

MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 8, 1919

Number 1881

Ten Commandments of Business

First. Don't lie. It wastes my time and yours. I am sure to catch you in the end and that is the wrong end.

Second. Watch your work, not the clock. A good day's work makes a long day short; and a short day's work makes my face long.

Third. Give me more than I expect and I will give you more than you expect. I can afford to increase your pay if you increase my profits. You can never increase your wages or secure an interest in the business by shirking, fault finding or lack of fidelity.

Fourth. You owe so much to yourself you cannot afford to owe anybody else. Keep out of debt or keep out of my employ.

Fifth. Dishonesty is never an accident. Good men, like good women, never see temptation when they meet it.

Sixth. Mind your own business and in time you'll have a business of your own to mind. Every time you get grouchy or criticise your employer or question the policy of the establishment you delay the time of your advancement months—perhaps years.

Seventh. Don't do anything here which hurts your self-respect. An employe who is willing to steal for me is willing to steal from me.

Eighth. It is none of my business what you do at night. But if dissipation affects what you do for me the next day, and you do half as much as I demand, you'll last half as long as you hoped.

Ninth. Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet to my vanity, but one for my clothes.

Tenth. Don't kick if I kick. If you're worth while correcting, you're worth while keeping. I don't waste time cutting specks out of rotten apples.

Use Citizens Long Distance Service



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

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

CITIZENS TELEPHONE COMPANY

Assets \$3,699,500.00



Insurance in Force \$55,088,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

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Paid Policy Holders Since Organization

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RANSOM E. OLDS
Chairman of Board

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CLAY H. HOLLISTER
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SURPLUS TO POLICY HOLDERS \$477,509.40

Moore's Mentholated Horehound and Tar Cough Syrup

Not as good as
the best—But—

THE BEST

THE MOORE COMPANY, Temperance, Mich.

Saving Sugar Means Saving Money

You save sugar when you
handle

Franklin Package Sugars

because there is no loss
by spillage, overweight,
or burst bags—and a sav-
ing in bags, twine, and
labor.

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



B R E A D IS The Incomparable Food

Sell your customers more Bread.

Its deliciousness, healthfulness and econ-
omy will bring you satisfied customers.

The handling of more Bread will bring
you big returns.

THE FLEISCHMANN CO.

SNOW BOY Washing Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

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

F. O. B. Buffalo; Freight prepaid to your R. R. Station in lots of not less than 5 boxes.
All orders at above prices must be for immediate delivery.
This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

DEAL 1925

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

MICHIGAN TRADESMAN

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, 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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five years or more old, \$1.Entered at the Postoffice of Grand
Rapids under Act of March 3, 1879.**THE OPEN SHOP.**

It is to be hoped that Congress and every other representative American body will take this prominent opportunity to support firmly Chairman Gary's stand for the thoroughly American principle of the "open shop," so that our foreign population may have it impressed upon them forcefully and finally that the provision in our Constitution for "the right to life, liberty and the pursuit of happiness" must not be taken from the lowliest person.

The closed shop, which every one knows is the goal towards which venal and unscrupulous leaders have been steadily marching as a necessity for effective control, would put a price on every job by which a man could earn his loaf of bread, thereby robbing him of a primary right of free opportunity guaranteed by the Constitution. It would put every man in duress to an autocracy that would be absolute.

It is the business of Congress to point out the fact that the principle of the closed shop is in direct contravention of the provisions of the Constitution and cannot be tolerated in this free country—and this is an opportunity dramatically favorable for that duty.

EQUAL PAY FOR WOMEN.

Of the need of "humanizing" labor for men we hear much, but of the far greater need of humane consideration for the woman laborer we hear less. Women are muscularly weaker and physically unstable; they are temperamentally more sensitive to environment; they are more liable to bodily disease. In the old days, when their industry was in their own homes, the burden of life pressed heavily enough; to-day it is intensified tenfold. Men have always gone forth in the world to work; for them the personal relationships, as lover and husband and father, are best served by hard and steady labor in factory or office. For a woman the personal relationships

are ceaselessly at war with industry outside the home. In proportion as she succeeds as employe she fails as wife and mother. The alternative she faces is truly tragic. If she chooses the life of the home, she feels that she renounces her human birthright and her normal human instinct as a productive laborer. If she chooses wage earning, her womanly instincts are daily ground down in the remorseless machinery of office or factory.

