

# MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 1, 1919

Number 1880

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GRAND RAPIDS  
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## One Hundred Years From Now

The surging sea of human life, forever onward rolls,  
And bears to its eternal shore, its daily freight of souls;  
Though smoothly sails life's bark to-day, pale death sits at the prow,  
And few will know, we ever lived, one hundred years from now.

Why should we strive so earnestly, on life's short narrow span?  
On golden stairs to climb so high, above our fellow man!  
Why, humbly, at an earthly shrine, in slavish homage bow?  
Our coin will rust, ourselves be dust, one hundred years from now.

Oh mighty human brotherhood! why fiercely war and strive!  
While God's great earth, has room enough, for everything alive!  
Broad fields, uncultivated and unclaimed, are waiting for the plow,  
Of progress, that will make them bloom, one hundred years from now.

Why prize so much the world's applause, why heed so much its blame?  
A fleeting echo, is its voice, of censure or of fame;  
The pride that thrills the heart to-day, the shame that dyes the brow,  
Will be, as long forgotten dreams, one hundred years from now.

Earth's empires rise and fall—Oh, Time! like breakers on thy shore,  
They rush against thy rocks of doom, go down, and are no more;  
The starry wilderness of worlds, that gem night's radiant brow,  
Shall light the skies, for other eyes, one hundred years from now.

Oh, patient hearts, who meekly bear, your weary load of wrong,  
Oh, earnest hearts who bravely strive, and striving grow more strong;  
Press on, till perfect grace is won, you'll never dream of how,  
You struggled o'er life's thorny road, one hundred years from now.

Father! before whose sleepless eyes, the past and future stand,  
An open page; like babes we cling to Thy protecting hand;  
Change, sorrow, death, are naught to us, if we may safely bow,  
Beneath the shadow of Thy Throne, one hundred years from now.

# NATION WIDE CANDY WEEK

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Get ready to participate and reap the benefit. Above all, have a good stock of PUTNAM'S

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# BREAD

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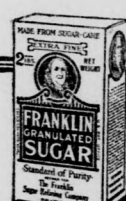
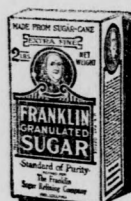
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Sell your customers more Bread.

Its deliciousness, healthfulness and economy will bring you satisfied customers.

The handling of more Bread will bring you big returns.

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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.

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DEAL 1925

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



# MICHIGAN TRADESMAN

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 1, 1919

Number 1880

**MICHIGAN TRADESMAN**

(Unlike any other paper.)

Each Issue Complete in Itself.

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

Grand Rapids.

E. A. STOWE, Editor.

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issues a month or more old, 10 cents;  
issues a year or more old, 25 cents; issues  
five years or more old, \$1.Entered at the Postoffice of Grand  
Rapids under Act of March 3, 1879.**NO SYMPATHY FOR STRIKERS.**

While it cannot be said that merchants in general are glad to see in progress the big strike in the steel industry, which has claimed so much of public attention during the past few days, there seems to be no doubt of their satisfaction in the fact that it is being fought out in a way that will result in the complete defeat of the socialists and I. W. W. This outcome will do much to clear the air and put a stop to further agitation on the part of the extremists among the workers. The humiliating defeat of the iron and steel workers will have a salutary effect on those concerned in the spinning, weaving and needle industries. The workers in those occupations have with apparent ease been winning successive contests for shorter hours and larger wages. This seems to have imbued them with the idea that they can repeat the performance whenever they feel like it. What is worse, also, is that they act as though they had lost incentive to perform an adequate amount of work. Yet they are the loudest to complain of mounting costs of what they have to buy, seemingly forgetting that the increases are in great part due to their own enhanced wages and lowered output. What further exactions they have in view are not known, but there is an uncertainty in the situation that makes it difficult for producers and manufacturers to plan ahead with any probability of profit.

Conceding that, in certain industries and as to certain classes of work, the compensation before the war was inadequate and called for correction, it is nevertheless apparent that the present wages in many occupations are unjustified on any other theory than that they are required because of the increased cost of living. Such wages are paid under a kind of duress because the employers cannot help themselves. The latter then pass them along, with proportionate increases in the prices of goods, to the consumers,

who, being in many instances wage earners, use this fact as a reason for further wage advances. The process of hoisting prices seemed an endless one, especially as the radical element in labor circles showed a disposition to work it to the extreme of confiscation. The firm opposition interposed by so great an industry as that of iron and steel is regarded as a check to this purpose, and other business interests are rather pleased than otherwise that so powerful a competitor has taken up the gage of battle. Before long, when prices of food and other commodities begin to fall perceptibly and one of the main reasons for the high wages disappears, the readjustment of wage scales will be a serious problem. If the radical element is then dominant in the labor unions, serious strikes will occur, and this is one of the things to be deprecated. The situation will call for settlement on the basis of fairness and reason. This has been recognized in Great Britain, which has similar labor problems, and notably so in the case of the textile workers. In the recent agreement with them there, a sliding scale of increases and decreases in wages is provided to meet changes in the cost of living. Here, there is too much of a disposition on the part of labor agitators to regard the recent wage advances as permanent, irrespective of the purchasing power of the dollar. How it will be possible to maintain the present scale and reduce the cost of living unless production is much speeded up is not made clear.

**WORST PROFITEER OF ALL.**

Seventy thousand cases of canned pineapple were recently sold by the Government which had been taken over by the so-called friendly commandeering by the Government from the 1918 pack on the basis of \$4.50 per case. This lot has recently been sold at \$10.80 per case.

Similarly, a lot of 3,000,000 pounds of prunes was recently sold by the Government at 22 cents per pound. These prunes the Government took over on a 9½ cent basis.

The Government forces retail grocers to sell granulated sugar at 11 cents per pound which costs about 10½ cents on the average, yet it assumes the right to sell pineapple at 144 per cent. profit and prunes at 132 per cent. profit.

This is what the New Freedom does for the mercantile interests of the country.

The life insurance companies must be very prompt in making their payments, as it often doesn't seem more than a week before the widow is out in her new electric limousine.

**NEW FREEDOM FOOLISHNESS.**

When King John signed that great charter at Runnymede, individual enterprise was born; and now, in this era of New Freedom there have been introduced into Congress several bills providing for the licensing of American enterprise just as a man who guns or fishes has to take out a license. If such a power can be put in the hands of any administration, Republican, Democratic or Socialistic; if a man has \$25 or \$100 or \$1,000,000 or \$50,000,000 invested in business, some commission at Washington will have the right to put him out of business by revoking his license overnight. Who would invest under such unstable conditions? What would be the condition of a business house not in the favor of the party that is in power? Every concern would have a license and would be compelled to pay tribute in votes or things or in favors to the reigning political power. A man who says that that would not happen, who has been in politics, is either ignorant or is wilfully falsifying.

Suppose that the press of this country was licensed by the Government and one of them wrote an editorial unfriendly to the party in power. The next morning you would see his license revoked and the presses stopped and that paper go out of circulation. The press and free speech and free suffrage would be abrogated under this political licensing. God save America if such an autocracy as that is to supplant representative Government. The unparalleled growth of this country is due to the unfettered right of the individual to carve out his own future, whether he is a miner in the Rockies, a pioneer in the wilderness, a ship master on the high seas or a captain of industry.

In the 132 years of our existence, we have not solved all the problems of life, nor have we made everybody prosperous and happy, but we have made more progress toward that end than any other government or any other industrial system in the history of the world. Under it we produced a Nation of 22,000,000 Liberty Bond holders, every one a capitalist; 18,000,000 homes, 6,000,000 of them without a mortgage; 12,000,000 savings bank depositors with an aggregate of over \$7,000,000,000 of deposits; 6,500,000 farms with an annual income of \$12,000,000, and with a crowning glory of 20,000,000 boys and girls marshaled in our public schools under the American Flag.

An industrial system under which such great achievements as this have been wrought must have some merit in it, and there is nothing in American experience to warrant the conclusion that it would be improved by a licens-

ing system in the hands of cheap politicians. Innovation is not always reform; and American experience has some assets and principles worthy of preservation without change. Take that wonderful Constitution of ours, which after 100 years Gladstone and Bright said was the greatest instrument that ever came from the brains of man, sufficing to-day for a hundred millions, either in peace or war. It enabled us to double our territory by the purchase of Louisiana, and under it we have our marvelous group of educational and industrial institutions. It has stood this test of change and vicissitude 132 years with only four fundamental changes up to the adoption of the 18th Amendment—only four fundamental changes necessary to be added to the wisdom of our fathers during our journey of a century and a third. Surely every patriot should hesitate before he permits the spirit of change to lay violent hands upon an instrument that has proven so effective.

The licensing system fathered by the present administration will give the politician a grip on the business of this country that will make the autocracy of the Kaiser seem virgin and common. A business man who criticizes a Government official or who does not vote his way may have his license revoked overnight, and the next morning he may wake up to find himself on the retired list. Russian Bolshevism can do no more.

For centuries, Anglo-Saxon civilization struggled for the right of the individual to engage in business and to labor without the assent of royal or autocratic authority. It was a struggle against the license of the king of the tolls levied by the barons on private enterprise, and civilization made a great step forward when it shook off the royal shackles, and when the individual won the right of barter and trade without asking royal assent.

**THIS WAY TREASON LIES.**

Reports that Boston's striking policemen would be restored to duty under a compromise agreement have been dispelled by a proclamation from Governor Coolidge.

The proclamation again brands the members of the police union as "deserters," and terms the abandonment of their posts as a deliberate attempt to intimidate and coerce the Government. It also warns those who counsel their restoration that they "join hands with those whose hands have threatened to destroy the Government."

"That way treason lies," the Governor declares.

Conceit is usually compelled to appeal to itself for admiration.

### Late News From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 30.—The Standard Grocery Co., of Manistique, is installing new fixtures and an up-to-date refrigerator in its place of business. When completed, Manistique will have another nifty grocery.

Charles Farm, who for the past eighteen years has been engaged in the bottling of soft drinks and amassed a comfortable fortune, has sold out his business to S. Kokko, formerly of Negaunee, who will undoubtedly make a success of the new venture. Mr. Farm expects to take a prolonged trip through the East, after which he will make his home at the Soo and retire from business.

Adversity is an egg from which experience is hatched.

The Bloomrosen block, on Ashmun street, was sold last week to J. L. Lipsitt. It will be remodeled into a garage and sales room. Chevrolet and Oakland cars will be handled. The business will be conducted by Mr. Lipsitt's son, Austin, who sold out his implement business at Rudyard recently. The new firm expects to be ready for business within the next thirty days.

The Erickson Grocery Co., which for the past five years has been conducting a grocery on Spruce street, has outgrown its present quarters and purchased the Scott building, almost opposite the street and will transfer its business to that location after extensive alterations are made. The Erickson grocery has a branch store at Dafer, which is also doing a thriving business.

R. H. Bass, who for the past year has been conducting a grocery on Ashmun street, has sold out to James Coulter, formerly in business with J. C. Royce, then known as Royce & Coulter. Mr. Coulter is a young man, but with his years of experience and large acquaintance, he should make the new venture a success.

Hunger is sure to come to those who sit down and wait.

George Chandler, one of our popular lumbermen, entertained about twenty of his friends at a chicken dinner in the country lodge of Austin Lipsitt, seven miles beyond Raco. Bob Craig, well-known chef of the Park Hotel, put on the eats, minus drinks, and the merry party returned to the Soo on Sunday via auto. The only misfortune encountered was the loss of an expensive pair of eye glasses en route, which delayed the party somewhat on the home trip, but from all accounts it was an entertainment long to be remembered as one of the jolliest crowds in that neck of the woods this season.

William G. Tapert.

### Live Notes From a Live Town.

Owosso, Sept. 30.—And there was corn in Egypt—that's Bible. We notice in your last edition of the Tradesman that Fred Hanifin, William Griffith, commonly known as Bill, and another gentleman of like distinction, George A. Pierce, are considerably exercised over the fact that we have become thrifty enough in these strenuous times of H. C. L. to have a corn crop in our own name. It is also written in the Good Book that there were three wise men who came from the East. We have recent reasons for supposing that these are not the fellows. This gentleman, George A. Pierce, might possibly be the inventor of Pierce's Golden Medical Discovery. We have some reason for a doubt on this question, for the only thing he has discovered, so far as we know, is our golden bantam corn patch. Bill Griffith, so far as we have observed, is a common pill peddler and lives in Howell, a town noted for celebrities. In fact, we are told that this particular town has been selected for the production of movie films, probably on account of natural and favorable conditions, such as short skirts and villains. We have hereto-

fore had some hopes of Fred Hanifin and have been waiting for him to grow up. He did promise to keep the weeds out of our corn and borrowed our lawn mower to do it with. He not only neglected to perform that job, but what is more exasperating, he hasn't brought our lawn mower back. Now, owing to his associations, we feel that it is our moral duty to cut his acquaintance and try and chum up with the Chronic Kicker, if he does not raise too many objections, and we will not hold any grudge if he turns us down when he learns of our recent social standing.

C. E. Beck, of Ashley, is slowly recovering from an operation for appendicitis. He has been in a hospital for several weeks and although Mrs. Beck has run the store in a most satisfactory manner during Mr. Beck's illness, we hope for a speedy return of the old man himself to his place of business. Mr. Beck conducts one of the largest and best general stores in the interior of the State.

Mrs. A. E. Rutherford, landlady of the Hotel Sheridan, at Sheridan, is recovering from a severe attack of pneumonia. We are all glad to see her again. Fact is, that tavern is not run nearly as well without her splendid assistance and management, to say nothing of the pleasure of welcoming her back to an entire recovery of her usual health.

The Owosso U. C. T. picnic was held the first Saturday in September at McCurdy Park and was a success in every detail. The culinary obsequies were conducted by Mrs. Harry Northway, who caused to be erected a self serve cafeteria, where food and pickles were dispensed by Mesdames McDonald, Hanifin, Vandyn, Reynolds and other able assistants. Senior Counselor Glen Reynolds ran the coffee pump to the entire satisfaction of the thirsty mob. J. D. Royce acted in the capacity of general chief of the peace conference and did his best to keep those (who seemed to be in the majority) who were not so well brought up as the remaining few such as yours truly and others whose native modesty cropped out sufficiently that they needed no hand of the law to prevent them from visiting the cafeteria more than six or eight times with empty plates for replenishment. Fred Vandyn and Fred Hanifin were conspicuous most of the day. Fred Hanifin carried an air of importance, while Fred Vandyn carried water and benches at the instigation of Mrs. Vandyn and, in fact, most all the other ladies present. Fred Hanifin wanted to sing "Way Down in Old Indiana." Capt. Royce, who was master of ceremonies told him that was where he'd sing it—if he sang it all. Fred Vandyn, who travels for Woodward Bros. jobbers and undertakers' supplies, was allowed to recite "I've a Casket at Home." After a few hours of sports and games and quoit pitching, all present drove to Owosso City proper and attended a moving picture show at the Strand.

### Honest Groceryman.

Recreation, for those who have been held closely to business for a long time is like the turning up of hard soil by the plow, letting in the sunlight and stirring up the chemical forces that have been sleeping during the winter. Slumbering germs start when they feel the warm sun, the gentle rain, and the tonic of the dew. There is rejuvenation and growth in recreation in the country. It loosens up the hard soil of prejudice—mental ruts—and refreshes and invigorates the germs of character.

If you never can get the other fellow's point of view on any subject, you are going to suffer defeat for the same reason Germany did.

## The House of Service

ranks high among the world's large distributors of groceries. This is due not to any natural monopoly, for throughout its history the house has had many and aggressive competitors. It is the natural result of a just policy, competent organization and operative efficiency.

This magnitude spells opportunity. It makes possible our enormous stocks, comprising three of the largest and most diversified lines of groceries in America, and our corps of expert department buyers, who comb the world's markets for all that is new and best in food products.

It justifies an increase in our floor space, including the installation of every modern aid to speedy and efficient operation.

It warrants the highly specialized department managers, each an expert in his line; it holds the loyal and efficient force of our co-workers throughout the house.

Magnitude does spell opportunity, and that opportunity, as we read it, is service.

It is this service, as expressed in a just policy, competent organization and operative efficiency, that has won for the house the respect of the manufacturers from whom we buy, the dealers we are privileged to sell, our traveling representatives and our co-workers in every branch of the grocery business.

Many of our customers feel that they get profitable merchandising ideas from their visits to our house. We extend a most cordial invitation to all connected with the trade to avail themselves of our facilities.

**WORDEN GROCER COMPANY**

**GRAND RAPIDS—KALAMAZOO—LANSING**

**THE PROMPT SHIPPERS**



### Reduces Costs and Prices By Selling Before Buying.

R. J. Hillier, a clothing merchant of Lodi, Wis., recently conducted a novel sale of working pants. He sold the pants before he bought them.

It is part of Hillier's creed to study the needs, likes and dislikes of his community. He declares that by mixing socially with his fellow townsmen he can size these things up far more quickly than he can in his store. It is also part of his business creed to try out anything that looks good to him in the knowledge of his market, and not wait for a competitor to test it.

So when Hillier heard of a style of working pants a certain manufacturer was putting out at a price which compared favorably with overalls, he procured samples of the cloth from the manufacturer. He figured he could sell these pants at \$3 a pair, but he wanted to start the line off with a rush, which meant offering a little extra inducement. He went about it this way:

He sent out a circular letter containing a small sample of the cloth, offering the pants at \$2.79 a pair, for a limited period, explaining, although the regular price would be \$3 as soon as his stock arrived, that he had not at that time any funds invested in the line, and so was in position to make the special offer.

Orders and the money came in for four dozen pairs. Then, and not until then, he placed his order, asking the manufacturer for six dozen. A

supplementary announcement informed first purchasers that they might double their orders if they so desired, and in this manner another dozen were sold.

Hillier thus got orders for five dozen, cash in hand, before he received the shipment of six dozen, and he declares that the stock-turn on the line has been exceptionally rapid ever since.

Lodi is the center of a farming community, and Hillier relies very largely on his mailing list to "increase the wants" of his community. Each month, at least, an envelop goes out to every farm within a radius of ten miles, containing folders, pamphlets and other advertising matter which he obtains from manufacturers. Often a store letter accompanies this.

It's easy enough to sell a community what it knows it wants these days, says Hillier, but real profits depend upon making use of every help the manufacturer is willing to give, in order to make the public realize that it wants much more than it thought it did.

"You don't know how much you did for me when you put a star on the church service flag for me," said a Red Cross nurse to her friends and neighbors; "and the sweaters and socks you knit came very handy last winter in the hospitals in France when we had only one stove where three were needed."

Many a man seems dead to the world when he is buried in thought.

# Vassar SWEATERS

The Vassar label on a sweater is a guarantee to the purchaser that material, style and workmanship have been combined to afford the utmost in value.

The Vassar line embraces sweaters for the boys and girls, big brother and sister, and father and mother.

*—If you do not carry the Vassar line, call on us when in Detroit, or write us.*

**Victor-Vassar Knitting Mills**  
48-50 Jefferson Avenue, Detroit, Michigan

## Another Open Letter Regarding Present Conditions of the Market

Having just returned from New York and Chicago, I thought that you would appreciate having a clear statement as to what the condition of the market is at the present time.

For the last two months the market has been quiet, but prices held firm. However, in the last week there has been a distinct upward tendency, due to the following reasons:

Last year we had a market of high prices, caused by the fact that a large part of the normal domestic production was engaged in war work. When the Armistice was signed everyone expected lower prices, with the result that even with hardly any demand and small production there was a distinct slump in prices. Then, on account of a large foreign demand and a large increased domestic demand, caused by prosperous conditions, needs of returning soldiers, etc., prices increased quite rapidly. Even with the most extreme efforts and all of the looms engaged on domestic production, the production has never caught up with the demand, with the result that while the demand is still large, the production is not sufficient to equal it and stabilize prices. In looking the market over I was astounded at the number of strikes and conditions in the manufacturing trade generally. No matter how hard they try, the mills can not seem to get anything like a normal production and it is generally conceded that from 60 to 75 per cent. of normal production is about the limit at the present time. As has often been said lately, what we need more than anything else is a big production, in order to stabilize prices, but we are not getting it.

The primary markets are bare of merchandise and the manufacturers and cutters are unable to secure merchandise, with the result that the furnishings and ready-to-wear trade are in a terrible state. It is almost impossible to buy merchandise, but even when bought, the cutters are unable to make deliveries because they do not seem to be able to get their help to turn out anything like a normal production.

Knowing that it is the constant endeavor of every good dry goods merchant to keep in touch with the market, I thought you would appreciate having this statement at this time. Due to these conditions, there does not seem to be any possibility of a slump for some time to come, unless the high prices would reach such a point as to kill the demand.

**WE ARE GLAD TO SAY THAT WE ARE IN AS GOOD POSITION AS ANY, AND BETTER THAN MOST TO FILL YOUR ORDERS IN THE WAY YOU WANT THEM.**

### CITY DAY

Don't forget that EVERY WEDNESDAY is CITY DAY, when you will find REAL BARGAINS in EVERY DEPARTMENT. Our plans are nearly complete for a BLANKET CITY DAY. Watch for our announcement. We have also made several extremely good purchases for other SPECIAL CITY DAYS, of which you will receive announcements from time to time.

### SERVICE

We are constantly trying to better our service and help you conduct your business in a successful and profitable way. Any time that we can be of assistance, please feel at liberty to call on us.

Yours truly,

C. J. FARLEY,  
General Manager.

## Grand Rapids Dry Goods Co. Grand Rapids, Mich.

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**

## BUSINESS CHANGES.

**Mercantile and Manufacturing Shifts of Ownership.**

Moorland—J. E. Johnson succeeds Mrs. R. M. Knowles in general trade.

Greenville—Ed Perks has engaged in the meat business on Lafayette street.

Charlevoix—Mrs. J. T. Oldham has sold her grocery stock to Miss Jennie Parish.

Lansing—Stephen Gauss is erecting a plant for his wholesale bakery business, on Clark street.

Alma—Plans are under way for remodeling the Wright House and building a large addition to it.

Lansing—The Lansing Savings & Loan Association has increased its capital stock from \$1,000,000 to \$2,000,000.

Owosso—The Owosso Decorating Co. has engaged in business on West Exchange street, making a specialty of paints, wall paper, etc.

Marion—A new jewelry store is to be opened here by J. F. McDonald, of Deckerville. It will be the only business of its kind there.

Prattville—Clyde Martin has sold his store building and stock of general merchandise to Denver Town, who has taken possession.

