in practical ideas for the good of the organization and I feel that the retail interests of Michigan will never fully realize the value of this most excellent choice.

The committee that was appointed to recommend a man for manager of the Association made its report in

April which resulted in the recommendation and election of the present manager, Jason E. Hammond, a man well-known in Michigan, who will speak for himself in the form of a Manager's report. Since that time the clerical work which belonged to the office of the Secretary-Treasurer has been transferred to the headquarters office, including the keeping of the accounts, etc., which is being attended by Mr. Hammond.

However, I have not been idle. I have had the pleasure of attending the meeting of the National Retail Dry Goods Association, which was held at St. Louis, on May 27, 28 and 29. At one of the sessions your Secretary was asked to talk upon the subject of "The Standardization of Sizes and the Charges for Alterations." This informal talk was explained by charts and I am pleased to state that it brought forth a very extended and helpful discussion. As a result of this meeting I was invited to attend a meeting of the Indiana Retail Dry Goods Association at Indianapolis in June with the same address. The questions and comments by the Indiana members indicated very much interest in these subjects.

I was also appointed a member of a committee of the National Association to meet with a committee of the manufacturers and jobbers of New York, Sol Singer being president of the Manufacturing Association. On this occasion I believe further steps were made in showing that it was the desire of the retailers and manufacturers to get into harmony with each other and to eliminate many of the vicious practices that have been followed by both manufacturers and retailers.

It is my opinion that organizations like ours in each and every state of the Union should join with similar organizations and should have the power of naming two or more directors from each state who shall comprise the board of directors of a National Association, with the view of securing the services of as strong a man in Washington as Samuel Gompers, who represents the Federation of Labor. These organizations, thus joined together, can wield an influence in Washington that will prevent so many unfavorable laws that are now being passed. In making the reference to Mr. Gompers, we do not wish to be understood that we are in any way hostile to the interests of labor, but the strong centralized organization of the labor unions should teach the merchants of the country a lesson to the effect that their interest cannot be protected by miscellaneous and hap-hazard and loose-jointed organizations.

Members of the board and standing committees have shown a commendable zeal for the interest of our organization by giving liberally of their time and expense to attend the meetings and assist in promoting our mutual interests. It is not with us a question so much of joining the Association as the absolute necessity of getting together in as strong an organization as possible, so that we may not be disregarded in Congress or state legislatures when laws pertaining to minimum wage, regulating the number of hours, luxury tax, and any other like subjects are placed on the statute books.

It is time we established a higher standard of citizenship in this country—ethically as well as in a patriotic sense. We all know the disastrous experience that California and the Southern part of the United States have gone through, and yet unless the most vigilant care is exercised the same experience is likely to befall us right here at home.

There are many racial strains in Americans, but I am sure that we all share the feeling which was expressed by a prominent speaker when he said that, although part of his blood was Scotch and part German, he neverthe-

Remnant Snaps

28 in. Printed Duckling Fleece Remnants	21c
36 in. Eiderdown Fleece Remnants	25c
36 in. Unbleached Sheeting Remnants	14c
27 in. Gingham, fancy shorts, best quality, 10 to 20 yd. lengths	22½c
27 in. Gingham, plain colors, best quality, 10 to 20 yd. lengths	22½c
25 in. Gingham, fancy shorts, 10 to 20 yd. lengths	18½c
32 in. Gingham, fancy shorts, best quality, 10 to 20 yd. lengths	26½c
26 in. Outing Flannels, 10 to 20 yd. lengths	16½c
27 in. Outing Flannel, good quality, 10 to 20 yd. lengths	21½c

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids

:::

Michigan

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.

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.

To Dealers Only

Write for our latest
SPECIAL CATALOGS
No. M. T. 1919

John V. Farwell Company
CHICAGO

Wholesale Dry Goods &
General Merchandise

less stood ready, if necessary, to shed every drop of it for this dear, good country.

It makes little difference where we come from—we are all here. The thing that will keep us all here in fraternal harmony and contentment is the jealous preservation of those ethical principles which underlie the whole fabric of American social and economic life.

It is quite as important that the ideals of America should be vindicated at home as it is that they should be fought for on the plains of Picardy. It is especially important that these ideals should be preserved in our commercial life, which offers so many opportunities for unfair and vicious practices. Whenever the slightest tendency to slight or subvert them is brought to our attention, we should be quick to reprehend and correct it.

In this connection it is pertinent to ask whether it is right that a storekeeper or merchant who does business six days of the week and faithfully conforms to all the municipal rules pertaining to light, heat, sanitation, etc., should have for his competitor a man who runs his business seven days of the week and complies with no rules whatever?

You all know to whom I refer when I speak of those who persistently and systematically disregard the most wholesome American customs and who live as no true American should or could live—who, in fact, take their chief pride in living exactly as they lived in the country from which they came. These do not make desirable citizens or neighbors.

We have a good many store keepers who are recruited from this class, and I wish to say this concerning them: They owe it to themselves even more than they do to their American-born competitors that they should be eager and foremost to cherish and exemplify the spirit of American square dealing and right living which has made this country the freest and greatest in the world. In no other way can they furnish such signal proof of their disinterested loyalty.

It is up to everyone to show his Americanism by practicing the distinctive American virtue of observing both the spirit and the letter of the laws that are designed to protect our common rights and interests.

Women's Wear Trade.

Business is not being obtained by the manufacturers of women's ready to wear, and this is causing considerable anxiety in the trade. For the past month or two things have become quieter than they were before that time, but the past two weeks has materially intensified the situation.

In most cases cutters are sold up for the work that is now in work and also for what is expected to come through for the next two weeks. Beyond that time the situation is different. Many manufacturers are without business to carry them along after the middle of the month, when work now in process will be completed, and they are becoming very anxious about what they will do then.

Buyers report that within the past two weeks manufacturers have shown a marked anxiety about getting new business, but so far have not offered any substantial reasons for placing additional orders. As far as can be learned prices are unchanged. The cutter seems to want to get more business, but he has not been pushed enough to force prices lower.

Retailers throughout the country are not doing much and the demand for suits for fall is said to look very

gloomy. Manufacturers and jobbers are quiet on suits and this would seem to back up the report of the retailer.

It is evident that all along the line there has broken out a marked quietness with the high prices evidently greatly restricting business. It is pointed out that the consumer, who is the spender to-day, is buying out of what can be termed his "capital" and that he is not buying on his "profits." With this idea in mind it is believed by others that the end of "capital" may be in sight and that some of the restricted buying is the result of this condition.

On the other hand, houses that sell through the mail exclusively and that have a women's wear and clothing department report that they are not finding any great amount of difference in the business that they are doing. They add, however, that they are not good barometers of the situation in that they talk of averages, and that while business might be bad in some sections it is likely to be better in other sections, so that the average keeps up. In addition, much of their trade comes from territory that is adjacent to agricultural sections, and so far there is no indication that they are feeling the effects of the present situation.

About the only hopeful report that is available in the market to-day is that where business is being done the buyers are taking the better class of garments. As a result of the prices that are ruling for all qualities there seems to be a growing conviction that the better garment is the better purchase, and retailers as well as mail order houses report that as a result of this trend to demand the medium and cheap garment is growing harder and harder to sell.

National Blouse Week.

An advertising appropriation of \$50,000 is to be spent in bringing home to the women of the country through the newspapers, from coast to coast, the message of National Blouse Week, which is to be held from Nov. 10 to 15. This amount was decided upon at a meeting of the members of the United Waist League of America. The "week" promises to be the biggest feature of its kind ever conducted by the apparel and kindred trades of the country. Plans are now under way to commence the advertising campaign within the next few weeks.

In addition to the publicity to be purchased in the newspapers, the waist manufacturers will, individually, call the attention of retailers throughout the United States to the project by the distribution of literature, which has been prepared by a special committee of the League. More than 400,000 pieces of this literature will be put in the mails. This will be the "opening gun" of the campaign.

Many dry goods jobbers are firmly convinced that retailers are not as well provided with goods on order or in hand as they were a year or two years ago. If this is so a steady business this fall may steady the markets a great deal.

Announcement of Further Expansion

In order to properly take care of our increased business and give the right kind of service to our customers, we take pleasure in announcing the following appointments which take effect immediately:

1. Mr. Frank J. Seibel is appointed Sales Manager with the duties and authority of that position.
2. Mr. Grover D. Smith is appointed Buyer and Manager of the Underwear and Hosiery Department.
3. Mr. W. W. Ladd takes charge of our Jackson territory with headquarters and sample room there.
4. Mr. Carl B. Orwant takes charge of part of the Upper Peninsula territory with headquarters and sample room at Marquette.

We expect to soon be able to announce the appointment of several more salesmen to cover territory not now covered by us. If you know of any capable men, experienced in the Dry Goods business, who would make good salesmen for us, we would appreciate hearing from you or them.

REPORT ON SEPTEMBER 10th, \$100,000 CITY DAY.

Every merchant who was here knows that on that day we went far "over the top." We are filling orders as fast as we can and if any of you find that there is any mistake in your order, we will be glad to correct same upon hearing from you. We were much pleased with the success of our sale. Over 300 merchants were here but we cannot give you the figures just yet as to the total business, although we know it went far over \$100,000. The part that pleases us the most, however, is the fact that everyone was satisfied. We will have more sales from time to time of which you will receive announcements.

DON'T FORGET THAT WE CAN FILL YOUR ORDER AS COMPLETELY AS ANY AND BETTER THAN MOST

At this season of the year when you need merchandise for your trade, which is exceptionally good in most localities, either see our salesman or phone or send us your order by mail. OUR SERVICE DEPARTMENT WILL SEE THAT IT IS SHIPPED TO YOU JUST THE WAY THAT YOU WANT IT. You will receive the same prices by mail as if you bought the goods personally.

CITY DAY

Don't forget that EVERY WEDNESDAY is CITY DAY when you will find REAL BARGAINS in EVERY DEPARTMENT. Come and see us. It will pay you.



Grand Rapids Dry Goods Co.

Distributors of

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

Exclusively Wholesale

No Retail Connections

HIGH WAGES A BOOMERANG.

Union labor leaders are beginning to realize that high wages are disappointing, so far as the increased money fails to give accustomed satisfactions of wants.

When more is produced there is more to divide, and wages will buy more without raising prices. It is true that there has been a great increase of production during the war and that prices have risen. That is the exception which goes to prove the rule that increased production lowers prices. The reason for the exception is that the increase of production during war is limited to goods and services for which there is a strictly limited demand, and for the purpose of destruction rather than of satisfaction of general wants. During war the production of universally wanted goods decreased in something like a due proportion to the increase of such articles as munitions. Even stocks of general goods are depleted by the diversion of productive effort in other directions. The resultant decrease of supply in proportion to demand is the chief cause of the high cost of living. When productive effort is restored to peaceful proportion, the result will be increase of supply, and the cost of living will fall, if the advice of the railway men is taken and the increase of nominal wages is stopped.

It is easy to supply examples under the theory. The British Board of Trade says that for the first twenty weeks of this year the production of coal was 240,000,000 tons, compared with 287,000,000 in the last pre-war year, despite the fact that 30,000 more miners were employed this year than last. How is it that in normal times, with lower demand for coal and with lower wages, there was a greater production than now, when the demand is urgent and wages are the highest ever known? There are several explanations, which, it is agreeable to say, apply to our workers in less degree, and to some of our workers not at all. One is that the British colliers are strangling their industry according to their custom by declining to produce according to their easy capacity. They have reduced the hours of work and the amount of production per man until coal mining has ceased to be an occupation—it is merely a pastime. They are even threatening their country by refusing to produce at all, in order to force compliance with their political demands. Although better paid than ever before, they not only refuse to produce coal on a scale of a quarter-billion dollars' worth a year, but by the lack of their product they check the distribution of goods over railways or seas, while themselves obtaining their supplies from the mines direct, by trade usage. The consequence is such an accumulation of demand over supply that the price has exceeded the government limit, and the government has had to announce an increase of price to consumers "because of increased wages, shorter hours for the minor, and decreased production per workman."

Happily, there is no such shocking

indictment of our miners. They are agitating, but their demands are confined to their trade, and are arguable, even if excessive. There are other trades not as enlightened as our railway men, who now have an opportunity to lead the way to the painless reversion of prices from wartime heights to normal. When more men than are needed are put at the work for the sake of wages rather than production of transportation some are slackers. It is true that there is thus provided an object lesson against Government operation, and that the unions, which admit their dissatisfaction, although they have forced compliance with their demands, are put in an unpleasant position before their countrymen.

The discovery of the unionists that they also are consumers, and that what they compel to be paid into one hand they are compelled to pay out with the other, may serve to direct their attention to the fact that the consumers are the masters of unions and lawmakers alike when their needs compel them to take charge of the situation. There is now going on an uprising of consumers, the dominant partner in all businesses, even that of government. Capital has experienced, is experiencing, the punishment suitable for incurring a reputation for predatory conduct. The British strikers are predatory as surely as any trust. Let our workers avoid even suspicion of exacting more pay than their services are worth or of conspiracy to limit production and protect slackers. For example, the President has asked Congress to investigate wage increases asked by the railway shopmen. The Director General informed him that their case was under consideration, but they struck. That is not consistent with the opinion of the Big Four brotherhoods that reduction of living cost is more desirable than increase of wages, and it is obnoxious to suspicion that the shopmen are checking production by opposing methods of efficiency. They demanded time pay instead of piece-work wages, and when they were accommodated there was a great loss of production. That is one of the reasons why it is necessary still further to increase rates, and thus to put the cost of their slacking on the forgotten third party of their wage contract, the patrons of the railways. The whole is greater than the part, and no class of producers can afford to oppose their interests to the universal interest.

The great trouble with most of us is that we are too easy with ourselves. Instead of bracing up to our job, we coddle and pity ourselves and try to make excuses for our failure to get on. We blame everything but the right thing. We will not admit that "It is not in our stars, but in ourselves, that we are underlings." It is too hard work, too much trouble to brace up our weak points. It is so much easier, so much more satisfying to our vanity to work on the strong faculties in our team. Our pride is in these, and we make the most of them and ignore the others.

THE NEW WORD "PROFITEER"

Wars, especially foreign ones, invariably add forceful words to the language, or give new meanings to old ones. The civil war produced a lot of them like "skeddaddle" and gave a new twist to others like "contraband." Out of the Boer war came, among others, the word "commandeer," which has been in fairly general use since. Perhaps the most striking of the new words coined during the recent struggle is "profiteer," constructed by putting an extra "e" in the old word "profiter," but with a meaning all its own. This meaning was defined by Sir Auckland Geddes, the President of the British Board of Trade, in a recent speech in the House of Commons as follows:

To profiteer is to make unreasonably large profit, all the circumstances of the case being considered, by the sale to one's fellow-citizens of an article which is one or one of a kind in common use by or for the majority of the population.

He added that the introduction of the word into the language is really something of a landmark, for it marks an increase in the social consciousness. It shows that people on a large scale, the populace as a whole, are realizing that action taken by individuals for their own benefit may be against the interests of the population as a whole, and that indeed is the case with the making of unreasonable profits, in connection with articles in common use, or of a kind that is in common use. These remarks were made on a motion for the second reading of a bill to curb or put a stop to the practice in Great Britain.

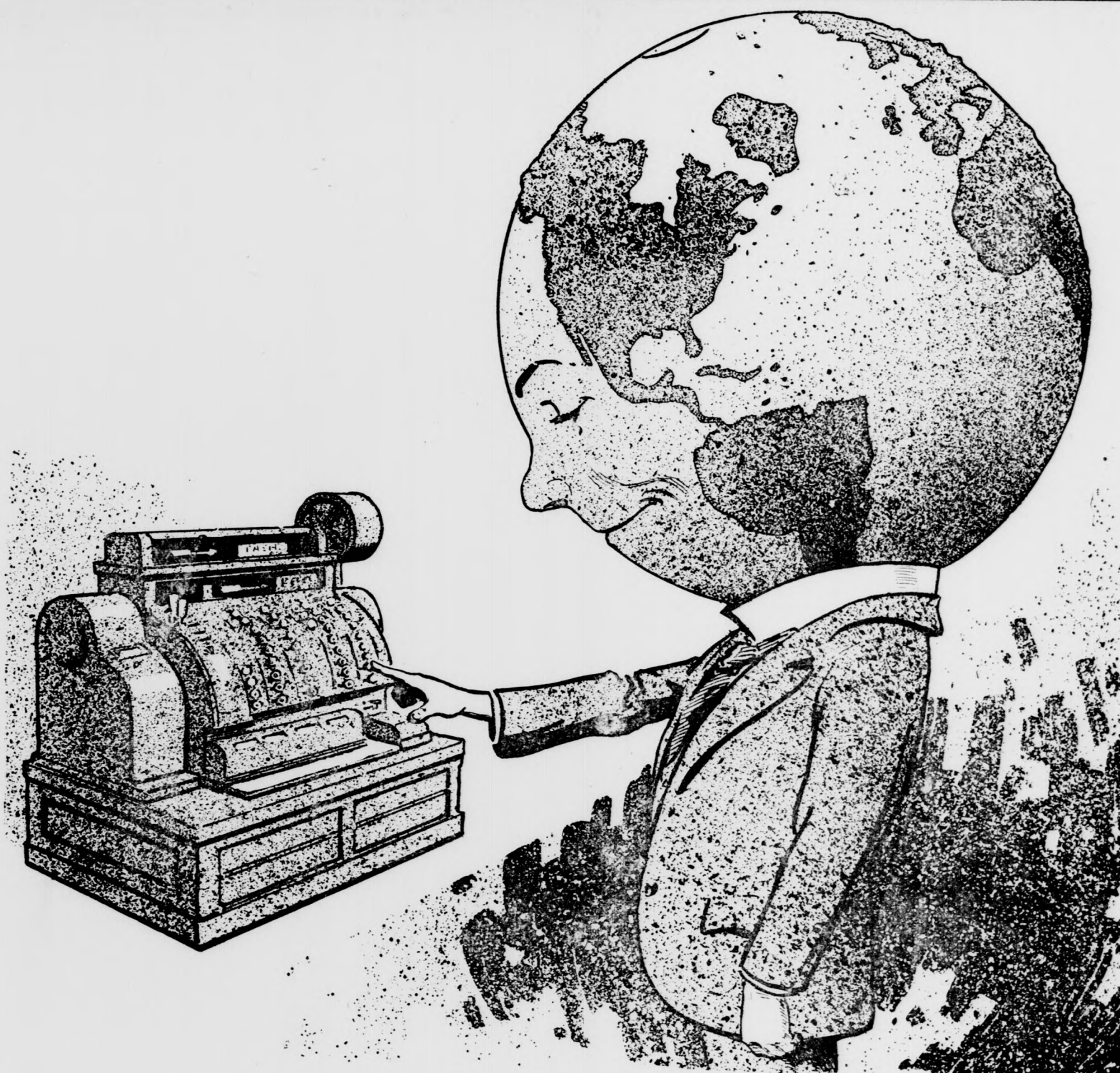
As some attempt is being made in this country in the same direction, it may be interesting to note the manner in which the British are tackling the problem. The law they are trying to enact would run for only six months. Under it the Board of Trade will be given power to investigate prices, cost and profits and to receive and enquire into complaints that unreasonable profits are being exacted either at wholesale or retail. After a hearing the board will have the right to declare a price that would yield a reasonable profit, require the seller to repay any excess or by summary process have the seller convicted and fined or imprisoned. Where the seller is a corporation, every officer and director will be considered guilty "unless he proves that the act which constituted the offense took place without his knowledge or consent." The board may also establish or require local authorities to appoint committees to which the board may delegate any or all of its powers, or authorize local authorities to buy or sell any articles to which the act applies, which include both food and clothing among other things. In the address of Sir Auckland Geddes, he referred to the case of the boot and shoe prices as one of those which needed investigation. Thus, in non-fashionable shopping districts, footwear were priced from \$12.16 and \$14.60 per pair when "something similar" could be bought wholesale at from \$3.65 to \$6.08 per pair. It is a

curious circumstance that, not long after the address was made, English tanners and shoemakers came to an agreement to produce standard shoes of good quality at fairly low prices.

One thing that has been much stressed, and very properly, as a means of reducing costs is increase of production. This is axiomatic. It means larger production without extra overhead expense and, consequently, a lower cost per unit of output. If hours of labor are curtailed and production is correspondingly reduced, the products are bound to be more expensive. It is not safe to take it for granted, however, that the mere curtailment of working hours, say from ten to eight a day, implies a reduction of 20 per cent. of output. In Great Britain, where the subject was carefully studied during the war when it was necessary to speed production to the utmost, it was discovered that reduction of working hours frequently meant increase in output and more satisfactory products. There was a patriotic spur in those days which may have helped some in getting such a result. And, in fact, spirit or pride in their work on the part of the workers always counts for much. If there is any lack of either in this country just now, it might be the part of wisdom to discover the cause therefor with a view to removing it. And, as a suggestion, would it not be well to find out how much of dissatisfaction is due to the fact that increases in wages and reduction of hours have been made the pretext for disproportionate increases in price which oppress workers more than others. This is something which holds good as to many of the necessities of life and may help to account in part for the attitude of laboring men and women. If the game is played fair and employers are on honor, the chances are that the employees will follow suit.

General Pershing said a great deal in the few words he addressed to the members of the American Legion in Madison Square Garden. He congratulated the men on the lessons of discipline they had been privileged to learn while in the service, and told them that this would place great responsibility on them in the future. That must have struck not a few as a novel doctrine; but it is as sound as anything that has been said since the war. He also advised, indeed he commanded if he is to give it his support, that the Legion be kept out of politics. Officers, and men too for that matter, have been inclined in the past to feel that having served their country at war they deserve a plum in peace. The two do not necessarily follow. To have an excellent record as a captain of cavalry does not prove special fitness for the receivership of an insolvent railroad. General Pershing's experience with some officers, taken direct from civil life, may have suggested this theme to him.