Abstract justice demands that women should receive equal pay with men for equal work. Yet the human fact is that many women workers are supported in a large measure by their men folk, while others have not only to support a family, but must care for their children as mothers. Industrial women range, in short, from those who have less than the responsibility of any man to those who have far more responsibility. Under the unchecked working of the law of demand and supply, monstrous injustices result which, especially in the case of the child worker and the mother, threaten all that is most vital in the National well-being.

No problem of the woman worker can as yet be regarded as solved. For girls who live at home, a minimum wage spells abundance as surely as it spells penury to the self-supporting woman and disaster to the widowed or divorced mother. Even an eight-hour law and the prohibition of night work may bring an occasional hardship—as in seasonal industries, such as canning, which for many children and women bring the only opportunity throughout the year of profitable labor. Social insurance against sickness and injury, and maternity benefits during the period of childbirth, have been adopted in a rapidly increasing number of states and in the main promise well; yet they have given rise to an alarmingly widespread practice of fraud and graft.

Much local betterment has resulted of late from the fact that employers of the wiser sort have learned that proper care of working women not only is humane and patriotic, but that in the long run it pays. The problem as a whole, however, is too widespread and too deeply enmeshed in our fundamentally changing institutions to admit of radical and efficient remedy, except through a long process of evolutionary reform. Something can be done by disseminating knowledge and inspiring right feeling, as this little monograph does. Throughout the country women are rapidly becoming voters. It lies in their power to establish governmental regulations to protect the woman worker and to see that they are honestly and effectively administered.

SEETHING SPIRIT OF UNREST.

Credit bureaus and banking institutions are quite optimistic in their reports on current conditions of business. Sales have been kept up to a pretty high notch in the case of most commodities and have run to an extreme in the matter of luxuries, like jewelry, musical instruments, silks, furs and fancy articles. In the primary markets there is complaint that not enough goods can be produced to meet the demand, and so, instead of reductions in price, the tendency is toward advances. Collections have been keeping up well and no anxiety is expressed on this score. On the surface of things conditions look well for producers and tradesmen. But, with all this, there is no denying the existence of a feeling of uneasiness on the part of those whose business it is to gauge conditions a little ahead in order that they may prepare for the future. To many of them the buying seems a little hectic and unnatural. It is regarded as partly the reaction from the enforced economy of the war period and partly a natural tendency toward extravagance in the case of manual laborers who are getting bigger wages than they ever had before. Both impulses are temporary and afford no guide for future dealings.

Much of the prevailing uncertainty which checks business enterprise except of a speculative character and at the same time affords a plausible pretext for the exaction of high prices is due to the seething spirit of unrest so manifest in this as in other countries. This spirit comes from the unsettlement of conditions. Things are in a state of flux. A number of the countries of Europe are trying to get their governments to functioning so as to secure order and to provide for economic needs, but this seems a hopeless task while the boundaries of so many nations still remain in doubt. Resources which might be used to effect a stability of currency, so important to trade, will not be available until it is established beyond a peradventure to what countries they will ultimately belong, and development also must halt until this is determined. The recognition of these facts is the reason why the great bulk of business men are in favor of the speedy adoption of the treaty of peace, as soon as reservations can be decided upon to make America safe for Americans. Without that, it is felt, all the efforts toward the establishment of credits or other ways of financing foreign trade will be futile. Then, too, it is regarded as almost certain that no real stability can be had until the Russian dominions, with their vast needs and their equally vast natural resources, are again in touch with

the remainder of the world. This cannot well be until other contiguous countries are at peace and with their metes and bounds determined. As soon as that happens, Russia will by force of circumstances be compelled to align herself as one of the civilized nations with an orderly government. Then trade will again become normal to the manifest advantage of this as well as other countries.

GOOD DEMAND FOR LINENS.

Linen salesmen representing local importers who have been out among the retail trade during the last few weeks report that the best qualities of their goods are selling well, despite the high prices. As a general rule quality rather than price seems to be the thing sought. The spirit of retail buying is distinctly better than it was a month ago, according to the statement of one importer. The first salesman on the road did not get the results during the earlier part of their campaign they have been getting since. Retail buyers, apparently waited until the price basis set before them was confirmed in all the other offerings which came along.

Fine fabrics and lawns have been generally withdrawn from sale in Belfast. Apparently, the market is sold up to the limit of the supply of fine yarns. Belfast weavers have been obtaining some fine yarns from Belgium in exchange for shipments of coarser yarns from the United Kingdom. The exchange of materials was negotiated, and the first proposition was that Belgium should ship one ton of yarn to every six shipped by Britain. It is understood that a lower ratio was finally agreed upon.