Leroy—Alfred Johnson is building a new store and expects to conduct a general hardware store in connection with his lumber yard.

Howard City—A. W. Crittenden has sold his grocery stock to David L. Kelley, formerly engaged in the same line of business at Lyons.

Bridgeport—Frank Tadish has sold his stock of groceries, meats and shoes to C. E. Algeo, recently of Birch Run, who has taken possession.

Lowell—Arthur J. Cox has sold his interest in the Cox Grocery Co. to his partner, Mark E. Kuhn, who will continue the business under the same style.

Grand Haven—The Grand Haven Merchandise Co. has been incorporated to conduct a general co-operative business, with an authorized capital stock of \$10,000.

Montgomery—The Co-Operative Association of Montgomery has taken over the grain elevator at Ray, Ind., and will continue the business as one of its chain of elevators.

Eaton Rapids—John R. Eldred is erecting a modern brick business block which he will occupy with his stock of groceries and meat market, as soon as it is completed.

Republic—The Republic Finnish Co-Operative Store has been incorporated with an authorized capital stock of \$11,000, all of which has been subscribed and paid in in cash.

Iron River—Jerry Thibert, formerly of Diorite, has formed a copartnership with Edward Vitala and opened a general store and meat market, under the style of Thibert & Vitala.

Detroit—The Bluelight Electrical Appliance Co. has been organized to conduct a retail business in vacuum cleaners and all electrical household appliances, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$632 in cash and \$9,368 in property.

Evart—Oppor Bros., recently of Howard City, have purchased the City and Chase bakeries and consolidated them. The business will be continued under the style of Oppor Bros.

Eaton Rapids—James H. Parks has sold a half interest in his stock of dry goods to his son, Charles H. Parks and the business will be continued under the style of James H. Parks & Son.

Detroit—The Ideal Sales Co. has been organized to buy and sell motor vehicles and accessories, with an authorized capital stock of \$5,000, all of which has been subscribed and \$4,000 paid in in cash.

Coopersville—The Coopersville Co-Operative Elevator Co. has been incorporated with an authorized capital stock of \$30,000, of which amount \$2,350 has been subscribed and \$450 paid in in cash.

Lansing—Max Moore, formerly pharmacist for Hedges & Gibson, will engage in the drug business under his own name, about Nov. 1, in the Rouse block at the corner of Washington and Franklin avenues.

Detroit—The Asme Electric Co. has been organized to deal in electric fixtures and accessories, with an authorized capital stock of \$1,000, of which amount \$600 has been subscribed and paid in in cash.

Port Huron—The Hawley Decorating Co. has been organized to deal in paints, wall paper, etc., with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and \$1,800 paid in in cash.

Muskegon—The Towner Hardware Co. has remodeled the second story of its store building and is occupying it with a complete stock of china and glassware. J. J. Berg, representing Pitkins & Brooks, Chicago, furnished the stock.

Flint—The People's Co-Operative Association has been incorporated to conduct a wholesale and retail general merchandise business, with an authorized capital stock of \$20,000, \$800 of which has been subscribed and paid in in cash.

Detroit—The Guntrup-Perry Co. has been incorporated to deal in flour, feed, lard, cooking and salad oils, etc., with an authorized capital stock of \$75,000, of which amount \$40,000 has been subscribed, \$5,500 paid in in cash and \$24,500 in property.

Alma—M. McIntosh and G. W. Fink have formed a copartnership and purchased the R. F. Willett grocery stock at 205 West Superior street and will continue the business at the same location under the style of the Arcadia Cash Grocery.

**Manufacturing Matters.**

Eaton Rapids—Horner Bros. are building a large addition to their woolen mills.

Detroit—The Nelson Motor Car Co. has increased its capital stock from \$400,000 to \$2,000,000.

Muskegon—The Standard Automotive Parts Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$20,000 paid in in property.

Morrice—The Morrice Creamery Co. is remodeling its plant and installing a new churn and boiler.

Muskegon—The Muskegon Washing Machine Co. is erecting a modern plant which it expects to occupy about Dec. 1.

St. Johns—The Industrial Foundry Co. has increased its capital stocks and will enlarge its plant, thereby increasing its capacity.

St. Louis—The Bollstrom Motors Co. has started work on its new plant and expects to be manufacturing its four wheel drive truck by Dec. 1.

Dowagiac—The Rudy Furnace Co. is building a large addition to its plant as well as a large storage building for raw material and finished stock.

Lansing—The Lansing Silo Co. has purchased a site in the North of the city and will build a modern plant, warehouse, office building and storage house.

Lansing—W. H. Van Sice has purchased the wood-working plant and business of M. Wood & Co., South Lansing street, taking immediate possession.

Royal Oak—The Fremont Creamery Co. has been incorporated with an authorized capital stock of \$20,000, of which has been subscribed and \$5,000 paid in in cash.

Detroit—The Motor Car Pattern Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and paid in in cash.

Vicksburg—The Vicksburg Wood-ware Manufacturing Co. has been organized with a capitalization of \$50,000 for the purpose of manufacturing ladders, furniture and other wood specialties.

Flint—The Cook-Barnes Motor Co. has been organized to conduct a wholesale and retail business in motor vehicles and accessories, with an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed and \$20,000 paid in in cash.

Jackson—The Fireproof Shoe Co. has been organized to manufacture and sell at wholesale and retail, asbestos fire proof shoes, mittens, gloves, etc., with an authorized capital stock of \$60,000, of which amount \$40,000 has been subscribed and paid in, \$1,000 in cash and \$39,000 in property.

Detroit—The Gilmore Motor Co. has merged its marine motor manufacturing business into a stock company under the style of the Gilmore Marine Motor Corporation with an authorized capital stock of \$25,000, of which amount \$13,700 has been subscribed, \$2,100 paid in in cash and \$8,500 in property.

Lansing—The Davis Ice Cream Co. has reorganized under the style of the Michigan Ice Cream Co. and purchased all of the property of the Arbeiter Society on North Grand avenue and will remodel the building to suit its needs. Aside from its ice cream manufacturing business it will handle at wholesale, everything pertaining to the ice cream and soda water business.

Detroit—Julius A. Englander & Son have merged their hat and cap manufacturing business into a stock company under the style of J. A. Eng-

lander & Son, Inc., with an authorized capital stock of \$40,000, all of which has been subscribed and paid in, \$5,000 in cash and \$35,000 in property. The company will conduct a retail millinery store in connection with its manufacturing business.

**Twenty Cent Sugar Predicted By Senator New.**

President Wilson personally is responsible for the present shortage and high price of sugar and for a situation which threatens 20 cents a pound sugar and not more than half a normal supply within the next year, Senator New (Ind.) charged in the Senate to-day.

Senator New declared that the President was warned of the impending situation and was urged to take steps for extending the Sugar Equalization Board's control at a time when, if he had acted, it would have been possible to prevent Europe getting an undue share of the Cuban crop.

Early in August Senator New declared the sugar crisis was called to the President's attention. At that time it was still possible to secure control of this year's crop of domestic beet sugar and the 1920 crop of Cuban cane sugar. Under proper control equitable distribution could have been secured and the operations of speculators prevented from hoisting prices, he said.

But the President failed to act, and now, Senator New pointed out, the Equalization Board finds that immediate rationing of sugar is necessary. Prices must be fixed by Government authority. Refiners are unwilling to make contracts for future deliveries, and the uncertainties of the situation already have brought the country in sight of sugar at 18 cents wholesale and 20 cents retail.

**Late Proceedings In Bankruptcy Cases.**

Grand Rapids, Sept. 30.—In the matter of Peter Dornbos, bankrupt, Grand Rapids, an offer has been received from Anthony Hoebeke, of Grand Haven, of \$2,500 for all of the assets of this estate, as set out in the inventory and appraisal, excepting assets hereafter to be set apart as exempt to the bankrupt. Hearing on such offer will be held Oct. 9 at the office of the referee, 315 Houseman building, Grand Rapids. The appraisal now on file shows the assets of this estate appraised as follows:

Manufactured cigars	\$1,343.65
Goods in process of manufacture	397.50
Leaf tobacco in stock	4,691.50
Fixtures	1,525.00
Total	\$7,357.65

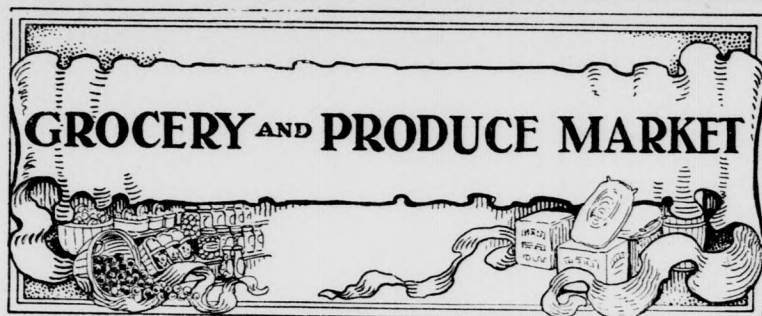
In the matter of Chester V. Fuller, bankrupt, Grand Rapids, the final meeting of creditors has been held. The report of the trustee, showing balance on hand for distribution \$285.23, was approved and allowed. The order for final distribution was entered, directing payment of administration expenses and final dividend of 3 per cent., which, together with first dividend of 5 per cent., makes total amount of dividends paid in this estate, equal 8 per cent.

In the matter of Arlie D. Dagley, bankrupt, Ionia, it appearing from final report of trustee that there were not sufficient assets in this estate to pay the administration expenses in full, no final meeting of creditors was called and no dividend declared. The order for distribution was entered for part payment of administration expenses.

In the matter of Colby Gear Co., bankrupt, Grand Rapids, the final meeting of creditors has been held. The report of trustee was accepted and allowed. Certain worthless accounts receivable were abandoned by the trustee. Order directing payment of administration expenses and final dividend of 2 1/2 per cent. to creditors.

The average man would rather mind the baby occasionally than mind his wife semi-occasionally.





### Review of the Produce Market.

Apples—Wolf River, \$2.50; Maiden Blush, \$2.25; Strawberry, \$2.50; Fall Pippins, \$2; Kings, \$2.50; Northern Spy, \$3.

Bananas—\$8 per 100 lbs.

Beets—\$1 per bu.

Butter—The market is firm at an advance of about 6c per lb. over last week, with a good demand for export. The make is about the same as a year ago. The average quality arriving is very good and the future price depends considerably on the export trade. Local dealers hold fancy creamery at 61c in tubs and 63c in prints. Jobbers pay 50c for No. 1 dairy in jars and 40c for packing stock.

Cabbage—\$1.25 per bu. or \$3.75 per bbl.

Carrots—\$1.10 per bu.

Celery—35c per bunch; jumbo, 50c.

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

Cranberries—Early Black Cape Cod, \$10.50 per bbl. and \$5.75 per ½ bbl.

Cucumbers—75c per doz. for No. 1 and 50c for No. 2.

Eggs—Eggs are firm at about 3c per dozen advance over a week ago, with a good consumptive demand. The receipts are falling off to a considerable extent and the arrivals are showing good quality for the season. If we do have any change it is likely to be another slight advance. Local jobbers are paying 50c for candled, fresh, loss off, including cases.

Egg Plant—\$1.50 per doz.

Garlic—60c per lb.

Grapes—California Malagas and Tokays, \$3 per case; Concord and Wordens, \$3.25 per doz. for 4 lb. baskets; 32c per 7 lb. basket; bulk, \$2.25 per bu., \$1.15 per ½ bu.

Green Corn—30c per doz.

Green Onions—20c per doz.

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

Lemons—California, \$8.50 for 360s and \$9 for 300s.

Lettuce—Head, \$2 per bu.; garden grown leaf \$1 per bu.; hot house leaf, 12c per lb.

Onions—California Australian Brown, \$4.50 per 100 lb. sack; California White, \$4.50 ditto; Spanish \$2.75 per crate for either 50s or 72s; home grown, \$2.75 per bu.

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

Osage Melons—\$2 per bu.

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

Pears—California Bartletts, \$5 per box; Clapp's Favorite, \$3 per bu.; Bartlett, \$3.50 per bu.; Flemish Beauty, \$3; Keefers, \$2.25.

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, Home grown stock has been all marketed.

Potatoes—Home grown, \$1.50@1.75 per bu.; Jersey Giants, \$4.50 per 150 lb. sack; Baking from Idaho, \$4.25 per box.

Quinces—\$5.50 per bu. for home grown.

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

Squash—\$2.50 per 100 lb. for Hubbard.

String Beans—\$1.75 per bu.

Sweet Potatoes—\$1.75 per hamper or \$4.50 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 home grown.

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

### The Grocery Market.

Sugar—There is no change in the situation. The scarcity continues and the outlook is very firm. As stated last week, sugar bought on to-day's market would probably show a nice profit if it could be kept until after the first of the year. Consumptive demand for sugar continues in excess of the supply.

Tea—Perhaps a trifle more active. Prices remain unchanged, everything being steady to firm. It seems likely that the tea bought at to-day's market will be almost sure to be good property.

Coffee—The demand has been very dull during the week, owing to the persistent weakness. Prices on Rio and Santos grades show no particular change for the week, certainly no advance. Mild coffees are also about unchanged. The entire market is in a very uncertain and speculative condition and it is a good situation to let alone, outside of immediate wants.

Canned Vegetables—The market for tomatoes is not particularly firm, although there has been no improvement in the crop and pack prospects. California tomatoes are, to a certain extent, a factor, being quoted at \$1.75 for No. 2½, which is a small can, in a large way. Eastern tomatoes show no change, the market being about as it was a week ago. Corn and peas show no particular change. The market is steady to firm and the business done small.

Canned Fruit—Canned fruits are somewhat unsteady, with a little weakness developing in new pack goods. Most of the trade seem to be expecting a decline. Small Eastern

staple canned goods unchanged and quiet.

Canned Fish—Red salmon on the spot is very scanty. New pack red is offered at \$3.35 Coast (some of it due here this week), which would make the cost about \$3.53, which is below the present spot market. New pink is offered at the opening price, Coast. New chum is sold in carlots at \$1.75 Coast, 35c below the opening.

Dried Fruits—Export buyers of raisins have in some cases unloaded their purchases at the opening price, which is a concession. Prunes are still being traded in from second hands at a premium over the opening, especially for large sizes. There is some talk, however, of weakness coming in prunes due to export buyers unloading prunes also.

Cheese—The market is firm at prices ranging about the same as a week ago, with the exception of an advance of 1c per pound on some styles. The average quality is good and the market is in a healthy condition. If we do have any change it is likely to be a slight advance.

Corn Syrup—Demand is strong and prices unchanged. Some large producers are sold up some distance ahead.

Molasses—Demand is very active, supplies short and prices firm.

Sugar Syrups—The market is a trifle easier owing to slackened demand. Quotations are unchanged.

Provisions—Everything in the smoked meat line remains dull at unchanged prices. Pure lard shows a decline of about 1c and lard substitute shows a slight decline over last week. We are not likely to experience much of a change during the coming week. Barreled pork is steady at a slight decline. Canned meats are unchanged. Dried beef is unchanged and scarce.

Salt Fish—The market shows no important changes. Salt mackerel of American pack is very scanty, owing to the recent fishing strike, and there is no sign that foreign supplies coming in will furnish much relief. Smoked salmon is dull. Foreign herring are moving fairly well.

### Not Jews Alone.

"It's those blamed Jews," said a bystander in my hearing the other day, after somebody had arraigned the profiteers (whoever they are) for inflating food prices. I said to him what I say again now: it is not "blamed Jews" any more than it is blamed Gentiles. My observation is that the man who sees a chance to grab an extra profit is grabbing it, and I have seen no greater keenness in Jewish than in Gentile eyes. Greed, I find, knows neither race nor color. All of us have it, and we ought to have it, within certain limits. Unfortunately some of us have it without either the limitation of conscience or decency.

Frank Stowell.

There is often a good excuse for kicking, but there is never any excuse for whining.

If a man tells a woman she is beautiful she will overlook most of his other lies.

### General Conditions In Wheat and Flour.

Written for the Tradesman.

Prospects are for a materially decreased acreage in the winter wheat crop for the 1920 harvest. In fact, the Department of Agriculture recommends the acreage be reduced to the five-year pre-war average of around forty-two million acres.

It will not be surprising if the acreage should run considerably under this year's as the Government guaranteed price to the farmer ceases to exist after the first of June, 1920. In other words, there is no price guarantee on next year's crop.

The Southwestern crop acreage has been materially reduced on account of lack of rainfall during the late summer months. In almost every section down there the ground has been very dry and hard so that plowing has been difficult and in many sections utterly impossible.

In the Central States this condition has not prevailed. A reasonably good acreage of ground has already been sown and the rains of the past ten days have been of great profit to the crop. Germination has been excellent and the wheat is showing up very well indeed, but, of course, it is impossible to tell anything about what next year's harvest will bring at the present time. The growing crop of winter wheat deteriorates a great deal sometimes during the winter months.

The United States Grain Corporation gives the following figures covering flour production for the week ending the 5th of September:

Flour production last week was 2,976,000 barrels, against 2,400,000 the previous week and 2,674,000 barrels for the same week a year ago, so that it would seem flour production is greater this year than last year, is running heavier. This is due in a measure, of course, to the fact that substitutes are not required to be purchased with wheat flour as was the case a year ago and there is a better demand for it.

However, the retail trade have reported right along the consumer demand this fall has not been as great as is generally the case, the farmers buying in more of a hand to mouth fashion than formerly.

The volume of business is increasing somewhat, many consumers having finally come to the conclusion that flour will not be cheaper on this crop and are beginning to lay in their fall and winter supply.

The Grain Corporation continues its purchases, although the amount bought this week was not as great as its previous weekly purchases this fall, but were of heavy enough volume to offer considerable encouragement to the milling industry.

The high grades, springs, blends and winters, have all advanced during the past two weeks from twenty to fifty cents per barrel, part of this advance being due to decline in price of millfeed.

There is no indication there will be a radical change either way, but firm values are predicted and expected on the better grades of flour.

Lloyd E. Smith.

### Breakdown In the Parcels Post Food Plan.

Every expert who looked into the question of the high cost of food long before the war, as well as during it, soon put his finger on one very great sore spot, and that was the universal failure in America to develop any intensive and inexpensive method of handling foods in small parcels by bringing consumer and producer together. In our big production and distribution of food, plus cold storage on a continental scale, we have, indeed, beaten the earth and all creation, and we have achieved the same results in the matter of colossal mail-order enterprises, while the five-and-ten-cent-store merchandising represents a stroke of American genius that deserves all the return that its originators have secured.

But with all this to our credit, food and agricultural specialists, such as the late David Lubin, who knew all about mail-order merchandising, found it difficult to make the country realize how frightfully we had failed to meet the issue in the primary matter of distributing food supplies easily and economically, and he actually wore himself out in trying to get a wooden-headed department to take up a system successfully applied abroad, and also over here, in the matter of merchandising, and to link up the farmer, the trucker, the dairyman and the poultryman with the ultimate consumer. Mr. Lubin himself did not fail, save in forcing the department to carry out this project, for Congress passed his measure in his lifetime, but such is the inertia of bureaucracy in the Postoffice Department that his method was calmly pigeonholed, while various assistant Postmasters General went on pottering about trying to develop their own truck systems, but to no effect.

For what is the startling and unanswerable fact? To begin with, in Philadelphia it is frankly reported that out of \$150,000 worth of army food ordered in Philadelphia through the postoffices nearly a month ago only 40 per cent. has been delivered. Washington also admits that it has failed to distribute the surplus army food by parcels post, and there it is also admitted, without any sense of humiliation apparently, that the distribution of foods through the rural route method has absolutely failed. Because, it is alleged, "of the unwillingness of the farmers to take a chance with their product and of consumers to advance money for the food they have not seen." But Mr. Lubin went into all these phases of the situation and had worked out a successful solution, acceptable to the farmers and to the consumers. Why is his plan ignored?—Philadelphia Public Ledger.

### More Side Lights on the Federal Tax.

Ionia, Sept. 29—I have your request of recent date, requesting my ideas in connection with the best method of levying and collecting the necessary taxes, particularly as it concerns the new method proposed by Congressman Fordney.

I heard Congressman Fordney, with much interest at our recent convention of the Michigan Retail Dry Goods Association and believe his ideas

much more feasible and simple than the present unsatisfactory methods.

While I have not given the matter sufficient study to say at this time just what the rate per cent. should be, I am very much in favor of computing the tax on the total sales; in other words, the amount of business actually transacted, the basis upon which the tax should be figured. It would be more simple, more easily figured, and a thousand times more satisfactory than the present system, which requires almost an expert to figure.

You ask me to favor you with my ideas at some length regarding the proposed change. This, I believe, unnecessary. Permit me to say that the five reasons which you state, I cannot improve upon, only to say in conclusion this, that I hardly conceive of any change along the line suggested that would not be a wonderful improvement over the present unsatisfactory method.

Fred Cutler,  
Manager Quality Store.

Detroit, Sept. 26—Your communication under date of Sept. 20 has been received and contents carefully noted.

The proposed tax of 1 per cent. on total sales does not appeal to us as just and equitable as a well regulated tax on net income.

The reason that a percentage on sales is not just is because it would operate against concerns which are doing a large volume of business on a small percentage of profit.

Ralph Stoepel,  
President Burnham, Stoepel & Co.

Detroit, Sept. 24—We are in receipt of your letter of Sept. 20 calling attention to the suggestion made by Mr. Fordney, Chairman of the Ways and Means Committee of the House, who proposes to eliminate the complicated method of levying taxes by a general sales tax of 1 per cent.

A change of this kind surely would be welcomed by business men generally because of the ease in computing the tax from year to year and the possible reduction in the amount of the tax. There is one thing, however, that occurs to us and that is, would the 1 per cent. tax net sufficient to cover the requirement? If you have any data with reference to this last

point, would be very glad to hear from you.

Crowley Brothers.

Senator Penrose's statement that there will be no tariff legislation by this Congress must leave Mr. Fordney, chairman of the Ways and Means Committee of the House, and his associates wondering why he did not say so before they had taken the trouble to draft and pass no fewer than four tariff bills. This lack of team work is emphasized by Penrose's scornful reference to these measures as "popgun tariff bills." The Senate Finance Committee, he remarks, rather loftily it must seem to House Republicans, is not enthusiastic concerning "this kind of piece-meal legislation." He even criticises the lines on which the bills are drafted. His position is sound enough, but for a reason which he does not appear to wish to state. The foremost objection to passing such bills is simply that it would be a waste of time, owing to the fact that they would be vetoed by President Wilson and could not be passed over the veto. But this was as true at the beginning of the session as it is now. Yet the Ways and Means Committee made a flourish about revising the tariff and also sent to the Senate amendments to the present Revenue law. Senator Penrose looks upon these with a cold eye "Several million dollars would be swept aside in a very short time," he observes. The Wilson administration gives "no startling evidence of a desire for economy," nevertheless, these House bills must not be rushed through. He makes one interesting admission: Republican "control of the Senate, for purposes outside of organization, is nominal. On tax questions the Republicans could not command a united majority, although nominally they have a majority of two."