You think your goods are well displayed? There may be a place in your store though where you could display more or show them to better advantage. Find it.



The world's bookkeeper

Modern National Cash Registers are recognized throughout the world as labor-saving machines.

They are used wherever money is handled and accounts kept—in every line of business, in all parts of the world.

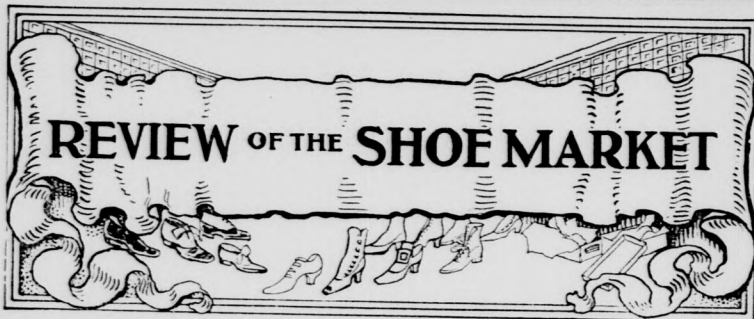
National Cash Registers are the result of 35 years of study and invention.

To make them requires 7,100 people, 21 buildings, 40 acres of floor space, and 2,475 patents covering 35,000 claims.

Considering workmanship, materials, and what it does, the National Cash Register is the lowest priced piece of machinery in the world

The National Cash Register Company
Dayton, Ohio

Offices in all the principal cities of the world



Michigan Retail Shoe Dealers' Association.

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

Profiteering Charges Against Shoe Dealers.

Written for the Tradesman.

That the mind of the great American public has been poisoned by distorted, misleading, and prejudicial screeds concerning the distribution of footwear in this country, is a fact well-known to every fair-minded person who knows the true inwardness of the present situation. That prices of shoes of every kind are high, no one denies. That the upward tendency has been especially noticeable in the last eighteen months, is a fact nobody is attempting to gloss over. That the retail price at which shoes are selling is working a hardship on quite a large class of people, is also a thing which cannot be gainsaid or refuted. As a matter of fact nobody is thinking about undertaking such a silly task.

But that retail shoe dealers are responsible for this unfortunate situation is just about as wide of the mark of truth as anything can be. That the average retail shoe dealer is guilty of profiteering is ridiculously untrue. The simple truth is retail shoe merchants are no more guilty of profiteering than jewelers, druggists, milliners, hatters, haberdashers, clothiers, dry goods merchants, department store people, and all the rest who unite to supply the enormous demands of an extravagantly prosperous era. To single the shoe dealer out and make him the scapegoat in a time like this is manifestly unfair.

"As a matter of fact," stated a shoe department manager the other day, "everybody who has anything to sell is getting bigger prices and longer profits than he used to get, but why pick on the poor shoe dealer? Although he may not be a bright and shining example of altruism in a selfish and sordid age, it's a cinch he isn't one whit worse than anybody else." Perhaps it is just as well to be perfectly frank and admit that we have all been bitten by the same dog. And if anybody has to take the special cure for the present high-price rabies, it seems just and proper that all should be required to take the same serum. This thing of picking out a single class of dealers and making them the goat, isn't fair on the face of it. And what is more, it isn't going to correct an admittedly deplorable situation.

If we are going to have "investiga-

tions" and "fair-price" commissions, why, in the name of all the gods and little fishes, don't they go clean to the bottom of this matter and see who or what is causing all the friction? In view of the unsubstantiated charges that have been preferred against the retail shoe dealers of this country, it looks as if somebody were trying to find a short and easy cut through a densely tangled maze of difficulties.

Prices for 1920.

In view of the newspaper discussion concerning alleged profiteering by shoe dealers, two things are to be noted: first, the people are going ahead buying shoes according to their needs, evidently taking all this sensational newspaper stuff with a very generous pinch of sodium chloride; and, in the second place, the plain, blunt fact is that, according to all the laws of sound merchandising, shoes will have to be marked up, rather than down, for 1920. In other words they are costing dealers more than similar grades now in stock cost them.

Here, for example, is a concrete case. The manager of the woman's department of a large retail shoe establishment told the writer the other day that he had just received final price quotations on certain stocks previously ordered for 1920. They were pumps in white kid, dull, tan, and patent leather, and the increase was from a dollar to a dollar and a half a pair over approximate estimate at the time they were ordered—for at that time the manufacturer would not make definite price. These pumps will cost the retail establishment from \$11.25 to \$12.50 a pair. Even if there should be no increase in overhead in the meantime, the concern would have to mark those shoes up to cover this increase of cost to them, but the probability that overhead will increase with equal pace with the mounting price of merchandise.

As an example of how this thing works, they formerly paid their little messenger boys \$4 a week. Now those same boys demand (and get) \$9 a week for their services. It used to cost the shoe dealer from 17 to 20 per cent. to do business; but now, in spite of the most economical methods that can be used with success, it is costing him anywhere from 25 to 35 or 40 per cent.

Now this cost of doing business



R. K. L.

R. K. L.

FAIR VISITORS



Make our sales-rooms your headquarters while in the city.

Welcome

During Fair week we will have special bargains on our shelves that will surprise you.

We have in stock for immediate delivery the following numbers in Boys, Youths and Little Gents shoes:

	Price
6175 Boys and Youths' G. M. Blu. Nailed, 1 to 6	\$3.65
9812 Little Gents' G. M. Blu. Nailed, 9 to 13½	2.95
6176 Boys and Youths' G. M. Eng. Nailed, 1 to 6	3.65
9815 Little Gents' G. M. Eng. Nailed, 9 to 13½	2.95

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

R. K. L.

R. K. L.

Why not try Something Different?



No. 440—Men's Nikrome Blucher
A Cracker-Jack @ \$3.95



No. 405—Men's Drab Mule Scout
A World Beater @ \$2.90

Hood Leather Shoes are made by the Hood Rubber Co. with **TIRE FIBRE** soles and Tire Fibre welts.

These soles and welts are made by the Hood Rubber Co. from Tire materials of Bullseye stock or compound. Every pair is a Goodyear Welt.

The heels are the Hood special patent pneumatic heel.

Dirt Excluder gussets.

When you buy Hood Leather Shoes, you buy good leather shoes made entirely in their own factory. Hood does not buy fibre soles made by some other company. He makes the soles himself, by his own process.

The Tire Fibre Welt—that's the thing that holds them.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

surely cannot be designated as profiteering. It is merely an expensive method of merchandising created and demanded by our present-day public. In other words it represents a type of shoe store service that they want.

In view of actual conditions—conditions, by the way, for which the retail shoe dealer is not responsible—all this talk of profiteering sounds ridiculous; and, by the same token the prospect of cheaper shoes for 1920 is not very flattering at this time. **Class Vs. Economy.**

From what a lot of these pin-headed newspaper paragraphers are saying in their railings about the high price of footwear, one who didn't know the facts in the case might easily be lead to believe there are no cheap or inexpensive shoes to be had. Of course they are not as cheap as they used to be when the popular-priced basements were so generously advertised in flaming newspaper announcements, but the advance in the price of such merchandise is far less sizeable than in the higher priced lines.

But are the people standing in line waiting to get at this less expensive footwear? Decidedly they are not. They are calling for the better grade stuff. In men's, women's, misses' and children's lines this is largely true. They want style—in other words class—in footwear. They know that the cost of materials out of which this merchandise is made has gone up. They know that the manufacturer has been held up time and again by shoe operative in the plants where shoes are made. And they know that the local shoe dealer is not profiteering when he asks for (and gets) a correspondingly higher price for his wares. But they are willing to pay the advance in order to get the kind of shoes they want.

Consequently all this talk about standardizing certain kinds of popular priced shoes for the American people is the sheerest tommyrot. Suppose you do standardize it and produce it in unlimited quantities and mark it up to sell at bed-rock prices—even fixing the wholesale and retail price by legislation so as to remove every possibility of profiteering—how are you going to persuade the people to buy such shoes? England tried it and failed. The people are going to buy the kind of shoes they want.

And, judging the future by the present and the past, they are going to want shoes with style and class.

It is too bad the folks who write these screeds of alleged profiteering by shoe dealers do not take the trouble to get the facts first. If they did, a very large class of merchants would be getting a much fairer deal than they are now receiving.

Cid McKay.

President Wilson's Theory of Regulating Everybody.

No Fourth of July oration used to be complete unless the speaker devoted a considerable part of his address to the "glorious freedom" enjoyed by the individual American citizen. We were taught to believe, and we did believe, that America was distinguished above all other countries because it granted the freest scope for individual action; and it was our pride that this freedom existed in every aspect of our political and economic life.

We inherited our beliefs from the men who fought the revolutionary war and drafted the constitution. They feared perhaps more than anything the domination of the state over individual and they devised an elaborate series of safeguards to prevent this very thing. They believed in a strong central government, but they were equally convinced that its activities should be confined to certain definite purposes.

The hatred of tyranny in this country is probably as strong as it ever was. We hated the tyranny and despotism, as we saw it, of Czar Nicholas and Kaiser Wilhelm. We would not even now subscribe to the theory of a benevolent despot.

It is a question, however, whether as a matter of fact we are not asking our Government to assume the power and functions of a benevolent despot. Every demand for nationalization of this or that industry, every demand for a new form of Government control, every demand, in fact, for state assistance, whether by legislation or prosecution, to help us out of a difficulty is a step towards creating a despotism of the same order which in the past we so roundly denounced.

Consider, just as one example, the effort that is being made to get legislation to regulate the corner grocer. Now it may be true that in many in-

stances he is engaged in profiteering; it is perhaps true that legislation may furnish a remedy. But the sturdy individualists who built this country would never contemplate such a remedy. For one thing, they had too strong a belief in the law of supply and demand to think that written law could afford effective relief; if one dealer was profiteering it was their idea that another one could be found what was not, and that in any event a purely artificial condition could not last if the consumer exercised good judgment in making his purchases—in other words if he made an ally of the natural (and ultimately inescapable) law of supply and demand.

We do not contend that modern conditions do not require a greater degree of state intervention than was

necessary when the Nation was young. But there is reason to believe that without realizing the consequences the American people are coming more and more to surrender their individual independence and lean on the state. Nowadays the American instead of thinking what he can do for himself thinks first of how he can get the state to do something for him. Consciously or not his ideal of the state is that it should be a benevolent despot.—Chicago Tribune.

One thing is sure—you are no bigger than you think you are. Little business will never be big business as long as the owners have little business ideas. Think of yourself not merely as running a store, but as part of the great world of business.

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.

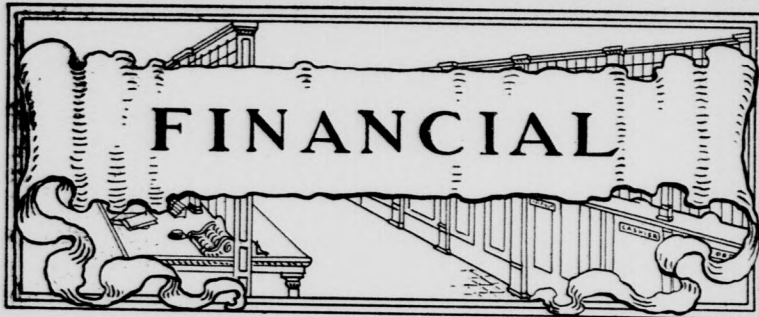
Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

**You are coming to the FAIR to see the
Airplanes and Hirth-Krause Shoes
We shall expect you, so don't disappoint us.**

HIRTH-KRAUSE CO.

Tanners and Shoe Manufacturers

Grand Rapids, Michigan



Bankers Push Partnership Work With Farmers.

For many years the bankers of the United States have been working along fairly well defined lines for the improvement of agriculture. Although haphazard to a certain extent, lacking co-ordination in some essentials, their methods have served their purpose well enough in the past.

Now, however, the problems of the farmer, arising from the war and the reconstruction period, have assumed new angles and phases of bigger import which the plans of the past, formulated originally as a solution, no longer fit.

Recognizing these facts—really for the first time—and realizing the need as never before for the development of a programme of constructive effort, based on the underlying principles of a sound platform, for the support of National agriculture, the National Agricultural Commission of the American Bankers Association and the association's state agricultural committees convened in joint conference in Washington recently with officials of the Department of Agriculture, the United States Bureau of Education and the Farm Loan Board. There were present sixty bankers representing the agricultural committees of thirty-seven state bankers' associations, including thirteen state secretaries, two state presidents and representatives of a number of clearing house associations.

That conference, in my opinion, will go down in history as the most remarkable of its kind ever held in American banking. For out of it has emerged a programme more specific than any yet conceived whereby the bankers of America may be genuinely helpful to the farmer in his time of need. It means, virtually, a standardization of effort with the bankers and the Government as partners; a clear outline of the specific things the banker must do in every phase of banker-farmer helpfulness in order to accomplish the desired results; and it establishes definite sources of information—agencies from which or from whom the individual may seek and find the solution of the problems peculiar to his own locality.

First, it is recognized that the labor question is so dependent upon the high cost of living that all our National social problems can be safely laid to its successful solution. To this end the bankers are working, establishing concrete co-operative effort in every agricultural locality in the United States, outlining such plans that an active and constructive programme can be worked out by the

local bankers, and helping to solve the problems existing in their own home communities. The plan of organization adopted by the Michigan Bankers' Agricultural Commission is the plan to be suggested to all state associations that are not so organized.

If the foundation of National prosperity rests upon agriculture—that is, the production of food at lower cost to the consumer and with more profit to the producer—agriculture must prosper; and in order for agriculture to prosper, it is imperative that:

1. The boys and girls must be kept on the farm.

2. In order to keep them there, home conditions must be vastly improved, affording the young people on the farm the same facilities making for comfortable and happy living that the city boys and girls enjoy.

3. Rural education must be bettered and broadened; consolidated schools must be installed.

4. Good roads must be constructed to make easy access to the social and educational advantages of the city; the use of the automobile (and the good roads resulting) occupies an important place in cementing the social and community advantages of town and country.

Each of these "musts" is absolutely necessary (each dependent upon the others) in giving stability to the entire programme. In every phase of each of the points mentioned, the banker is among the active factors in getting results. And results are being obtained, not as swiftly as might be desired in some quarters perhaps, but none the less surely.

Of inestimable importance in the method of operation proposed is the county agricultural agent.

Of 2,500 agricultural counties in the United States, 2,200 now have

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000

Surplus and Profits - \$700,000

Resources

10 Million Dollars

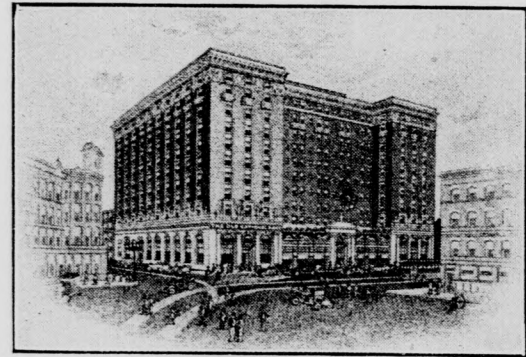
3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings

Facts vs. Fancies

There are plenty of business men in the United States conducting their businesses—buying, manufacturing, selling—doing everything according to their own personal fancies with complete disregard of the facts.



Every business move should be measured with the yard stick of basic conditions for the condition of each basic factor affects even the smallest transaction at retail. Our Monthly Trade Reports will help you get at the facts. May we place you on our list for these reports.

OUR OFFICERS

WILLARD BARNHART
Chairman of the Board
CLAY H. HOLLISTER President
WILLIAM JUDSON Vice President
CARROLL F. SWEET Vice President
GEORGE F. MACKENZIE Vice President and Cashier

OUR DIRECTORS

Willard Barnhart
W. R. Shelby
L. H. Withey
William Judson
Carroll F. Sweet
W. D. Stevens
Clay H. Hollister
John P. Homiller
John Duffy
John C. Holt
Edward Lowe
Frank Jewell
Geo. F. Mackenzie
James F. Barnett
Wm. M. Wurzburg

THE OLD NATIONAL BANK

MONROE AT PEARL



GRAND RAPIDS

The Man Who Travels

An individual of means selected as an Executor of your will is very apt to be a man who travels. He might be away on a trip when you die.

He may take a trip at a time he should stay at home and look after your estate. You cannot compel him to remain at home.

When you name the GRAND RAPIDS TRUST COMPANY as Executor you know we will not travel, thereby removing the risk of an Executor being away from home at an important time.

Our officers will be glad to consult with you about your estate. There is no obligation.

GRAND RAPIDS TRUST COMPANY

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

county agents, all conscientiously performing their duties.

Only a few of the counties in Michigan have no county agents and the Michigan Agricultural Commission is now preparing to supply them and "make it unanimous." A bill has already passed the house of the Michigan state legislature and will probably pass the senate, repealing all former and contradictory laws and providing authority for boards of supervisors to co-operate with the Michigan Agricultural College and with the Federal Government to appropriate money to be raised by taxation for this purpose. Under the bill the county board may establish a farm bureau to act as representative of the board in co-operative work of this character.

Laws passed by other states, notably Iowa and Kansas, are somewhat of the mandatory character and have therefore automatically re-acted upon the public sentiment so as to prevent the desired results to some extent. In some cases the opposition of supervisors has resulted in litigation. In the opinion of the attorney general of Michigan, such a measure was deemed unconstitutional for Michigan.

After home and community conditions have been corrected, the next important step in promoting farm prosperity is improvement of conditions that govern marketing.

While the home market is the one upon which the individual depends, the constructive programme starts in Washington, the Bureau of Markets having outlined plans. The success of a farmers' marketing association depends on the quality of co-operation received from the farmers and bankers in each locality. In other words, the energy and effort expended by the county agent and the co-operation of the bankers determine the efficiency of the association and are the only factors that limit the association's scope. The licensing of handlers affords protection at the point of delivery—and the licensing of handlers, by the way, is now an accomplished fact.

The Bureau of Markets is providing improved methods of distribution, refrigeration, etc., and through this bureau it is certain that the present wasteful cross-firing of transportation will be eliminated eventually. Michigan potatoes will be consumed nearer home than Pittsburgh. New Jersey potatoes will not be shipped to Indiana. Neither will western-central potatoes be shipped to other central potato-producing sections.

It is the desire and the aim of the Bankers Association working with the Bureau of Markets to co-operate with state authorities to bring about uniformity in warehouse receipts and to standardize storage practice. Eventually, too, the association expects to enable persons holding staple non-perishable products to place them in a warehouse and receive a receipt showing the ownership, location, quantity, grade, etc., so that the receipt can be used readily as security for loans at any bank.

Regulations for cotton warehouses have already been completed and reg-

ulations for grain and tobacco warehouses will be completed in the near future.

For a long time bankers and warehousemen have realized the desirability of having warehouse receipts as nearly uniform as possible in all of the states. Several years ago a commission for the purpose of securing uniform state legislation was organized. This commission is composed of representatives of the American Warehousemen's Association, the American Bankers Association, and the American Bar Association. After the subject was studied carefully, what is known as the "Uniform Warehouse Receipts Act" was prepared and, largely through the efforts of this commission and the associations mentioned, the act has been adopted by thirty-nine states, Alaska, the District of Columbia, and the Philippine Islands. This, as you will realize, goes a long way towards accomplishing the desired results. It should be remembered, however, that most of the states modified the act to a certain extent, and it has not been uniformly enforced in the various states.

In 1916 Congress passed what is known as the United States Warehouse Act. This act follows the Uniform Warehouse Receipts Act in most respects. It authorizes the Secretary of Agriculture to license warehouses for the storage of cotton, grains, flax seed, wool and tobacco. In order to become licensed it is necessary for the warehouseman to agree to abide by the terms of the act and the regulations promulgated thereunder, his warehouse must be a suitable place for the storage of the product for which the license is applied, and he must give bond to guarantee his obligations under the laws of the state in which the warehouse is located, under the federal act and the regulations thereunder, and such warehouseman as may be assumed by him.

So far as practical work for the individual banker in his own locality is concerned, it is the policy of the National commission:

First, to outline plans for National advancement in this fundamental problem of National need.

Second, to pass this general policy on to each organized state, the state in turn to reconstruct these plans

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

KEEP UP WITH THE TIMES



The
time
is
coming

"THE CLOCK CORNER"
PEARL & OTTAWA

when it will be the "regular thing" to sit down and, in writing, engage not one man but a group of men of experience, with capital back of them, to gather up the pieces of your Estate "wherever situated" and bring about order, and a regular allowance, where the average man leaves a broken-up business and maybe hasn't put aside much money; a Trust Company, capable of salvaging his assets and whatever insurance money he was long-headed enough to provide, before the same disintegrates through unwise management.

Confer with our Trust Department. Wills Kept on File.
Public Accounting. Federal Tax Returns Prepared.
Safe Deposit service on ground floor.

THE MICHIGAN TRUST CO.

OF GRAND RAPIDS



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

33,000 ☐

☐ Satisfied
Customers

know that we
specialize in
accommodation
and service.

THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

so as to meet to best purpose the needs of the individual state and of the state organization.

Third, to submit these plans to the county organizations, when the individual banker, co-operating through the county agricultural agent, becomes the direct force that puts the plans through and brings about practical results in the locality. Each locality has its particular local problem. And the banker who is wide awake realizes what these needs are. As he studies the situation, the proper steps necessary to solve his community's own special questions become known to him. It is found that wherever the local banker is alive, he is co-operating absolutely and practically, to the fullest extent, with the county agent in effecting solution. For instance, suppose that the banker and business interests and the county agent believe that a co-operative or farm marketing association is a local need. The banker assumes the responsibility of arranging a meeting between the Chamber of Commerce, the business men and the local farm bureau in regular weekly or monthly sessions, or through committees, when the proposition is capable of fruitful development.