### Brubaker Ranks Wilson Ahead of Lincoln.

Mears, Sept. 30—What's doing? Are you turning the Tradesman into a political or just a funny paper? First thing you know you will be printing salesmen's poetry. The last issue was screamingly funny. Gosh, but your new contributor is a funny fellar. Now Old Timer is amusing; Jimmy Golding is funny; H. N. Stevens is good—even Monroe will sometimes get in something cute (if someone else composes it), but this most Hon. Phil. B. Orton is a scream. He cleverly places Wilson in a class with Lincoln. Ye gods and little fishes! How and which? To be sure, both had two legs, also arms, but there the resemblance stops. Yes, Old Abe did do his best to try to prevent a clash betwix the North and South, so they are alike in both keeping us out of war. Now, why stop at placing Wilson on a par with Lincoln? Why not put him above Lincoln, for has not the present administration kept us out of debt? There is one thing I cannot locate around Mears—a Wilson supporter. Chronic Kicker.

The abolition of liquor as a beverage would soon result in a decreased percentage of insane persons were it not for the fact that the cigarette habit was so generally acquired by nearly 2,000,000 soldiers that the percentage of idiots and weak minded persons is likely to increase rapidly during the next ten years. The slave to the cigarette habits spits, belches, emits foul odors, hiccoughs and generally presents a disgusting appearance, making life unbearable to those who are so unfortunate as to be compelled to associate with him or to be inflicted with his presence. No one is safe in the presence of a cigarette smoker, because he is likely to become suddenly insane at any moment and the insanity frequently assumes the form of deadly assault.

Square dances come handy when there are not enough to go around.

## OUR ORGANIZATION

### Frederick R. Fenton

With his twenty years of experience in the purchase and sale of high grade securities is in charge of our **Chicago Office**, buying for us to be offered to Michigan investors the choice of the security offerings of the United States and foreign countries.

### Claud H. Corrigan

Whose activities for the last ten years have been devoted to the investment business in Western Michigan, is directing the **Grand Rapids Office**.

### Russell J. Boyle

Is the resident partner, with headquarters at the **Detroit Office**, and is thoroughly equipped to serve banks, estates and the conservative investors in Eastern Michigan.

### A Present Staff of Nine Trained Bond Men

is carrying to Michigan's investors the security offerings which have passed the careful scrutiny of the active officers of this corporation. We now own over a quarter of a million of government, municipal and high grade corporation bonds netting from 4½% to 7%.

We solicit an opportunity to serve Michigan investors whose primary consideration is the safety of their principal.

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# Products that Packers Sell

## Their Number Grossly Exaggerated

The Federal Trade Commission has published a list of some 640 articles said to be sold by the packers.

This list is ridiculously padded in order to scare people into the belief that the packers are getting control of the food supply of the nation.

For example, the list includes not only "beef sides" and "beef cuts," but also over 60 other items of beef products and by-products.

Over 90 articles listed are not sold to the outside trade but are raw materials and supplies, such as brick, cement, etc., used by Swift & Company in carrying on its business.

Glaring duplications appear, such as "sardines" and "canned sardines"; "butterine" and "oleomargarine"; "dried sausages" and "dry sausage," etc.

The list includes 37 kinds of sausage; 4 different kinds or preparations of beef tongue, etc., etc.

Simmered down, Swift & Company handles in addition to meats and meat by-products, only butter, eggs, cheese, poultry, canned goods, lard substitutes, and to a very small extent, dried and salt fish. And the proportion which we handle of the total supply of any one of these is absurdly small.

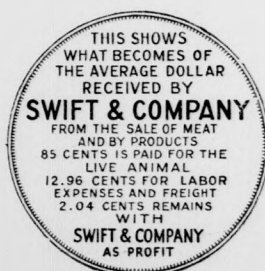
Do you want to be fooled by such misleading and ridiculous statements of the Trade Commission? Do you want radical legislation based on such absurd evidence?

Let us send you a "Swift Dollar."

It will interest you.

Address Swift & Company  
Union Stock Yards, Chicago, Ill.

## Swift & Company, U. S. A.



## UNCLE SAM AS A MERCHANT.

The wild clamor which started in a few weeks ago, incidental to the disposal of Uncle Sam's big cache of army supplies, is proving very illuminating. When it was first suggested that the sudden ending of the war would force the Government to unload its supplies, the organized grocery trades proposed to handle the whole problem for Uncle Sam at a nominal fee through orderly channels of experienced personnel and adequate equipment, but the offer was declined and an excited public clamor fostered by reformers and muck-rakers on the one side and deserving demagogues in Congress and elsewhere on the other, insisted that it must be done on the basis of "eliminating the middlemen" and by new and untried methods.

Several weeks of these experimental methods have produced much enlightenment. First of all Uncle Sam lost money on much that he sold, yet on little if any of it was it necessary for him to hire help, pay rent, or advertising bills and bear the cost of delivery. And yet the public did not display the wild clamor that was expected, save in purely local sections and in a small way. The Parcels Post plan has admittedly proved a failure, because the consumer found it "too much bother;" not to mention delay, inconvenience of paying in advance and buying goods which could be neither inspected nor sampled. A very small portion of the public flocked to the schoolhouse-stores and those who did found it inconvenient to fight through the lines, carry their bundles home and otherwise do what the grocer formerly did for them at an absurdly small charge. They found in three or four days how slight was the saving and how great the inconvenience.

Then came the necessity for Uncle Sam and the municipal reformers to resort to the old-fashioned recourse of "peddling" and setting up regional bargain shops. Of course, they were dressed up in fanciful names, such as "rolling stores" and "army stores," but essentially they are no different from the familiar huckster and the "fire sale" or "gigantic bankruptcy sale."

And through it all there cropped out the fundamental fact that "the people want what they want when they want it" and in the long run will pay for it. It turned out that many a retailer found it expedient to get in and buy army stuff to sell again. That expediency, properly interpreted, meant that he knew the public would rather let the grocer do their buying for them and pay him his profit than go to the bargain depots for themselves, even if they made much ado about the H. C. L. In applying the rule of not selling to traders the management of the enterprise was really defeating the public wishes more than helping them.

At the outset there were many grocers who felt some apprehension at the idea of having the great army stocks dumped on the market on a basis of unfair competition and at ruinous prices, but most people real-

ized that it would be at best a "seven-day wonder" and better tolerated while it lasted than magnified and dignified by formal complaining. Now that it is all coming out in experience the wisdom of the latter is being proven. There has been some localized interference with regular trade, but it is far less annoying than had been feared. If it shall end in proving how fallacious are many of the proposed innovations championed so energetically by the Wilson administration it will have more than justified itself.

Just how far these pseudo reformers ought to be allowed to use public money to make good the losses of their experimentation in competition with tax-paying grocers is questionable. They have laid the Government open to a charge of being guilty of unfair competition. This is not a time of real "emergency." Despite the high prices for food, it is doubtful if any major part of the public pay a higher percentage of their present day income for food than they did years ago; least of all a menacingly enough percentage to justify grabbing money from the public funds to help pay deficiencies in private purses.

If the findings and conclusions of a writer in Sheet Metal are correct the problem of apprenticeship will soon become serious. He recommends laws that will make the exploitation of capable but inexperienced mechanics impossible and the establishment of vocational schools by which their years of probation may be greatly decreased. Attempts have been made to have apprenticeship controlled either by the employers or by the unions. Both have failed. Wisconsin has got legislative action. There the minor is obliged to spend five hours per week during the first two years of his apprenticeship in a trade school provided by the State. All parties are safeguarded by contracts the signing of which is considered an honor rather than a burden. It is plain that a similar scheme will become more and more necessary in other states. Machinery that represents the last word in technical invention is common, but there is a lack of men with sufficient skill to make it, set it up and run it. It is becoming a question of the necessity of spending more money on vocational if not on continuation schools. To them Germany owed her commercial prowess. This is the opinion of a number of English, Australian and American authorities.

What is the second port in the United States? Boston? Philadelphia? New Orleans? It is Puget Sound; or, at least, was during 1918. New York, of course, led all the rest with a total for imports and exports of nearly \$4,000,000,000. But Puget Sound, with a total of almost \$600,000,000, was ahead of Philadelphia by nearly \$60,000,000; of New Orleans by \$70,000,000, and of Boston by \$80,000,000. No city but these had a total of half a billion. Detroit, it is interesting to observe, was ahead of Baltimore by \$100,000,000, and Buffalo led Galveston by nearly \$70,000,000. Near-

ness to the Canadian border accounts for the large showing of the cities we have mentioned, and for Puget Sound the Oregon Voter acknowledges that "everything that goes in and out of Seattle for or from Victoria and Vancouver, B. C., swells the total of Puget Sound's foreign commerce." But that does not explain the figures for last year. The largest items in Puget Sound's total are cotton, iron and steel products, silk and rubber, "which during the war were handled between the United States and the Orient mainly via Puget Sound instead of through the Suez Canal as in normal times."

The disgraceful Omaha outbreak can hardly be called a race riot. From the news available it appears that the mob was intent on lynching one negro; that it went little out of its way to offer violence to other colored men; that it was in part dispersed, in part it spontaneously broke up, when the lynching was over. But it was a peculiarly lawless affair. That a Western city of 200,000 at most, with no large negro or alien population, should furnish a mob of many thousands which proved ready to kill the city's highest officials to reach its victims, is as shocking to us as were the occurrences in Chicago, Washington, and Knoxville. As in the other cities, the outbreak was not unexpected. For several weeks attacks or alleged attacks by negroes on white women had roused an increasing resentment, and keen observers saw that another spark might cause an explosion. Whether the mayor and sheriff took adequate precautions or not cannot now be determined. It would seem that they did not, but were willing to fight almost to the last to atone for their neglect. A death list of half a dozen, a property loss exceeding a million, is another impressive warning; will not the next city—if there is a next one—show the country how riots may be crushed at the outset?

Nothing will increase the purchasing power of money but plenty of goods. The man, of whatever class, who and everybody else. His wages may not suffer for the moment, but his slackness has this effect: that it means the production of less, which again means that there is less to buy and that prices rise, so that what he earns buys less. There is no remedy for this process except by obeying the old rule—"Whatsoever thy hand findeth to do, do it with thy might." If that rule were obeyed by all, we should escape from the present vicious circle in which each rise in wages is followed by an increase in prices and each increase in prices by a fresh demand for higher wages. We must escape from that circle or prepare for bankruptcy.

Ask some stranger to tell you what he thinks of your store, and thank him if he tells you a few unpleasant truths about it. It is about time you knew it to be a fact that friends most times prove our worst business enemies by giving praise when a good hard jolt is what is needed.

## STARVATION WAGES.

The anarchistic clique which is conducting the steel strike insist the employees of the U. S. Steel Co. work for "starvation wages." Let us see how truthful these union trouble makers are:

The average daily earnings of sheet roller, for eight-hour day: Heaters, \$21.12; roughers, \$11.92; catchers, \$11.92; pourers, \$12.84; vesselmen, \$14.65; engineers and manipulators, \$12.30.

The average daily wages of men working twelve-hour turns is as follows: Blooming mill heaters, \$17.92; skelp mill heaters, \$18.18; skelp mill rollers, \$21.73; lap welders, \$16.03; blowers, \$17.36; bottom makers, \$12.91; regulators, \$13.52.

Semi-skilled labor averages better than \$6 a day, while common labor is paid from \$125 to \$140 a month.

Some of the skilled men in certain departments, average more than \$30 per day, or better than \$750 per month, or \$9,000 per year.

Fitzpatrick says the steel workers have more than \$30,000,000 in savings on which they can live for some time. That is pretty good evidence that the men have been doing pretty well in the matter of wages.

Where, outside of the United States, could any body of steel workers lay claim to having saved \$30,000,000 since the war began?

The strike leaders are now suggesting arbitration of the demands which they sought to impose by a strike. It is a confession of failure, of course. Arbitration is a procedure between friends on the opposite sides of a matter of business, to be settled amicably. Moral issues are not arbitrable. There Judge Gary takes an impregnable position. And the issue between the Steel Corporation and Fitzpatrick and Foster is not one of morality merely, it is one of public safety, of the very structure of society. These men have no call or title to represent the steel workers, to order them to go out on strike. They did not represent the men. Fitzpatrick's testimony at Washington completely exposed the hollowness of his pretensions. He is not a steel worker and never was, and he admitted that less than one-fifth of the men were members of the unions he pretends to represent. In demanding a conference with Judge Gary he had insisted that he spoke for a great mass of the employees. But it is not merely the unrepresentative character of the organizers of this strike that condemns them and their work. It is their openly professed aims. Both of them are on record as advocating the socialization of industry. Foster had advocated the abolition of the wage system and the forcible seizure of the plants by the men. They are both radicals and anarchists. Their aims are revolutionary. Any interference whatever from Washington to avert the certain failure of this strike, any action such as was suggested by Senator Kenyon for the appointment of a board of arbitration, would receive general public condemnation. There is no compromise with revolution; either it must be surrendered to or it must be resisted.



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Grand Rapids, Michigan

## CAPITAL AND LABOR.

## Why Money Is Always Mentioned First.

Grandville, Sept. 30—Capital is absolutely necessary to all productive-ness.

Abolish incentive for gain and you knock the underpinning out from under every business enterprise in the world.

With a blindness that seems almost like fatalism the union laborites of the United States are taking issue with the hand that feeds them, are striking a blow at the very life blood of every labor organization in the land and also making life for the non-union worker unbearable.

It is to be hoped that the two—capital and labor—have at last locked horns for a final contest. It seems that the men who organize unions and lead them are never satisfied and always choose to antagonize that capital without which the laboring man would cut a sorry figure trying to live in this world.

A poor mechanic, who is an inventor, must needs see his invention, which mayhap is to prove of inestimable benefit to some public welfare work, go dead on his hands for want of the money to push the invented article into notice. It "takes money to make the mare go." Labor without the aid of capital is a forlorn object indeed. The greatest blessing to mankind is the fact that capital exists in plenty to back up all newly patented articles of real worth: to build factories, to manufacture a thousand and one necessary articles of household convenience. There could be no great works of art or architecture without capital behind it. Capital is money and labor, without money, would cut very little ice.

During the years in the early nineties, when lean and hungry labor sought, even begged, for a chance to earn an honest dollar, not one among the laboring classes thought of denouncing capital as an enemy. In fact, money was so hard to obtain, many men went about seeking the most menial jobs which in prosperous day they would have disdained to look at. Is it not possible for such days to come again? Is it worth while for the arrogant overlords of unionism to seize now the chance to take capital by the throat and squeeze the life out of it? By so doing will they not endanger the very existence of the organization they so profess to love and give over the country to another panic than which those in the past were but as a penny whistle to a mighty fog horn?

The present rate of disorder and uncertainty is fast telling on the patience and good nature of capital. There is nothing so hideous and frightful about the word "capital" as some bullying labor leader would try to make us believe. It is the sweetest word in all our language when industry lies prostrate, mills are idle, waterpowers undeveloped, new lands left unworked, when the man with the full wallet appears on the scene and starts the ball rolling, hiring men and teams, inaugurating new industries, putting forth the glad hand to pull from the mire of despondency the ones who have been begging for a crust to eat, a day of honest work, that they might come once more into their own.

"Capital!" The most thrilling, most heart-satisfying word in the language after months of drought and disorder because of lack of opportunity to labor. Labor choking out capital, maltreating, dragging it in the mire for the personal profit of the professional agitator who thrives only in the misfortunes of his kind! The small town which has never been on the map until a man with money (capital) comes along tears up the earth, sets hundreds of men to work building structures that are to house myriads

of workmen, and by so doing starts the town into new life, placing it on the highroad to a prosperous and enduring future. Such is capital which Gompers, Fitzgerald and Foster are conspiring to destroy, root and branch.

When they succeed, Mr. Laboring Man, what has been your gain? Better set down right now and figure this out before you go too far in your fight upon the hand that feeds you. Be warned in time lest things come to pass that may make you repeat to your dying day your hasty and illogical conclusions with regard to this question.

Candidly, who is the workingman's best friend? He who gives him daily employment the year around with a living wage or the man who, coming from outside, insists on unionizing all those who have yet remained outside a lodge and then instills discontent into the worker's heart until he induces him to spit on the hand that gives out his weekly pay envelope and opens up a Nation wide strike to ruin the business capital has been years in building up?

The present strike promises to be a long one. Of necessity, there will be much suffering, mainly among the innocent women and children of the workers, who, against the better judgment of many of them, no doubt, have gone into this accursed union. Capital and labor are not antagonistic only as chronic agitators who ought to be in prison go about urging hostilities without regard to right and justice; in fact, entirely beside good common sense, make them so.

Now is as good a time as any to settle this long-drawn-out controversy between capital and labor. It seems inevitable that the contest must be fought to a finish. Through much suffering and tribulation must the workingman pass before he learns the lesson that it seems nothing but harsh disciplinary methods along can accomplish.

Why do we put capital before labor? you may ask. Why not labor and capital. For the good reason that capital—money—comes first. No matter how filthy lucre may have been painted, nevertheless it is the lever that moves the world. Without it labor would starve. Without it the earth would revert back to the cave man days before the flood. Money is the invention of man and business depends wholly upon its use.

In fighting this battle against money the union laborites invite their own destruction. They are out now after the scalp of their best friend. Misled by the paid agitators who are in the employ of the I. W. W., misled by the misplaced sympathy of the President of the United States, these men are going forward in a crusade to crush and put down the instrument of labor's prosperity. Killing the goose that lays the golden egg has nothing in comparison.

Many years ago, before the War for the Union, in fact, a prominent lumbering firm in Western Michigan found itself in a way to become financially embarrassed. Scores of firms had succumbed to the hard times. Men were out of employment everywhere, yet the firm in question kept its mills running with many prophesying their failure.

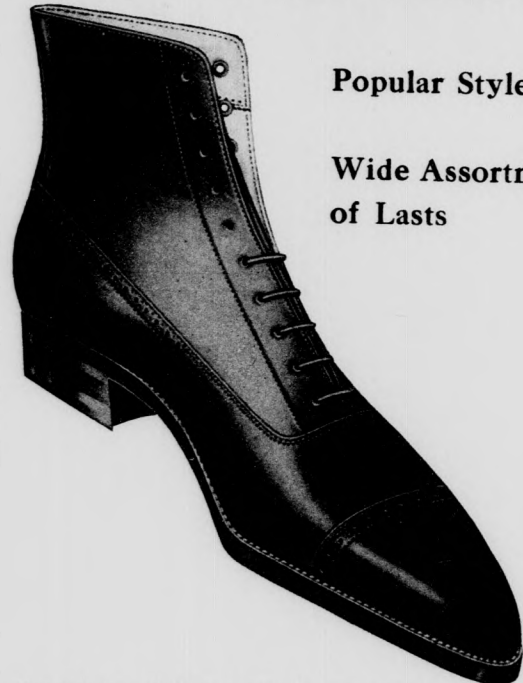
The head of the firm was traveling in Europe at the time. His partner, becoming anxious over the situation, wrote asking the head of the firm to return at once and take charge of the business. The boss did not come just then; instead, at a suggestion from his



R. K. L.

R. K. L.

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Soft  
Flexible  
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good numbers

Grand Rapids Shoe &amp; Rubber Co.

The Michigan People

Grand Rapids



partner that it would be money in their pocket to close down immediately, he wrote stating it would never do to shut the mills down since by so doing many faithful men with families would be thrown out of work.

"Possibly," wrote the head of the firm, "it would be easier for us, less of a loss, to shut down our mills, yet by so doing many of our men would suffer. My suggestion is that if we can keep business going until next winter, even if we lose \$30,000, we had better do so."

This amount of money was a large sum in those ante-bellum days. The mills were kept running, much money was lost, yet at a great sacrifice the lumber firm pulled through. Times picked up later and no failure resulted. The men who worked in the mills felt grateful. That was one time when the wicked capitalist did labor a good turn and it was appreciated.

Old Timer.

#### Recent Manufacturing Information.

Menominee—The Northern Cedar & Timber Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in, \$6,850 in cash and \$18,150 in property.

Three Rivers—The Turbine Auto Washer Co. has been organized to manufacture and sell, cleaning devices, with an authorized capital stock of \$20,000, \$10,400 of which has been subscribed and paid in in property.

Detroit—The Sprague-Hayes Manufacturing Co. has been incorporated to manufacture and sell machinery, with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Multi Products Co. has been incorporated to manufacture and sell cleansing compounds, etc., with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Sharpe Electrical Appliance Co. has been organized to manufacture and sell electrical heating elements, with an authorized capital stock of \$10,000, of which amount \$5,500 has been subscribed and \$1,000 paid in in cash.

Wyandotte—The George W. Blake Manufacturing Co. has been organized to manufacture and sell filling machines, containers, etc., with an authorized capital stock of \$30,000, all of which has been subscribed and \$5,075 paid in in cash.

Detroit—The Mohn Compressor & Supply Co. has been incorporated to manufacture and sell bakers and confectioners supplies, etc., with an authorized capital stock of \$15,000, all of which has been subscribed, \$5,000 paid in in cash and \$5,000 in property.

Detroit—The Ice Cream Disher Corporation has been organized to manufacture and sell an ice cream disher, with an authorized capital stock of \$100,000, of which amount \$60,200 has been subscribed and paid in, \$200 in cash and \$60,000 in property.

Lansing—The Wilcox Laboratories has been incorporated to manufacture and sell electrical and experimental apparatus and supplies, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$975 paid in in cash and \$2,775 in property.

Detroit—The Purity Cone & Products Co. has been incorporated to manufacture and sell ice cream cones, potato chips, crushed fruits, etc., with an authorized capital stock of \$50,000, of which amount \$26,500 has been subscribed and paid in, \$200 in cash and \$26,300 in property.

Muskegon Heights—The Fitz-John-Erwin Manufacturing Co. has been organized to manufacture and sell truck and automobile bodies, seats and cabs, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Niles—The National Film Projector Co., a concern recently organized under the laws of Illinois and incorporated for \$100,000, will locate at this place. The corporation will make projectors for motion picture theaters and also a new stereopticon which uses either slides or films.