Every bank should see that it is put on the mailing list of the nearest district office to receive the Bureau of Markets' daily market reports on the crops raised in the bank's locality. These daily market letters should be hung in a prominent place in the bank, where they will attract the attention of the farmer. The farmer, also, should obtain these letters for himself.

Farm tenancy, which has always been a severe handicap to progressive farming, also received considerable attention in the discussions of the conference.

The entire subject of tenancy was covered most thoroughly in an address by Joseph Hirsch, chairman of the National Agricultural Commission. He said in part:

"As long as 40 per cent. of the farms of the country are worked by tenants we can not hope to attain a full measure of agricultural prosperity. The Federal Farm Land Banks have pointed a way by which tenant farmers may be assisted in the purchase of farms, and I hope that as a result of this meeting we may formu-

late some plan by which the bankers' agricultural committees may work more closely in touch with the Federal Farm Loan Board and help it in its great mission to convert a Nation of farm tenants into one of contented farm owners. I think it quite possible for the bankers' agricultural committees to engage upon a Nation-wide campaign to this end.

"I have in mind a plan for the appointment of a banker in every agricultural county in America who will devote his attention to this purpose. I believe it entirely feasible for the bankers to start a movement for the sale of farms by present farm owners to existing tenant farmers—picking men of character and ability, especially young men—selling them farms at fair prices, taking a moderate cash payment and permitting the purchasers to make use of the facilities of the Federal Farm Land Banks for the maximum amount available. This money to be turned over to the vendor, while the remainder of the purchase price would be paid for in a series of notes extending over a reasonable period of time. In short, the sale of the land on such terms as will permit the purchaser opportunity to pay for it from the proceeds of the crop yields.

"Why should we not start a Nation-wide farm ownership drive? Let us take a lesson from the county Councils of Defense. Our great drives for the Red Cross, Liberty bonds, War Savings stamps, and what not, were put across by the county and community unit plan. Let me remind you that for several years the Agricultural Commission has been urging the state committees to adopt the county unit plan of organization, and I tell you now, emphatically, there is nothing unsound, nothing visionary about this plan, if you will put a banker on the job in every one of the 2,800 agricultural counties of the Union and give him a quota. Can you not see the possibilities in such a movement? If we could succeed in getting even five hundred bankers in five hundred counties to head this movement, and if each of these committeemen succeeded in making home owners out of twenty tenant farmers the first year, it means that American bankers would have created ten thousand new home owners. Put in motion the machinery

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 August

Amount at risk August 1, 1919	\$2,739,575.00
Amount of new business in August	155,350.00
Total	\$2,894,925.00
Cash on hand August 1	\$18,575.93
Cash received in August	4,246.09
Total	\$22,822.02
Cash paid out in August	2,524.73
Cash on hand September 1	\$20,297.29

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.

C. N. BRISTOL, Manager

A. T. MONSON, Secretary

Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents 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

that will permit hundreds of thousands of farm tenants to own their own farms and you will have bound these men firmly to the soil. When they own it they will enrich it, but as long as they rent it, and especially on the one year leases which generally prevail in this country, they will continue to impoverish it. Sell the tenant farmer his farm and you make a better citizen of him, and then, when you furnish the educational facilities that will permit his children to obtain as good an education as the children of the cities, you will have gone a long way toward solving the problems which are now confronting American agriculture. Nay—more than that—you will have lifted the clouds which now darken our social horizon."

Leon F. Titus,
Cashier First National Bank
of Traverse City.

Just how democratic a levy the income tax became under the law of October, 1917, is shown by the report of the Bureau of Internal Revenue on the returns for incomes paid last year. Incomes for the year 1916 were not taxed unless they amounted to \$3,000 for single and \$4,000 for married persons. So limited was the class affected that only 437,036 individuals filed returns. The lowering of the exemption to \$1,000 for single and \$2,000 for married persons, together with the rise of wages, brought returns from 3,472,890 individuals—that is, roughly eight times as many as in the previous year, and about 3 per cent. of the population. It is a striking fact that just about half the returns were made by persons unmarried or not heads of families; that is, 1,640,758 people having incomes of between \$1,000 and \$2,000 made returns. A scheme of taxation which includes men and women who, without dependents, receive even \$20 a week, is not one that robs humble workers of the right to say they helped bear the burden of the recent struggle. On the other hand, the fact that the 141 persons with incomes of a million dollars or over paid more than any other single group, their \$109,425,000 being nearly one-sixth the total yielded by the tax, is evidence of the general fairness with which the burden was distributed.

Mr. Carnegie's joy in giving shines out in his final benefactions. His will is not the cold legal document of a man compelled to relinquish his hold upon his possessions. It is infused with the spirit of one seizing his last opportunity to gratify both himself and new and old recipients of his bounty. The one thing that might safely have been said in advance was that his will would be in some way characteristic of him. Its most distinctive feature is emphatically so. This is the very unusual, probably unprecedented, list of annuities. These are striking in their range, including as they do business associates, friends, and public or semi-public individuals. A will that provided an annuity for the British Premier, the ex-President of the United States, and the widows of

two former Presidents would be of interest on that score alone. This feature of the document is its author's final expression of his well-known conviction that public servants are inadequately rewarded. It will be noted, too, that these annuities finally revert to the residuary estate; that is, to the Carnegie Corporation. Thus Mr. Carnegie, canny Scot as well as generous friend, contrived to give and to conserve at the same time, so that his works might long live after him.

The reported plan to collect clothes for returning soldiers can hardly be thought entirely wise. It is based on the expressed beliefs that these boys are penniless, and that they can not

find employment while wearing the uniform. Now the lowest paid private in foreign service receives in addition to board, clothing, quarters, medical attention, refreshments, amusements, tobacco and excursions, \$33 per month, or more than the pay of a lieutenant in the French Army. He draws, on release from the service, one month's pay plus a bonus of \$50, even if he has never laid by a single cent while on military duty. That is not a fortune, but it is a sum sufficient to equip an individual who is momentarily out of employment. That the uniform is a hindrance in the securing of work is difficult to understand. A goodly number of the uniforms we see on the streets are worn in the preference born of pride

rather than the necessity due to poverty. The only thing which stands in the way of every returned soldier being promptly employed is the cigarette habit which so many of them have formed. No business man wants a cigarette smoker in his place, not only because of the offensive smell, but also because the cigarette habit dulls the intellect and deadens the sensibilities.

When a man tries to tell you how to run your business, instead of kicking, listen. He may have an idea you haven't thought of yourself.

The man who spends much time looking on the dark side of things is not likely to find out that there is a bright side.

Improved

"Taylor-Made"

Honey Comb Chocolate Chips

A man is known by the
company he keeps—

A merchant by the candy
he sells.

"Taylor-Made" Candy
W. E. Taylor, Maker
BATTLE CREEK, MICH.

Order Today



**GOODRICH
BOATS**

To Chicago
Daily—8:05 p. 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.



Fourth National Bank

United States Depository

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

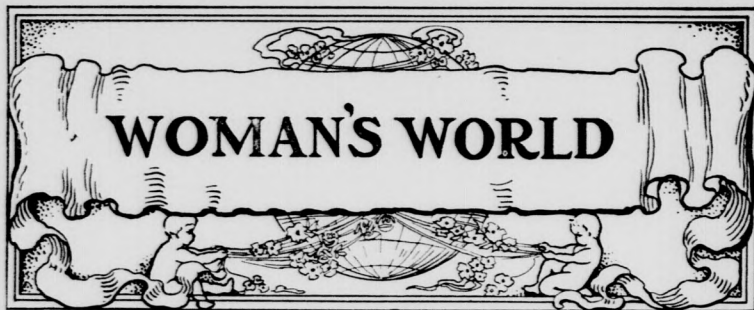
3½

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, Asst. Cashier



Why Be So Helpless About Making Bread.

Written for the Tradesman.

I have been hearing despairing cries lately from women who have interviewed prospective cooks, and found that whatever else they might or might not be willing to do, they "will not make bread." One would suppose breadmaking was a hard or dirty job, like cleaning a chimney! I cannot understand why an even passably competent cook should object to making bread, or why a housekeeper should be terrified by her refusal to do it, and driven to the alternative of feeding her household upon that usually miserable stuff known as "baker's bread."

Few things in cooking are simpler or easier than baking bread. There is no good excuse for the cook's refusal, or for erratic quality in the bread. A fine New England housewife with whom I used to spend summer vacations made a big batch of bread and biscuits every day of her life for her big family and their boarders, and thought no more of it than of setting the table. Such delicious bread it was!

I have heard of cooks whose bread was never twice alike—except in being always poor—blame the yeast, whether it was home-made, dry or compressed—something was always the matter with the ingredients, the equipment, the oven, the weather; the bread turned out sour, or too stiff, or underdone; never the fault of the cook. And women of all sorts talk as if bread-making were the utmost of culinary skill and difficulty, the stumbling block of housekeeping.

Cooking is an exact science, as exact as chemistry—indeed, it is chemistry. Given precisely the same conditions of material, quantities, mixture, treatment, heat and time, and the result will be infallibly the same. This New England housewife's bread was an invariable thing, whether she mixed her bread at night or in the morning, whether her bread and rolls were for breakfast, dinner or supper. This summer in my own camp, having difficulty in getting skilled "help," I have made the bread myself. I was very glad that breadmaking was included in my girlhood training, but it is so easy that I know I could have picked it up anew. Let me show you how simple it is.

Always dissolve your yeast cake in luke warm water—never in cold or hot water; because yeast is a plant and cold or hot water kills it. It grows in the luke-warm water and in the comparative warmth of the dough, and produces the fermentation which makes the bread expand, or "rise." If the temperature of the kitchen is cold overnight it kills the yeast and the bread is sour. The baking

does kill the yeast, but that is after your bread has "risen;" after the yeast has done its work. Some people seem to think yeast is like sugar, and can be dissolved in any sort of liquid. If you use milk to dissolve the yeast or in mixing the bread, be sure to scald it first, so as to kill the germs in the milk which may sour it during the "rising." If the night is very muggy it is well to postpone your breadmaking until morning, then double the quantity of yeast and keep the mixture pretty warm, so as to get quicker action. By so doing you can get your result in half the time.

With one of the modern mechanical bread mixers breadmaking is a joke, for it does away entirely with the old, tiresome kneading which used to take twenty minutes or half an hour. All you have to do is to be careful about the mixture and the handling of the yeast, as I have said.

Follow your recipe exactly; do not rely upon any "rule-of-thumb;" cooks who do that frequently have "bad luck" with bread—and other things. Here are some recipes of the New England breadmaker, which I copied years ago and have used with uniform success ever since:

- White Bread.**
- 2 quarts of flour.
 - $\frac{2}{3}$ tablespoonful of butter.
 - $\frac{1}{2}$ tablespoonful of lard.
 - $\frac{2}{3}$ cups lukewarm milk or water.
 - 1 teaspoonful of salt.
 - $\frac{1}{2}$ yeast-cake dissolved in two-thirds cup of lukewarm milk or water.
- Graham Bread.**
- 1 quart (scant) of white flour.
 - 1 quart (heaping full) of graham flour.
 - $\frac{1}{2}$ teaspoonful of salt.
 - $\frac{1}{2}$ tablespoonfuls (heaping) of brown sugar.
 - 1 tablespoonful of molasses.
 - $\frac{1}{2}$ pints of lukewarm milk.
 - $\frac{1}{2}$ tablespoonful of lard.
 - $\frac{1}{2}$ tablespoonful of butter.
 - $\frac{1}{2}$ yeast-cake dissolved in three-quarters cup of lukewarm milk or water.
- Breakfast Rolls.**
- $2\frac{1}{2}$ pints of flour.
 - 1 freshly boiled potato, medium size.
 - $\frac{3}{4}$ tablespoonful of butter.
 - 1 teaspoonful of lard.
 - 1 teaspoonful of salt.
 - 1 tablespoonful of white sugar.
 - $\frac{1}{2}$ cups of lukewarm milk.
 - $\frac{1}{2}$ yeast-cake dissolved in half a cup of lukewarm milk or water.
- Feather Biscuit.**
- $\frac{1}{2}$ quarts of flour.
 - $\frac{1}{2}$ pint of lukewarm milk.
 - $\frac{1}{3}$ cup of white sugar.
 - $\frac{1}{3}$ cup of butter.
 - 2 eggs.
 - $\frac{1}{2}$ yeast-cake dissolved in two-thirds cup of lukewarm milk.

Put in all your liquids; then your dry ingredients, except the flour, which sift in and turn the crank of the bread-mixer for five or ten minutes until the mixture is thoroughly blended and forms a sort of ball around the mixer. Then let it rise just as it stands, crank and all, over-night, or in the morning until it has risen to about half-again of its bulk. Turn the crank again until it has thoroughly mixed as before. Use a knife to cut it into loaves; handle it with your hands as little as possible, and with very little flour; put it in the pans

"APEX" UNDERWEAR

Meets With Hearty Indorsement Everywhere

"APEX" makes friends for your store with the first sale. They render the kind of service your customers expect.

Your Underwear Department needs the pep that "APEX" is capable of instilling. "APEX" creates sales, makes friends and boosts your profits.

Send for a sample "APEX" assortment and see for yourself why they are so well liked.

THE ADRIAN KNITTING COMPANY

ADRIAN, MICHIGAN



to rise further until it has about doubled its bulk before you put it in the oven.

Remember these points—they are vitally important:

Scald your milk, but have it luke-warm when you put it with the yeast or flour.

Be sure that your yeast-cake is fresh, and always dissolve it in luke-warm liquid.

Let your dough rise twice, each time doubling in bulk.

Let it rise in a warm atmosphere—neither too hot nor too cold.

Don't have your oven too hot when you first put the bread in, because that too quickly makes a crust and prevents a good result. Have a steady, even heat.

In a certain town which I visited this summer every girl in the local academy is required each year to bake a loaf of bread or a batch of biscuits and bring it to school to be tested by eating. That village is full of good bread-makers, and I had opportunity in several houses to partake of as fine rolls, buns, biscuits and creamy bread as I ever tasted. I didn't see a bakery in town, and local grocers told me there was poor demand for the commercial article. I was glad, because good, home-made bread is so much better from every point of view.

And I thought of the employment agency where I sat for two hours last spring hearing, cooks who demanded \$50 a month and more saying that they would make cake and pie and other pastry but not simple bread—so much easier to make and so much better for human food. Prudence Bradish.

[Copyrighted, 1919.]

Manufacturing Matters.

Detroit—The Crescent Electric Co. has been incorporated to manufacture and sell electrical supplies, equipment, etc., with an authorized capital stock of \$150,000, of which amount \$80,000 has been subscribed and paid in in property.

Benton Harbor—Thayer & Co., whose basket plant was destroyed by fire last spring, will put up a new factory. It is planned to make it one of the largest and best equipped in the State. At least 100 people will be employed.

Lake Odessa—The largest hydraulic cider press in the State is being installed by the Lake Odessa Canning Co. The press has a 400-ton pressure and a capacity of 300 bushels of apples an hour. The company is operating its plant night and day.

Detroit—The Commercial Manufacturing Co. has been incorporated to manufacture and sell automobile accessories, with an authorized capital stock of \$350,000, of which amount \$179,275 has been subscribed, \$218 paid in in cash and \$178,500 in property.

Caro—The plant of the Miller Auto Top Co. will be enlarged to provide about twice as much floor space as now. The main building will receive an addition, 87 x 37 feet, two stories high, while the eastern section will be enlarged by a one-story addition, 60 x 100 feet. All told about 15,000 feet of floor space will be added.

Detroit—The Motor City Engineering Co. has been incorporated to manufacture and sell mechanical devices, with an authorized capital stock of \$35,000, of which amount \$21,000 has been subscribed and \$3,500 paid in in cash.

Detroit—The Apex Motor Corporation has been organized to manufacture and sell automobiles, parts, etc., with an authorized capital stock of \$200,000, of which amount \$150,000 has been subscribed, \$1,000 paid in in cash and \$60,000 in property.

Detroit—The May Automatic Products Co. has been incorporated to conduct a general metal working plant, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$10,000 paid in in cash.

Saginaw—The Home Dairy Co. has been organized to manufacture and sell all kinds of dairy products, with an authorized capital stock of \$45,000, all of which has been subscribed and paid in, \$12,000 in cash and \$33,000 in property.

Detroit—The Cost Cut Counter-Bore Co. has been incorporated to manufacture and sell tools, dies, etc., with an authorized capital stock of \$10,000, all of which has been subscribed, \$3,000 paid in in cash and \$5,000 in property.

Detroit—The Bennett-Sustrich Co. has been organized to manufacture and sell commercial automobiles, tops, etc., with an authorized capital stock of \$20,000, of which amount \$10,500 has been subscribed and \$2,450 paid in in cash.

You Can Make Your Brain Worth \$30,000 to \$50,000

The money worth of your brain is based upon its **Earning Power**.

The man or woman who can earn \$1,500 a year can rightfully claim that his or her brain is worth \$30,000, and the man or woman who can earn \$2,500 a year has a brain worth \$50,000.

It is all a matter of capitalization of your **Earning Power** on a basis of 5% per annum.

A few months of **Business Training** in day or evening classes of the **McLachlan School** have multiplied the **Earning Power** of thousands of young people.

Teachers give up positions paying from \$400 to \$800 a year to take a course in the M. B. U. A few months of **Business Training** enable them at once to command from \$1,000 to \$1,500 a year in business or Civil Service. High school students spend a few months in our school and do equally as well. Clerks; telephone operators and factory workers often double, triple or quadruple their earning power by means of a thorough **Business Training**.

Almost every day we hear of a former M-B-U-ite who has greatly increased his or her salary through the quality of service rendered.

Within a few days one young man, who took a course in our school a few years ago, will leave for the Pacific Coast as an accountant for a Michigan manufacturing firm having branches in the West. He will receive a salary of \$2,400 a year, with transportation paid for himself, his family and his household goods to the Coast.

There is a scarcity of competent office help. The U. S. Government and business firms are bidding against each other for bookkeepers, stenographers, typists, calculating machine operators, telegraphers, auditors, accountants, efficiency experts, private secretaries, cost experts, correspondents, and executives.

Over 300 M. B. U. Students Accepted Permanent Positions Since Jan. 1

A few years from now those who have the initiative, the personality, the determination to succeed, and the strength of character will be counted among the substantial and influential men and women of the community. We have hundreds of letters on file from former graduates expressing their appreciation for the thorough training they received in our school which has enabled them to succeed in a large way.

Do You Want to Live---Not Merely Exist?

Then do as thousands of other successful young men and women have done in the past 25 years—take a thorough course of **BUSINESS TRAINING** in the M. B. U. The Accredited School—the school that sets the pace in Western Michigan—the school that trains young men and women for leadership in business.

Beginning Classes Start Every Two Weeks the Year Round

Instruction is given individually and in small groups.



"THE QUALITY SCHOOL"

A. E. HOWELL, Mgr.

110-118 Pearl Street

Grand Rapids, Michigan

School the year round.

Cat log free.

The McLachlan School:

Please send me your latest School Journal with list of students placed in positions, and explain how I can increase my earning power. I am years of age and have been through the grade in school.

Name

Address

THE CLOSED SHOP.

It Means Decay and Death to the Nation.

Grandville, Sept. 16—"Individualism is America's precious heritage."

No truer saying ever emanated from human lips. To escape the powers of anti-individualism our forefathers quitted the mother country to found on the shores of North America a republic whose corner stone was the liberty and equality of the individual.

For more than a century this idea has permeated the body politic of our republic. Not until that festering sore, union labor, fastened itself upon this country, imported from old England, was there a question of the liberty that goes with the individual right of man to decide for himself.

The tyranny of kings was well known in a long history of ancient nationalities, but the tyranny of combined bodies of men was scarcely understood until this "union" serpent spewed itself into the life of the republic, coiling its slimy folds about the individual until it was of little moment what a man thought or desired for himself, he was no longer a human being, with heart and brain to do and think for himself, but a slave to the worst form of overlordism that ever cursed a nation.

To do the bidding of a master is now the privilege accorded the man who ties himself to a labor union. Closed shops are demanded, which means, if carried into effect, the last tissue of individual liberty gone glimmering. That man is the arbiter of his own fortunes was at one time the proud boast of every individual citizen of this land of freedom.

From the depths of poverty and miserable surroundings Abraham Lincoln rose to the highest pinnacle of human endeavor. His story reads like a romance tinged with improbability, yet it was a living, vibrating reality, the completest vindication of individualism ever recorded in history.

What think you would have been the outcome had the young man Lincoln allied himself with a labor union? As the spoke in one great wheel he would have buried his identity with the great mass composing the labor union body. The African would have had no emancipator; the war for the Union would, doubtless have terminated in disaster, and there might be no United States today within which territory every man is entitled—whether he gets it or not—to life, liberty and the pursuit of happiness.

Individualism is the key note to all that makes life worth living. When that is taken away, we are of all men, the most miserable. The country has engaged in many sanguinary wars to uphold this individuality which tyrants and combinations of labor have done their best to destroy.

The open shop is the hope of those who believe in individual liberty, individual responsibility and freedom to labor, untroubled by a walking boss or overlord of any confederation of labor whatsoever.

Freedom of thought is the inheritance of a free-born American—freedom to sell his labor at whatever wage and to whom ever he chooses. When this right is taken away the man is no longer the master of his own personality. Instead, he is the miserable slave of an organization which is a constant threat to the very best there is in our republican form of government.

The chance for individual advancement is open to the man who is free from the dominance of a labor union, which looks only at the great whole, never taking into consideration the individual man. Since people are not

all alike, it is highly important that each individual have an equal opportunity for his or her personal advancement.

Individual liberty of choice is highly important if we would conserve the liberty and equality of the American citizen. A closed shop, should it ever come to prevail over all the land, would be a national calamity fully equal to the subjugation of this republic by the German beast.