Ontonagon—Ten thousand acres of timber land of the old Montreal River Lumber Co., in Ontonagon and Gogebic counties, have been purchased at receiver's sale by the Riverside Paper Co., of Ashland, Wis. The price is \$80,000. Pulpwood taken from the tract will be shipped to Ashland.

Manistee—The O. C. Davis Manufacturing Co. has been organized to manufacture and sell a pan truck, or jiffy conveyer, for use in manufacturing or industrial enterprises, with an authorized capital stock of \$25,000, of which amount \$23,100 has been subscribed and paid in, \$4,100 in cash and \$19,000 in property.

Portland—Lewis W. Richards has organized a stock company under the style of the Grand Ledge Furniture Co. to engage in the manufacture of furniture. The corporation is capitalized at \$3,000, of which \$2,050 is subscribed and \$1,050 paid in. Mr. Richards will continue in retail furniture under the same style as before.

Detroit—Sanders, bakers and confectioners, who already have two stores on Woodward avenue, have opened a Boulevard branch at 1522 Woodward avenue. The formal opening took place Sept. 16. It is the company's intention to open other branches in various sections of the city within the coming year.

Detroit—Wright & Parker, who conduct a chain of stores selling groceries, baked goods and meats in Detroit, have purchased the former plant of the Wittelsberger bakery, on Michigan avenue, and are now remodeling same, installing new machinery. It will be used exclusively as a manufacturing bakery to supply their chain of forty-five retail stores.

Detroit—The Muzzy-Lyon Co., Ltd., manufacturer of machinery, parts, appliances and attachments, has merged its business into a stock company under the style of the Muzzy-Lyon Co. with an authorized capital stock of \$25,000 common and \$50,000 preferred, of which amount \$37,500 has been subscribed, \$2,500 paid in in cash and \$22,500 in property.

Don't judge a man by his success, but rather by the methods he used while succeeding.

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### The Larger View of Labor.

Who is the "laboring man?" Answer: every man that labors. The time has come to write "amplius" over the threadbare phrase and give it a wider meaning. The application of the term "laboring man" is, in the popular mind, narrow and misleading. In the minds of many it means only a certain class of laborers. The narrowness of meaning, usually attached to the words "laboring man," has bred clannishness, prejudice and unbrotherliness. It is high time for all men to know that the "horny-handed sons of toil" are not the only sons of toil.

Was not Noah Webster, who toiled forty years to make a dictionary, as much of a toiler as the old-fashioned typesetters who set the type for the printing of the book? Was Webster any less a son of toil because he worked with a pen instead of working with a pick? Is not a brain worker as strenuous a worker as a brawn worker? Who is this "laboring man?" He is any man any where who labors honestly at an honest job. Who is the carpenter that he should say the teacher of his children is not a toiler? Who is the builder of a fine house that he should say the builder of a fine hymn is not also a builder? It is possible for even a man with soft hands to do hard work.

To know the whole truth about labor and laborers we must widen out the meaning we attach to the word "labor." There are only three classes of workmen in the world. There is the man who does his work chiefly with his hands. He is the man who builds our railroads, our sidewalks, our houses. He is the man who runs our street cars and our trains. We could not get along without him. But, remembering this, we are also remembering that he couldn't get along without us merchants, blacksmiths, grocers, millers, bakers, bankers, barbers, teachers, editors, lawyers and preachers. We cannot get along without each other. That is the human situation. That is pre-eminently the American situation. If you are not in the business of raising grain somebody else must grow your wheat and corn and oats and barley for you. You must have shoes, but since you cannot make them for yourself and family somebody else must make them for you. You are not a doctor. But you and your family are sometimes sick. Then you must give somebody a chance to be your doctor. You are not a school-teacher, but your children need schooling. Then, you

must help build the schoolhouse and employ the teacher. We are all needed for each and each is needed for all.

You do not build car or railroads, but you travel on them. And when you send your mother in New York transportation money and she purchases from the railroad a ticket to Los Angeles nobody can possibly have any social, legal or moral right to stop her short of her destination and leave her out in the middle of some scorching desert. It is wanton wickedness to inflict punishment on tens of thousands of women and children who are innocent in order to get at somebody whom you fancy to be guilty. In every civilized country there are normal processes of justice and right by which any well-grounded grievance may be righted. If you lay claim to being a member of the human race, then proceed humanely to get your rights.

The trouble with the labor unions in their strikes is that, while they claim to be fighting for the rights of their own children, they inflict wrongs on the other man's children. The striker in Los Angeles will tell you that he is trying to secure for his family what they ought to have. But to do this he proceeds with an insane inconsistency to bring about conditions which will make it impossible for your family to have what they ought to have. Whatever the most radical of the radicals may have to say about the justice of his cause no sane man can believe that it is right to inflict suffering upon an entire community of innocent people in order to find somebody in that community who might be guilty.

The strike itself is always in the nature of anarchy, because it is always attended with violence. It is wickedly wholesale in its method of

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attack. Only a crazy fool would shoot his neighbor's entire flock of sheep in order to kill the one guilty wolf that stole his own chickens. That method would be the method of a mad man. Wrongs can never be righted by wrong methods. Unjust methods can never secure justice. One wrong can never be righted by doing another wrong. And to secure their fancied rights the strikers are doing wrong to a community.

The average labor union is un-American. A man may not act individually. He must act communally. He is not free to follow the central convictions of his own conscience. He must follow the dictum of the strike leaders or be ostracised. The spirit of the labor union is against the American union. It is a sort of organized autocracy. It is a kind of mobilized monarchy. Its philosophy, if it can be said to have any, is the wagon wheel philosophy. Here it is: I'm a part of the wheel, just as much a part as that other spoke is. If that other spoke goes into the mud, then, being a part of the wheel, I have a right to go into the mud. Members of the unions to whom we have talked lately have acknowledged as much. In different communities of Southern California we held friendly conversation with these men. In every case, they confessed that personally they did not like to strike. What one said, they all said, namely: "We are in it and we cannot hold our places unless we strike with the strikers." Fellow citizens, an organization of that sort is an un-American organization.

Hundreds of these strikers have not stopped to consider that there are only three classes of real workers in the whole world of labor. First, there is the hand workman. As the word implies, his activities are chiefly physical. We often see swarthy sons of toil crawling from one end of a sugar-beet field to the other. As we put the sugar in our coffee we ought to lift up a prayer for the man who works so hard to keep us sweet. A while ago we saw a Salt Lake train

stand still in Long Beach for half an hour, with many fine folks on board, waiting until twenty workmen repaired a dangerous place in the track just in front of the engine. These men worked hard and faithfully and rapidly for the ministers, teachers, editors, capitalists, attorneys and all the fine society folk who might have been on that train. It would have been a gracious and brotherly recognition of good workmanship if the passengers on that train had thrown up the windows and given those workmen a cheer. Let every dollar it is worth be paid for such service.

But there is the man who does the most of his work with his head. No one who knows this toiler will wish to deny him an honorable place among "laboring men." What we need to recognize is that mind is at least as important as muscle work. Some men can do better work with the tongue than they can with the trowel. Demosthenes, Webster and Wendell Phillips, for instance. The men who use the Westinghouse air brake are toilers, but what about Westinghouse, whose brain invented that brake? The engineer who runs the steam engine is a worthy workman, but what about Watt and Robert Fulton whose ideas made that



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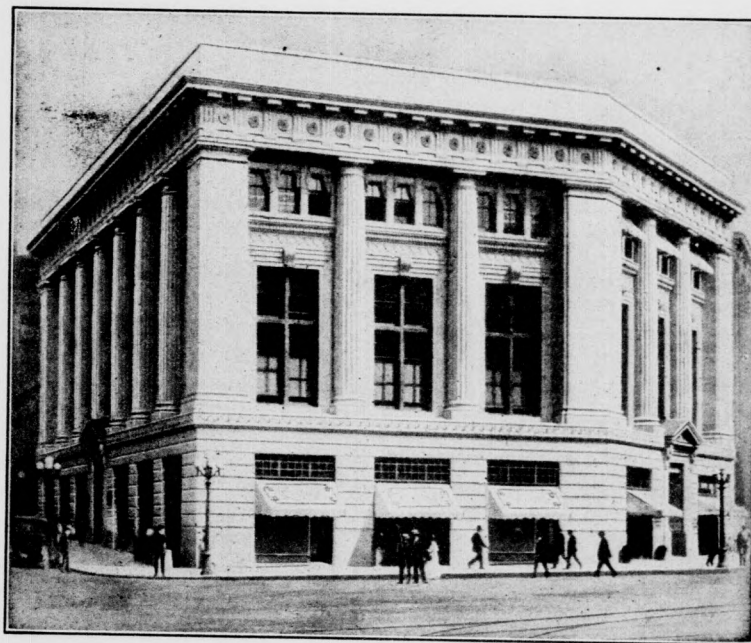
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OTTAWA AT FOUNTAIN

BOTH PHONES 4391

work possible? The telegrapher must not forget Morse and Franklin. The wireless operator must not forget Marconi. There is every reason why the hand worker and the head worker should be the best of friends. They are complements to each other. Neither could be without the other, at least not to any great advantage to human society. They both belong to the "laboring men." The teacher, the lawyer, the physician, the editor, the author, the artist, the musician, the minister will laugh at you, and rightly, if you reckon them out of the ranks of "labor." And do they not justly reckon themselves among the world's workmen? How long and patiently did Pasteur work to discover the anti-toxine? How many months and years did Keeley work on his miraculous bichloride of gold cure? Thomas Carlyle was at work about thirteen years on his "Frederick the Great." And Carlyle's book turned out to be greater than Frederick.

But, countrymen, consider this: what if Webster and Phillips and Westinghouse and Watt and Morse and Robert Fulton and Pasteur and Keeley and Carlyle had gone on a strike before their work was done? What if Washington and Wilberforce and Lafayette and Kossuth and Lincoln and Garibaldi and Foch had gone on a strike and had walked out before their glorious jobs of freedom were finished—then, in the name of Liberty, then what?

That reminds us of the third class of workmen, the heart workmen. In these days of mines and stocks and railroads and rivers and oceans and automobiles and flying machines we need to be constantly reminded that we have hearts as well as heads and hands. Let us salute the heart workers in the home and the nursery, the school and the church and everywhere. Let the hand workers, the head workers and the heart workers get together and keep together.

#### The Immortality of Strikes.

Neither the railroad people nor the iron and steel workers have any more right to strike at the present time than have all the farmers and the farm laborers in the country. If every farmer and farm laborer should stop working and refuse to permit a single pound of foodstuffs to come into the cities they would not be guilty of a greater crime than would the railroad men if they should undertake to strike in order to prevent foodstuffs and other things from being moved from the point of production to the point of consumption.

The United Products Corporation has been organized to deal in automobiles, trucks, tractors, etc., with an authorized capital stock of \$1,000 all of which has been subscribed and paid in in cash.

The wounded soldier wanted to get well and go home to mother. When he awoke in eternity he was well, because he knew he had got home, and that mother would come in a little while.

# Petoskey Portland Cement Company

Capitalization \$1,500,000

All Common---Fully-Paid and Non-Assessable

## FUTURE OF THE CEMENT INDUSTRY.

That the cement industry has a very bright future needs no proof. The Nation-wide Good-Roads Boom as well as the great era of construction immediately before us makes it self-evident that this industry will play a very large part in all future construction.

## HOLDERS OF CEMENT STOCKS.

For this reason stockholders of present going cement plants from one end of the country to the other are showing no desire to sell their holdings as they know that the cement business is just in its infancy with its best days ahead. The cement industry has been a very profitable one for the last five or six years. There are no grounds whatever for thinking that this will not continue but the very strongest reasons for feeling that the future is even much brighter.

## NATURAL ADVANTAGES

in favor of the Petoskey Portland Cement Company are its:

**ABUNDANCE OF RAW MATERIALS**—limestone and shale.

**TRANSPORTATION FACILITIES**—both rail and water. This permits the company to make the best possible distribution of its finished products.

**MARKET**—It has not only a large local market for cement but its large number of influential stockholders, prominent farmers and business men throughout the State assures it a permanent market.

**FUEL**—Being located on Little Traverse Bay it will be able to bring in its coal by water and thus save a good big item annually on the transportation of coal.

If to the above natural advantages is added the fact that the company is expanding its established crushed stone business which alone can earn a good annual profit

## IT MUST BECOME EVIDENT

that the stock of this company offers reasonable safety and still the possibility of big returns.

## A CONTRAST.

A good many mining companies would have succeeded had they found the right kind of ore; a good many oil companies would have succeeded if they had found oil; but the Petoskey Portland Cement Company does not need to find ore or oil. It has no experiments to perform, it only needs to produce cement. Its raw materials have been proven by the Newaygo Portland Cement Company to produce a cement equal to the best.

## A FURTHER THOUGHT.

Cement companies are prosperous. The Petoskey Portland Cement Company will in addition to making cement, sell hundreds of thousands of tons of crushed limestone per year for which it already has been offered orders.

The two businesses combined in one company surely make a strong concern.

Let us send you complete details.

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.



### Late News From the Bankruptcy Court.

Grand Rapids, Sept. 23.—In the matter of George W. Ellens, bankrupt, Muskegon, the first meeting of creditors was held Sept. 3, at which time creditors appeared and proved their claims. The meeting was then adjourned until Sept. 29.

In the matter of Eli L. Mace, bankrupt, Cadillac, the first meeting of creditors has been held. An order was made directing that no trustee be appointed, because the examination of the bankrupt revealed that there are no assets in this estate not claimed as exempt to the bankrupt. An order was made giving the bankrupt ninety days in which to pay filing fees to the clerk of the court.

In the matter of the Grand Rapids Shoe Trimming Co., bankrupt, Grand Rapids, the first meeting of creditors has been held, at which meeting Walter H. Brooks was elected trustee and his bond fixed at \$2,000. The trustee was authorized to dispose of the assets of this estate in parcels or as a whole, without further notice to creditors, reports of sales to be made to the referee for confirmation by him. The meeting was then adjourned until Sept. 29.

In the matter of Charles H. Kahler, the final meeting of creditors has been held. The trustee's report, showing additional receipts of \$175 from sale of popcorn machine, was approved and allowed. Final dividend of 22.2 per cent was declared, which, together with first dividend of 5 per cent, makes total dividends paid amount to 27.2 per cent.

In the matter of the estate of Peter Dornbos, bankrupt, Grand Rapids, the schedules have been filed and the first meeting of creditors has been called for Oct. 3, at which time creditors should appear, prove their claims, and elect a trustee. Following is a list of the creditors shown by the schedules:

**Preferred Creditors.**  
United States for revenue ..... \$ 141.30  
City of Grand Rapids for taxes .. 196.25

**Secured Creditors.**  
H. J. Dornbos and wife, Grand Haven ..... \$ 600.00  
H. J. Dornbos and brother, Grand Haven ..... 1,000.00  
Gerrit Dornbos and Nellie Dornbos, Grand Haven ..... 3,280.00  
Gerrit Dornbos and wife, Grand Haven ..... 1,000.00  
Peoples Savings Bank, Grand Haven ..... 2,000.00

**Unsecured Creditors.**  
Lutje Dornbos, Grand Haven ..... \$ 550.00  
Mrs. Kate Hinkens, Grand Rapids 250.00  
H. J. Dornbos, Grand Haven ..... 732.70  
Moehle Lithographic Co., N. Y. 626.27  
Durlach Bros., New York ..... 81.27  
Hoffman Leaf Tobacco Co., Marietta, Pa. .... 2,381.14  
John Hinken, Grand Rapids ..... 108.57  
J. H. Meyer, Chicago ..... 1,756.98  
American Lithographic Co., N. Y. 293.75  
Rossin & Son, New York ..... 5,970.49  
John Staun & Co., Cincinnati ..... 725.30  
Taussig & Co., Chicago ..... 824.90  
Gene-Vall Cigar Co., New York ..... 100.42  
P. Loewenthal, New York ..... 414.00  
S. Loewenthal & Sons, N. Y. .... 904.52  
G. J. Englehardt, New York ..... 458.00  
Reinach Leaf Tobacco Machine Co., New York ..... 1,804.02  
Universal Tobacco Machine Co., New York ..... 10.26  
West Mich. Machine Tool Co., Grand Rapids ..... 60.00  
Excelsior Wrapper Co., Grand Rapids ..... 2.97  
Sartorius Company, New York ..... 84.00  
G. R. Cigar Box Co., Grand Rapids 1,686.52  
Stiles Bros. Co., Grand Rapids ..... 43.56  
G. R. Printing Company, Grand Rapids ..... 37.50  
Golden & Boter, Grand Rapids ..... 65.47  
W. H. Ralyea & Co., Elmira, N. Y. 192.00  
A. L. Marzoff & Son, Grand Rapids 67.45  
Montgomery Leaf Tobacco Co., Dayton, O. .... 462.00

Kent State Bank, Grand Rapids 664.00  
Peoples Savings Bank, Grand Haven ..... 400.00  
S. Loewenthal & Sons, New York 800.00  
Michigan Tradesman, Grand Rapids 8.00

Total liabilities ..... \$34,411.31  
Assets as follows: Real estate, \$8,480; cash on hand, \$218; stock in trade, \$7,300; household goods, \$250; debts due on open accounts, \$924.57; policies of insurance, \$15,000; deposits of money in banks and elsewhere, \$6,914. An inventory and appraisal has been taken.

Direct action is apparently a method that can be applied to the solution of all political and social problems except the question whether there shall be direct action. In determining that, the proper procedure is by debate, resolutions from the floor, reference back to committees, moving the previous question, and other familiar forms of that discredited thing, parliamentarism. The British Trades Union Congress has refused to make a definite pronouncement on direct action. Technically the advocates of direct action scored a victory when a motion disapproving the policy was defeated by something like 160,000 votes in a poll of more than five millions. But it was not a victory even in appearance. Direct action, to promise any chance of success, must have behind it virtual unanimity. Long ago it was recognized by men like Jaures that the general strike is a very ticklish weapon. In order to win, a general strike must be virtually a national strike, as was the case in Russia in 1905. It must be the swift, spontaneous upheaval of an entire people. For the British trade unions to think of direct action with at least 50 per cent. of their numbers opposed to the method would be folly. Neither is direct action conceivable as a deliberate procedure which can be put into play at any time. Behind it must be an overwhelming revolutionary spirit, it must break virtually without warning, and it must win immediately or not at all.

In the sense of supplying needed funds for conducting the world's work on the one hand, and the needed man power to do the work on the other, neither capital nor labor can be said to be dependent or independent. But for the accomplishment of the things that are good for the race, such as development, growth, progress, and happiness, they are interdependent, and for the best possible results they must each be for the other first.

## 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

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

## What is Mutual Fire Insurance?

It is the principle of self-government of government "of the people, by the people and for the people" applied to the fire insurance business. Do you believe in that principle?

Then co-operate with the

## Grand Rapids Merchants Mutual Fire Insurance Co.

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

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

## Michigan Shoe Dealers Mutual Fire Insurance Company

Fremont, Mich.

### Note 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
<b>Total .....</b>	<b>\$2,894,925.00</b>

Cash on hand August 1 .....	\$18,575.93
Cash received in August .....	4,246.09
<b>Total .....</b>	<b>\$22,822.02</b>

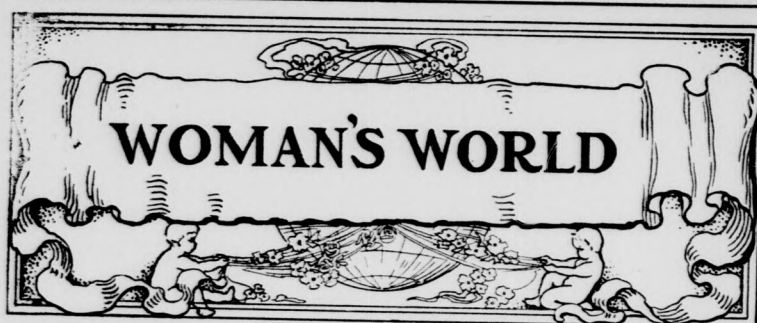
Cash paid out in August .....	2,524.73
Cash on hand September 1 .....	\$20,297.29

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



## WOMAN'S WORLD

### Almost Time To Plant the Bulbs.

Written for the Tradesman.

Begin now to think about bulbs. You will be planting them just as the drear suggestions of winter crowd in, and they will bring to you visions of early spring days, when the sun first begins to be really warm and the white blossoms of the snowdrops and the blue and yellow stars of the crocus show in the corners by the front door. Then later will come the tulips, the big, sweet-smelling spikes of the hyacinth, and last but by no means least the nodding yellow daffodils, "fluttering and dancing in the breeze."

Any one can raise jonquils and crocuses and tulips, for they will thrive in almost any soil. They are the true flowers of democracy, for they will bloom alike in a tenement window box or on the lawn of a great estate—it is all one to these beautiful visitors of early spring. You must begin before long now; the beautiful fall days pass quickly. With a little planning now, in which you must let the children take an active part, you can have bloom from earliest spring until June. It is so easy that there is no excuse for not having them. Would that all duties were as simple and delightful!

The first requisite is to get good bulbs. Do not think that you have to have imported varieties from Holland. Our grandmothers got along very well without them. Any honest seedsman will help you pick them out. The small ones of your family, if they are proper children, will consider a trip to the seed store a fascinating excursion. There will be bins and packets of seed and growing plants, and lots of tools standing in the corners, alluring pictures in the catalogues—all showing how easily Mother Nature may be coaxed into giving up the wealth hidden in her dark earthen treasure chest.

Bulbs are not expensive. Hyacinth bulbs are ordinarily about 10 cents apiece. Tulips cost less—perhaps 6 or 7 cents, while daffodils range from 50 cents to a \$1 a dozen, with crocuses about 30 cents a dozen. Often they may be had much cheaper than this. Continuous bloom may be had by the choice of varieties, in which the dealer can aid you, and by the arrangement of the beds.

The little crocus should be planted immediately. Wear a pair of old gloves and set to work. Let the children go ahead and dig the holes with a trowel. Put the bulbs in clumps; the bed that is to flower first will be in the best unshaded place, the second bed will be on the westerly side

of the house, where it will be a little shaded, and so on. If you have a lawn, put the crocuses in groups in the grass. The effect is charming, and by the time the lawn needs to be cut the flowers will long since have gone to sleep until the following spring. Set them into the ground about one and a half times their own depth. A light sandy loam is best for all bulbs; if your soil is black and rich put a handful of sand around each bulb.

Tulips should be planted about four inches beneath the surface, four to six inches apart, and the hyacinth should just be covered, with about the same interval.

The most artistic way to plant the narcissus is in clumps. Last spring I saw a beautiful garden with great bunches of golden daffodils, which lent a charm that completely transformed the otherwise rather ordinary house. Be sure to plant enough so you will have some to give away. Sharing your flowers is half the pleasure of having a garden.

Nothing brightens a sick room so much as a vase of yellow jonquils. Another member of the same family is the poet's narcissus, paper-white in color and very sweet. All these are very hardy, and the bulbs may stay in the ground for years, coming up cheerfully each season to greet the returning spring.

It is best to take up the tulip and hyacinth bulbs each year after their period of bloom is over. The reason is simple: like other things in nature, they need a rest, and without it they will not bloom well the next year. Even then the best way is to renew them every two years or so.

I have said that you must let the children have a hand in the planting. If they are real children they will become interested in the work, and the next spring will want gardens of their own. It must be the primitive Adam coming out in them—the Adam who delved while he spun. I have in mind one small boy—small no longer, however—who became interested in gardening through the medium of twenty-five cents' worth of daffodils, and from that he went on through the whole field of agriculture. He is now in the Middle West and is reputed to have the best farm in the corn belt.

And think of the benefits to yourself, fellow Homemaker. Ten to one you greatly need to be out of doors this beautiful fall weather. Don't miss the glorious foliage—even if you have to view it from your back garden. It will do you good to grub in the moist, sweet-smelling earth, while

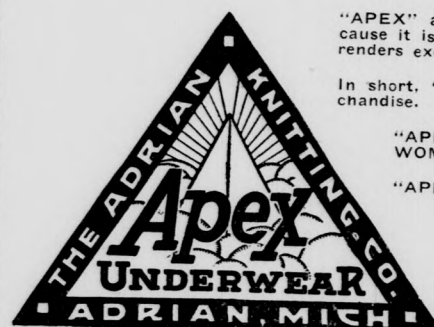
## "APEX" UNDERWEAR

"APEX" appeals to careful buyers because it is good looking, comfortable and renders excellent service.

In short, "APEX" is full measure merchandise.

"APEX" UNDERWEAR for MEN, WOMEN and CHILDREN.

"APEX" samples gladly sent.



THE ADRIAN  
KNITTING CO.  
ADRIAN, MICH.





the warm afternoon sun beams down on you. And watch the signs of the changing season. The autumn days are some of the most beautiful of the whole year. Nature, like the good farmer she is, is getting things under cover for the winter—under the cover of the brilliantly painted leaves. The birds are leaving for a warmer climate. Only the other day I looked up from the busy street, and far above me, winging their way over the roaring, smoky city, I saw a wedge of geese bound for the South.

The planting of the bulbs will bring you out into the air, and take the crinkles out of your back. They furnish broad stepping-stones over the busy, nervous, rushing stream of every-day life to the peace of nature. Surely it is worth the effort to step across!

Prudence Bradish.

[Copyrighted, 1919.]

#### No More Strikes With Rolling Pins.

Latest news in this peaceful country is that we are to have a Wives' union. Husbands all upset, and strike-breakers are being recruited. When the wives walk out, husbands will walk out too.

Wives have struck before, but usually with a rolling pin. Wives' union is a new wrinkle, and the wrinkle appears on husband's brow. It's a good bet when the wives walk out they'll leave a sink full of dishes!

New union's going to be tough on newlyweds. Bride's just joined one union at the altar—now has to join the Wives' union. When they call a strike, bride will have a bawl. Bride that joins the strike on her honeymoon will not only walk out—she'll walk back.

Reports at union headquarters state June brides are leading strike movement. June brides are just discovering there's been a failure of the bonbon crop and that Handsome Harold is furnishing the house with excuses instead of furniture. June brides have also discovered that Monday is wash day and Tuesday, Wednesday and Thursday are hash days. June brides are like the souses—they've had to get along without a lot of things since the first of July.

Wives' strike will be complicating. When a wife strikes, she'll go home to mother. And when she gets home she'll find that mother has struck! If she stays and helps out father, mother'll call her a scab. If she doesn't stay there, where's she going to go? Striking wives will find the hotels filled up—that's where the husbands are going to go as soon as the wives walk out.

And it's going to be tough on a mother-in-law if she's visiting daughter when daughter goes on strike. When daughter walks out mother-in-law had better walk out too—safety first!

When they go on strike, wives should use headwork and stall off the strikebreakers. Wisest move would be to have the Chorus Girls' union strike in sympathy with the wives. Even if they haven't any sympathy for them.

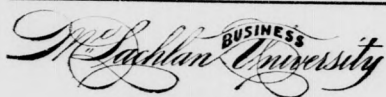
Demands of the Wives' union are

moderate. Wives ask 50 per cent. of husbands' earnings after the house bills are paid. Always thought wives got 100 per cent.

#### Root Beer In Jeopardy.

It developed during the close of the hearings before the Senate Judiciary Committee that the status of root beer under the pending prohibition legislation is more or less in doubt. It was testified that an analysis made by a reliable authority showed that the sample of root beer analyzed contained 9 per cent. of alcohol. The members of the committee endeavored to ascertain from the witness whether root beer sold at the average soda fountain was intoxicating. The witness did not think so. The members of the committee then wanted to know the alcoholic content of root beer dispensed at soda fountains. The witness testified that he could not answer, because this depended entirely upon the attending circumstances in each case. It would depend upon the age of the root beer, its exposure to air, fluctuations in temperature, etc. No two druggists might handle or dispense root beer the same way, or under the same conditions; therefore, the alcoholic content at the time of sale and consumption would differ. The interesting point is that the Volstead Bill in the House, and the Nelson Bill in the Senate, practically alike, define the word "liquor," or "intoxicating liquor," as including any spirituous, vinous, malt or fermented liquor, liquids and compounds, whether medicated, proprietary, patented or not, and by whatever name called, containing one-half of 1 per cent. or more of alcohol which are potable and fit for use as a beverage. Therefore, if root beer as dispensed at a soda fountain contains more than one-half of 1 per cent. of alcohol, it will come within the definition of "intoxicating liquor" provided in the pending prohibition bills.

Inspiration is the power to do it now.



"The Quality School"  
A. E. HOWELL, Manager

110-113 Pearl St. Grand Rapids, Mich.  
Scho 1 the year round. Catalog free.

**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



## Secret That Every Grocer Ought to Know

*"The Secret of Success is in Pleasing the People"*

The sentiment "The public be d—" has brought many a man into trouble.

You cannot force people to trade at your store. They may be persuaded by your personality, your courtesy, your prices, your quality; but they cannot be forced to trade where they do not want to trade.

The winning grocer does all he can to please the people.

That is why most winning grocers sell Lighthouse and Red Cap brands. They realize that these please. They note our large advertising. In some cases they have carefully compared quality and found these brands the best. They have noted the calls from consumers and found these to be almost always for Lighthouse and Red Cap. They therefore have the evidence that these please the people; hence they always say to us, "Send me Lighthouse and Red Cap brands."

It would be well for every grocer to paste in his hat this sentence, so he could see it every time he lifted his hat: "The secret of success is in pleasing the people."

Then practically every grocer would sell our brands, because they always give satisfaction.

## NATIONAL GROCER COMPANY

Grand Rapids

Lansing

Cadillac

Traverse City

## MAN BEHIND THE COUNTER.

### Plan of Administration to Destroy His Business.

Grandville, Sept. 30—If you seek to learn the character of a man go not to his employer, although that one may, and doubtless does, have a reasonable understanding of the general character of his employee. Go instead to the merchant from whom this man purchases his weekly food supply.

To the man behind the counter you can safely apply for exact knowledge of the one in question. In the course of even a brief business career the man who deals out the people's everyday supplies of raiment and food learns more about the man and citizen than any and all others combined. Even the man's wife cannot know him any better than does the dealer who supplies the family with its necessities.

Human nature is as varied as the tinted skies and it is worth one's while to study the human biped from behind the salesman's counter. You may have wintered and summered with a man, may have lived in the same house with him for years and yet you do not know him as does the corner grocer.

Behind the counter of a general store, be it in small town, city or country four-corners, is the place to learn all about the hidden depths of every man's nature for miles around. And with it all there are many surprises which rather confound some of your preconceived notions with regard to mankind in general.

Even the greatest man in a neighborhood, who is supposed to be above reproach, so far as morals are concerned, sometimes fails to meet the test. Honesty is the true and absolute test of a man's standing in the community. Were I to seek out an ideal teacher, a man fitted to preach the gospel, one to represent the people in congressional halls, I should be more than willing to take the verdict as to said man's fitness for those positions from the lips of his grocer.

How many do you suppose would be willing to be judged by such a test? The few certainly who were as honest as the day is long; the others would rather not be subjected to the ordeal. And this is why the position of the man behind the counter is one of the most important in all the world.

Where you find a man strictly honest there you will find one who is not afraid to face the music when the time of trial comes. It is surprising how few there are who fill the bill to completeness.

Usually when a man wishes to give a stranger with whom he is proposing a deal, a fair estimate of his standing in his home community, he refers him to his banker, the postmaster or some prominent citizen—seldom to his grocer. Did you ever think of that? The man behind the counter is the one who should be consulted if you wish to know the character of a stranger with whom you are about to deal. If the storekeeper recommends without hesitation your expected customer, then go ahead and do business. You will be absolutely safe.

I think men who have been in business these many years will agree that I am stating only facts. The writer of this article was himself behind the counter for a number of years and he learned much that surprised him with regard to the makeup of many of his fellow citizens in all walks in life.

No man is so high up in the public eye that he can afford to be above being honest, even in small things. The great Lincoln once stopped a stage coach in which he was traveling to get out and return a nest of young birds to the tree from which it had fallen. You may say that was not an act of honesty. Nevertheless it showed the simple heart of the great Emancipator and that his was

not a nature above noticing small things. The man who could discommodate a whole coach load of passengers to save a nest of baby birds from destruction was not the man to cheat the grocer out of his pay.

We have read of the man behind the gun, of the sturdy workman who, while war's blasts shook the earth, stood steadfastly at his post, of the farmer who worked early and late to supply increased production of food for the men who carried the old flag to victory, but not a word to date of the man behind the counter who has met up with some most puzzling as well as important conditions growing out of the war.

In a way men of business, the mercantile business in particular, have been up against some hard propositions. It seems as though the Government has sought to add to their other troubles by making stringent regulations which in no way lessens certain evils of which so many complain—the high cost of living more particularly.

When you think it over you will have to admit that the man behind the counter has proven himself an all round good citizen, one with generous impulses and willing to grant favors whenever and wherever the doing so will in no way reflect upon himself or his employer. Despite all his perplexities, his turning over every bit of his energy to the making good all he advertises, the great Government of the United States is talking of opening retail stores throughout the country to put out of business the man behind the counter.

Will Uncle Sam do this?

It doesn't seem possible, and yet it may be so. The direct interference of the General Government to drive a certain class of honest business men into bankruptcy and ruin seems hardly thinkable, yet we have seen so much of the usurpations and unthinkable performances of certain Government officials during the past half dozen years one is ready to accept any new violation of human rights by these same officials swelled of head because of the positions they occupy.

The man behind the counter, a man most indispensable to the needs of the great mass of common people, has been discriminated against without a murmur on his part, and now when the administration announces that it proposes to destroy the retailer by running opposition stores, one must marvel at the equanimity of him who has always responded to all the calls made upon him from Uncle Sam in time of war and since its close.

It is to be hoped that the Government will think twice before entering into competition with the retail dealers of the country. Such an act would be carrying the idea of paternalism in Government a little too far.

Old Timer.

### Skirts To Be Shorter.

The ultra long skirt is definitely out of the running, according to leading New York modistes. While women's skirts are shortening, the extreme brevity of Paris fashion is not desirable in America. Fashion fetes will demonstrate the proper skirt length for the fashionable this season to be from seven and one-half to nine inches from the floor. Models are wearing skirts as high as nine inches from the floor at New York and 10 is fixed as the limit by most import houses. Eight inches is the most popular length. The French tendency includes a slight modification from the extreme short skirt for American consumption. A drop of 10 inches from 14 is looked upon as a probable compromise.

## To Dealers Only

Write for our latest  
**SPECIAL CATALOGS**  
No. M. T. 1919  
**John V. Farwell Company**  
CHICAGO

*Wholesale Dry Goods &  
General Merchandise*

# Four Big Sellers

In Winter Underwear

**Vellastic  
Setsnug  
High Rock  
Springtex**

There are no popular priced lines better.

These goods are half sold when put on your counter as they are well advertised.

**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.



# Read what these merchants think of DELCO-LIGHT



Robertsville, Ohio, Sept. 6, 1918.  
Delco-Light Products,  
Cleveland, Ohio.

Gentlemen:—

About two years ago I bought one of your Delco-Light plants to light my store and hotel. During that time I have had no trouble with it.

This plant has saved me about two hours daily or, measured in money, about one dollar per day.

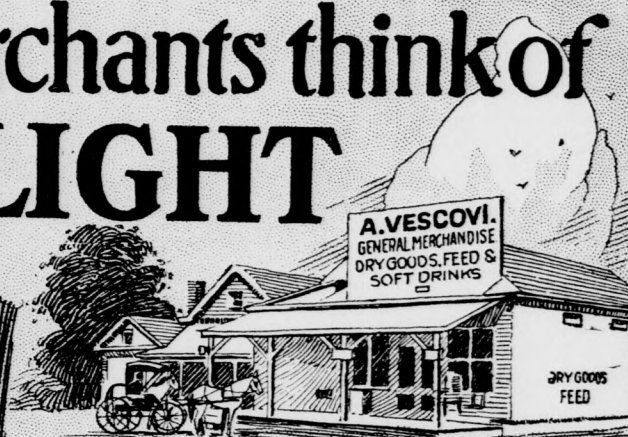
Rather than go back to using kerosene lamps, I would quit the business and move where I could have electric light.

The light given in the store makes the goods stand out better and customers can see without asking if I have the goods.

I cannot praise Delco-Light too highly.

Yours truly,

*G. M. Wolf*



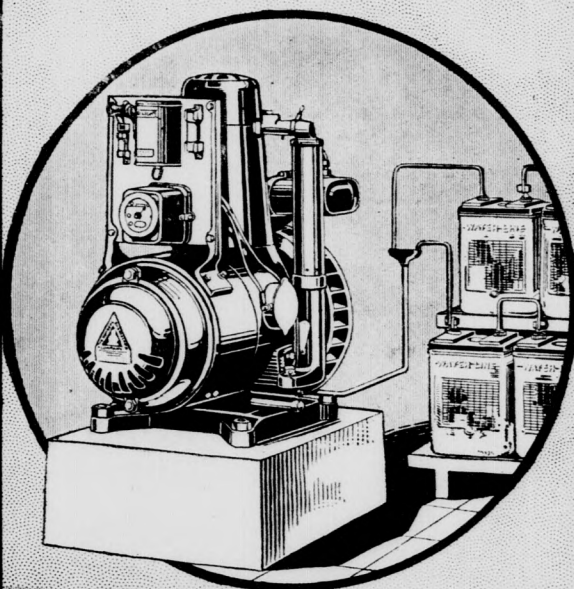
Mr. Henry R. Colby, Dist., July 28, 1919.  
251 Monroe Ave., Memphis, Tenn.

The Delco-Light plant you installed for me over a year ago has given perfect satisfaction. I use it for lighting my home and also my store. It also operates my water pump.

Delco-Light is the best thing I ever bought and I would not be without it. I want another one soon. The light in my store gets me more business than formerly and is a source of great satisfaction, both to me and my customers.

Yours truly,

*A. Vesovi*



These letters are from two of the thousands of merchants who are increasing business, saving time and reducing expenses with Delco-Light, the complete electric light and power plant.

You, too, can have electric lights. Think what a difference it would make in your store and show window if you could have bright, safe and clean electric light at the touch of the button!

Delco-Light will help you to increase your business in two ways. It will help you to increase the amount of sales to each of your present customers and also attract new buyers to your store.

It takes time to fill and clean lamps. It takes time to light them when they are to be used. It takes still more to find goods that customers want. Delco-Light needs little attention and floods your store with light—all you do is touch the button.

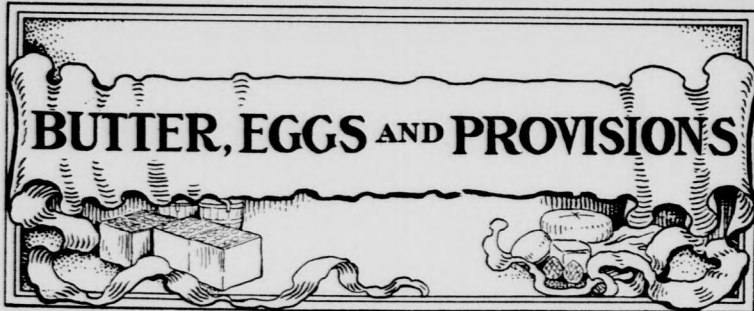
By increasing business and saving time Delco-Light actually pays for itself and is therefore a profitable investment.

OVER 75,000 SATISFIED USERS

DELCO-LIGHT

Air Cooled. No water used. One place to oil. No carburetor. Suction fuel feed. Runs on KEROSENE, Gasoline or Gas.

## DELCO-LIGHT builds business for Stores



## BUTTER, EGGS AND PROVISIONS

### 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.

### Making Progress For Poultry Industry.

Much to the sorrow of the roosters in many poultry flocks of the Central West, "Rooster Sundays" are becoming popular. On such designated days the surplus male birds must sacrifice their lives for the progress of the industry, and the owners thereof then eat rooster for Sunday dinner—and probably invite the Methodist preacher in. It is one of the ways employed to dispose of surplus males in the infertile egg campaign which poultry field men of the United States Department of Agriculture, in co-operation with State officials and others, have been carrying on since the close of the poultry breeding season.

The "Rooster Sunday" idea originated in South Dakota, where it was first observed on May 25th. In one small town in that State more than 75 roosters were sold by the meat markets in observance of the day, to say nothing of the large number that were taken from the backyards at home.

According to the report from one of the department's poultry field men working in Missouri, the infertile egg campaign has been generally observed in the Central West. In Missouri "Rooster Week" was usually observed in the latter part of May when the slogan, "sell, kill, or confine, the male," was adopted. It was necessary to extend the campaign a few days to give sufficient time in which to eliminate the males from all the flocks as far as possible.

A tour of the commission markets in Kansas City five days after the drive started gave abundant evidence that "Rooster Week" was making good progress in the "show-me" state. Many full crates of male birds no longer needed for breeding purposes were found, showing that a bill of expense to their owners was removed as well as the cause of untold waste through fertile eggs, which spoil quickly when exposed to the high temperatures of the summer months.

"Rooster Week" was instigated by the United States Department of Agricultural Extension poultry men who found ready help from produce dealers and cold-storage operators who handle immense quantities of eggs during the summer months and

who have usually found it necessary to cut the price of eggs considerably during hot weather. The reduction in price is due largely to the blood rings and developed hatch spots which constitute a large percentage of the spoiled eggs that reach the market during hot weather. These defects are due directly to the fact that fertile eggs spoil quickly when exposed to summer heat.

Not only have egg dealers given their moral support to the campaign, according to the report, but in some portions of the State covering several counties they have called meetings to discuss ways and means to carry on the work. More than \$500 was raised by the dealers to be used in advertising and for prizes to be given for the marketing of better eggs. Fifty thousand copies of a circular containing the Missouri State law, together with valuable suggestions pertaining to handling market eggs, were distributed in one section of the State as a part of the publicity campaign. Articles appeared weekly in the country newspapers giving further information and suggestions.

This sort of work is making progress for the poultry industry in general. The system with which poultry extension work is being conducted is very largely responsible for this result. For each season of the year a timely phase of poultry work is demonstrated along the most practical lines. Better methods bring better profits, which attract attention to and respect for the industry as a whole.

### The Onion.

The scientific world is coming to recognize in the onion a thing of great food value; in it are found some of the most valuable and tonic mineral salts in the vegetable kingdom. Onions were supplied raw to the troops in France. People always ate onions to break up a cold. Cooked onions are sedative and laxative. Onions are known as a cure for insomnia and are useful in rheumatism. Nothing will relieve acute bronchitis and dyspnoea so quickly as the old-fashioned onion poultice. Onions are easily digested, nourish, stimulate the appetite, soothe the nerves and act as a mild diuretic. They contain sulphur and other elements which act as intestinal antiseptics.

### Grand Rapids Forcing Tomato

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

Reed & Cheney Company  
Grand Rapids, Michigan

## 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



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

### M. J. Dark & Sons

Wholesale

### Fruits and Produce

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

Grand Rapids, Michigan

Direct receivers of Texas and Oklahoma  
PEACHES.

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



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



**The New York Apple Situation.**

A Rochester N. Y., broker's letter says of the New York apple situation:

"Our apple crop is about three weeks earlier than usual, and all early varieties have been picked and the farmers begin to harvest the Greenings and winter varieties.

"The prevailing low prices for dried apples, caused by the lack of any important foreign trade, has not encouraged the evaporators to run at full capacity, as they can not make money at the present prices for dried apples and at the high prices which they have to pay for paring apples, and also considering the higher cost of production. If the evaporators can not get 20 to 22c for their products, they will not sell, but will keep them for later shipments.

"The cider men begin to bid \$1.75 per 100 pounds, and we can not fill all our orders at these prices. In our opinion the prices for cider apples will still go higher, as the demand for sweet cider with benzoate (about 45c per gallon) and sweet cider first pressing, for the manufacture of vinegar (25c per gallon), is tremendous, with orders coming in from all parts of this country.

"The canning factories are more or less in the same boat as our evaporators, as they can not compete with the present prices for Virginia and Pennsylvania qualities.

"The evaporator is placed between the cider man and the canning factories, and his difficulty in getting paring apples at the right price is evident to every experienced dried apple packer.

"Some people believe that Virginia, Missouri and Arkansas will make up for the shortage of New York State apples. This may be true in districts where dried apples of low quality can be used, but people who are accustomed to use really good, dried apples, don't touch these low grades. This statement is already proved by the fact that these so-called Western qualities can not be sold even at much lower prices than New York State apples. The whole east of this country shows no interest in these lower qualities."