How often do we, as citizens of the freest nation in the world, point with pride to the accomplishments of those national leaders who have risen to highest prominence as statesmen and promoters of great business enterprises? Can you imagine one of these being the product of closed shop methods? Surely not. When individualism is crushed, merit has no chance of reward. It is the incentive toward winning personal victory that induces men to do things that are an honor to themselves and to the nation as a whole.

Should this country ever be so unfortunate as to come under the tyranny of closed shop methods, then may good men despair of the republic.

The great men of the future in this country, men who are to rise by the force of individual character to the highest pinnacles of success, either in political or business life, will not be the product of the closed shop. In the open shop lies the hope for humanity. The closed shop means decay and death to the nation. When you urge on the methods of the labor union agitators you strike a blow at individualism, at the same time driving the point of a stiletto to the vitals of the nation.

If you deny the right of any man to work for whom he chooses, for any wage agreed upon, to strike or refrain from striking unless he sees the need, you destroy the foundation stone of American liberty, convert this Nation into an oligarchy which will ultimately destroy the government.

It is best to speak plainly, and to call a spade a spade while you are about it, lest weasel words lead to misfortunes undreamed of in our philosophy of government.

From the lowdown sandhillers of the slave-cursed South sprang the greatest man of all time. From the open shop of honest labor will come the great men of the future, men who are to lead the people in paths of right and justice, untainted with the criminalities attached to the slugging and tyrannous methods of the shop that is closed to individual liberty. Old Timer.

Instead of getting hot under the collar when people criticize your store and your business methods, stop and consider whether they may not be right.

Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



We Helped Make the World

Safe for Democracy

Now let us help make this country

Safe for Prosperity

The Enemy of Prosperity is Bolshevism.

Bolshevism is the result of fear.

Bolshevism is the outcome of doubt.

Bolshevism is the outgrowth of curtailed production.

Crush these creators of Bolshevism.

This country is the most progressive and prosperous country in the world.

Keep your minds as well as your affairs vigorous and wholesome.

Be confident—Be optimistic—Buy liberally—Sell generously.

Give preference to articles for which there is a demand, such as Lighthouse and Red Cap brands, which are universally conceded to be the highest standard of values to be obtained anywhere.

NATIONAL GROCER COMPANY

Grand Rapids

Lansing

Cadillac

Traverse City

Determined to Destroy the Retail Dealer.

Not content with accusing the retail merchants of the country with being profiteers and undertaking to enact legislation which would impair, if not absolutely destroy, the integrity of the retail business, the Wilson administration now proposes to establish stores to compete with the retail dealer and also to engage in the mail order business. Mr. Wilson has evidently reached the conclusion that every existing condition is wrong and must be abolished or changed to meet the requirements of the labor unionists and the I. W. W. The official announcement of the War Department is as follows:

The Director of Sales announces that the Quartermaster General of the army, with the approval of the Secretary of War, will inaugurate on Sept. 25 direct sales to the American public of each household commodity embraced in the surplus stocks held by the War Department. To make these sales direct to the ultimate consumer, the War Department will open retail stores not only in those centers in which it now maintains depots and warehouses, but in several of the other large cities of the country. These stores will not only sell over the counter, but to make the goods offered available to consumers of all other communities in the United States, will book and fill mail orders.

Prices will be fixed on all commodities offered for sale in those retail stores. The price fixed upon a commodity will be the sales price for the article delivered to the consumer anywhere in the United States. Under this plan there will be no discrimination in cost between the purchaser who buys over the counter and the purchaser who acquires the articles through mail orders. The purchaser who buys over the counter will have the satisfaction of inspecting and selecting the articles desired; the purchaser who buys through the mails will have the goods purchased delivered at the counter price.

Goods sold by mail orders will be delivered through the parcels post, but the sales will not be made, as was the case in the sale of subsistence, through the Post Office Department. Purchasers desiring to buy by mail order will send their orders direct to the stores established by the War Department. To expedite and facilitate mail order sales, the War Department has requested the Post Office Department to establish parcels post sub-stations in each of the stores which it proposes to open. The War Department will prepare catalogues quoting prices and enumerating the location of stores to which residents of each of the several states should address their mail orders. These catalogues will be made available to the public at every post office and post office sub-station in the United States, and the commodities offered for sale and sales price will be made public through the press.

The stock of each commodity, the surplus of which is sufficiently large to justify such procedure, will be redistributed throughout the country and allocated to the selling centers on the basis of population of the territory supplied by each particular store, thus assuring the residents of each state of their proper allotment.

While the War Department has not yet definitely determined upon the cities in which stores will be established, the present plan is to open stores in the fourteen zone supply cities, which are: Boston, New York, Philadelphia, Baltimore, Atlanta, Jeffersonville, Ind., Chicago, St. Louis,

New Orleans, San Antonio, Omaha, El Paso, San Francisco, and Washington. It is expected that in those sections of the country in which large areas are embraced in zone boundaries additional cities will be selected as sales centers.

This plan of the War Department will make directly available to the American public the War Department's large surplus stocks of socks, underwear, shirts, rain coats, blankets, gloves, tobacco, soap, and other household commodities.

The War Department will announce in the near future the names of the cities in which the retail stores are to be established, and will make public as soon as the catalogues can be prepared, a list of the commodities to be offered for sale in these stores and the prices at which they will be sold.

Rhetoric That Runs Counter to Universal Laws.

The President is all wrong again when he says revolutions begin with the masses. All revolutions begin with one man, an intellectual demagogue at the top who imposes his own ideas on the masses while pre-

tending to be an exponent of ideas originating with the masses.

Revolutions begin with an orator at the top, not with the man in the street. All revolutions begin with a phrase. The revolution we are now in began with "the new freedom," and it will end with the next Presidential election.

Our President writes and talks brilliantly about possible impossibilities and the masses are swayed by the rhythm of his rhetoric. He is trying to renovate society and beget a race of perfect men, and in all his moves he is going against the universal laws.

The German people made a god of a man. Let the American people beware they do not elevate a man to a god.

This bedevilled country is in a constant ferment because people are trying to mangle and strangle the universal laws. The world is afflicted with a glut of words, and it is a marvel that a single tongue can spin so many.

Edward Shaughnessy.

"Where Can I Buy Mapleine?"



It makes such delicious and economical table syrup and is so good in all kinds of desserts I don't feel I can do without it. Can't you induce my grocer to stock it?"

We get these inquiries every day—don't let them come from your customers. Mapleine is just as essential on your shelves as vanilla.

Order of your jobber or

Louis Hilfer Co.
1205 Peoples Life Bldg., Chicago

Crescent Mfg Co.
(M-451) SEATTLE, WASH.

BOGGS No. 3 HAND GRADER

(Note Self Releasing Bagholder)



"ASK THE MAN WHO OWNS ONE" THE STANDARD GRADER

Makes U. S. Government grades Nos. 1 and 2, besides eliminating culls and dirt.

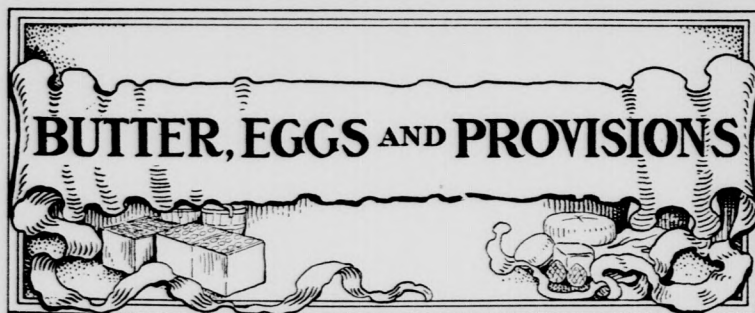
Why sort by hand when you can do it so much easier, cheaper and better with BOGGS GRADERS?

Labor is hard to get; so is money. "Boggs" saves labor. You save money.

WIRE OR WRITE FOR DETAILS AND PRICES.

BOGGS POTATO GRADER CO.

ATLANTA, N. Y., U. S. A.



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.

Municipal Market Schemes Prove To Be Failures.

The cooler heads among grocers have long argued that much of the hysteria about driving the regular grocer out of business was a case of "more scared than hurt," and that measured by actual menace, such things as chain stores, municipal markets, buying combinations, etc., are chiefly valuable in the same way as the famous fleas immortalized by David Harum. They are good enough to talk about at conventions, or as pace-makers to keep the grocer in the direction of greater efficiency, and in the long run there isn't much danger of their driving many worth-while grocers out of the field.

Nothing has caused greater hysteria among retail grocers than the threatened city-owned and operated markets, where the reformer was sure the farmer and the consumer were itching to go to them in the laudable ambition of eliminating the middleman. But one after another, these economic hopes fade away, close up and vanish into memory, while the efficient groceryman goes right along in his steady and vagarious course.

And now, in a single week there come to the writer's desk stories of at least three fatalities at the same time in the field of municipal markets. In Dubuque, Ia., the city attorney has recommended that the public market in that city be abolished. The recommendation came as a result of investigation by the city attorney, which revealed the fact that a combination has been formed by hucksters and farmers to keep prices of foodstuffs sold on the market unreasonably high. The city attorney urged revocation of licenses of the dealers in the market.

But more interesting is the report of the New York State Reconstruction Commission, after long and careful investigation, that such markets are inadequate and uneconomic and fall short of their function. The commission questions whether, under their present system of management, they are worth what they cost the taxpayers, and recommends to the Governor certain measures to make them effective and profitable.

The investigation was made by means of a questionnaire sent to every city in the State numbering more than 15,000 inhabitants. The

report based on this questionnaire has been submitted to the Governor.

Of the twenty-nine cities investigated seventeen reported active markets, of which three were failures. Most of these are open three days a week. Vegetables and fruit form the bulk of the produce sold.

Of the seventeen cities with active markets, seven report prices lower than retail food stores by 10 to 25 per cent. Sixty per cent. find no appreciable difference.

It is chiefly this fact that has led the commission to the conclusion that those municipal markets up-State benefit only a small proportion of the population and discriminate definitely against part of the population, namely, food dealers. With the exception of the city of Buffalo there is no proof, states the report, that the consumer in any measure benefits in price reduction by patronizing the municipal markets.

Hams and Bacon Net Weight.

Wrapped meats enclosed in paper or other material, including hams and bacon, coming within the jurisdiction of the Federal food and drugs act, must be labeled to show the net weight of each package, by the provisions of an amendment to that law incorporated in the Agricultural appropriation act for the current year.

The food and drugs act requires that the quantity of food in package form coming within its jurisdiction must be plainly and conspicuously marked on the outside of the package in terms of weight, measure or numerical count. Wrapped hams and bacon previously were held not to be food in package form within the meaning of the act, since they are not of uniform size and are sold by the pound by actual weight and not by a fixed price for each package as are most foods in package form.

Congress now has specified definitely that from the date of the passage of the amendment, July 24, 1919, a statement of the net weight will be required on all wrapped meats, including hams and bacon, coming within the jurisdiction of the Federal food and drugs act.

Another move in the Government's campaign to combat the high cost of living was made by Wheat Director Julius H. Barnes in warning all dealers in wheat, wheat flour and other products delinquent in taking out Federal licenses to obtain them at once upon pain of prosecution by the Department of Justice.

A few things gained by fraud destroy a fortune otherwise honestly won.



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

M. J. Dark & Sons Wholesale Fruits and Produce

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

Grand Rapids, Michigan

Direct receivers of Texas and Oklahoma
 PEACHES.

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



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.

M. Piowaty & Sons of Michigan
 MAIN OFFICE, GRAND RAPIDS, MICH.

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

OUR NEAREST BRANCH WILL SERVE YOU

COLD STORAGE FOR WINTER APPLES



in Grand Rapids, Mich., the all year round market and distributing center for a wide and prosperous area. Direct transportation with all important markets of the country, with storage in transit privilege covering apples on which through rates to final destination will apply when desired. We sell space

and guarantee proper temperature. Write for rate schedules and reservations.

KENT STORAGE CO.
 GRAND RAPIDS, MICHIGAN

MILLER MICHIGAN POTATO CO.
 Wholesale Potatoes, Onions
 Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
 Grand Rapids, Michigan

WE BUY AND SELL

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

Both Telephones 1217

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

Personality in the Kingdom of the Raisin.

The whole grocery trade has of late been talking about the way one man can sign his name to a telegram and decide what the whole world is going to pay for the privilege of eating that innocent and insignificant, but entirely patrician product, raisins. When Holgate Thomas made up his mind what the price of raisins should be he pressed the button and the grocers did the rest. For, be it known by those who don't already know, Holgate Thomas is sales and advertising manager of the California Associated Raisin Company and quite as typically an American product as his raisins.

Holgate Thomas originated. Few men have come forward as rapidly as Holgate Thomas in the food trades—five years covers most of it. Born in the little State border town of Port Jervis, N. Y., he was a timekeeper on the Erie ferry at Pavonia at 14, a medical student at 18 in Chicago, Kansas City and Denver, a newspaper correspondent in Cripple Creek when lynching was more of a pastime than golf, a market investigator and promotion agent in the West Indies and South America, a doctor in New Mexico, a newspaper editor in Denver, Montgomery, Ala., and Pensacola, Fla., an advertising agent in Chicago, and finally a dietician and trade missionary to put raisins on the map by showing the world new ways to use raisins.

Out of such varied experiences came an individuality that fitted well into the task of making an unpopular "trust" popular with a grocery trade that disliked many of its policies and had even balked against most of them. It may yet be "all honey and hug," but Mr. Thomas has a host of friends in the Eastern trade, which fact helped when he pressed the button and the entire raisin crop moved into new hands, almost in a single day.

The Horse Held to Be Food Animal.

The horse has been officially elevated to the dignity of a food animal by the United States Government. It appears from the statements of the Department of Agriculture that the horse flesh, to which it gives its approval, is not designed for the American jaw, although there is no objection to its consumption by our people if they like the idea. Distinctively it is to meet European demand and by so much to conserve the supplies of animal food in this country; that is by as much as cultivated Europeans buy the flesh of the horse for their tables they will not need the flesh of bovine animals. An appropriation of \$100,000 has been made to carry out the regulations under which this food is to be made available.

There is more in this plan than would appear at first sight. In the first place, those horses which are not adapted to the work for which horses are commonly wanted and do not therefore pay for their keep, can be thus disposed of and the food that they would use will be left for the superiors of their kind. Their hides may be just as good to make leather

of as those of the better grades. Then there are many of these animals running wild in the far Western forests, eating up the grass, now quite too limited in supply, that will become available for the better horses.

Europeans have not heretofore bought freely of American horseflesh—except for the race course and war uses—because it was not federally inspected. From this time on it must pass the same tests as other meat exported from the United States. There is no danger to Americans in this new deal, for not only will the slaughter houses be kept separate from those where other animals are killed, but all horse meat must go out under a distinct label.

Greatly Reduced Apple Crop.

John I. Gibson estimates the 1919 apple crop of Western Michigan at 325,000 barrels, as against 600,000 in 1918. He estimates the crop in the twenty counties included in the Western Michigan Development Bureau at 210,000 barrels, as compared with 440,000 barrels one year ago.

You can learn many a good lesson in business methods from the managers of successful stores you and your family patronize in lines other than your own.



Please
Your
Customers

Bel-Car-Mo Peanut Butter

Bel-Car-Mo comes in all size tins from 8 oz. to 100 lbs. The sanitary tin package for Peanut Butter is a Bel-Car-Mo creation.

The makers of Bel-Car-Mo guarantee its quality. The combination of freshly roasted Virginia and Spanish Peanuts with all trace of the red skins and little bitter heart removed, is certainly toothsome.

—Ask your
Jobber

Grand Rapids Forcing Tomato

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

Reed & Cheney Company
Grand Rapids, Michigan

Judson Grocer Co.

Wholesale Distributors
of

Pure Food Products

Grand Rapids, Michigan



WE ARE HEADQUARTERS
WHOLESALE

Fruits and Vegetables

Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company

GRAND RAPIDS

:-:

MICHIGAN

Moore's Mentholated Horehound and Tar Cough Syrup

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

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

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

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

THE MOORE COMPANY, Temperance, Mich.



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.

Some Hints Regarding the Fall Stove Campaign.

Written for the Tradesman.

By this time in September the fall stove campaign should be well under way. A few pointers from experienced and successful stove dealers may help the hardware dealer in his work of brightening the homes of his community with new heaters and ranges.

Discussing stove salesmanship, a retailer in a city of 10,000 population said the other day:

"I find the greatest interest in this stove selling game to be the acquisition of new selling ideas. If I find a customer hard of approach on one line of talk, I study and train myself to switch to a different line of approach practically without losing a step.

"Of course most sales must be based on demonstrations. All other agencies are usually offshoots of this one parent limb that feeds them all.

"I find that most people like to do their own selling. That is, if I can ascertain the line of thought that causes the customer to take even the slightest interest in stoves, the battle is half won. By giving him a helping hand, as it were, an occasional lead, to be exact, he will seize upon the natural argument and fairly fly at the job of convincing himself.

In such a case, the less the salesman has to say, the better. True, he must be there with the life-line to throw out if the other fellow shows any weakness; but if one can by suggestion lead the customer's thoughts into the proper channel, he will be likely to sell himself and to marvel between times at his own brightness. Even a critical customer can often be thrown onto this tack by the exercise of a little finesse.

"I am rather partial to cooking demonstrations, but I am not by any means wedded to them. I used one the other day with great success though. A restaurant keeper came in, not exactly to buy, but rather to 'look around.' I found that he had a stove that was satisfactory except that it did not cook quickly. He had to have one that could be depended on to cook simple meals in double quick time. So, following his lead, I brought out a loaf of bread that I always have handy. I turned on the gas, and gave the man a few slices of nice, crisp toast in a jiffy.

"The sale was made on that one simple operation. 'I want that stove right away,' he said. I might have

talked myself hoarse in the vain endeavor to sell him by any other means; but by sizing up his needs and his line of thought, it was not selling at all, but mere order-taking.

"To my way of thinking, this idea of suggestion can be worked both ways. When the customer is already set in his thought, the sensible thing for the salesman to do is to get in line without any loss of time. If, however, the customer lacks an idea to go on, insert one in his cranium by means of suggestion, and the first thing you know, he has the bit in his teeth and needs no more outside aid. Salesmanship is a very interesting pastime when one lifts it above the mechanical level and makes it a matter of brains. Two heads are better than one, and a customer can't hate you or your stoves, else he would not be in your store looking around. He is favorably disposed; give him a chance; he will probably help you.

"Of course I always have the gas connected up, lighters handy, and everything convenient for plain demonstration, fancy cooking or what not. I find that to be a very important feature in selling, for a customer certainly doesn't like delays and fumbling around for this, that and the other bit of equipment. It pays to have everything ready.

"If the salesman who knows the stove is clumsy and slow, the customer is likely to blame the stove. If he is smart, on the other hand, the stove may get more credit than it is really entitled to. Of course one must have a good article, and must be honest in his claims, and be prepared to stand back of his goods.

"Not only can one get good selling ideas from customers, but also from other merchants, from traveling men, from trade journals, and from almost every source. The same scheme that sells dry goods or peanuts or magazines may be adapted to the sale of stoves."

A small town merchant gave his

Sand Lime Brick

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

Brick is Everlasting

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

Boston Straight and Trans Michigan Cigars

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

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

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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

McQUAY-NORRIS

LEAK-PROOF PISTON RINGS

For Trucks, Tractors, Automobiles, Gas Engines, Motor Cycles, Motor Boats, etc.



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

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

HARNESS, HORSE COLLARS

Jobbers in

Saddlery Hardware, Blankets, Robes, Summer Goods, Mackinaws, Sheep-Lined and Blanket-Lined Coats, Sweaters, Shirts, Socks, Farm Machinery and Garden Tools, Automobile Tires and Tubes, and a Full Line of Automobile Accessories.

GRAND RAPIDS, MICHIGAN

views also of success in stove selling. "My line is stoves," he said. "I have been studying them and merchandising them for thirty-eight years. They are a sort of religion to me."

"My list of hard and fast selling axioms is brief:

First, proper selection of the goods. Second, insistence on absolute truth in selling statements. Third—last but not least—intelligent salesmanship.

"The first axiom is, to my way of thinking, the cornerstone of the arch. The hardware dealer must look over the lines offered him and, in the light of his experience, choose the one that offers the greatest value per cold, hard dollar. There can be no equivocation about it; the salesman sells best that article he would use in his own home, the one that he knows is the best of its line, in short, the one that he can honestly back up and swear by.

"The conscientious salesman, asked by some farmer's wife, 'Which stove do you think is best?' is in a pretty dilemma, through biting off more than he can chew by pushing more than one line. In stove selling, you must be able to center your efforts upon one line that you know is the best.

"As to truth telling: when you tell the truth, the whole truth and nothing but the truth you can speak convincingly—and there are no come-backs. You believe what you say; and believing what you say is an essential to successful salesmanship. The man who hews to the line and shuns the crooked tongue is the man who finds an easy command of language at his tongue's end. He does not have to rack his brain for chimerical ideas about his stove. Real ideas come faster than he can utter them.

"The primary requisite of a salesman is that he should know his goods from top to bottom, so that he can answer any question as to their ability to do this, that and the other under any conceivable condition.

"Why will it pay me to buy this stove when I can get such and such a stove for five dollars less?" is a question that must be answered by a cold analysis of the two stoves. A mere broad statement covering the matter will not do much to convince the skeptical customer.

"Personally, I have carried this to the extreme by going right to the foundry where my line of stoves are manufactured and there picking out a likely looking young man, old enough to have some sense and still young enough to learn. Thus I procured a man who knew all about the stoves, and only needed my assistance to build up a good sales knowledge on that foundation. As a good part of my work is in the nature of furnace and plumbing contracts which take me away from the store a good deal, I can always leave with the assurance that I have a real salesman on the job.