**Concentrated Cider Government's Latest Discovery.**

The Bureau of Chemistry has invented or discovered a cider extract that will probably have quite a vogue now that prohibition is in force. They have developed a process for concentrating sweet cider which consists essentially of freezing the fresh apple juice, grinding the frozen product and then by means of a centrifugal process separating the essential cider solids from the frozen water, in much the same way that cream is separated from milk. Five gallons of cider can be reduced by this process to one gallon of syrupy cider concentrate. This cider concentrate, being so much less in bulk, can be shipped and stored much more economically than the bulky fresh cider. It is also easier to keep sweet when concentrated. When it is desired to use the cider concentrate it can be restored to its orig-

inal bulk, condition and flavor simply by the addition of ordinary drinking water.

Concentrated cider will keep sweet much longer than in its original condition, and in cold storage it will keep sweet indefinitely. Its reduced bulk makes it practicable to keep it in cold storage. The concentrated product thus promises to make fresh cider available at soda fountains throughout the summer months.

Detailed information regarding the process and the machinery necessary will be furnished upon application to the United States Department of Agriculture, Washington, D. C.

**Are They Men or Ghouls?**

Written for the Tradesman.

To increase business, to make more money, for greed and greed only, the funeral directors of America and affiliated businesses want all the bodies of deceased soldiers in France brought back to this country. What a ghastly spectacle for the world to see ten vessels laden with 5,000 caskets each, unloading at American ports! The Government took him from his family in health and strength, willing or unwilling, and if it cannot return him alive, why should it send the decomposed remains to his friends? The body that is no longer of any use to the individual soldier is of no use to any one else and should not be made a source of profit in business.

Even when necessary to exhume a body, friends prefer that the work be done by sympathetic ones. How and by whom shall such a gigantic task be done?

Send a returned Red Cross nurse to the parents of one still "over there." "Your boy is just as well off "over there" in France as if he laid over there," pointing beyond the cemetery fence by the country church. Why should we disturb their remains in God's own earth, "brothers in arms," side by side, guarded and watched over by the people for whom they truly gave their lives?

Minion.

**Nippy Mornings**

usher in the pancake season and pancakes call for syrup.

**Mapleine**

makes delicious "maple" tasting syrup and it costs but 94c a gallon. Customers will be glad to learn of this saving—syrup recipe with every bottle. Suggest it when selling pancake flour and make two sales in one.

It is an irresistible flavoring too—in all sweets and desserts.

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

Crescent Mfg. Co.  
(M-452) SEATTLE, WASH.

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

This remedy has gained an enviable reputation during the past 6 years. Grocery men 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.**



**WE ARE HEADQUARTERS  
WHOLESALE**

**Fruits and Vegetables**

Prompt Service Right Prices  
Courteous Treatment

**Vinkemulder Company**  
GRAND RAPIDS MICHIGAN



It's the quality  
your customers  
find in "Bel-Car-Mo"  
that cause them to feel  
grateful to the dealer  
who carries it in  
stock. Your jobber  
has it.

All the way from the grower to  
the consumer "Bel-Car-Mo" is  
protected by sanitary measures  
that insure its purity.



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

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

Catalog—to merchants

**WILMARTH SHOW CASE COMPANY**  
1542 Jefferson Avenue Grand Rapids, Michigan

**Made In Grand Rapids**



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.

#### Hints for the Hardware Dealer in October.

Written for the Tradesman.

In October the hardware dealer should be looking ahead to the Christmas trade, and laying his final plans for Christmas. The Thanksgiving holiday at the end of November with many dealers marks the opening of the Christmas selling season, although the Christmas trade does not come in with anything like a rush until a couple of weeks later. So that the forehanded hardware dealer will begin to plan his Christmas campaign some time in October, in order to clear away the preparatory work in plenty of time.

Meanwhile, the regular fall trade is coming along, and should be stimulated by every means possible. The most effective method of stimulating seasonable business is by means of effective window displays.

The show window is worth a lot of money to the hardware dealer who has the genius to properly utilize it. A Cincinnati merchant some years ago put the situation in a nutshell:

"I am paying \$140 a month store rent—\$100 for the show window and \$40 for the store."

For that very reason the hardware dealer who pays a proportionate amount for the show window wherever he is located should make that window earn him the largest possible returns.

There are lots of seasonable displays that can be put on just now. For instance, at this particular season a large number of householders are re-arranging the stoves and pipes that have been idle since last winter. These householders will be interested in a display of stove polish, pipe enamel, aluminum paint for pipes, small brushes, and similar accessories. Two or three lengths of old pipe partly re-varnished or partly refinished will attract instant attention. The display should include an assortment of moderate priced brushes with price cards.

Fall housekeeping is also in full swing. Here is another chance to put on a good display. In fact, a series of displays could be contrived of the wide variety of housecleaning essentials carried in the hardware store. You can include curtain-stretchers, step-ladders, dustless mops, brushes, vacuum cleaners, carpet sweepers, wool and feather dusters, brooms, polishes, tubs, pails,

scrubbing brushes—in fact, there is an infinite variety to be displayed.

Considerable window space will of course be given to stove displays. Now is the time to push heating goods, and to clinch those sales you failed to make last month. Give the stoves a good chance. Don't let them be hidden away at the back of the store, but bring them to the front, give them every bit of floor space you can spare, and put on an occasional window display. Here is a display that one dealer found very successful:

Along the top of the window hang some lanterns on wire—stovepipe wire will do for this, and it does not show very much. If the window has one large pane of glass extending to the top or ceiling a wire should hang from the center of the ceiling to within five or six feet of the bottom of the window. From this another wire should slant to right and left facing the window to within 3 feet of the window floor. Then starting in the center, suspend lanterns by short lengths of wire about 12 inches apart, twisting the wire several times around so that there will be no slipping. Fill the bottom of the window with stove boards arranged in a semi-circle, set up a large heater in the center far enough back so that when two lengths of pipe are set up and an elbow attached the collar on the elbow will look as though there were a flue in the window. If possible, have a large pasteboard or dummy figure of a farmer in his shirt sleeves sitting on a lantern box. Place him directly behind the big heater. The coat off will suggest in a realistic way the heat of the stove. Fasten to his outstretched hand a small oil heater. Then place the smaller heating stoves around the semi-circle. In the spaces formed by the circle place a small oven for a base and on this a large oil stove. Fill in the space in front of the stoves with flue stops, collars, dampers and elbows. Place joints of

#### 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

## 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

#### Boston Straight and Trans Michigan Cigars

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

Bell Phone 596 Citiz. Phone 61366

#### Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising  
Expert Merchandising

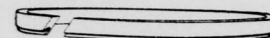
209-210-211 Murray Bldg  
GRAND RAPIDS, MICHIGAN

#### Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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

#### IF YOU HAVE AN OIL PUMPING MOTOR INSTALL McQUAY-NORRIS Superoyl RINGS

Use one in the top groove of each piston. Allows perfect lubrications—controls excess oil.



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

## Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.



different size pipe at each side. Then, with price cards attached, you have a window that will sell stoves.

The display can be made smaller if the window will not accommodate all these items. Stove displays should never be overcrowded. Be sure to use attractive display cards wherever possible to emphasize the special features of the stoves on display.

Oil heaters are worth featuring. Emphasize the idea of using the heater for "that cold, far-off room" on exceptionally cold days. Quite a few oil heaters can be sold if they are properly featured.

Incidentally, the dealer should not forget that there is good business to be done at all times in stove accessories. Hardly a home but needs some article in connection with the heating system. It may be a coal shovel, coal hod, ash-sifter, ash can, stove lining, package of fire clay, stove board, flue stopper, collar, coal shovel, or any one of several dozen saleable articles. The prospective coal situation should make ash sifters decidedly popular this winter.

A very seasonable display can be made by using lanterns, lamps, burners, wicks, etc. The dark evenings coming on create a demand for these lines; and however popular electricity may be, it has not yet crowded kerosene out of country or even city homes. Indeed, every city home should have a kerosene lamp for the occasional emergencies when electric current fails.

A show card could be used to good advantage in pointing out the special features of the lanterns displayed. These would include the size of the oil tank, extinguishing device, brass bowl, style of burner, consumption of oil and time of burning with one filling, as well as other features.

Alarm clocks are also good fall and winter articles. It is harder to get up on a dark morning. Alarm clocks have in recent years been handled very successfully by many hardware merchants, and attractive window displays are a great help in making sales. Show-cards should be used in connection with displays.

Incidentally there are good opportunities to lend attractiveness to October displays by working in harvest and autumn accessories—such as autumn leaves, corn-stalks, pumpkins and other seasonable suggestions of autumn and the harvest. These things help immensely to make the seasonable displays attractive and effective, and it takes very little extra work to weave them into the general design of any seasonable window display.

Victor Lauriston.

#### German Goods Must Be Branded In U. S.

Importers in the United States who have been planning on handling German-made merchandise freely, without having to go to the trouble of explaining the once-famous "made-in-Germany" label will find at least one big obstacle in their path. A number of reports have been circulated to the effect that German manufacturers would leave the label

off articles manufactured for export to this country.

In this connection the following provisions of the present tariff act will be of interest:

"All articles of foreign manufacture or production which are capable of being marked, stamped, branded or labeled without injury must be marked, stamped, branded or labeled so as to indicate the country of origin, in legible English words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements. Such marking, stamping, branding or labeling must be as nearly indelible and permanent as the nature of the article will permit.

"If any article is found upon examination not to be marked to indicate the country of origin, it shall not be delivered until so marked at the importer's expense.

"All packages containing imported articles must be marked to indicate the country of origin and also to

show the quantity of their contents."

This ruling, according to officials, includes everything which German manufacturers sent to this country before the war. It is also intimated by officials that more care will be

exercised to see that goods bearing the German trademark are stamped in such a manner that they can not be overlooked.

Seasons come and seasons go, but the gas meter goes on forever.

## KYBO

### 1000 Sheet Manila Tissue

# SNOWWHITE

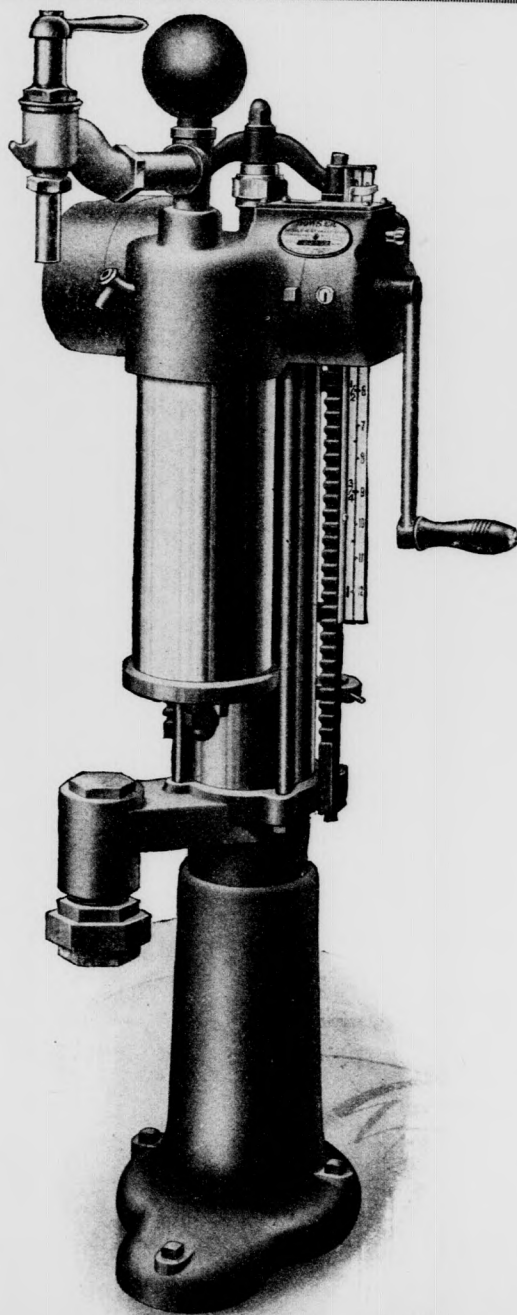
### 6 oz. Bleached Crepe

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.



BOWSER  
FIG. 103



## Thousands of Footsteps You Might Have Saved!

Yesterday, today and tomorrow, you and your clerks have countless customers for oil and gasoline. It means many steps to and from the isolated oil shed—many useless operations and many wasted moments. Contrast this method with a

### Bowser Oil and Gasoline System

a system with underground or basement tank holding a season's storage—clean, safe and efficient. A system with a pump installed at the most convenient place. A system that is self-measuring, self-computing, one that insures safety, convenience, neatness, service and increased profits. Write today for our booklet.

**S. F. BOWSER & CO., Inc., Ft. Wayne, Ind., U.S.A.**

Canadian Office and Factory, Toronto, Ontario

Sales Offices in All Centers

Representatives Everywhere



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

#### Consider the Proposed Federal Tax Too High.

Holland, Sept. 26—I feel greatly interested in your discussion of the Fordney plan to change our present Federal tax system. I share my opinion with Mr. Stockwell, of Edson, Moore & Co. Good, fair minded business men consider one-fourth of 1 per cent. a fair tax on retail business and, from my own experience of tax-paying, that would be even higher than the present income tax. I think the present method clumsy and Fordney's method is all right, only he is too high, even one-half of 1 per cent. is too high. Economy should begin at Washington and Lansing and all the headquarters. B. Steketee.

Traverse City, Sept. 24—Referring to yours of Sept. 19, suggesting the imposition of a general sales tax on the sales price of every article of merchandise sold by the merchant in place of the present cumbersome method I will say that I most heartily agree with you upon the plan suggested. I do not, however, agree with you upon the rate per cent. This tax should not exceed one-half of 1 per cent.; at least the rate should be so adjusted that the gross tax should not be more than it now is. The present method is abominable "taxing the life" out of the ordinary man, so to speak who is not equipped for the method now in vogue. The present plan must involve a very heavy expense to manipulate; the new plan suggested would be so simple and so easily enforced that the present tax could, no doubt, be reduced one-half with no diminution of the amount received. I hope some plan better and simpler than the present complicated arrangement can be devised.

Frank Hamilton.

Detroit, Sept. 26—I am in receipt of your letter of Sept. 25. While we never can tell what the future may hold for us, without going into the matter exhaustively, I am inclined to think that we would look with disfavor upon a 1 per cent. Government sales tax. It would be an easy way for the Government to raise the money—it would be too easy—and it would be a terrific tax on all kinds of businesses which are done on nar-

row margins of profit, particularly in times of depression. I am not a student of tax matters, but I believe the only fair basis of taxation for the necessarily high expenses of the Government at the present time is a tax based strictly on the personal income, the percentage of tax to vary according to the necessities of the Government. I would not favor the proposed method for this reason: Everyone earns an income and everyone, therefore, should be treated exactly alike, with, of course, a low exemption. It would obviate entirely all double taxation. It would not be injurious to business. For instance, the Government taxes you and me on our personal income and it can injure no one but you and me, but the moment they taxed the Michigan Tradesman or Edson, Moore & Co., it might work an injury to a large number of people. In other words I believe the present form of taxation of corporations is unjust. Frederick Stockwell.

The man with a good umbrella is able to appreciate the cloud's silver lining.

#### Michigan State Normal College Ypsilanti, Michigan

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

Full term opens Sept. 27.

Write for bulletin.

C. P. Seimle,  
Secretary.

Signs of the Times  
Electric 12

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.

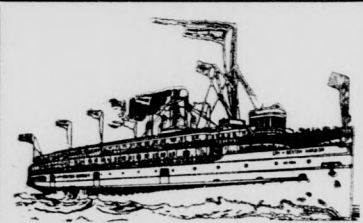
Bell M 797

Citizens 4261

#### OCCIDENTAL HOTEL

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

Henry Smith  
FLORIST  
139-141 Monroe St.  
Roth Phone  
GRAND RAPIDS, MICH.



#### GRAHAM & MORTON Transportation Co.

CHICAGO  
\$3.50 Plus War Tax

#### Michigan Railroad Boat Flyer 8 P. M.

Sundays--Tuesdays--Thursdays

Leave Holland 9:30 p. m. Tues., Thurs., Sun.  
Leave Chicago 7 p. m. Mon., Wed., Fri.

Prompt and Reliable for Freight Shipments

#### HOTEL HERKIMER

GRAND RAPIDS, MICHIGAN  
European Plan, 75c Up  
Attractive Rates to Permanent Guests  
Popular Priced Lunch Room  
COURTESY SERVICE VALUE

## 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.

#### HOTEL McKINNON

CADILLAC, MICH.  
EUROPEAN PLAN  
Rooms with Running Water... \$1.00 and up  
Rooms with Bath... \$1.50 and up  
DINING SERVICE UNEXCELLED

## New Hotel Mertens

GRAND RAPIDS

ROOMS

WITHOUT BATH \$1.25

WITH BATH (shower or tub) \$1.70

MEALS 65-70 CENTS

Union  
Station



75 Steps East

Fire Proof

## CODY HOTEL



IN THE HEART OF THE CITY  
Division and Fulton

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

CODY CAFETERIA IN CONNECTION

#### 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



**Gabby Gleanings From Grand Rapids.**

Grand Rapids, Sept. 30—Samuel R. Evans, who represents Renfro Bros., is putting in the month of October in Detroit.

W. H. McVean, who was shipping clerk for the Loose-Wiles Biscuit Co., at Grand Rapids, from Jan. 1 to Sept. 1, has changed his line, having engaged to act as stock salesman for the Palmer Bros. Pure Blood Stock Co., of Belding. He has made good already, having sold a shorthorn bull to Altona parties for \$825.

Shelby Herald: Franklin Pierce, the versatile representative of John D. Rockefeller's "greatest of oil" financial octopuses, was one of the original discoverers of this country and modestly admits that he helped wheel the sand for the Lake Michigan dunes long before Columbus set sail on his ventures voyage. But this week he assumed the role for which he was early intended but from which he has been side-tracked by the demands of commerce and a capacious appetite. While visiting one of Shelby's industrial institutions on Tuesday, his natural calm poise and ministerial mien made such an impression upon a number of the women workers that they collectively agreed that he was a shepherd of the Billy Sunday type and began an anxious enquiry as to his identity and possible location in the local pasturage. The superintendent of that department, whose name happens to be the same as that of the Standard Oil man at once informed them that their surmise was correct and that as a sky pilot the stranger had the famous Billy beat fifty ways. The josh went well while plans for a tabernacle were being discussed and elaborated and the prospects for a local pentecost accepted, but when the pseudo divine—with his irresistible and engaging manner—called for a preliminary meeting for that evening there was such a demand for time off that the management was compelled to ask Mr. Pierce to postpone his engagement until a more convenient season—when the fruit rush is over.

**Mercantile Mutterings From Magnetic Marquette.**

Marquette, Sept. 30—Hankin & Co., of Munising, have purchased and remodeled the former Depew property and have opened a grocery store and meat market. Mr. Hankin is well known in Munising, having been formerly in partnership with B. Osser before answering Uncle Sam's call to visit France. Geo. Chudoloff, of Marinette, Wis., has taken a half interest in this concern. He is a pleasant young man who is sure to make many friends in the bustling town of Munising.

Frank Donckers is able to be about after his recent illness and his many friends are glad to see him around. Again we cry—sugar, sugar, who has the sugar? Some game.

Thought we heard slight murmurs a little while back about a new hotel for Marquette. Hope our hearing is good "because, boss this town sure do need a good hotel bad." Wouldn't Chappy Lewis look fine at the head of a fine new hostelry. I'll say so.

Max Smuller has embarked on the dry goods business on North Presque Isle avenue, Marquette.

W. J. Miller & Co. have opened a grocery business at 111 Spring street, Marquette.

Marquette county fair this week. Good things raised in fair Cloverland will be seen at its best here. Marquette day is Friday. Let's pray for fair weather.

Business is good.

H. R. Goodman.

**Fifty Years a Retail Jeweler.**

On Friday of next week S. D. Pond will round out a half century as a retail jeweler at Allegan.

Mr. Pond was born at Boston, Mass., Oct. 7, 1848, and moved to Adrian, Mich., in 1849. He lived on a farm near Adrian from 1849 to 1862, when he went to Toledo, Ohio, at the age of 14 (1862) and learned the trade of watch repairer. Went back to Adrian in 1867. Worked there until 1869, when he removed to Allegan, Oct. 10, 1869—three days after his 21st birthday—and opened a jewelry store. He enjoys good health and works at his bench every day and has without intermission since 1862. He has never been out of a job but once in that time, which lasted four days. He is the only merchant of 1869, 1870 and 1871 now engaged in trade or a profession in Allegan. He attributes his good health to exercise. He gets up at 5:30 and goes for a hike every morning except Sunday and has for fifteen years. On his return, he takes a 10 minute tilt with a two pound dumb bell. With the exception of five years he paid rent to the same man and his heirs, now the second generation, making forty-five years. It looks as though he might pay rent to the third generation before he quits. He has received all there is in Masonry with the exception of the Knights Templar degree. He has served the city six years as an alderman and nineteen years as cemetery commissioner. He was three years Worshipful Master of Allegan Lodge, No. 111, F. & A. M. For eighteen years he has been High Priest of Eureka Chapter, R. A. M. He always has been a good boy and never cared for Scotch or Bourbon. He married Miss Emma Mathias in 1872. He lost his wife in 1904. He never married again. Has a daughter unmarried, who keeps house for him.

Mr. Pond is a good merchant, a good friend and a good citizen. What more can a man accomplish in this world?

C. E. Van Devoit will open a grocery store at 3 East Leonard street. The National Grocer Co. has the order for the stock.

# COFFEE

*is the big thing just now*

Now is the selling season for Coffee. Now is the day, and the *hour*. We are in the thick of the big Advertising Campaign. You should know what this means to you, and your store, and your trade.

You have Coffee to sell—and there will *never* come a better time. Make the most of it—push your special brands—put in window displays—post up the coffee ads—show coffee—talk coffee—boost coffee!

Remind your customers of Coffee. "Any coffee today, Mrs. Brown?"—"Shall I send some coffee, Mrs. Smith?" And always over the 'phone—"Do you want some coffee, too, Mrs. Jones?"

Certainly they want coffee. Because they are reading about it—and thinking about it. And by doing your part you will be helping in a big cause. Don't forget that!

Note the schedule of advertising for the first four months as appended. This shows you that this isn't any little thing. It reaches more than Sixteen Million Coffee Consumers.