"The windows furnish the best advertising medium I know. I usually change both windows twice a week, and endeavor to have contrasting dis-

plays in each. Thus one week I had brass goods in one, and aluminum ware in the other.

"My demonstrations come next in favor as advertisers, particularly those of gas stoves. I plan to be ready for these at all times. There is something convincing about the sight of burning gas, something home-like and natural that, while it explains nothing new, adds a touch of reality to the salesman's talk. Most people appear to soak up ideas that they see illustrated better than those imparted by word of mouth."

The importance of demonstration as a factor in selling is urged by many successful dealers.

Victor Lauriston.

How About It.

The papers have revived the time honored theme of whether women dress to please men or to please other women. Now that is not the question. Our notion is that women dress to arouse the envy of women and to annoy men.

Michigan State Normal College Ypsilanti, Michigan

Prepares for every grade of work from the kindergarten to the high school.

Fall term opens Sept. 27.

Write for bulletin.

C. P. Steimle,
Secretary.

Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

Bell M 797

Citizens 4261

WE INVITE CORRESPONDENCE

Jobbers—Brokers—Dealers

HOM-BRU—(Hops and Malt)

Details and Prices on request.

HOM-BRU EXTRACT COMPANY

11 Grand River West,

DETROIT, MICHIGAN

They Stop the Leaks

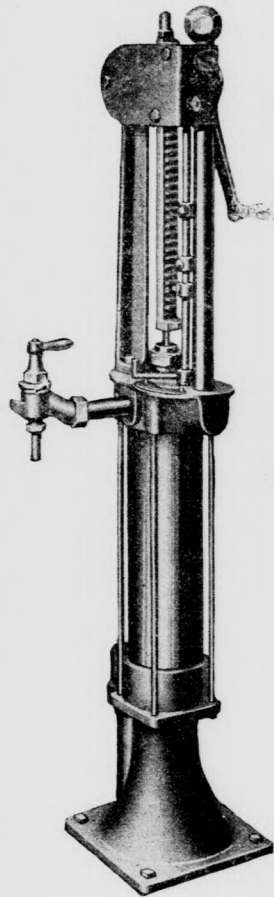


Fig. 41

For gasoline, kerosene or other oils. Pump where convenient and attractive. Tank in basement or underground.

Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS. Study it—you will find great opportunity for improvement and profit—cut out all unnecessary labor—offensive oil odors in the store. By installing

BOWSER ESTABLISHED 1885 Oil Storage Outfits

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—makes your profits sure. Write us for particulars.

S. F. BOWSER & CO., Inc.
Fort Wayne, Indiana, U. S. A.

Canadian Office and Factory,

Toronto, Ont.

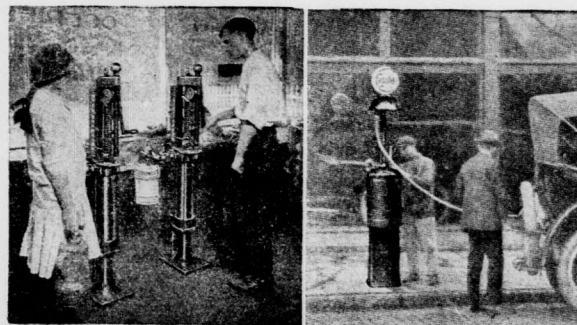


Fig. 241

"Red" Sentry gasoline pump. Measures and meters all gasoline pumped. Tank underground.

MEN OF MARK.

A. E. Howell, Manager McLachlan Business University.

Arthur E. Howell was born on a farm in Roxana township, Eaton county, May 15, 1875. His early education was secured in the country school near the home of his nativity and in the high schools of Pittsford and Grand Ledge. His first experience in business was as clerk in the general store of Frank West, at Hoytville. He remained behind the counter two years, when he took up the work of teaching in rural districts in Hillsdale and Eaton counties for two years. In 1898 he returned to mercantile pursuits and purchased the stock of his former employer at Hoytville, running in debt for the greater portion of the purchase price. Mrs. Howell was his partner and pal in the struggle to get a start in life and it was not long before the debt was paid and a substantial surplus created. Craving a theoretical business education and wider opportunities for expansion and growth, Mr. Howell sold the mercantile stock in the spring of 1903 and removed to Grand Rapids. He enrolled as a student at the McLachlan Business University and took a complete commercial and stenographic training, finishing in March, 1904. He worked in the office of a manufacturing firm in Grand Rapids until November, 1904, then entered the employ of the McLachlan School as assistant secretary and supply teacher. He taught in every department of the school and introduced the Civil Service course. As Mr. McLachlan's health gradually failed, he took over more and more of the executive duties and did less teaching.

In 1909 he purchased a small interest in the school. He increased this interest in 1917 and became secretary. On the death of Mr. McLachlan, in 1918, he secured the controlling interest and assumed the management.

Mr. Howell was married in 1898 to Miss Vera Dilley, of Hoytville, who had qualified as a public school teacher. Two children grace the family circle—Margaret, aged 13, and William, aged 8. The family reside in their own home at 933 Bates street.

Mr. Howell was exceedingly fortunate in being able to ally himself with an institution which had been built up along right lines by its sturdy founder. Mr. McLachlan had never resorted to short methods or clap trap to accomplish his ends. The only path to success he knew anything about was the road of hard work and the accomplishments he achieved were won by diligent effort and painstaking service. Mr. Howell appears to be pursuing the same course which made the work of his successor so valuable to the community, so fruitful of results for his patrons and so satisfactory to employers who depend on the McLachlan institution for capable and dependable employees and assistants. Mr. Howell has already added several new lines of study to the curriculum of the university and has still further additions in prospect as circumstances warrant and the times justify.

Personally, Mr. Howell is a most companionable man. His early struggles for a foothold gave him a broad and sympathetic interest in young people who seek to gain a position and standing in the business world by their own exertions. His contact with the retail trade—two years as clerk and four years as merchant—has given him an understanding of merchants and their requirements which he utilizes to good advantage in the arrangement of his curriculum



Arthur E. Howell

for those who are fitting themselves for mercantile pursuits. Duly conscious of his responsibility to the public and the young people he aims to prepare for active and successful business careers, he undertakes to so shape his work as to accomplish the greatest amount of good in the shortest possible time. If he retains his health and strength and is spared for a long life of usefulness, he will leave a lasting impress for good on the community and those whom he serves as teacher and leader.

Heathernac Ranch.

Written for the Tradesman.
Midst the stumps "dead and down" and
the brush
Forty miles over back on the Branch
Well away from the world and its rush
Lies the cutover Heathernac Ranch.

Oh I love it from hummock to swale
Every marsh where the sand-pipers nest
Even dream I am hitting the trail
Like the land still great forests possessed.

There I always discover each day
Something new with a pleasure to me
Watch the squirrels and gophers at play
Find the owl fast asleep in his tree.

There the birds are a-singing to me
Sweetest songs by their fine feathered
band
E'en the shy little chick-a-de-de
Brings his cheer to my cutover land.

At my side ever walks well I know
The Old Man O' Th' Woods on the trail
Which he blazed through their midst long
ago
And he tells me this interesting tale:

"All this land was a friend to my trees
"Grew the hemlock, hard maple and pine
"Which for centuries swayed with the
breeze
"And you'll find it a true friend of thine."
Charles A. Heath.

Salesmanship.

Mrs. Ladybird was very proud of her feet. They were carrying her very rapidly at this juncture toward a shoe establishment. On making known her requirements, an assistant brought out a selection of shoes for her to try on.

"That's strange, madam," said he, after many vain attempts to fit her.

"One of your feet is larger than the other."

This was too much for his customer. Bristling with rage, Mrs. Ladybird left the store and sought another. But here again no goods displayed proved entirely satisfactory.

"How curious, madam!" exclaimed the assistant, at length. "One of your feet is much smaller than the other."

And with a beaming smile Mrs. Ladybird bought two most expensive pairs.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

Henry Smith
FLORIST
139-141 Monroe St.
Both Phones
GRAND RAPIDS, MICH.

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED
Rates \$1.00 and up

EDWARD R. SWETT, Mgr.
Muskegon :--: Michigan

NEW MERTENS
FIRE PROOF
One half block East
of the Union Station
GRAND RAPIDS MICH



GRAHAM & MORTON
Transportation Co.

CHICAGO

\$3.50 Plus
War Tax

Michigan Railroad

Boat Flyer 8 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

HOTEL HERKIMER

GRAND RAPIDS, MICHIGAN

European Plan, 75c Up

Attractive Rates to Permanent Guests
Popular Priced Lunch Room
COURTESY SERVICE VALUE

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

Assets \$3,099,500.00



Insurance in Force \$55,088,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policy Holders**\$4,274,473.84****Paid Policy Holders Since Organization**

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

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

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

SURPLUS TO POLICY HOLDERS \$477,509.40

Reminiscences of Early Business Days in Jackson.

Jackson, Sept. 16—Fifty-eight years ago Timothy E. Howard, 15 years old, came to Jackson and got a job for James L. Holmes in a restaurant. Saturday Timothy E. Howard, 73 years old, retired from the wholesale firm of Howard & Keebler Co., dealers in fruits and tobacco and the new firm of Howard & Solon takes its place. Howard & Solon (T. E. Howard and B. A. Solon) was the name of the firm that preceded the Howard & Keebler Co.; Howard & Solon (T. E. Howard, Jr., and B. A. Solon, Jr.) constitute the new Howard & Solon. They are sons of lifelong friends and partners, and they are heirs to a business which has continued, uninterrupted and honorably, more years than any other business enterprise in Jackson.

"It's rather strange that years after the death of Birney Solon the old firm of Howard & Solon is to be restored by our two sons," says "Tim" Howard. "The old Howard & Solon sign is to go up again."

"How did Jackson look when you first saw it in 1861?" asked Mr. Howard.

"Pretty shabby," he said. "I was born on my father's farm in Washtenaw county, and as a young fellow of 14 years I came to Ann Arbor to attend high school. I earned my board and lodging by sawing wood. I don't know why I came to Jackson rather than to Leoni or Michigan Central train that stopped at every cross-roads and landed at the old Michigan Central station. It was then located north of Main street, in the building that is still occupied by the office of Collins, Hahn & Dalziel."

"I didn't know a person in Jackson, but my first thought was to find some sort of a job. My first effort was made at Levi Gregg's bakery and restaurant. It was in a little one-story wooden building about where the National Union Bank stands now; there was a little bakery in front, and as I looked through the window I saw a young fellow behind the counter. I was pretty much scared, but I went inside and asked him for a job. He said the boss wasn't there, but if I would come later he would let me know."

"That young fellow is now Bradley M. Delamater, President of the Peoples National Bank. He has often joked with me about my appearance that day."

"When I didn't land that job I crossed Main street to James L. Holmes' restaurant and he gave me work. And I have been on the job ever since."

"The Holmes' restaurant was in a one-story wooden building on the south side of Main street, where the Gaylord-Alderman store stands. It was about the best restaurant in the city, and about the only place where you could get oysters. At first we only had fresh oysters infrequently, and our customers bought pickled oysters. The fresh oysters used to come in flat quart cans of tin, and we served oyster stews in the restaurant."

"After a time customers of the restaurant began to buy a quart or so of oysters to take home, and in that way the business that I have followed all my life began. I had an ice box that used to set out on Main street; after a time that became too small, and as the business grew I increased facilities."

"In those days C. C. Bloomfield was a clerk in 'Josh' Ingalls' crockery store, across the street from the Holmes restaurant. He with Mr. Delamater, is about the only man I can recall who was in business at that time."

"We sold game besides oysters; in spring and fall there were always wild pigeons; they sometimes sold for 25

cents a dozen. I think I was the first man to sell bananas in Jackson."

"I remember when I hung the first bunch of bananas in front of my store. The sidewalk was blocked by curious people, who kept me busy answering questions. 'What are they?' 'How do they grow?' 'Where do they come from?' 'Are they just for ornament, or are they good to eat?' 'Do they grow on bushes or trees?' 'Do they grow in clusters like that?' They were a real curiosity, and they cost 10 cents apiece—and a dime was worth more than it is now. About that time a quart of oysters cost only 15 or 20 cents."

"Mr. Holmes sold out his interest in the business to me, and after ten years or so in the Reynolds building I moved to the west store of the Empire block, into the building torn down not long ago by John W. Boardman. Here it was the firm became Howard & Solon. When we had to have more room Walter A. Bennett built a store for us on West Cortland street. Then we had to have still more room, and we moved into the building in the Withington block. Then we moved to the building at Main and Milwaukee streets where we have been ever since."

Fifty-eight years in business and never broke. That is "Tim" Howard's record. In 1861 Jackson was not much of a town, he says. "The sidewalks on Main street were all of wood, some a foot or two higher than others. There were hitching rails in front of every store. Nearly all the stores were of wood. It wasn't until the seventies that there was business off Main street between Jackson and Francis. Then Mr. O'Donnell erected the Citizen office on Mechanic street, and I recall how everybody spoke of the danger of going so far from the business section."

Be On Lookout For These Goods.

Battle Creek, Sept. 16—The following goods were stolen from our store Aug. 31:

- 1 Hudson Seal coat, full length, with Martin fur collar and cuffs and three bands of Martin around bottom \$750.00
- 1 Hudson Seal coat with large collar of Squirrel, wide cuffs and 6 inch band of Squirrel around bottom of coat .. 675.00
- 1 Nutria fur coat 515.00
- 1 brown Coney coat 120.00
- 1 Sealine coat, large collar and flare cuffs 255.00
- 1 Poirer muff 86.50
- 1 China Wolf muff 29.95

The Burns Agency has been untiring in following such clues as have been brought up, but without success so far.

Every effort is being made by the detectives and the police to trace disposition of the goods. It is hoped that through general co-operation some lead may be uncovered by which the thieves may be located and brought to justice.

The burglary is regarded as the work of professional dry goods operators specializing on high-class merchandise.

Unusual vigilance is requested as a protective measure for the retail trade handling goods in this line.

R. J. Bolster Company.

F. N. Briggs, formerly associated with his mother, Mrs. Mabel Hagarth, in general trade at Langston, has engaged in the general merchandise business at Orleans. P. Steketee & Sons furnished the dry goods, the Judson Grocer Company the groceries, the Rindge, Kalmbach, Logie Co. the shoes and the Michigan Hardware Co. the hardware. Mr. Briggs has opened business in the store which was occupied by J. M. York for many years.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 16—Lynch Bros. start a closing out sale of the general stock of Oscar A. Conklin, at Ravenna, Sept. 18; a ten day sale for Gale & Co., dry goods dealers at Conneaut, Ohio, Oct. 2; a ten day sale for Blumenau, dry goods and ready-to-wear merchants at 1518 Michigan avenue, Detroit, Oct. 9.

Terry J. Barker and Glenn H. Reynolds, who recently purchased the boarding house used by the Consumers Power Co. while constructing the big dam at Croton, have added commodious wings, constructed a porch 12 feet wide and 58 feet long, put in plumbing of the most modern design, installed hot and cold water systems and equipped the house with elaborate rugs, carpets, hangings and furniture. The owners utilize the place as a rendezvous each week end and propose to entertain their friends in lavish style next season.

Mr. Hoover is positive that he will not be a candidate for the presidency or any other political office and equally positive that the peace treaty ought to be adopted promptly, including the league of nations, "providing the interests of America are properly safeguarded, as is not the case in the Presidential draft." The opinion can be accepted as free from political bias and based on exceptional knowledge and judgment.

Guy W. Rouse, President of the Worden Grocer Company, spent all of last week at Washington and New York City.

"Cough up, or by heck we'll plug you full of holes," was the modest request of two bandits of the automobile genius as C. E. Thomas, a salesman for the Perry Barker Candy Co., looked down at the persuasive muzzles of two blue steel Colt-44's held by these genial highwaymen. In order to emphasize their request the ends of the two revolvers were unceremoniously jabbed into Mr. Thomas' epigastric region and Mr. Thomas proceeded to "cough" to the tune of \$200. The hold-up occurred in broad daylight about five miles out of Williamston on the road to Perry. Mr. Thomas was bumping along the road in the company's ford when, suddenly, two farmers, of the chin-whisker and hayseed variety, stepped out in front of the car. One asked for a lift and Mr. Thomas acquiesced and was about to make an appropriate remark regarding the beautiful fall morn when the pseudo farmers changed the subject abruptly by producing the young artillery and interpolating the remark quoted above. Needless to say, Mr. Thomas offered no objections. With pictured contemplations of soon decorating a niche in a newly constructed mausoleum he dug deeply and gave freely. The auto from which the bandits operated was waiting only a few yards down the road—but so far that Mr. Thomas was unable to read the license number. Mr. Thomas was then ordered to turn around and proceed to that place from whence he came with all possible speed. Did Mr. Thomas turn around as per ordered—and did he give her the gas? He did!

Late News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 16—The merchants at Manistique are feeling jubilant over the fact that the Michigan Transit Co. is going to have a boat from Chicago make regular stops at Manistique until the close of navigation, which will make a reduction in freights.

J. A. Roberg, one of the well-known meat dealers at Manistique, attended the Newberry fair last week, making the trip by auto. Mr. Roberg was returning from the fair when he was caught in a heavy fog, which made his trip long and tedious.

Herbert Peterson, of the Cloverland Fruit Produce Co., at Manistique,

has purchased the property adjoining his present location on River street from C. W. Arndquist and will take possession and move into same this week. The newly bought property is especially well equipped for the produce business, as there is ample storing facility for all purposes.

Our former Mayor, Sherman T. Handy, recently appointed by Governor Sleeper on the Utility Board at Lansing, was the guest of honor at the Soo Club dinner last week. After listening to the flow of oratory during the evening by his former associates of all the nice things that ever happened to our departing guest. He was given a chance to come back which he did in his usually modest manner. He leaves the Soo with the best wishes from his many friends in his new field of service.

R. H. Bass, our South side grocer, is talking about selling out. Mr. Bass has made a success of business, but is eager to seek larger fields. He is one of these Get Rich Quick Men and is willing to go some to accomplish his purpose.

Chippewa county is to be congratulated on its small percentage of deaths, Sault Ste. Marie can well pride itself upon its general health conditions, especially in regard to tuberculosis, as a State report covering a five year period from 1914 to 1919 shows this city to have the lowest death rates from the latter contagion of any city in the State ranging from 10,000 to 25,000 population. Mrs. J. Stephenson, the Chippewa county nurse, who has been an ardent worker in all parts of the county is worthy of great credit in her efforts to assist in making the splendid showing in this county.

The Soo Creamery, which have been doing a flourishing business since its opening last year, has decided to open a branch at 205 Ashmun street to meet the demands of its customers, which will be known as the Acme Dairy.

Jack Bains, who for the past year has been one of the proprietors of the Belvidere Hotel until recently, has sold his interest to James McDonald. Mr. Bains is at present fitting up the old Franklin House bar in a rustic log cabin, which appears to be the only one of its kind in this part of the country. The place will be very attractive when it is finished. The ceiling will be covered with hemlock bark brought together to give a rustic effect. The floor will be of green cork. The Soo people will appreciate this service, which undoubtedly will be a success.

Joseph Fuoco, for the past nineteen years one of our successful merchants here, has accumulated a nice fortune. He has an idea that Pontiac may be a better place than the Soo and is talking of moving. We will regret Mr. Fuoco's departure, but he will always find a welcome back in his good old Soo.

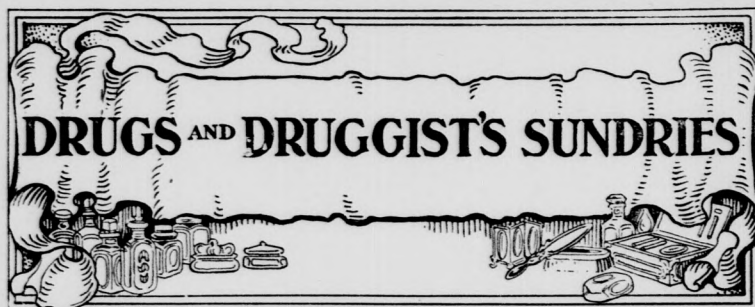
Charles Hass's idea of an optimist is a man who wears a pair of suspenders and a belt.

August C. Miller, proprietor of the American House, of Manistique, has decided to change his property into an apartment house. This is one of the old land marks at Manistique but will help to improve the neighborhood in that vicinity. William G. Tapert.

Needs a Long Memory.

Uncle John Shell, of Leslie county, Kentucky, is said to be the oldest man in America. He is 130. Wonder if he remembers when the people didn't kick about high prices?

M. S. Moore, of Detroit, will engage in the retail drug business at North Lansing. The Hazeltine & Perkins Drug Co. has the order for the soda fountain fixtures and opening stock.



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.

Scientists on Brass-Rail Psychology.

"Keep your hand upon the throttle and your eye upon the rail," ran the ancient doggerel advice to Casey, the engineer. "Keep your eye on the bottle and your foot upon the rail," paraphrases the "bar fly," or confirmed boozier, whose foot instinctively begins feeling about for the familiar brass bar rail whenever he stands.

This tell-tale response to habit always has been a fertile subject for the jokesmith, but now scientists are coming to dignify it with their consideration. What is the psychology of the bar rail they want to know, and what, if any, is its responsibility for "the curse of drink?"

The average man, even if he never has been inside of a saloon, when he steps up to a soda fountain will begin to feel uncertainly around for a rail or some place to rest his foot. The psychologists already recognize the tendency as due to some inherent characteristic rather than to acquired habit. Now they want to know to what extent the lure of the bar-room lies in the inevitable rail skirting the base of the bar, and to what extent, if any, the intemperate use of whiskey may be traced back to the rail.

When a man enters a saloon he drapes himself comfortably across the bar, with one foot perched on the rail, and usually he stays in that position until he is ready to leave. Does he stay longer because of the comfortable rail than he otherwise would.

For some reason man seems to have an inherent tendency to elevate his feet when sitting, and, if possible, when standing. Some scientists and students of psychology say this is an inheritance from the arboreal age of the race when snakes and venomous insects made it highly desirable to keep the feet off the ground as much as possible.

In any event, men like to get one foot a little higher than the other when standing, and they will do it when there is any place to put it. The bar rail meets the need perfectly, as it is designed to do. The soda fountain has no such rail, and according to those who have taken the idea seriously enough to make it the subject of experimentation, this lack is one reason why soda fountains are not so popular with a good many drinking men as saloons.

Maybe the fountains will borrow the idea from the late departed—and

lamented, and the hardened veterans of many a joust with the merry juice will drape themselves over the marble as comfortably and contentedly as ever they lounged across the mahogany in the pre-Saraharn days of the past.

Rouge in Cake Form.

1. Corn starch 4 drs.
Powdered white Talc 6 drs.
2. Carminolin 10 grs.
Base (above) 6 drs.
Water 4 drs.
Dissolve the carminolin in the water, mix with the base, and dry.
3. Geranium red 10 grs.
Base (above) 6 drs.
Water 4 drs.
Mix as above, and dry.
Carminolin rouge (above) ... 1 oz.
Geranium rouge (above) 3 oz.
Water enough
Mix in a mortar to a paste, mold or stamp out and set aside to dry.

Carminolin is known also in the trade as phloxin.

Other coloring materials which might be used—especially in combination with carmine—are fuchsin and tincture of cudbear. The exact proportions which will prove most satisfactory in any given case may be determined by experiments conducted by the man who has before him the ingredients he is to use and knows what he wants to produce.

Corn Salve.

The following is a caustic application and needs only to be applied once or twice. It is equally efficacious for warts:

- Caustic Soda or Potassa 4 oz.
Water 4 oz.
Starch, in fine powder 1 oz.
Glycerin 8 oz.

Dissolve the soda or potassa in the water by the aid of heat, mix the starch with the glycerin and heat, with constant stirring, until the starch is entirely gelatinized and the preparation is of a uniform consistency, then mix with it the warm solution of soda and put up while warm in small, wide-mouthed bottles or glass boxes.

To use, spread a little of the salve on the corn or bunion, taking care to cover only the part to be removed, cover with a piece of cloth and allow to remain from two to four hours; then soak the parts in warm water.

Hay Fever Remedy in Jelly Form.

The following has been recommended:

- Beta-Cucaine 6 grs.
Acid Carboic 10 grs.
Menthol 20 grs.
Sweet Almond Oil 2 drs.
Ointment Zinc Oxide 240 grs.

This is to be applied on a cotton pledget. Application like the above should be used in connection with tonics internally, such as elixir of iron, quinine and strychnine; a preparation containing arsenic is also excellent.

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

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

KYBO 1000 Sheet Manila Tissue SNOWWHITE 6 oz. Bleached Crepe

Stocked by all progressive dealers.

Write for prices and sample rolls.

The Dudley Paper Company, Lansing, Mich.

We furnish you with blotters to distribute to your trade.

To Our Visiting Buyers

We extend a hearty invitation to visit our Holiday Line which is now on display in our Sundry Room here in Grand Rapids.

Large numbers of our customers have already taken advantage of this opportunity, and we regard the handsome orders which they have given us as a fair proof of their complete satisfaction with our efforts this year.

However, we want everyone of our customers to visit us this fall. We should like to satisfy you all. We are positive we can do so. Give us an opportunity.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Where Shall We Find Presidential Timber?

Grandville, Sept. 16—Now that the United States has experimented with a schoolmaster for President, how would it do to look elsewhere for our next incumbent of the executive chair?

Thoughts of a large majority of our people are turning toward a man, wherever he may be found, who has a smattering at least of business ability, combined with a wholesome amount of horse sense, without enough of the dilettante in his make-up to give him an ego that is nauseating.

A man of business for President!

Have we such a man in America to-day? Assuredly we have, and it is the duty of the ordinary citizen to aid in smoking him out for the purpose of placing him in running next year for the Presidency.

We are not overstocked with eminent statesmen in either party at the present writing. Somehow it does seem as if there was dearth of presidential timber right now in the United States. There are no more Roosevelts to draw on, no more McKinleys and Cleveland. Nor are Blaines and Logans, with such men as William M. Everts and Tilden standing round waiting to be called.

Where are the great men of America to-day? Where if not in the ranks of the successful business men? We are not to despise the farmer either, since some very marked individuals of the soil have come to the front in times past. Such men as Cyrus G. Luce and John T. Rich are not to be picked up everywhere. However, much we admire our statesmen of the legal profession and revere our college presidents, we surely have had our fill in that direction in the past and hanker as well as hunger after a real man who stands four square to all the winds that blow. Who will frown on any attempt to disgrace the American

flag by swinging in beneath that other banner proposed to represent the world powers, banded together in a league of nations, the only outcome of which would be to belittle the United States and make the freemen of this Nation packhorses for the monarchial governments of Europe and Asia.

Such a man surely lives under the aegis of Old Glory and such a man we must select to be our standard bearer next year. Let us scan the horizon very closely while we wait. There's no getting round the fact that we have some riddles to solve that require a man of no ordinary intellect to unravel. That we have such an eminent gentleman we have not the slightest doubt, even though he may not loom large above the political horizon at the present moment.

Experimenting with dark horses does not always pay.

Surely there are men known to the public as honorable citizens as well as successful business men who will fill the bill and make an excellent president of the United States. Look around you, Mr. Everyday Citizen, and let us hear your report.

Old Timer.

Getting Up.

Written for the Tradesman.

There's something in awaking
That all my power is taking
When I am getting up;
I rise before the chickens
It hurts me like the dickens—
I mean this getting up.

I do so often wonder
When I warm quilts am under
Who started getting up;
He should have done it yearly
Not slept a few hours merely
And kept a getting up.

'Twill save us lots of trouble
Our daily pleasure double
To quit this getting up;
For a "Sleep-A-Year" invention
A thousand "Lib" I mention
Let's stop this getting up.
Charles A. Heath.

Red Crown Gasoline for Power

The modern motor and improved carburetors have demonstrated beyond question that gasoline made especially for motor fuel—as Red Crown is made—will give the most power—the most speed and the most miles per gallon.

Red Crown, like your automobile, is built to specifications and Red Crown specifications have been worked out by the most eminent petroleum chemists and automobile engineers available.

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

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

For sale everywhere and by all agents and agencies of

STANDARD OIL COMPANY
(INDIANA)
Chicago U. S. A.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cotton Seed	2 60@2 80	Capsicum	@1 95
Boric (Powd.)	18@ 25	Eigerson	12 50@12 75	Cardamon	@1 50
Boric (Xtal)	18@ 25	Cubeb	11 50@11 75	Cardamon, Comp.	@1 35
Carbonic	25@ 29	Eigerson	13 50@13 75	Catechu	@1 50
Citric	1 28@1 35	Eucalyptus	1 25@1 35	Cinchona	@1 80
Muriatic	3 4@ 5	Hemlock, pure	2 00@2 25	Cinchonum	@2 40
Nitric	10@ 15	Juniper Berries	16 00@16 25	Cubeb	@2 60
Oxalic	35@ 40	Juniper Wood	3 00@3 25	Digitalis	@1 60
Sulphuric	3 4@ 5	Lard, extra	2 00@2 20	Gentian	@1 20
Tartaric	1 04@1 10	Lard, No. 1	1 60@1 80	Ginger	@1 50
Ammonia		Lavender Flow	11 00@11 25	Guaiaac	@2 65
Water, 26 deg.	10@ 20	Lavender, Gar'n	1 50@1 75	Guaiaac, Ammon.	@2 40
Water, 18 deg.	9 1/2@ 18	Lemon	2 25@2 50	Iodine	@1 50
Water, 14 deg.	9@ 17	Linseed, boiled, bbl.	@2 31	Iodine, Colorless	@2 00
Carbonate	19@ 25	Linseed, bld less	2 41@2 46	Iron, clo.	@1 45
Chloride (Gran.)	17 1/2@ 25	Linseed, raw, bbl.	@2 29	Kino	@1 35
Balsams		Linseed raw less	2 39@2 44	Myrrh	@2 25
Copaiba	1 00@1 20	Mustard, true, oz.	@2 95	Nux Vomica	@1 95
Fir (Canada)	1 75@2 00	Mustard, artifil, oz.	@1 25	Opium	@4 50
Fir (Oregon)	50@ 75	Neatsfoot	1 65@1 85	Opium, Camph.	@1 25
Peru	5 00@5 20	Oliver, pure	4 50@6 00	Opium, Deodorz'd	@4 50
Tolu	2 25@2 50	Oliver, Malaga,		Rhubarb	@1 80
Barks		yellow	3 75@4 00	Paints	
Cassia (ordinary)	45@ 50	Oliver, Malaga,		Lead, red dry	13@13 1/2
Cassia (Saigon)	90@1 00	green	3 75@4 00	Lead, white dry	13@13 1/2
Sassafras (pow. 60c)	@ 55	Orange, Sweet	4 00@4 25	Lead, white oil	13@13 1/2
Soap Cut (powd.)		Origanum, pure	@2 50	Ochre, yellow bbl.	@ 2
40c	30@ 35	Origanum, com'l	1 00@1 25	Ochre, yellow less	2 1/2@ 5
Berries		Pennyroyal	2 50@2 75	Putty	@5 8
Cubeb	1 75@1 80	Peppermint	9 00@9 25	Red Venet'n Am.	2 1/2@ 5
Fish	@1 25	Rose, pure	38 00@40 00	Red Venet'n Eng.	@3 6
Juniper	12 1/2@ 20	Rosemary Flows	2 00@2 25	Vermillion, Amer.	25@ 30
Prickley Ash	@ 30	Sandalwood, E.		Whiting, bbl.	@ 2 1/2
Extracts		Sassafras, true	3 30@3 25	Whiting	3 1/4@ 6
Licorice	60@ 65	Sassafras, artifil	90@1 20	L. H. P. Prep.	3 50@3 75
Licorice powd.	1 25@1 50	Spearment	12 00@12 25	Miscellaneous	
Flowers		Sperm	2 40@2 60	Acetanalid	60@ 65
Arnica	75@1 00	Tansy	5 50@5 75	Alum	15@ 18
Chamomile (Ger.)	75@ 80	Tar, USP	43@ 60	Alum, powdered and	
Chamomile Rom.	1 00@1 20	Turpentine, bbls.	@1 81 1/2	ground	16@ 20
Gums		Turpentine, less	1 92@2 00	Bismuth, Subni-	
Acacia, 1st	60@ 65	Wintergreen, tr.	12 00@12 25	trate	4 02@4 10
Acacia, 2nd	55@ 60	Wintergreen, sweet		Borax xtal or	
Acacia, Sorts	35@ 40	birch	7 50@7 75	powdered	10@ 15
Acacia, powdered	45@ 50	Wintergreen, art	90@1 20	Cantharides po	2 00@6 50
Aloes (Barb. Pow.)	30@ 40	Wormseed	6 50@6 75	Calomel	2 27@2 35
Aloes (Cape Pow.)	30@ 35	Wormwood	8 25@8 50	Capsicum	38@ 45
Aloes (Soc Pow.)	1 40@1 50	Potassium		Carmine	6 50@7 00
Asafoetida	4 50@5 00	Bicarbonate	.75@1 00	Cassia Buds	50@ 60
Pow.	@7 50	Bichromate	37 1/2@ 50	Cloves	57@ 65
Camphor	3 95@4 00	Bromide	70@ 75	Chalk Prepared	12@ 15
Guaiaac	@2 25	Carbonate	1 00@1 10	Chalk Precipitated	12@ 15
Guaiaac, powdered	@2 50	Chlorate, gran'r	70@ 75	Chloroform	45@ 55
Kino	@85	Chlorate, xtal or		Chloral Hydrate	1 70@2 10
Kino, powdered	@1 40	powd.	45@ 50	Cocaine	12 30@12 85
Myrrh	@1 40	Cyanide	32 1/2@ 50	Cocoa Butter	65@ 75
Myrrh, Pow.	@1 50	Lidide	4 29@4 35	Corks, Lst, less 50%	
Opium	11 50@12 00	Permanganate	1 50@1 75	Copperas, bbls.	@ 03
Opium, powd.	12 50@12 80	Prussiate, yellow	2 00@2 10	Copperas, less	3 1/4@ 8
Opium, gran.	13 50@13 80	Prussiate, red	2 00@2 50	Copperas, powd.	4 1/2@ 10
Shellac	1 30@1 40	Sulphate	@ 85	Corrosive Sublim	2 11@2 20
Shellac Bleached	1 40@1 50	Roots		Cream Tartar	70@ 75
Tragacanth	4 25@4 75	Alkanet	3 75@4 00	Cuttibone	95@ 1 00
Tragacanth powder	@4 00	Blood, powdered	60@2 75	Dextrine	10 1/2@ 15
Turpentine	15@ 25	Calamus	60@2 75	Dover's Powder	5 75@6 00
Insecticides		Elecampane, pwd	22@ 25	Emery, All Nus.	10@ 15
Arsenic	13 1/2@ 20	Gentian, powd.	25@ 30	Emery, Powdered	8@ 10
Blue Vitriol, bbl.	@ 11	Ginger, African,		Epsom Salts, bbls.	@3 1/4
Blue Vitriol less	12@ 17	powdered	25@ 30	Epsom Salts, less	4@ 10
Bordeaux Mix Dry	20@ 37	Ginger, Jamaica	35@ 40	Ergot	@4 75
Hellebore, White		powdered	26@ 30	Ergot, powdered	@4 75
powdered	38@ 45	Goldenseal, pow.	8 00@8 20	Flake White	15@ 20
Insect Powder	55@1 00	Ipecac, powd.	4 50@5 00	Formaldehyde, lb.	27@ 30
Lead, Arsenate Po	32@ 49	Licorice, powd.	35@ 40	Gelatine	1 55@1 75
Lime and Sulphur		Licorice, powd.	40@ 50	glassware, full case	50%
Solution, gal.	20@ 25	Orris, powdered	40@ 45	Glassware, less 50%	
Paris Green	45@ 52	Poke, powdered	25@ 30	Glauber Salts, bbl.	@ 2 1/4
Ice Cream		Rhubarb	@2 00	Glauber Salts less	3 1/4@ 5
Piper Ice Cream Co.,		Rhubarb, powd.	2 50@2 75	Glue, Brown	20@ 35
Kalamazoo		Rosinwood, powd.	30@ 35	Glue, Brown Grd.	20@ 30
Bulk, Vanilla	1 00	Sarsaparilla, Hond.		Glue, White	30@ 35
Bulk, Chocolate	1 10	ground	1 25@1 40	Glue, White Grd.	30@ 35
Bulk, Caramel	1 10	Sarsaparilla Mexican,		Glycerine	28@ 42
Bulk, Grape-Nut	1 10	ground	75@ 80	Hops	75@1 00
Bulk, Strawberry	1 20	Squills	35@ 40	Iodine	5 85@6 10
Bulk, Tutti Frutti	1 20	Squills, powdered	60@ 70	Iodoform	6 90@7 20
Brick, Vanilla	1 20	Tumeric, powd.	25@ 30	Acetate	25@ 30
Brick, Chocolate	1 60	Valerian, powd.	@2 00	Lycopodium	2 25@2 50
Brick, Caramel	1 60	Seeds		Mace	80@ 90
Brick, Strawberry	1 60	Anise	42@ 45	Mace, powdered	95@1 00
Brick, Tutti Frutti	1 60	Anise, powdered	47@ 50	Menthol	9 50@9 75
Brick any combination	1 60	Cardamom	2 00@2 25	Morphine	13 00@13 65
Leaves		Celery, powd.	80@ 75	Nux Vomica	@ 30
Buchu	@3 00	Coriander powd	30@ 25	Nux Vomica, pow.	20@ 30
Buchu, powdered	@3 25	Dill	30@ 40	Pepper black, pow.	37@ 40
Sage, bulk	67@ 70	Fennell	30@ 40	Pepper, white	@ 50
Sage, 1/4 loose	72@ 75	Flax	15@ 20	Pitch, Burgundy	@ 15
Sage, powdered	55@ 60	Flax, ground	15@ 20	Quassia	12@ 15
Senna, Alex	1 40@1 50	Poenugreek pow.	15@ 25	Quinine	1 09@1 59
Senna, Tinn.	30@ 35	Hemp	12 1/2@ 15	Rochelle Salts	55@ 60
Senna, Tinn. pow.	35@ 40	Lobelia	70@ 75	Saccharine	@ 40
Uva Ursi	25@ 30	Mustard, yellow	45@ 50	Salt Peter	20@ 30
Oils		Mustard, black	36@ 40	Seidlitz Mixture	43@ 50
Almonds, Bitter,		Quince	1 50@1 75	Soap, green	20@ 30
true	15 00@16 00	Rape	15@ 20	Soap mott castile	22 1/2@ 25
Almonds, Bitter,		Sabadilla	30@ 35	Soap, white castile	@24 00
artificial	7 00@7 20	Sabadilla, powd.	30@ 35	less, per bar	@2 60
Almonds, Sweet,		Sunflower	15@ 25	Soda Ash	4 1/2@ 19
true	1 75@2 00	Worm American	@ 45	Soda Bicarbonate	3 1/2@ 10
Almonds, Sweet,		Worm Levant	1 65@1 75	Soda, Sal	2 1/4@ 5
imitation	75@1 00	Tinctures		Spirits Camphor	@2 00
Amber, crude	3 00@3 25	Aconite	@1 70	Sulphur, roll	4 1/2@ 10
Amber, rectified	3 50@3 75	Aloes	@1 20	Sulphur, Subl.	4 1/2@ 10
Anise	2 50@2 75	Arnica	@1 50	Tamarinds	25@ 30
Bergamont	8 50@8 75	Asafoetida	@3 90	Tartar Emetic	1 03@1 10
Cajeput	1 75@2 00	Belladonna	@1 40	Turpentine, Ven.	50@6 00
Cassia	4 50@4 75	Benzo'in	@1 80	Vanilla Ex. pure	1 50@2 00
Castor	2 60@2 80	Benzoin Compo'd	@3 00	Witch Hazel	1 25@1 75
Cedar Leaf	2 75@3 00	Buchu	@2 00	Zinc Sulphate	10@ 15
Citronella	80@1 20	Cantharides	@2 90		
Cloves	3 75@4 00				
Cocanut	40@ 50				
Cod Liver	5 60@5 75				
Croton	2 00@2 25				