Saturday Evening Post	Delineator
Literary Digest	Designer
Christian Herald	Woman's Magazine
Sunday School Times	McCall's Magazine
Youth's Companion	Woman's Home Companion
American Boy	People's Home Journal
St. Nicholas	Woman's World
Ladies' Home Journal	Farmer's Wife
Good Housekeeping	Farm Journal
Pictorial Review	Successful Farming
	Country Gentleman

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## Don't Let High Coffee Prices Scare You

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

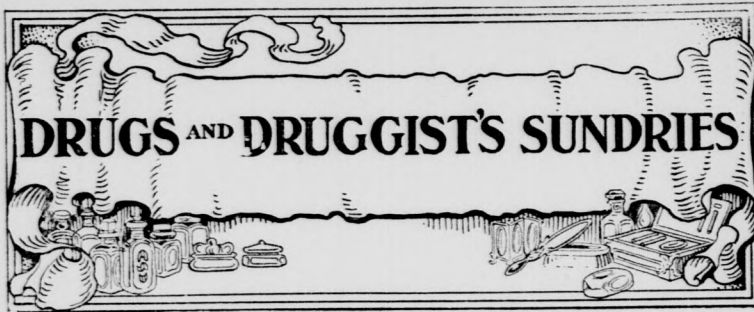
### Cash in on This Advertising Co-operation

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

## Royal Valley Coffee Company

321 East Larned St.

Detroit, Michigan



## DRUGS AND DRUGGIST'S SUNDRIES

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.

### Millions In Soft Drinks.

One of the effects of prohibition is seen in the organization of capitalists to buy one of the patented soft drinks for \$25,000,000. This big sum does not secure the bottling rights to the beverage, which are retained by the Southern owners. The profit on the \$25,000,000 is expected to come from the soda fountains, which gives an idea of the extent of the trade in soft drinks.

Of course this is only a beginning. Constitutional prohibition has not arrived yet and the harvest is going to be long and wide. If one man can advertise a beverage so extensively that he can sell it for \$25,000,000 other men can do the same thing, if they only choose names wisely and advertise them well. Brewers were experimenting with near-beers profitably even before our wartime prohibition was enacted, and the variety of drinks at the fountains, already large, is bound to be increased by this revelation of their financial possibilities.

The only objection to that sort of competition is the temptation it puts upon unscrupulous manufacturers to try to put a "kick" or even a "near-kick" into their drinks. Alcohol is pretty well excluded under the restrictions of the law, but in the old days it is said that a few proprietaries depended upon the presence of a certain amount of narcotic for their popularity, and it is hard to see why soft drinks cannot be treated in the same way. As drug addiction is far more dangerous than drunkenness, so the tincturing of drinks with narcotics would be far worse than the use of alcohol. That is a danger to be guarded against in the exploitation of soft drinks which is now beginning.

### The Tactful Pharmacist.

In the olden days when the public was not so wise on prices and the retailers were less conscientious and frank, a customer went into a drug store and presented a prescription that called for one part sodium chloride and ten parts aqua pura. The druggist's salesman spent half an hour behind the prescription case, then came out with the bottle, holding it tenderly and breathed confidentially, "Seventy-five cents." "Isn't that an awful price for that prescription?" asked the customer.

"Not now," sadly replied the clerk. "The tariff on sodium chloride is something fierce and you've no notion

how the price of aqua pura has gone up in the last few days.

The money was paid, and a few days later the customer returned for a refilling of his bottle of throat gargle. The old druggist himself was on the job and he chatted merrily while he filled the prescription. Handing it out, he said:

"Come in again when you want something more expensive."

"But is there no bill for this?"

"Nah, man, what are you thinking about? It's only salt and water!"

A few days later an enterprising prescription clerk was advertising for a job and not giving any references.

### Maple Extract.

The following formula for an artificial maple flavor, which should be so labeled, has been found entirely satisfactory:

Vanillin .....	20 grs.
Coumarin .....	10 grs.
Oil of Rose .....	2 dps.
Oil of Anise .....	1 dp.
Oil of Celery .....	10 dps.
Tincture of Fenugreek ..	½ oz.
Fluidextract of Coffee ..	1 dr.
Maple Sugar, pure .....	1 oz.
New Orleans Molasses ..	2 ozs.
Glycerin .....	1 oz.
Alcohol .....	3 ozs.
Water .....	to make 1 pt.

Dissolve the first five items in the alcohol; dissolve the molasses, sugar and glycerin in the water; mix the two solutions, add the other materials, mix well and then keep for at least a month in a warm place. Keep protected from light.

### Eye-brow Pencils.

White wax .....	12 parts
Ceresin .....	3 parts
Petrolatum .....	4 parts
Wool fat .....	4 parts
Olive oil .....	6 parts
Pigment .....	sufficient
Talc .....	sufficient

Melt the white wax and ceresin together, add the petrolatum and wool fat and when all are melted, incorporate the oil. The coloring substance should be triturated with powdered talc, after which it is to be incorporated.

### Saccharine as Sugar Substitute.

The Japanese Government is conducting extensive experiments to determine the effect on the public health of saccharine as a substitute for sugar. The prohibition on the use of saccharine has been in force in Japan for sixteen years, and if this restriction is removed it is thought it will have the effect of materially reducing the cost of sweetening.

### Soldiers Make Good Employees.

"What experience have you had?" asked an employer of a stalwart young applicant for a job in his office.

"I was in the war, sir," came the answer.

"Soldiers make good men unless they have acquired the cigarette habit. You're hired."

And the youngster, who had left college to go to France, found himself then and there a member of the great industrial world. The employer is one of the wisest men in the export business to-day, wise because he learns fast and discards old theories as soon as better ones present themselves.

The old theory was that a soldier was a rolling stone, an adventurer, a hero, if you will; but no business man. The new theory is that war training and discipline teach a man qualities that are assets to him in business: the value of quick judgment, of staunch loyalty to the job, of concentration, and of unflinching courage in crises. Moreover, he has learned to do one or two definite jobs as a military man. He may have learned to build roads, to cook, to nurse, to handle machinery, to drive a car, or to drill men. Whatever it was, he learned to do it well and thoroughly and it has made him a Jack-of-One Trade, at least.

### This "Thank You" Is Noticed.

When "thirst-quenchers" or sandwiches are delivered to nearby offices by an Arkansas druggist, a sticker is pasted on the napkin which covers

them. This sticker carries the address, price, and "Thank you." That customers like this little courtesy is evidenced by the many pleasing comments constantly made on the tiny sticker.

### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

*Fisch-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

*Fieglers*

## Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design

# The Best Sellers

We are just starting the fourth month of the 1919 Holiday Season. From our experience, we consider among our very best sellers, such items as—

Holiday Box Paper

Popular Copyrights

Ivory Goods

Djer-Kiss Sets

Manicure Sets

Leather Goods

Children's Books

Weber's Candy

Order today and give us a chance to prove to your customers, through you, the worth of these articles.

**Hazeltine & Perkins Drug Co.**  
**Grand Rapids, Michigan**



*Extraordinary!*  
*Astonishing!*  
*Astounding!*

All the adjectives in the dictionary fall short in doing justice to the sensation created by the new, absolutely pure

**VIRGINIA DARE**  
**EXTRACTS**

**Vanilla 150% Strength**  
**20 other Flavors Double Strength**

**They** have simply revolutionized the flavoring extract business. **21** flavors. A trial of the **Vanilla** establishes a demand for the entire line. Welcome our salesman when he calls.

Consumer satisfaction guaranteed; money refunded by us on the slightest complaint.

**GARRETT & CO., Inc.**

## Food Products

Established 1835

**Bush Terminal—Bldgs. 9 and 10.**

Brooklyn, N. Y.



# 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.

<b>Acids</b>			Cotton Seed .....	2 50@2 70	Capsicum .....	@ 1 95
Boric (Powd.) .....	18@	25	Eigeron .....	12 50@12 75	Cardamon .....	@ 1 50
Boric (Xtal) .....	18@	25	Cubebs .....	11 50@11 75	Cardamon, Comp. ....	@ 1 35
Carbolic .....	27@	31	Eigeron .....	13 50@13 75	Catechu .....	@ 1 50
Citric .....	1 18@1 25		Eucalyptus .....	1 25@1 35	Cinchona .....	@ 1 80
Muriatic .....	3 1/4@	5	Hemlock, pure .....	2 00@2 25	Colchicum .....	@ 2 40
Nitric .....	10@	15	Juniper Berries 16 00@16 25		Cubebs .....	@ 2 60
Oxalic .....	35@	40	Juniper Wood .....	3 00@3 25	Digitalis .....	@ 1 60
Sulphuric .....	3 1/4@	5	Lard, extra .....	2 00@2 20	Gentian .....	@ 7 20
Tartaric .....	1 04@1 10		Lard, No. 1 .....	1 60@1 80	Ginger .....	@ 1 50
<b>Ammonia</b>			Lavender Flow 11 00@11 25		Gualac .....	@ 2 60
Water, 26 deg. ....	10@	20	Lavender, Gar'n .....	1 50@1 75	Gualac, 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, bl. less 2 41@2 46		Iron, clo. ....	@ 1 45
Chloride (Gran.) 17 1/2@	25		Linseed, blow, bbl. ....	2 29	Kino .....	@ 1 35
<b>Balsams</b>			Linseed raw less 2 39@2 44		Myrrh .....	@ 2 25
Copaiba .....	1 00@1 20		Mustard, true, oz. ....	2 15	Nux Vomica .....	@ 1 95
Fir (Canada) .....	1 75@2 00		Mustard, artifil, oz. ....	2 15	Opium .....	@ 4 50
Fir (Oregon) .....	50@	75	Neatsfoot .....	1 65@1 85	Opium, Camph. ....	@ 1 25
Peru .....	5 00@5 20		Olive, pure .....	4 75@6 00	Opium, Deodor'd .....	@ 4 50
Tolu .....	2 25@2 50		Olive, Malaga, yellow .....	3 75@4 00	Rhubarb .....	@ 1 80
<b>Barks</b>			Olive, Malaga, green .....	3 75@4 00	<b>Paints</b>	
Cassia (ordinary) 45@	50		Orange, Sweet .....	4 25@4 50	Lead, red dry ....	13@13 1/2
Cassia (Saigon) .....	90@1 00		Origanum, pure .....	2 50	Lead, white dry .....	13@13 1/2
Sassafras (pow. 60c) 55@			Origanum, com'l .....	1 00@1 25	Lead, white oil .....	13@13 1/2
Soap Cut (powd.) 40c	30@	35	Pennyroyal .....	2 50@2 75	Ochre, yellow bbl. ....	2
<b>Berries</b>			Peppermint .....	9 00@9 25	Ochre, yellow less 2 1/2@	5
Cubeb .....	1 75@1 80		Rose, pure .....	38 00@40 00	Putty .....	5@
Fish .....	90@1 00		Rosemary Flows 2 00@2 25		Red Venet'n Am. 2 1/2@	5
Juniper .....	12 1/2@	20	Sandalwood, E. ....	15 00@15 20	Red Venet'n Eng. 3@	6
Prickley Ash .....	@	30	Sassafras, true 3 00@3 25		Vermillion, Amer. 25@	30
<b>Extracts</b>			Sassafras, artifi'l 90@1 20		Whiting, bbl. ....	@ 2 34
Licorice .....	60@	65	Spearment .....	12 00@12 25	Whiting .....	3 1/4@
Licorice powd. ....	1 25@1 50		Sperm .....	2 40@2 60	L. H. P. Prep. 3 50@3 75	
<b>Flowers</b>			Tansy .....	5 50@5 75	<b>Miscellaneous</b>	
Arnica .....	75@1 00		Tar, USP .....	48@	Acetanalid .....	60@
Chamomile (Ger.) 75@	80		Turpentine, bbls. ....	@ 1 70	Alum .....	15@
Chamomile Rom. 1 00@1 20			Turpentine, less 1 80@1 85		Alum, powdered and ground .....	16@
<b>Gums</b>			Wintergreen, tr. ....	12 00@12 25	Bismuth, Subnitrate .....	4 02@4 10
Acacia, 1st .....	60@	65	Wintergreen, sweet birch .....	7 50@7 75	Borax xtal or powdered .....	10@
Acacia, 2nd .....	55@	60	Wintergreen, art .....	90@1 20	Cantharades po 2 00@6 50	
Acacia, Sorts .....	35@	40	Wormseed .....	6 50@6 75	Calomel .....	2 27@2 35
Acacia, powdered 45@	50		Wormwood .....	9 00@9 25	Capsicum .....	38@
Aloe (Barb. Pow.) 30@	40		<b>Potassium</b>			
Aloe (Cape Pow.) 30@	35		Bicarbonate .....	55@	Carminc .....	6 50@7 00
Asafoetida .....	4 50@5 00		Bichromate .....	37 1/2@	Cassia Buds .....	50@
Pow. ....	@ 7 60		Bromide .....	70@	Cloves .....	57@
Camphor .....	4 20@4 25		Carbonate .....	92@1 00	Chalk Prepared .....	12@
Gualac .....	@ 2 25		Chlorate, gran'r .....	70@	Chalk Precipitated 12@	15
Gualac, powdered .....	@ 2 50		Chlorate, xtal or powd. ....	45@	Chloroform .....	45@
Kino .....	@ 85		Cyanide .....	32 1/2@	Chloral Hydrate 1 70@2 10	
Kino, powdered ..	@ 1 00		Iodide .....	4 29@4 44	Cocaine .....	12 30@12 85
Myrrh .....	@ 1 40		Pernmanganate .....	7 50@1 00	Cocoa Butter .....	65@
Myrrh, Pow. ....	@ 1 50		Prussiate, yellow 89@	90	Corks, Lvs. less 50%	
Opium .....	11 50@12 00		Prussiate, red ..	1 85@2 00	Copperas, bbls. ....	@ 0 83
Opium, powd. 12 50@12 80			Sulphate .....	@ 85	Copperas, less ..	3 1/4@
Opium, gran. 13 50@13 80			<b>Roots</b>			
Shellac .....	1 30@1 40		Alkanet .....	3 75@4 00	Copperas, powd. 4 1/2@	10
Shellac Bleached 1 40@1 50			Blood, powdered .....	60@	Corrosive Sublm 2 11@2 20	
Tragacanth .....	4 50@5 25		Calamus .....	60@2 40	Cream Tartar .....	70@
Tragacanth powder @ 4 00			Elecampane, pwd. 22@	25	Cuttlebone .....	1 00@1 15
Turpentine .....	15@	25	Gentian, powd. ....	25@	Dextrose .....	10 1/2@
<b>Insecticides</b>			Ginger, African. ....	29@	Dover's Powder 5 60@6 00	
Arsenic .....	13 1/2@	20	powdered .....	29@	Emery, All Nos. 10@	15
Blue Vitriol, bbl. ....	@	11	Ginger, Jamaica. ....	30@	Emery, Powdered 8@	10
Blue Vitriol, less 12@	17		Ginger, Jamaica, powderd .....	35@	Epsom Salts, bbls. ....	@ 3 34
Bordeaux Mix. Dry 20@	37		Ginger, Jamaica, powderd .....	35@	Epsom Salts, less 4@	10
Heliolebor, White .....	38@	45	Goldenseal, pow. 8 00@8 20		Ergot, powdered .....	4 75
Insect Powder .....	55@1 00		Ipecac, powd. ....	4 50@5 00	Flake White .....	15@
Lead, Arsenate Po 32@	49		Licorice, powd. ....	35@	Formaldehyde, lb. 27@	30
Lime and Sulphur .....	20@	25	Licorice, powd. ....	40@	Gelatin .....	1 55@1 75
Solution, gal. ....	46@	52	Orris, powdered 40@	45	Glassware, full case 58%	
Paris Green .....	46@	52	Poke, powdered .....	25@	Glassware, less 50%	
<b>Ice Cream</b>			Rhubarb .....	@ 2 00	Glauber Salts, bbl. ....	@ 2 34
Piper Ice Cream Co., Kalamazoo			Rhubarb, powd. 2 50@2 75		Glauber Salts less 3 1/2@	28
Bulk, Vanilla .....	1 10		Rosinwood, powd. 30@	35	Glue, Brown .....	25@
Bulk, Chocolate .....	1 20		Sarsaparilla, Hond. ground .....	1 25@1 40	Glue, Brown Grd. 20@	30
Bulk, Caramel .....	1 20		Sarsaparilla Mexican, ground .....	75@	Glue, White .....	30@
Bulk, Grape-Nut .....	1 20		Squills .....	35@	Glue, White Grd. 30@	35
Bulk, Strawberry .....	1 30		Squills, powderd .....	60@	Glycerine .....	28@
Bulk, Tutti Fruiti .....	1 30		Tumeric, powd. ....	25@	Hops .....	85@1 00
Brick, Vanilla .....	1 20		Valerian, powd. ..	@ 2 00	Iodine .....	5 85@6 10
Brick, Chocolate .....	1 60		<b>Seeds</b>			
Brick, Caramel .....	1 60		Anise .....	42@	Iodoform .....	6 90@7 20
Brick, Strawberry .....	1 60		Anise, powdered 47@	50	Lead, Acetate .....	25@
Brick, Tutti Fruiti .....	1 60		Bird, ls .....	13@	Lycopodium .....	2 25@2 50
Brick any combination 1 60			Canary .....	28@	Mace .....	85@
<b>Leaves</b>			Caraway, Po. 75	60@	Mace, powdered .....	95@1 00
Buchu .....	@ 3 00		Cardamon .....	2 00@2 25	Menthol .....	11 00@11 25
Buchu, powdered .....	@ 3 25		Celery, powd. 80c 70@	75	Morphine .....	13 00@13 65
Sage, bulk .....	67@	70	Coriander powd. 30 22@	25	Nux Vomica .....	@ 30
Sage, 1/4 loose .....	72@	78	Dill .....	30@	Pepper black, pow. 37@	40
Sage, powdered .....	55@	60	Fennel .....	30@	Pepper, white .....	@ 50
Senna, Alex. ....	1 40@1 50		Flax .....	15@	Pitch, Burgundy .....	@ 15
Senna, Tinn. ....	30@	35	Flax, ground .....	15@	Quassia .....	12@
Senna, Tinn. pow. 35@	40		Foenugreek pow. 15@	25	Quinine .....	1 40@1 80
Uva Ursi .....	25@	30	Hemp .....	12 1/2@	Rochelle Salts .....	55@
<b>Oils</b>			Lobelia .....	70@	Saccharine .....	@ 40
Almonds, Bitter, true .....	15 00@16 00		Mustard, yellow .....	45@	Salt Peter .....	20@
Almonds, Bitter, artificial .....	7 00@7 20		Mustard, black .....	36@	Seidlitz Mixture .....	43@
Almonds, Sweet, true .....	1 75@2 00		Poppy .....	@ 1 00	Soap, green .....	@ 30
Almonds, Sweet, imitation .....	75@1 00		Quince .....	1 50@1 75	Soap mott castile 22 1/2@	25
Amber, crude .....	3 00@3 25		Rape .....	15@	Soap, white castile case .....	@ 24 00
Amber, rectified 3 50@3 75			Sabadilla .....	@ 35	Soap, white castile, less, per bar .....	@ 2 60
Anise .....	2 50@2 75		Sabadilla, powd. 30@	35	Soda Ash .....	4 1/2@
Bergamont .....	8 50@8 75		Sunflower .....	15@	Soda Bicarbonate 3 1/2@	10
Cajepout .....	1 75@2 00		Worm American .....	@ 45	Soda, Sal .....	2 1/2@
Cassia .....	4 50@4 75		Worm Levant ..	1 65@1 75	Spirits Camphor ..	@ 2 00
Castor .....	2 25@2 50		<b>Tinctures</b>			
Cedar Leaf .....	3 00@3 25		Aconite .....	@ 1 70	Sulphur, roll .....	4 1/2@
Citronella .....	80@1 20		Aloes .....	@ 1 20	Sulphur, Subl. ....	4 1/2@
Cloves .....	4 00@4 25		Arnica .....	@ 1 50	Tamarinds .....	25@
Cocoonut .....	40@	50	Asafoetida .....	@ 3 90	Tartar Emetic 1 03@1 10	
Cod Liver .....	5 60@5 75		Belladonna .....	@ 1 40	Turpentine, Ven. 50@6 00	
Croton .....	2 00@2 25		Benzoin .....	@ 1 80	Valletia Ex. pure 1 60@2 00	
			Benzoin Compo'd .....	@ 3 00	Witch Hazel .....	1 35@1 75
			Buchu .....	@ 3 70	Zinc Sulphate .....	10@
			Cantharides .....	@ 3 90		

# GROCERY PRICE CURRENT

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

ADVANCED		DECLINED		COFFEE ROASTED		COUPON BOOKS		SINKERS	
Lowney's Cocoa		Mazola		Bulk		50 Economic grade .. 2 25		No. 1, per gross .. 65	
Celery Seed		Whole Cloves		Rio .....		100 Economic grade .. 3 75		No. 2, per gross .. 72	
Hemp Seed		Canary Seed		Santos .....		500 Economic grade 17 00		No. 3, per gross .. 85	
Rape Seed		Poppy Seed		Maracabo .....		1,000 Economic grade 30 00		No. 4, per gross .. 1 10	
Galvanized Pails		Brooms		Mexican .....		Where 1,000 books are		No. 5, per gross .. 1 45	
Galvanized Tubs				Gutamala .....		ordered at a time, special-		No. 6, per gross .. 1 85	
				Java .....		ly printed front cover is		No. 7, per gross .. 2 30	
				Mocha .....		furnished without charge.		No. 8, per gross .. 3 31	
				Bogota .....				No. 9, per gross .. 4 67	
				Peaberry .....					