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED		COFFEE ROASTED		COUPON BOOKS		SILKERS			
Brooms Vinegar Paper Mop Sticks Baskets				Bulk		50 Economic grade .. 2 25 100 Economic grade 3 75 500 Economic grade 17 00 1,000 Economic grade 30 00 Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.		No. 1, per gross 65 No. 2, per gross 72 No. 3, per gross 85 No. 4, per gross 1 10 No. 5, per gross 1 45 No. 6, per gross 1 85 No. 7, per gross 2 30 No. 8, per gross 3 31 No. 9, per gross 4 64			
AMMONIA Arctic Brand 12 oz. 16c, 2 doz. box 2 70 16 oz. 25c, 1 doz. box 1 75 32 oz., 40c, 1 doz. box 2 85		Beans—Canned Red Kidney 1 35@1 45 String 1 35@2 70 Wax 1 35@2 70 Lima 1 20@2 35 Red 95@1 25		CHOCOLATE Walter Baker & Co. Premium 40 Caracas 35 Walter M. Lowmyer Co. Premium, 1/4s 40 Premium, 1/2s 39		CREAM OF TARTAR 6 lb. boxes 65 3 lb. boxes 66		FLAVORING EXTRACTS Jennings D. C. Brand Pure Vanilla Terpeneless Pure Lemon			
AXLE GREASE Mica, 25 lb. pail 1 60		Clam Bouillon Burnham's 7 oz. 2 50		CIGARS Peter Dornbos Brands Dornbos Single Bndr. 48 00 Dornbos Perfecto 42 50 Van Dam, 5c 37 50 Van Dam, 6c 42 50 Van Dam, 7c 50 00 Van Dam, 10c 70 00		DRIED FRUITS Apples Evap'd, Choice, blk .. 22 Citron California 35		Per Doz. 7 Dram 15 Cent 1 25 1 1/4 Ounce 20 Cent 1 80 2 Ounce, 35 Cent 2 40 2 1/2 Ounce 45 Cent 3 10 4 Ounce 55 Cent 4 20 8 Ounce 90 Cent 8 50 7 Dram Assorted 1 25 1 1/4 Ounce Assorted 2 00			
BAKED GOODS Loose-Wiles Brands Krispy Crackers 18 L. W. Soda Crackers 17 L. W. Butter Crackers 17 Graham Crackers 18 Fig Sm Bar 18 L. W. Ginger Snaps 17 Honey Girl Plain 23 Honey Girl Iced 24 Coconut Taffy 25 Vanilla Wafer 35 Subject to quantity discount.		Corn Standard 1 55 Country Gentleman 1 75 Maine 2 00		National Grocer Co. Brands Antonella Cigars, 50 foils 37 50 Antonella Cigars, 100 foils 37 50 Antonella Cigars, 25 tins 37 50 El Rajah, Diplomat- icas, 100s 7 00 El Rajah, corona, 50 per 100 7 75 El Rajah, Epicure, 50 per 100 7 75 El Rajah, Epicure, 25, per 100 8 30 El Rajah, Ark, 50, per 100 7 30 El Rajah, President, 50, per 100 10 00 Gdin, Monarch, 50, wood, per 100 5 00 Odin, Monarch, 25 tin 5 00 Mungo Park, 2500 lots 67 20 Mungo Park, 1000 lots 68 87 Mungo Park, 500 lots 70 56 Mungo Park, less than 500 73 00 Mungo Park, 25 wood 73 00		Peel Lemon, American 30 Orange, American 30		Moore's D U Brand Per Doz. 1 oz. Vanilla 15 Cent 1 30 1 1/2 oz. Vanilla 25 Cent 2 00 3 oz. Vanilla 35 Cent 3 00 1 oz. Lemon 15 Cent 1 30 1 1/2 oz. Lemon 25 Cent 2 00 3 oz. Lemon 35 Cent 3 00			
BLUING Jennings Condensed Pearl Bluing Small, 3 doz. box 2 55 Large, 2 doz. box 2 70		Mackerel Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75		Johnson Cigar Co. Brands Dutch Masters Snyder 110 00 Dutch Masters Club 100 00 Dutch Masters Banq 90 00 Dutch Masters Inle 100 00 Dutch Masters Spec 72 50 Dutch Masters Six .. 50 00		Raisins Choice S'ded, 1 lb. pkg. 14 Fancy S'ded, 1 lb. pkg. 15 Thompson Seedless, 1 lb. pkg 20 Thompson Seedless, bulk 19		FLOUR AND FEED Valley City Milling Co. Lily White 12 75 Graham 25 lb. per cwt 5 25 Rowena Bolted Meal, 25 lbs., per cwt. 4 10 Golden Granulated Meal, 25 lbs., per cwt. 4 00 Rowena Pancake 5 lb. Compound 6 00 Rowena Buckwheat Compound 5 60 Rowena Corn Flour,			
BREAKFAST FOODS Cracked Wheat, 24-2 4 60 Cream of Wheat 7 50 Pillsbury's Best Cer'l 2 25 Quaker Puffed Rice 4 85 Quaker Puffed Wheat 4 30 Quaker Branst Biscuit 1 90 Quaker Corn Flakes 3 35 Ralston Farina 4 00 Ralston Bran 2 20 Ralston Food, large 3 35 Ralston Food, small 2 35 Saxon Wheat Food 4 30 Shred Wheat Biscuit 4 50 Triscuit, 18 2 25		Mushrooms Buttons, 1s, per case 1 25		Worden Grocer Co. Brands First National 35 00 Worden's Hand Made 37 50 Partello 47 00 Qalex 48 00 Hemetter Champion 50 00 Court Royal 56 00 Boston Straight 46 00 Trans Michigan 48 00 Kuppenheimer, No. 2 45 00 Royal Major 50 00 La Valla Rosa Kids 50 00 La Valla Rosa Blunt 72 00 Valla Grande 50 00		Farina California Prunes 90-100 25 lb. boxes .. @18 80- 90 25 lb. boxes .. @19 70- 80 25 lb. boxes .. @22 60- 70 25 lb. boxes .. @25 50- 60 25 lb. boxes .. @25 40- 50 25 lb. boxes .. @30 30- 40 25 lb. boxes .. @30		Meal Bolted 4 90 Golden Granulated .. 5 10			
Kellogg's Brands Toasted Corn Flakes Individual 2 00 Krumbs 4 20 Krumbs, Indiv. 2 00 Biscuit 2 00 Drinket 2 00 Peanut Butter 8 65 Bran 3 60		Pineapple Grated, No. 2 4 00 Shred No. 2 Extra .. 4 75		Worden's Hand Made 37 50 Partello 47 00 Qalex 48 00 Hemetter Champion 50 00 Court Royal 56 00 Boston Straight 46 00 Trans Michigan 48 00 Kuppenheimer, No. 2 45 00 Royal Major 50 00 La Valla Rosa Kids 50 00 La Valla Rosa Blunt 72 00 Valla Grande 50 00		Macaroni Domestic, 10 lb. box .. 1 10 Domestic, broken bbls. 8 1/2 Skinner's 24s, case 1 37 1/2 Golden Age, 2 doz. .. 1 80 Fould's, 2 doz. 1 90		Wheat Red 2 13 White 2 11			
Fancy Parlor, 25 lb. 9 00 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 50 Common, 23 lb. 5 50 Special, 23 lb. 5 50 Warehouse, 34 lb. 10 00		Pumpkin Van Camp, No. 3 1 35 Van Camp, No. 10 .. 4 50 Lake Shore, No. 3 .. 1 35 Vesper, No. 10 3 90		First National 35 00 Worden's Hand Made 37 50 Partello 47 00 Qalex 48 00 Hemetter Champion 50 00 Court Royal 56 00 Boston Straight 46 00 Trans Michigan 48 00 Kuppenheimer, No. 2 45 00 Royal Major 50 00 La Valla Rosa Kids 50 00 La Valla Rosa Blunt 72 00 Valla Grande 50 00		Oats Michigan Carlots 83 Less than Carlots 85		Corn Carlots 2 05 Less than carlots ... 2 10			
BRUSHES Scrub Solid Back, 8 in. 1 50 Solid Back, 11 in. 1 75 Pointed Ends 1 25		Salmon Warren's 1 lb. Tail .. 4 00 Warren's, 1/2 lb. Flat 2 35 Warren's, 1 lb. Flat .. 3 85 Red Alaska 3 50 Med. Red Alaska 3 25 Pink Alaska 2 50		Worden's Hand Made 37 50 Partello 47 00 Qalex 48 00 Hemetter Champion 50 00 Court Royal 56 00 Boston Straight 46 00 Trans Michigan 48 00 Kuppenheimer, No. 2 45 00 Royal Major 50 00 La Valla Rosa Kids 50 00 La Valla Rosa Blunt 72 00 Valla Grande 50 00		Pearl Barley Chester 6 00		Hay Carlots 32 34 Less than carlots ... 34 36			
Stove No. 1 1 10 No. 2 1 35		Sardines Domestic, 1/4s 6 75@8 00 Domestic, 1/2s 7 00@8 00 Domestic, 3/4s 7 00@8 00 California Soused 2 25 California Mustard 2 25 California Tomato 2 25		CLOTHES LINE Hemp, 50 ft. 2 20 Twisted Cotton, 50 ft. 3 25 Twisted Cotton, 60 ft. 3 90 Braided, 50 ft. 4 00 Braided, 60 ft. 4 25 Sash Cord 5 25		Sago East India 15		Feed Street Car Feed 78 00 No. 1 Corn & Oat Fd 78 00 Cracked Corn 84 00 Coarse Corn Meal .. 84 00			
Shoe No. 1 90 No. 2 1 25 No. 3 2 00		Sauerkraut Hackmuth, No. 3 1 40		COCOA Baker's 44 Bunte, 15c size 55 Bunte, 1/2 lb. 50 Bunte, 1 lb. 48 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Hersheys, 1/4s 41 Hersheys, 1/2s 39 Huyler 36 Lowmyer, 1/4s 40 Lowmyer, 1/2s 39 Lowmyer, 5 lb. cans .. 37 Van Houten, 1/4s 12 Van Houten, 1/2s 18 Van Houten, 1s 36 Van Houten, 1s 65 Webb 36 Wilbur, 1/4s 33 Wilbur, 1/2s 33		Tapioca Pearl, 100 lb. sacks ... 13 Minute, Substitute, 8 oz., 3 doz. 4 00		FISHING TACKLE Cotton Lines No. 2, 15 feet 1 45 No. 3, 15 feet 1 70 No. 4, 15 feet 1 85 No. 5, 15 feet 2 15 No. 6, 15 feet 2 45		Fruit Jars Mason, 1/2 pts., gro. 8 00 Mason, pts., per gro. 8 40 Mason, qts., per gro. 8 75 Mason, 1/2 gal. gro. 11 00 Mason, can tops, gro. 2 85 Ideal Glass Top, pts. 9 50 Ideal Glass Top, qts. 9 90 Ideal Glass Top 1/2 gallon 12 00	
BUTTER COLOR Dandelion, 25c size .. 2 00		Shrimps Dunbar, 1s doz. 1 85 Dunbar, 1 1/2 doz. 3 40		COCONUTS Snider's, 8 oz. 1 85 Snider's, 16 oz. 3 00		Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00		GELATINE Cox's, 1 doz. large ... 1 60 Cox's, 1 doz. small .. 1 00 Knock's Sparkling, doz. 2 00 Knock's Acidu'd doz. .. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 35			
CANDLES Paraffine, 6s 17 Paraffine, 12s 17 Wicking 40		Strawberries Standard Fancy Tomatoes No. 2 1 35@1 60 No. 3 2 00@2 35 No. 10 7 00		COCOA Baker's 44 Bunte, 15c size 55 Bunte, 1/2 lb. 50 Bunte, 1 lb. 48 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Hersheys, 1/4s 41 Hersheys, 1/2s 39 Huyler 36 Lowmyer, 1/4s 40 Lowmyer, 1/2s 39 Lowmyer, 5 lb. cans .. 37 Van Houten, 1/4s 12 Van Houten, 1/2s 18 Van Houten, 1s 36 Van Houten, 1s 65 Webb 36 Wilbur, 1/4s 33 Wilbur, 1/2s 33		Pop Corn Goods Cracker-Jack Prize .. 6 60 Checkers Prize 6 60		FLOATS No. 1 1/2, per gross .. 1 50 No. 2, per gross 1 75 No. 2 1/2, per gross .. 2 25			
CANNED GOODS Apples 3 lb. Standards @2 00 No. 10 @7 50		CHEESE Brick 35 Wisconsin Flats 36 Longhorn 37 Michigan Full Cream .. 35		COCONUTS Snider's, 8 oz. 1 85 Snider's, 16 oz. 3 00		Cough Drops Putnam Menthol 1 50 Smith Bros. 1 60					
Blackberries 2 lb. Standard No. 10 15 00		CHEWING GUM Adams Black Jack 70 Beeman's Pepsin 70 Beechnut 80 Doublemint 70 Flag Spruce 70 Juicy Fruit 70 Spearmint, Wrigleys .. 70 Yucatan 70 Zeno 70		COCONUTS Snider's, 8 oz. 1 85 Snider's, 16 oz. 3 00							

HIDES AND PELTS

Hides	
Green, No. 1	40
Green, No. 2	39
Cured, No. 1	42
Cured, No. 2	41
Calfskin, green, No. 1	65
Calfskin, green, No. 2	63½
Calfskin, cured, No. 1	70
Calfskin, cured, No. 2	68½
Horse, No. 1	13 00
Horse, No. 2	12 00

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

Tallow	
Prime	@12
No. 1	@11
No. 2	@10

Wool	
Unwashed, med.	@55
Unwashed, fine	@49

HONEY	
Airline, No. 10	4 00
Airline, No. 15	16 00
Airline, No. 25	8 75

HORSE RADISH	
Per doz.	95

JELLY	
Pure, per pail, 30 lb.	4 60

JELLY GLASSES	
8 oz., per doz.	40

MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 80
16 oz. bottles, per doz.	18 00
32 oz. bottles, per doz.	30 00

MINCE MEAT	
None Such, 3 doz.	
case for	4 30
Quaker, 3 doz. case	
for	3 25

MOLASSES	
New Orleans	
Fancy Open Kettle	74
Choice	60
Good	50
Stock	42
Half barrels 5c extra	

NUTS—Whole	
Almonds, Terragona	30
Brazils, large washed	26
Fancy Mixed	
Filberts, Barcelona	22
Peanuts, Virginia raw	13
Peanuts, Virginia	
Roasted	15
Peanuts, Spanish	15
Walnuts California 36@37	
Walnuts, French	

Shelled	
Almonds	55
Peanuts, Spanish	
10 lb. box	1 85
Peanuts, Spanish	
10 lb. bbl.	16½
Peanuts, Spanish	
200 lb. bbl.	16
Pecans	1 50
Walnuts	90

OLIVES	
Bulk, 2 gal. kegs, gal.	3 25
Bulk, 5 gal. kegs, gal.	7 50
Stuffed, 4 oz.	1 80
Stuffed, 15 oz.	4 50
Pitted (not stuffed)	
14 oz.	3 09
Manzanilla, 8 oz.	1 45
Lunch, 10 oz.	2 00
Lunch, 16 oz.	3 25
Queen, Mammoth, 19	
oz.	5 50
Queen, Mammoth, 28	
oz.	6 75
Olive Chow, 2 doz. cs.	
per doz.	2 50

PETROLEUM PRODUCTS	
Perfection	15.7
Red Crown Gasoline	22.7
Gas Machine Gasoline	44.3
V. M. & P. Naphtha	22.7
Capitol Cylinder, iron	
Ebbs	39.8
Atlantic Red Engine	
Iron Bbls.	22.8
Winter Black, Iron	
Bbls.	13.3
Polarine, Iron Bbls.	44.8
L. Rubbing Oil	12½

PICKLES	
Medium	
Barrels, 1,200 count	12 00
Half bbls., 600 count	7 50
5 gallon kegs	2 50

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

Gherkins	
Barrels	25 00
Half barrels	13 00
5 gallon kegs	4 60

Sweet Small	
Barrels	28 00
5 gallon kegs	5 75
Half barrels	15 00

PIPES	
Cob, 3 doz. in box	1 25

PLAYING CARDS	
No. 90 Steamboat	2 25
No. 808, Bicycle	4 00
Pennant	3 25

POTASH	
Babbitt's, 2 doz.	2 75

PROVISIONS	
Barreled Pork	
Clear Back	60 00
Short Cut Clr.	51 00@52 00
Brisket, Clear	55 00@56 00
Pig	
Clear Family	48 00

Dry Salt Meats	
S P Bellies	32 00@34 00

Lard	
Pure in tierces	@33½
Compound Lard 26¼	@26½
50 lb. tubs	advance ½
60 lb. tubs	advance ½
50 lb. tubs	advance ½
20 lb. pails	advance ¾
10 lb. pails	advance ¾
5 lb. pails	advance 1
3 lb. pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	35 @36
Hams, 16-18 lb.	34½ @35
Hams, 18-20 lb.	33 @34
Ham, dried beef	
sets	41 @42
California Hams	26 @27
Picnic Boiled	
Hams	35 @40
Boiled Hams	51 @52
Minced Hams	22 @23
Bacon	39 @52

Sausages	
Bologna	15
Liver	17
Frankfort	19
Pork	14@15
Veal	11
Tongue	11
Headcheese	14

Beef	
Boneless	25 00@27 00
Rump, new	30 00@31 00

Pig's Feet	
¼ bbls.	1 75
¾ bbls., 40 lbs.	3 40
¾ bbls.	9 00
1 bbl.	16 00

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

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

Uncolored Oleomargarine	
Solid Dairy	28@29
Country Rolls	30@31

Canned Meats	
Red Crown Brand	
Corned Beef	4 25
Roast Beef	4 25
Roast Mutton	4 20
Veal Loaf	2 55
Vienna Style Sausage	1 40
Sausage Meat	3 65
Potted Meat	57½
Deviled Meat	57½
German Deviled Ham	3 00
Hamburg Steak and	
Onions	2 05
Corned Beef Hash	1 70
Cooked Brains	3 10
Cooked Lunch Tongues	3 35
Cooked Ox Tongues	15 55
Chili Con Carne	1 80
Sliced Bacon, medium	3 35
Sliced Bacon, large	5 55
Sliced Beef, 2½ oz.	1 80
Sliced Beef, 3¼ oz.	2 25
Sliced Beef, 5 oz.	3 00
Sliced Beef, 7 oz.	3 90
Sliced Beef, tin, 3½ oz.	2 25
Sliced Beef, tin, 7 oz.	3 90

RICE	
Fancy Head	15

ROLLED OATS	
Monarch, bbls.	10 00
Rolls Avena, bbls.	10 85
Steel Cut, 100 lb. sks.	5 50
Monarch, 90 lb. sacks	5 25
Quaker, 18 Regular	2 15
Quaker, 20 Family	5 50

SALAD DRESSING	
Columbia, ¼ pints	2 25
Columbia, 1 pint	4 00
Durkee's large, 1 doz.	5 25
Durkee's med., 2 doz.	6 00
Durkee's Picnic, 2 doz.	2 90
Snider's large, 1 doz.	2 40
Snider's, small, 2 doz.	1 45

SALERATUS

Packed 60 lbs. in box	
Arm and Hammer	3 25
Wyandotte, 100 ¼s	3 00

SAL SODA	
Granulated, bbls.	1 95
Granulated 100 lbs. cs.	2 10
Granulated, 363 pkgs.	2 25

SALT	
Solar Rock	
56 lb. sacks	55

Common	
Granulated, Fine	2 20
Medium, Fine	2 25

SALT FISH	
Cod	
Middles	23
Tablets, 1 lb.	25
Tablets, ½ lb.	1 75
Wood boxes	19

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

Herring	
K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	1 25
Boned, 10 lb. boxes	29

Trout	
No. 1, 100 lbs.	12
No. 1, 40 lbs.	
No. 1, 10 lbs.	
No. 1, 3 lbs.	

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

Lake Herring	
½ bbl., 100 lbs.	7 50

SEEDS	
Anise	45
Canary, Smyrna	20
Caraway	50
Cardamom, Malabar	20
Celery	60
Hemp, Russian	12
Mixed Bird	13½
Mustard, white	40
Poppy	75
Rape	15

SHOE BLACKING	
Handy Box, large 3 dz.	3 50
Handy Box, small	1 25
Bixby's Royal Polish	1 20
Miller's Crown Polish	90

SNUFF	
Swedish Rapee 10c 8 for	64
Swedish Rapee, 1 lb. gis	60
Norkoping, 10c, 8 for	64
Norkoping, 1 lb. glass	60
Copenhagen, 10c, 8 for	64
Copenhagen, 1 lb. glass	60

SOAP	
James S. Kirk & Company	
American Family, 100 7 50	
Jap Rose, 50 cakes	4 85
Kirk's White Flake	7 00

Lautz Bros. & Co.	
Acme, 100 cakes	6 75
Big Master, 100 blocks	8 00
Climax, 100s	6 00
Climax, 120s	5 25
Queen White, 80 cakes	6 00
Oak Leaf, 100 cakes	6 75
Queen Anne, 100 cakes	6 75
Lautz Naphtha, 100s	8 00

Proctor & Gamble Co.	
Lenox	6 00
Ivory, 6 oz.	8 00
Ivory, 10 oz.	13 35
Star	7 85

Swift & Company	
Classic, 100 bars, 8 oz.	7 50
Swift's Pride, 100 8 oz.	6 00
Quick Naptha	6 50
White Laundry, 100 8	
oz.	5 90
Wool, 24 bars, 6 oz.	1 70
Wool, 100 bars, 6 oz.	7 00
Wool, 100 bars, 10 oz.	11 00

Tradesman Company	
Black Hawk, one box	4 50
Black Hawk, five bxs	4 25
Black Hawk, ten bxs	4 00
Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.	

Scouring Powders	
Sapolo, gross lots	9 50
Sapolo, half gro. lots	4 85
Sapolo, single boxes	2 40
Sapolo, hand	2 40
Queen Anne, 60 cans	3 60
Snow Maid, 60 cans	3 60

Washing Powders	
Snow Boy, 100 5c	4 10
Snow Boy, 60 14 oz.	4 20
Snow Boy, 24 pkgs.	6 00
Snow Boy, 20 pkgs.	7 00

Soap Powders	
Johnson's Fine, 48 2	5 75
Johnson's XXX 100	5 75
Lautz Naphtha, 60s	3 60
Nine O'Clock	4 25
Oak Leaf, 100 pkgs.	6 50
Old Dutch Cleanser	4 00
Queen Anne, 60 pkgs.	3 60
Rub-No-More	5 50
Sunbrite, 100 cans	4 50
Sunbrite, 50 cans	2 30

SODA	
Bi Carb. Kegs	4

SPICES	
Whole Spices	

Allspice, Jamaica	@18
Cloves, Zanzibar	@45
Cassia, Canton	@30
Cassia, 5c pkg. doz.	@40
Ginger, African	@15
Ginger, Cochinchina	@20
Mace, Penang	@20
Mixed, No. 1	@17
Mixed, No. 2	@16
Mixed, 5c pkgs. doz.	@45
Nutmegs, 70-8	@50
Nutmegs, 105-110	@45
Pepper, Black	@30
Pepper, White	@40
Pepper, Cayenne	@22
Paprika, Hungarian	

Pure Ground in Bulk	
Allspice, Jamaica	@20
Cloves, Zanzibar	@55
Cassia, Canton	@40
Ginger, African	@28
Mustard	@42
Mace, Penang	@100
Nutmegs	@42
Pepper, Black	@34
Pepper, White	@43
Pepper, Cayenne	@29
Paprika, Hungarian	@60

Seasoning	
Chili Powder, 10c	90
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Garlic	1 35
Ponelly, 3½ oz.	2 25
Kitchen Bouquet	2 60
Laurel Leaves	20
Marjoram, 1 oz.	90
Savory, 1 oz.	90
Thyme, 1 oz.	90
Tumeric, 2½ oz.	90

|--|

Annual Meeting of Michigan Dry Goods Merchants.

The Michigan Retail Dry Goods Association met in its first annual convention Tuesday and Wednesday of this week.

One hundred of the best merchants in Michigan attended the convention and took active part in its important deliberations.

The programme was carried out as announced and the open discussions were of timely interest. The convention was called to order by F. N. Arbaugh, President of the Lansing Chamber of Commerce. Frank S. Kedzie, President of the Michigan Agricultural College, welcomed the visiting merchants. In responding to the address of welcome, President D. M. Christian, Owosso, after the conventional remarks, jumped into a stirring address in which he took sides with retailers against Government charges that retailers are to blame for the high cost of living. He said:

"I resent this imputation with every ounce of blood that courses through my body. I am not capable of making a proper defense for the merchants of this State and Nation against this criminal libel and vicious insult. We know that labor which merchants have to provide is around 60 per cent. of the cost of doing business, to say nothing of interest, insurance, taxes, rents, freight, fuel, light, and many sundry expenses.

"I do not think any merchant can figure his cost of doing business until he has taken an inventory at the end of the year and has ascertained the whole overhead on the year's transactions. He must first know his losses from shoplifting, bad accounts, dishonesty, fire, etc., which can only be determined at the end of the year's business. The real causes for high cost of living are many, but the retailer is least to blame.

Great amount of exports with no firm hand at the head of the Government as to the amount to be taken out at a time when all resources should be conserved, the extraordinary increase of wages, shortened hours of labor, five billions of dollars income and excise taxes, local taxes nearly doubled, a riot of extravagance in spending money are causes.

"The proposed price maintenance bill is one of the most pernicious pieces of class legislation ever proposed and will make stronger than ever the power of control of prices of the commercial products of this Nation by the great trusts and corporations. The merchant must have complete control of the price of the merchandise that he has bought and paid for. There is no inherent right of a manufacturer retaining any future rights of control over merchandise that has been bought and paid for by the retail merchant.

"The retailer should have the same privilege of entering the realm of the manufacturer's profits with the same despotic methods. It is a poor rule that won't work both ways.

"Woe to the Nation when Congress will stifle the competitive spirit against the mass of consuming people for the benefit of a few. It would

make the merchant a slot machine, and you never heard of a slot machine selling a superior article at a lower price. The Government has no right to fix the amount of profit of an article sold to the retailer, unless it at the same time adjusts with the same care the amount of profit the manufacturer receives."

The report of Secretary-Treasurer J. W. Knapp, Lansing, showed the finances of the association to be in splendid shape, more than \$2,000 in the bank and the membership grown from 53 to 169, and several merchants joined at this convention—a verbatim copy of the report appears elsewhere in this week's paper.

Merchants were deeply impressed with what Mr. Knapp said and were

roused to enthusiasm for such representation.

Garver Address Interesting.

Tuesday afternoon G. Albert Garver addressed the convention on the subject: "How to do a million dollar business in a town of 2,000 inhabitants," in which he told the story of the development of Garver Bros. Co., impressing his hearers with the fact that he attributes his success to advertising consistently and always.

Chairman of the Committee on Insurance J. B. Sperry, of Port Huron, reported on the investigation made of mutual insurance companies, and it appears likely that the Michigan association will organize an insurance company or affiliate with some good company now doing business.

Horace C. Corell, Michigan Department of Insurance explained the State law governing mutual insurance.

A live experience meeting was held Tuesday evening, when nearly all merchants took active part in discussions of important subjects.

The officers and directors and business manager are to be congratulated upon having put over the most interesting and constructive meeting it has been our pleasure to attend.

Officers unanimously re-elected were D. M. Christian, Owosso, President, and J. W. Knapp, Lansing, Secretary-Treasurer. George T. Bullen, George T. Bullen Co., Albion, was elected First Vice President; W. O. Jones, J. R. Jones Co., Kalamazoo, Second Vice President. New di-

Petoskey Portland Cement Company

Petoskey, Mich.

Authorized Capital \$1,500,000

No Preferred Stock. No Bonds. No Debts. No Water.

An Investment in the Petoskey Portland Cement Company means an interest in a company that possesses every natural and elementary advantage to produce a high-grade portland cement, an unlimited supply of the best raw materials, so situated as to give the company the best of transportation facilities—which every business man knows is half of success.

That there is a large and growing market for cement everyone knows and it needs no proof.

That the Petoskey Portland Cement Co. by means of two railroads and water transportation will have access to the great inland markets as well as to the great consuming centers of the Great Lakes is and must be recognized by all as an essentially strong advantage for a large and profitable business.

The management of the company is conservative and one of proven ability.

Its purpose in building its dock and putting in a large additional crusher, first, is to take advantage of the many large, long-time contracts offered for crushed limestone at a very profitable price per ton.

Bear in mind that the crushed stone sales, part of the company's business, as soon as the dock is completed will alone make a profit that should enable the company to pay a good dividend on the entire capital stock. This conclusion is not guess work, but is based on 12 years' operation of the crushed stone business.

Taking all of the facts into consideration it is certainly hard to find an investment that offers as much safety and still offers strong possibilities for large dividends.

It is worth your consideration. Send for information and then verify it.

F. A. SAWALL COMPANY, Inc.

405-6-7 Murray Bldg.,

Grand Rapids, Mich.

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

Name

Address

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

rectors elected were Fred Cutler, The Quality Store, Ionia; Glenn R. Jackson, Smith, Bridgman & Co., Flint, and C. W. Carpenter, Gilmore Bros., Kalamazoo.

Saginaw was designed as the next meeting place.

New Trimming For Hats.

One of the fabrics that are running in competition with beaver strip this season, according to the bulletin of the Retail Millinery Association of America, is called silk beaverette. This fabric is made up in 18-inch strips, and can be had in all the desired new shades, as well as the dark, staple ones. Quite a little of this fabric, says the bulletin, is being used in conjunction with others, preferably panne velvet, in the new fall models. It goes on:

"The advantage of silk beaverette over beaver strip is that it is even more attractive when mussed or rubbed the wrong way, whereas beaver becomes worn and shabby-looking when not smooth. The material is also well adapted to use in the little beret that is so popular just now, or can be made up in soft little 'chin chin' or cuff brim models. In these cases the material can be used by itself, while on the larger models it is combined, as a rule, with panne or velvet."

Attempting To Coerce the Senate.

The expedition President Wilson is now pursuing is totally without contemplation of the Constitution of the United States, if not in absolute violation of its provisions. The President is attempting to coerce another and an independent branch of the Government through popular clamor and moral terrorism. He has been unable to cajole or convince the Senate with respect to his league of nations project; he is therefore endeavoring to win Senators' votes by stirring up a mob sentiment against them and so menacing them with political defeat when they come up for reelection. It is needless to point out to intelligent voters that this course is as immoral as it is unconstitutional. The exercise of duress of any kind to divert a sworn official from obeying the mandates of his own conscience is a treasonable offense against the Government. It is as bad as a bribe.—New York Sun.

Sparks From the Electric City.

Muskegon, Sept. 16—Bennett & Abbott will build an up-to-date oil station and accessory store on Peck street at Muskegon Heights.

The Eggert Transfer Co. has installed a complete repair shop in the basement of its building at Muskegon Heights.

Oscar T. Britton, present proprietor of the store at 91 Third street, formerly conducted by Alle Tuuk, certainly has the stock arranged attractively and wishes to assure the public that he aims to keep it as popular as it was under the former management.

Harry N. Waters has returned from overseas and will travel for Wilson & Co. in the territory formerly covered by Mr. Carney, who will still make the same territory, selling Arnold sausage.

Nick Lulofs says that John Van Putten (Wilson & Co.) says he might join the U. C. T. if any member of No. 131 was live enough to present him with an application blank. Mr. Van Putten formerly sold paper.

Mr. Benson, of the Benson Dray Co., returned from Chicago with his new bride last Friday. Mr. Benson has a new store at the corner of Pine and Apple streets.

Julius Takart, of the Chicago Cash Market, is laid up with a badly injured foot.

The grocery store of William Harris, 50 Florence street, had a small fire this week and Peter Lunde, of 312 Wood avenue, lost his home about the same time.

Owing to the retiring of the elder Armon, the meat market at 13 East Western avenue will be closed and only one market in the place of two will be conducted.

The Chronic Kicker dared me to mention his name in print and now issues a warning and says I am treading on sacred ground. If so, he had better move out of Mears before he contaminates it.

Previous to the great war we imported large quantities of potato flour from Germany, which was mostly used by bakers in bread making, but now the Faulk Potato Flour Co., of Cadillac, is manufacturing a flour far superior to what was imported. It also makes a potato flake which, when properly prepared, cannot be told from the regular mashed potatoes. The company has a factory in Pittsburg. Also one in Wisconsin.

Construction on all factory buildings in Muskegon are held up by a strike of a few shovelers who demand 60 cents per hour. The carpenters and brick layers have gone out in sympathy, not having any demands of their own. E. P. Monroe.

Don't put your dependence in luck. The man who makes a success of his business is not the man with the most luck, but the man who tries hardest.

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.

TO SELL YOUR BUSINESS WITHOUT PUBLICITY WRITE
THE O'DONNELL INVESTMENT CO.
105 N. CLARK ST.
CHICAGO

WANTED to hear from owner of a good business for sale. Cash price, description. D. F. Bush, Minneapolis, Minnesota. 360

For Sale—General stock and store building, located on main thoroughfare into Grand Rapids. Stock will inventory about \$5,000. Address No. 473, care Michigan Tradesman. 473

For Sale—General merchandise store, produce warehouse, post-office in connection; good farming settlement in Leelanau County; good selling reason. Address No. 474, care Michigan Tradesman. 474

For Sale—Established grocery and meat business. Good clean stock. Fine location. Doing business of \$24,000 yearly. G. S. Coleman & Son, 1024 North Rose St., Kalamazoo, Michigan. 455

For Sale—General store with clean, up-to-date stock of merchandise invoicing about \$6,500. Frame store building with brick basement, warehouse with cement floor and small dwelling house, all in good repair and newly painted, with all modern fixtures; real bargain at \$6,000. Corner lots 65 x 150. Old established business for ten years. Also, owner's residence, a two-story frame house with nine rooms, barn and other buildings, in good repair; lots 150 x 235 and eight more vacant lots in same block valued at \$7,000. Will consider good farm land or city property for investment in part trade on above. Address Drawer 107, Wright, Minnesota. 475

Assignee's Sale of stock of dry goods, furnishings, boots and shoes, groceries and fixtures of the Rochdale Co-Operative Association, Vicksburg, Michigan. Invoice \$8,700. Sale Monday, September 29th, 1919, at 10 a. m. Bids received any time prior to sale. For particulars, address Henry M. Kimball, Assignee, Vicksburg, Michigan. 476

5,000 sixteen pound good bond letter heads, \$14.50; 10,000 for \$24, cash with order. Satisfaction guaranteed. Ontonagon Herald Company, Ontonagon, Michigan. 477

FOR SALE TO CLOSE AN ESTATE—General merchandise stock and building valued at \$12,000. This is a country store that has always done a good business in prosperous farming community. Very low operating expenses. All staple merchandise. G. E. Kegley Estate, Monmouth, Iowa. 478

Will Exchange—Fine modern residence, east end Grand Rapids, value \$6,500 for clean stock of men's furnishing goods in good location. Address No. 480, care Michigan Tradesman. 480

GARAGE For Sale—Two-story, stone garage; in good town; good accessories trade; bargain if sold soon; good reason for selling; for particulars, write G. A. Lindsay, Bunkerhill, Kansas. 481

For Sale—A full line of small tinners' tools. Write us for the list. Box 558, Monmouth, Illinois. 482

BAKERY FOR SALE—With or without building. Doing a good business; lunch and ice cream. Write me. Will sell right. D. D. Bailey, Dryden, Michigan. 483

For Sale—Drug stock and fixtures. Only one in town. Sales \$7,500. Stock about \$3,000. This is a good business in a good territory. Terms. Address No. 484, care Michigan Tradesman. 484

FOR SALE—WELL LOCATED FANCY GROCERY in best southern city; healthy and delightful climate; stock about \$10,000; annual sales nearly \$150,000. Box 1575, Savannah, Georgia. 450

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

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

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

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

Wanted—Shoe repair outfit including jack, etc. Must be reasonable in price. Address No. 464, care Michigan Tradesman. 464

Wanted—A partner in an established hardware business located in a growing little city in one of the best counties in Michigan. This is a corporation. One of the principal stockholders died and heirs want to close the estate. Capital stock, \$15,000. Business about \$50,000. References required. Address No. 465, care Michigan Tradesman. 465

DRUG and grocery store, store building and dwelling to trade for a farm in Southern Missouri or Arkansas or ranch in New Mexico. A. B. Lasswell, Alanson, Michigan. 468

Wanted—\$3,000 to \$10,000 general stock merchandise, anywhere in Michigan. Small town on railroad preferred. Do not answer unless you mean business and want to sell out for cash. W. Klaasen, 404 Sheldon Ave., Grand Rapids, Michigan. 469

For Sale—Complete stamping outfit for steel ceiling and other ornamental stamping. Fine assortment of steel dies; large number patterns. This is a money maker and dirt cheap. For further information, write to D. P. Burrows, Benton Harbor, Michigan. 470

Wanted—To buy good running stock of dry goods or groceries, in live town, for cash; would buy or rent the building. Address No. 471, care Michigan Tradesman. 471

Wanted—Salesman for general store; one with three or four years' experience; young man preferred; good wages and steady position for a man that is a hustler. E. F. Blake & Co., Middleville, Michigan. 472



Vogt's Rebuilt Cash Registers

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

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

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

Wanted To Buy Or Rent—Commercial hotel by experienced hotel man; would consider management; paying proposition. Address Hotel, 469 Pipestone St., Benton Harbor, Michigan. 449

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.
237-239 Pearl St. (near the bridge) Grand Rapids



SIDNEY ELEVATORS

Will reduce handling expense and speed up work—will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind machine and size platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

DENATURED ALCOHOL POISON LABELS

In conformity with the requirements of the new regulations of the Internal Revenue Department, we are prepared to furnish special poison labels for use in selling Denatured Alcohol, printed with red ink on regular label paper, as follows:

500	1.25
1,000	2.00
2,000	3.50
5,000	7.50

All orders promptly executed.

Tradesman Company
Grand Rapids



A STOCK OF

WINGOLD FLOUR

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

—ASK US—

WORDEN GROCER COMPANY
Distributors

Grand Rapids

Kalamazoo

PLANNING ANOTHER WAR.

The German soul—assuming that the bloody brutes possess such a thing as a soul—recognizes force only. They told us frankly they would sign anything, but would not consider themselves bound to perform the covenants. They warned us frankly; and if we are fools enough to accept their signature, it is our own fault. The Germans, in their "counter-propositions," said that they will not pay any money before seven years—in 1926. This may well be believed, because it is very sure that they expect to crush France and the allied countries before that time! Our only safeguard against this menace would have been simply a prolongation of the armistice, which in itself would have been only a suspension of hostilities with the threat of recommencing the war on twenty-four hours notice, or to commence hostilities at once!

It is a national and humane duty to put the whole truth before the public—to make it frankly known to all people that the Allies have tried by every possible means and rules, to give the German brutes a chance to show their honesty and good faith, and that we must now recognize the fact that they look upon this peace treaty as a joke, have resorted to time-wasting maneuvers, and are putting themselves in a good position to recommence the war. They say cynically that they will not keep the peace conditions. They count on their propaganda and bolshevism to separate the Allies, and even to excite combat between them. Every day we see the fruits of their efforts multiply. Consequently, that which we ought to have would be a prolonged armistice—or as near as we can get to it now.

We should have ordered their commission to quit Versailles and go home, because their signature, according to their own confession, was absolutely without value. Such dismissal would have impressed the Germans with the truth that they were conquered. To-day they do not seem to be able to comprehend it.

This whole thing was put up to the peace conference: After having had to undergo this terrible war for five years, which the Germans forced on the Allies because they considered their treaties to be only "scraps of paper," it was argued—will the Allies, in signing this peace treaty, in good faith, present the Germans with a new scrap of paper to be torn up? In any case, it is now insisted, the allied nations are now lost beyond all hope, if they permit the Germans to establish themselves in Russia. By doing so, irrespective of the fact that the socialists advocate it, we are playing absolutely into the Germans' hands. It is commonly known in Switzerland that great numbers of German officers who have been demobilized have gone to Russia. They are already spreading dangerous propaganda and other works against the Allies. Immediate steps ought to be taken to have such German officers sent back from Russia; and it must be seen to, by common consent, that they are not permitted to become

Russian citizens! Any and all persons of German origin who have participated in any way in works against the Allies or against the Russian welfare, should be similarly treated.

If we are not efficaciously in Russia before the Germans they will lay hands on the raw materials found plentifully there, establish means of communication, railroads, etc., between Russia and Germany for the quick mobilization of materials and men, create factories, etc., for the making of guns, munitions and other war material, even under the guise of Russian citizenship—using cheap Russian labor and making ready to crush us. In the peace treaty, we have forbidden the manufacture of guns and ammunition in Germany; but we cannot, at present, forbid them to do it in Russia, as Russian citizens, unless we take the proper measures. Before three years are up, say these memorials, the Germans will have amassed sufficient reserves and material to force a new war in France, then in England and America.

Profiteering Denied By Retail Grocers.

Retail grocers quite generally are resentful of the charge that they are profiteering at the expense of their customers which they feel has been put forward by Government agents in their investigations of the high cost of living without proper ascertainment of the facts. In line with this view, the following resolution has been adopted by the New York State Retail Grocers' Association, the four retail grocers' associations of Greater New York and the Delicatessen Dealers' Association, at a meeting of their representatives, and forwarded to Attorney General A. Mitchell Palmer in Washington:

Whereas, We have learned with regret of the statements made in the daily press emanating from Washington, charging the retailers with being gougers, and that the greatest profiteering exists among retailers; therefore be it

Resolved—That the above representatives, representing over 3,000 retailers of foodstuffs, condemn as strongly as possible and refute any such statements, and wish to emphasize the fact that one of the chief reasons for the difference in the price of foodstuffs that exists between the price of the producer and the price asked by the retail grocer is caused principally from the fact that the goods pass through too many hands, all of whom exact a toll which adds to the cost of the goods;

Also, That such statements tend to hurt the retailer's business, and ask that your department do all in its power to put a stop to any further statements of such a character.

Henry F. DeLoof, 812 Clancy street, and Martin C. DeLoof, 1006 Thomas street, have filed with the county clerk a certificate showing they are doing business under the name of DeLoof's Market, 1105 Leonard street, N. W.

E. D. Beebe, the Ovid druggist, was in the city one day last week.

General Conditions In Wheat and Flour.

Written for the Tradesman.

To get a fair idea of the real condition of the spring wheat crop it is only necessary to state the percentage of the condition this year compared to the average for ten years. The average this year is 48.5 per cent. for the United States; ten year average 73.9 per cent. The condition per State is as follows: Minnesota 48 per cent. North Dakota 45 per cent. South Dakota 50 per cent. Montana 21 per cent. Washington 63 per cent.

Of course the winter wheat crop suffered severely also and the loss together with the fact the quality of the wheat this year is very much inferior to that of a year ago reduces the exportable surplus still further. Quite a quantity of the wheat is actually below milling grade and will be utilized for feed.

However, even though the deterioration has been great and much of the wheat is of inferior quality, we will be able to get through the year all right enough and supply Europe with about all that can be shipped across, but we certainly shall need a bumper crop another year. In fact, failure of the wheat crop next year would be a calamity.

There is certainly nothing in the situation that indicates lower values on wheat. It seems to be the consensus of opinion it will hold at least on the present basis and probably bring more money later on in the year.

The Grain Corporation is continuing the purchase of flour. The price the past week has been about the same as heretofore, very little variation, less than 10c per barrel.

They are buying nothing better than a 95 per cent. straight flour, a flour which would not satisfy the American housewife.

Wholesalers and retailers have recognized this fact and failed to take advantage of the Government offers in the resale of this grade of flour. Bakers have purchased a small quantity of the soft wheats for pastry work, but it has not been a favorite in the domestic market by any means.

The Grain Corporation has also signified its intention of purchasing Clears, in fact, has solicited offers the past week, which seems like a sensible thing to do for certainly Europe can be well provided for through the use of clear flours, and it seems to be good sense to provide our own people with the better quality flours first, shipping the inferior grades abroad as the clear flour is thoroughly nutritious, but, of course, does not bake as white a loaf of bread.

Another reason why Europe can buy the clears to advantage is on account of the much lower price they bring and Europe is not in a position at the present time and will not be for some time to come to pay fancy prices, and after their experience with the War flours and substitutes a well milled clear will be reasonably attractive.

This does not mean the American market should be obliged to buy fancy grades at high prices, but our

own people should have the opportunity of taking on the higher, better grades inasmuch as these are what they want and they have the money to pay the price for the higher qualities.

Mr. Hoover came out with the statement a week or ten days ago saying a large amount of foodstuffs was in storage which temporarily affected our American markets. The fact of the case is European terminal points are well stocked but the interior is not. It is just a question of transportation and getting the proper distribution. Transportation facilities are being improved and very likely the various districts will be supplied at an early date. This will relieve congested points and make the sale of flour to Europe merely a question of transportation.

A factor in our domestic market which must not be overlooked is the declining of millfeed markets which means strength in the flour market, for the Government price of wheat will certainly be maintained and every dollar reduction in the price of millfeed on present wheat value means a 3½c advance on flour, so that a \$10.00 reduction would result in 35c per barrel advance on flour.

Flour trade is in a very healthy condition as a whole, and, while there is no advantage in loading up, it may be bought in sufficient quantity to take care of the trade to excellent advantage without the least risk.

The volume of business continues good. City mills are operating full time. Lloyd E. Smith.

Apple Production Lower This Year.

A report of the commercial apple production, covering the entire growing sections of the United States, shows an indicated shortage of 1,652,000 barrels as compared with the total crop of 24,724,000 barrels last year. The production of the season to date of September 1 shows a decline of 1,681,000 barrels as compared with an outturn of 19,443,000 barrels during the same period in 1918.

The comparative table given below is issued by the local Bureau of Markets and is compiled from data furnished by the Bureau of Crop Estimates of Department of Agriculture. A standard of comparison is made in barrels and an idea of the crop of Western-grown apples is obtained by multiplying the given figures by three.

State	1919	1918
New York	2,363,000	5,950,000
Pennsylvania.....		
Maryland.....	3,149,000	4,289,000
Virginia.....		
West Virginia.....		
Michigan	805,000	1,495,000
Missouri	1,054,000	735,000
Arkansas	652,000	241,000
Colorado	841,000	527,000
Idaho	1,026,000	112,000
Washington	5,382,000	4,296,000
Oregon	1,267,000	671,000
California	1,253,000	1,127,000

Total crop for the United States is estimated to be 23,072,000 barrels this year, as compared with 24,724,000 barrels in 1918.