## HIDES AND PELTS

Hides	
Green, No. 1	35
Green, No. 2	34
Cured, No. 1	38
Cured, No. 2	37
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 50
Shearlings	50@1 50

Tallow	
Prime	@11
No. 1	@10
No. 2	@9

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.	4 30
case for	3 25
Quaker, 3 doz. case	3 25

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

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

Shelled	
Almonds	65
Peanuts, Spanish	1 85
10 lb. box	1 85
Peanuts, Spanish	16½
10 lb. bbl.	16
Peanuts, Spanish	1 50
200 lb. bbl.	90
Pecans	
Walnuts	

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

## PETROLEUM PRODUCTS

Perfection	15.7
Red Crown Gasoline	22.7
Gas Machine Gasoline	44.3
V. M. & P. Naphtha	22.7
Capitol Cylinder, Iron	
Bbls.	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 50

## Sweet Small

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

## PIPES

Cob, 3 doz. in box	1 25
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## PLAYING CARDS

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

## POTASH

Babbitt's, 2 doz.	2 75
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## PROVISIONS

Barreled Pork	
Clear Back	55 00
Short Cut Clear	50 00
Brisket, Clear	55 00@56 00
Pig	
Clear Family	48 00

## Dry Salt Meats

S P Bellies	32 00@34 00
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## Lard

Pure in tierces	28@28½
Compound Lard 25½@26	
50 lb. tubs	advance ½
60 lb. tubs	advance ½
20 lb. pails	advance ¾
5 lb. pails	advance 1
3 lb. pails	advance 1

## Smoked Meats

Hams, 14-16 lb.	34 @35
Hams, 16-18 lb.	33½@34
Hams, 18-20 lb.	32½@33
Hain, dried beef	
sets	41 @42
California Hams	23½@24
Hams Boiled	
Hams	35 @40
Boiled Hams	49 @50
Mixed Hams	22 @23
Bacon	34 @48

## Sausages

Bologna	18
Liver	12
Frankfort	19
Pork	14@15
Veal	11
Tongue	11
Headcheese	14

## Beef

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

## Pig's Feet

¼ bbls.	1 75
¾ bbls., 40 lbs.	3 40
¼ 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	3 75
Roast Beef	3 75
Veal Loaf	1 45
Vienna Style Sausage	1 25
Sausage Meat	3 00
Potted Meat	50
Deviled Meat	50
Hamburg Steak and	
Onions	1 50
Cooked Beef Hash	1 50
Cooked Lunch Tongues	4 00
Cooked Ox Tongues	20 00
Chili Con Carne	1 60
Sliced Bacon, medium	3 50
Sliced Bacon, large	5 50
Sliced Beef, 2½ oz.	1 80
Sliced Beef, 5 oz.	3 15
Sliced Beef, 7 oz.	
Sliced Beef, tin, 3½ oz.	
Sliced Beef, tin, 7 oz.	

## RICE

Fancy Head	16
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## ROLLED OATS

Monarch, bbls.	10 00
Rollad Avena, bbls.	11 50
Steel Cut, 100 lb. sks.	5 50
Monarch, 90 lb. sacks	4 75
Quaker, 18 Regular	2 15
Quaker, 20 Family	5 50

## SALAD DRESSING

Columbia, ½ 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 ¾s	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
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## SEEDS

Anise	45
Canary, Smyrna	20
Canary, Smyrna	16
Cardomom, Malabar	1 20
Celery	65
Hemp, Russian	12½
Mixed Bird	13½
Mustard, white	40
Poppy	65
Rape	16

## 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. gls	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 85	
Jap Rose, 50 cakes	4 85
Kirk's White Flake	7 00

## Lautz Bros. &amp; 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 &amp; Gamble Co.

Lenox	6 00
Ivory, 6 oz.	8 00
Ivory, 10 oz.	13 35
Star	7 85

## Swift &amp; 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

Sapolio, gross lots	9 50
Sapolio, half gro. lots	4 85
Sapolio, single boxes	2 40
Sapolio, 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
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## SPICES

Whole Spices	
Allspice, Jamaica	@18
Cloves, Zanzibar	@50
Cassia, Canton	@30
Cassia, 5c pkg. doz.	@40
Ginger, African	@15
Ginger, Cochin	@20
Mace, Penang	@90
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	@21
Cloves, Zanzibar	@61
Cassia, Canton	@40
Ginger, African	@28
Mustard	@42
Mace, Penang	@1 00
Nutmegs	@42
Pepper, Black	@34
Pepper, White	@43
Pepper, Cayenne	@23
Paprika, Hungarian	@60

## Seasoning

Chili Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Garlic	1 35
Ponely, 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

## STARCH

Corn	
Kingsford, 40 lbs.	11½
Muzzy, 48 1 lb. pkgs.	9½
Powdered, barrels	7½
Argo, 48 1 lb. pkgs.	4 15

### Why Make Sugar the Scapegoat?

Boston, Mass., Sept. 29—In the flood of discussion that has broken loose regarding the high cost of living, an attempt is being made to make sugar and its distributors the scapegoats. Why? The answer is that the industry is not organized, and when the buck gets there, there is no one to pass it along, and, therefore, sugar is it in the National game of "Tag."

Of a dozen principal necessities, sugar is still the cheapest, and will, no doubt, continue to be. Since the beginning of 1918 the price has advanced but 16 per cent., while most other necessities have gone up considerably more: meats over 20 per cent., coffee, 28 per cent., potatoes, 40 per cent., butter 41 per cent., etc. Here and there someone may be getting more than the so-called fair price, but, in all the other staples, everyone handling same is getting a bigger net profit than is allowed gross profit on sugar.

The refiner's price of \$9 per cwt., plus 35 cents per cwt. for wholesale distribution, equals less than 4 per cent. gross, and I unhesitatingly state that no legitimate jobber can cover even the cost of doing business, let alone hoping for a reasonable profit.

Where else is there an industry in this country, or any other, entailing the costly details of conducting its business with due allowance for losses, taxes, shrinkage, depreciation, etc., that is limited to a gross margin of less than 4 per cent.? One item alone, delivery, costs almost 2 per cent., especially taking into consideration that during the past two years the supply for long intervals did not average 50 per cent. of capacity, during which time organizations had to be maintained for fear of not being able to replace help or equipment, and that, during such periods, even twice the normal margin would not cover expenses. Where, oh, where, do the

fair price statisticians get their data upon which to place the gross margin they consider fair?

Then again, there is the equally abused retail corner grocer, who, by the same means, has been allotted a margin of 1 cent per pound on his sugar sales. This, you will readily see, is equal to less than 10 per cent. gross; whereas the average retail grocer is to-day operating under no less than 20 per cent., and he, therefore, should get, in order to be dealt fairly with, no less than 25 per cent. on his sugar sales.

#### Hoarding.

Several instances have been cited in the press of seizures of sugar. In all but one case the quantity involved was equal to no more than a small fraction of a thirty days' requirement for the party concerned. In the one exception, namely, the much-talked about 5,000,000 pound Charlestown seizure, of August 19, I need only state that on the morning of the 20th the Government authorities saw fit to immediately release said sugar, as it was agreed that this sugar was properly and legally held and not hoarded.

In what other industry would it be considered criminal to carry a thirty or even sixty days' supply of stock?

The only one that may be properly accused of having hoarded sugar are the consumers, whose pantries, by the tens of thousands, must be bulging with sugar.

#### Profiteering.

The United States Government, through its equalization board, immediately upon acquiring control of the entire Cuban crop of 8,960,000,000 pounds, added a margin of about 38 cents per cwt., whereas, compared to the size of its business, it had practically no expense, so that all of this margin becomes net profit. And yet a margin of 35 cents per cwt. is allowed to wholesalers, whose average operating expenses exceed 8 per cent. on annual business.

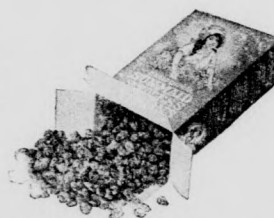
## The New Tastes Call for Raisins

More raisins were consumed last year than ever before in the nation's history.

That is due to the call for better foods—more delicious and more nourishing. Standards everywhere are raised, and the public has the means to meet those standards.

Raisins, because of their nutriment, are one of the most economical of foods.

### Sun-Maid Raisins



The Nationally Advertised Brand

will continue to be the favored kind. Be sure that you display them. Note how quickly people buy.

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 9,000 Growers  
Fresno, California

## INCREASE YOUR BISCUIT PROFITS



Advantages of an  
**IDEAL SUNSHINE BISCUIT DEPARTMENT**

Perfect Display—Clean—Neat—Attractive

A Complete Stock with Smallest Investment

It Creates Interest and Consumer's Demand

Ask the Sunshine Salesman—He Knows

**LOOSE-WILES BISCUIT COMPANY**

Bakers of Sunshine Biscuits  
CHICAGO



The sugars that have been sold by wholesalers at excessive prices would not equal one day's consumption, and yet, everybody in the business is under the cloud of profiteering.

It is safe to say that the profit which the Government will make on the Cuban crop will far exceed the profit of all distributors combined.

#### Consumption.

In spite of the so-called high sugar price, this country, to-day, leads the world in per capita consumption. As a necessity, we could get along with a third of the sugar consumed here, as most of the balance is in the form of luxuries. Many countries in Europe, even before the war, got along with a twenty-five pound per capita consumption, as against an eighty-five pound per capita here.

Now, with peace dawning and the working-man squeezing to make both ends meet, the consumption is greater than ever before.

Why pick on sugar and its distributors?

#### Shortage.

There should have been no shortage whatsoever, at any time this year, because the crops available for this country were greater than ever, and twenty-four hours before the harbor strike was declared, about the middle of July, nobody in the trade anticipated a shortage. There are, even at this time, over 2,000,000,000 pounds of sugar in Cuba awaiting shipment to this country, and had the Shipping Board been able to supply the necessary ships, enough of this sugar would have been here to forestall any shortage due to the strike emergency.

It is an undisputed fact that there is enough sugar available for this country to have a carry-over of many hundred million pounds for next year.

Sugar and its distributors refuse to be it, and pass the buck back where it came from.

P. M. Leavitt.



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

# Lily White

"The Flour the Best Cooks Use"

The method of blending the choicest varieties of wheat gives it a most delicious flavor which is imparted to everything baked from it.

The wheat is all cleaned three times, scoured three times and actually washed once before going onto the rolls for the first break.

The result is perfectly pure, clean flour. And it is perfectly ground with the utmost uniformity.

Those are the reasons why we guarantee LILY WHITE.

Your money back if you do not find it as good or better than any flour you have ever used.

**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.

## 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.

**WANTED—MAN OR WOMAN BOOK-KEEPER.** Must be thorough and correct. One that can check and mark goods and keep continuous inventory. State salary, experience, reference. Address G. V. Black, Pigeon, Michigan. 486

**For Sale—Grocery.** doing cash business. Sales for month of August, \$6,000. Located in good manufacturing town of 3,000. Best of farming country. Reason for selling, other business. If you mean business, write No. 487, care Michigan Tradesman. 487

**Automobile Accessories—I specialize in** starting men in this business. Can furnish references of stocks started that have been successful. Can furnish the proper merchandise, also a man to get you started with the goods in your territory. Address E. A. Bowman, 719 John R Street, Detroit, Michigan. 493

**For Sale—Old established grocery** in best town in Southern Michigan. Fine opportunity, act quick. Address No. 494, care Michigan Tradesman. 494

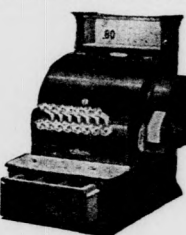
**DRY GOODS STORE WANTED—Have** excellent corner room, two stories for dry goods or ladies' wear store. Valuable good will of present store goes with this room. New front. Will alter to suit tenant. Address MORTON S. HAWKINS, Portland, Indiana. 495

**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

**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

**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



**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

**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 Lee-lanau County; good selling reason. Address No. 474, care Michigan Tradesman. 474

**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 original cost. Jos. Weller, Olney, Illinois. 397

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

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

**For Sale—240 acres of fine alfalfa,** corn and wheat land; well improved; close to market. Write for description. Abbott & Lawler, Girard, Kansas. 490

**Hardware Stock For Sale—A clean up-** to-date stock in good location in this State. Address No. 491, care Michigan Tradesman. 491

**SPECIAL SALES to reduce or close out** entirely merchandise stocks personally conducted for retail merchants anywhere. A. E. Greene, Corner Mechanic & Pearl, Jackson, Michigan.

**Wanted—To hear from owner of good** general merchandise store for sale. Cash price, description. D. F. Bush, Minneapolis, Minnesota. 479

**For Sale Cheap—A good fireproof Metz-** gar credit register. Three months in use. Enquire Louis Rockstein, Alma, Michigan. 496

**FOR RENT—DESIRABLE ROOMS,** WITH EXCELLENT OPENING FOR THE FOLLOWING: ONE FOR SHOE STORE, ONE FOR LADIES' WEARING APPAREL AND ONE FOR FIRST-CLASS GROCERY STORE IN STURGIS, MICHIGAN. STURGIS HAS A POPULATION OF 7,000, AND IS ONE OF THE MOST PROSPEROUS UP-TO-DATE CITIES IN THE STATE. FOR PARTICULARS, WRITE F. H. KURTZ, STURGIS, MICHIGAN. 497

**For Sale—Eighteen 2-gallon covered** globes; three sets Toledo scales; Stimpson scale; 8-foot Schmidt refrigerator case; 13-foot sanitary counter; floor bread case; cracker case; safe; Enterprise coffee mill; American meat slicer; pickle jars; register; clock; twine holders; measures; oyster can; 32-gallon lubricating oil tank; 100-gallon gasoline tank; Bowser pump and tank, 300 gallons; Enterprise molasses pumps; Star egg carriers; etc. Can be had very cheap. C. M. Gilbert, Tecumseh, Michigan. 498

**Auction Sale—42,000 acres Indian** unallotted lands, small tracts, without minimum price. Oil scout who can bid intelligently, desires party to finance \$5,000 to \$25,000 purchase, on profit sharing basis. Investment secured. Bank and mercantile agency references. Jess Akers, Ardmore, Oklahoma. 499

**FRUIT FARM For Sale—Twenty acres** near Pinehurst, North Carolina. 1,600 Elberta peach trees, bearing. Well located. Excellent climate. Good chance to retire. Terms to right party. No land scheme. Address J. M. Smith, care D. U. R., Wyandotte, Michigan. 500

**ACRES—For sale or trade for mer-** chandise, 160 acres of land, Bonamie, Louisiana, \$4,800; will take merchandise up to \$10,000 in good location. Address Lock Box 86, Oskaloosa, Missouri. 501

**Handles For Sale—R R pick handles,** single and double bit ax handles, machinist hammer handles, wagon whiffletrees. One-half regular price and still better for a clean-up of our entire stock; also, handle machinery and wood pulleys for sale. Lyons Handle Co., Lyons, Michigan. 502

**FOR SALE—On account of failing** health, the controlling interest in one of the leading high class women's wear specialty shops of Rochester, New York. A very unusual business opportunity. Address at once, M. J. KELTY, GENEVA, NEW YORK. 503

**GET MY TANKS—Make big money** developing films. Particulars free. Gillett, Roscobel, Wisconsin. 504

**For Sale—Clean hardware stock and** fixtures, about \$11,000 of established business in Texas town of 40,000; good surrounding country; building for rent. Address P. O. Box 399, Austin, Texas. 505

**Drug Store For Sale—Good paying drug** business. Fine corner location in town of 14,000. Reasonable rent. Terms, H. J. Fisher, 217 East 8th St., Holland, Michigan. 506

**LUBRICANT CARBON REMOVER** takes the knock out of the motor and does not foul the spark plugs. Keep ahead of the carbon and it will not get ahead of you. Price, \$1. GAS FALLS to mix with gasoline makes gasoline 3 cents per gallon and will start motor at zero weather. Price, \$1. Both for \$1.00. prepaid. Address R. J. Bernacker, 502 Brockway St., Saginaw, Michigan. 507

**Wanted—Young man with some drug** store experience. Schrouders, Grand Rapids, Michigan. 508

**For Sale Or Rent—Good store building** located on best business street of Vicksburg, Michigan. Excellently adapted for shoe store. Has cement basement, electricity, sewerage, steam heat and paved street in front. Six room flat over store, hall and bath. Miss Ada E. Erwine, 148 Inkster Ave., Kalamazoo, Michigan. 509

**Wanted—Position as salesman for** Battle Creek and adjacent territory. Address No. 510, care Michigan Tradesman. 510

**For Sale—On account of having pur-** chased the dry line, I wish to sell my grocery stock, located in brick building next door to bank, low insurance rate. Can rent building any length of time. Cannot stand inside work. N. A. Maloney, Mulliken, Michigan. 511



### HURRAH FOR COOLIDGE!

Gov. Coolidge is standing firm upon his resolve that no striking policeman shall be re-instated. Rumors that re-instatement was going to be permitted, fostered by persons who hoped that persistent reports to that effect would hamper recruiting of new men and so compel adoption of the policy that was falsely rumored to be intended, merely drew from the Governor a proclamation declaring that the strikers "stand as though they had never been appointed," that the police who remained on duty "are the real heroes of this crisis," for whom and the State Guard and the militia "money has been contributed from every walk of life by the hundreds of thousands for their encouragement and relief," and: "I propose to support all those who are supporting their own Government with every power which the people have entrusted to me." How far he is from any thought of compromise is shown by the statement: "To place the maintenance of the public security in the hands of a body of men who have attempted to destroy it would be to flout the sovereignty of the laws the people have made. There is no middle ground. Every attempt to prevent the formation of a new police force is a blow at the Government."

### ABSURD ON ITS FACE.

Another man with a panacea got hold of the public ear one day last week. He represents an American shoe company, and recently came back from Europe, where he had been on business. He had done well, and reported that manufacturers here were safe from competition in the European field for an indefinite period to come. One would think that this would satisfy him. But no, he wants more. Germany, he said, was buying immense quantities of leather as well as other raw materials in order to get her factories going as quickly as possible. This looked wrong to him. So he suggested that the United States put an embargo on the shipment of leather, "especially shipments to Germany." He added, apparently with great naivete, but probably with a side chuckle: "No other thing could do so much to bring down the price of shoes here." Had he been in the business of selling leather instead of shoes, he would doubtless have urged that shoe exports be prohibited and that leather alone be shipped abroad. This would have made out a more plausible reason why shoes would become cheaper here. But the theory would be wrong in either case. The two main arguments urged in support of the high prices of footwear are scarcity of raw material and the increased labor cost. That either could be overcome by stopping shipments of leather or shoes is an absurdity.

We think of Washington as one of the artificial cities of the world, a city that was deliberately made, but citizens of Indianapolis are being told that they are residents of a community the location of which was chosen even more artificially. This information comes to them as the opening gun

in a "See Indianapolis First" campaign. In 1820, it appears, the legislators of the four-year-old State of Indiana decided that the time had arrived for the selection of a site for a capital. To be perfectly fair they drew lines from corner to corner of the map of the State, and agreed to put the capital where the lines met. A committee of them bade their families good-bye and started to find the place indicated on the map. They found it in the middle of a forest. There was no road in the vicinity, and as the National Government had given the State four sections of unoccupied land wherever it might choose, the Commissioners sat down on a fallen tree to talk the matter over. Finally they decided upon a piece of land around the junction of two streams, which would help solve the difficulty caused by the lack of roads. A little hummock was selected as the center of the city. Their report was accepted by the Legislature, but the choice of a name for the capital was not so easy. In the end, an artificial name was adopted for the artificial city, which however, unlike most State capitals, was destined to become the metropolis of the State.

We are not so hardened by the multitude of generous gifts as not to be impressed with Mr. Rockefeller's donation of \$20,000,000 for the improvement of medical education in this country. The interest of the fund and within fifty years the principal are to be expended by the General Education Board, a Rockefeller creation. According to Mr. Abraham Flexner, secretary of this Board, the expenditure will be made upon medical schools, following a survey to determine where it can be applied most usefully. The ground for this notable project was broken a few years ago when weak medical schools were urged to abandon the field to stronger schools, and medical institutions of doubtful reputation were warned that they would be exposed and proceeded against by every possible method. This plan is apparently to be pursued in distributing the new gift. A medical school that is merely taking up space will be encouraged to quit by the strengthening of a better school near by. An institution that is developing a particular field will be assisted to greater success as a reward for its enterprise. Coming when the war has compelled intensive medical study and work, the gift should be of special usefulness. Not the least valuable result of its distribution will be the opening of opportunities in many sections of the country that hitherto have been confined to a comparatively few.

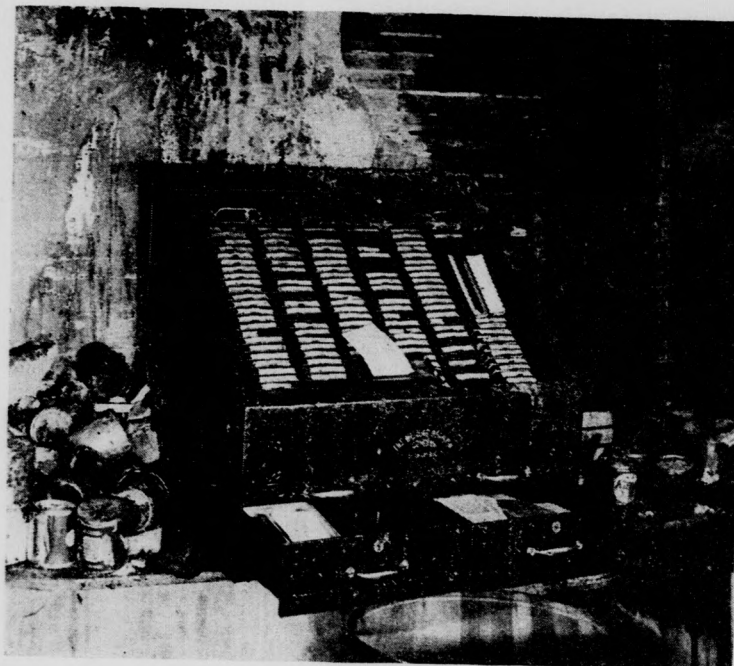
The advantage of the satisfied customer is not only that he comes back, but that he does not come back alone. He brings someone else with him.

### Christmas Trees

Mr. Dealer. If you intend handling Christmas Trees this coming season it will pay you to write us for prices, delivered to your town. We will ship any amount, a few bundles locally or a car load. Write us stating about what you can use.

Address H. B. Elliott, AuTrain, Mich.

## This Metzgar Fire-Proof System Saved Walter Mulder's Accounts



The above picture shows System in the rear of the store after the fire

### What Mulder Says

#### AFFIDAVIT

Grand Rapids, Michigan

State of Michigan )  
County of Kent )  
City of Grand Rapids )

Before me J. S. Ballard Notary Public,  
in and for said County and State, personally appeared Walter Mulder, who being by me duly sworn in form of law, doth depose and say, that he is a resident of said city and is the owner of a two story building at 1259 Grandville Avenue in the said city of Grand Rapids and had been for twenty years and was up to Friday, August 29th, 1919 conducting a grocery store at said location and had been using in said business the Metzgar Roll-top Fire-proof Account System; that fire was discovered in said building at 4:30 A.M. on the above mentioned date; that the fire was so intense as to reduce his store fixtures and stock of merchandise to practically a total loss and that at about 4 P.M. on the date above mentioned the Metzgar Register was opened up and all accounts were in as good legible form as before the fire took place.

Sworn to and subscribed before me this 16th  
day of September, 1919 A.D. J. S. Ballard

In testimony whereof; I have hereunto set my hand and seal the day and year aforesaid.

Walter Mulder

Write for catalog and full information, also be sure and get our prices on salesbooks before placing your next order.

**Metzgar Register Co., Grand Rapids, Mich.**