Foreign-made all-cotton table damask with linen finish have lately been advanced 25 per cent. The exchange situation makes American cotton high when imported into Britain, a fact which balances the advantage to the buyer on merchandise coming the other way. A good all-cotton damask of Belfast make is now 66 per cent. higher than a low-priced all-linen damask before the war.

Belfast mills are running only thirty hours per week and scarcity of raw materials is such as to make it doubtful whether there can be any increase. A 12½ per cent. increase in bleaching charges went into effect on October 1, which is another small item to add to the general upward tendency. Deliveries are coming forward slowly.

Hard words seldom make impressions on soft people.

The snow man quickly melts, but it's different with the heart of the ice man.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 7.—Grand Rapids Council held its regular meeting Oct. 4 and, despite the stormy night, we had a good attendance. To prove there was plenty of pep, the following committees were appointed.

Pot Luck Committee—Art Borden, steward and chef.

Table help—"Rastie" Stark, Frank Johnson and Clyde Hart.

Entertainment—R. A. Waite, Perry Larrabee and Jesse Butler.

Committee to act with executive committee for new quarters—L. V. Pilkinton, L. F. Stranahan and James H. Bolen.

Condolence—A. F. Rockwell, J. M. Vandermeer and J. D. Martin.

Four candidates were ushered through the mysteries of the order—W. H. Van Leeuwen, Frank Johnson, Jesse Butler and William Cole; one member transferred, F. W. Lobdell.

Judging by what we have already gathered from the pot luck lunch, we are going to have some feed. Now, do not forget the date—Nov. 1—when the big pot luck affair will be pulled off. We expect every brother his family and friends, to attend. From the way the entertainment committee looks they will have something good to offer.

It was brought to a vote and unanimously carried that the United Commercial Travelers want Central standard time. What are we going to do? Are we going to sit quietly by and let them put one over on us or are we going to get busy and put one over ourselves? Now, if every one of us will get on the job and have all of our friends help us who will, there is no reason why we cannot retain Central standard time. Do not wait, but remember we do not want Eastern time.

J. D. Martin proved himself the hero of the evening by acting as moving slide operator and packer of electric equipment.

Clarence Clark, only son of W. C. Clark, of Maple Grove, died Oct. 22 at his parent's home, after a short illness with typhoid fever. Too much respect can not be paid this young man's character, as he was loved and respected by every one who had the good fortune to make his acquaintance. Clarence spent most of his seventeen years around Maple Grove and was a graduate from the Nashville high school. He will be missed by both young and old and he leaves behind him a record of steadfastness and character that will be hard for any young man to beat. In behalf of the traveling fraternity, we extend Mr. and Mrs. Clark our heartfelt sympathies.

G. A. Anderson, of Tustin, has started breaking ground for the erection of his new store on the site of the hotel and store which were destroyed by fire some time ago.

Thomas & Bassett, at Cedar Springs, have taken up farming as a side line and, no doubt, the bottom will fall out of the price of beans when the avalanche of beans gets on the market they were threshing last week.

Howard Morley, of Cedar Springs, was flirting with a new tractor one day last week on his ranch. This means good night old H. C. L.

Jess L. Martin and wife have been making Jess's father and mother, Mr. and Mrs. John Martin, a short visit and are now on their way back to the good old home in Iowa.

J. L. Nichol, with his children, started Sunday for Boulder, Colorado, to make his future home there, where Mrs. Nichol has been spending the last six months for her health. Mrs. Nichol has improved so much at Boulder that Mr. Nichol has taken a position with the Rudy Furnace Co. and will have a territory covering four states, making his headquarters at Boulder, Colorado.

The United Commercial Travelers wish to announce and invite every

brother, his family and friends and their friends to the season dancing parties of 1919-1920 at the U. C. T. hall on Ionia street. The first dance will be given on Oct. 25. There will be a series of ten dances for \$5. This includes amusements, refreshments and checking. The dance committee wish to announce they will give everything they have to offer to make this one of the best dancing series ever held and we are sure if they are only given a little help by the members, they will accomplish what they have planned. Three hundred cards inviting you to the dances were mailed out to the city members and if you did not get a card the committee wishes to please be excused for overlooking your name and they extend you a hearty welcome. Be sure to come to the first dance to pass judgment on everything in general, so if anything has been forgotten for your amusement they can be in shape to take care of you at the next party. Following are the committee names and telephone numbers from whom you may secure tickets: J. N. McLachlan, 23117; Perry E. Larrabee, 38022; James H. Bolen, 35389; C. F. Hart, 32976; Jake Zweedyk and L. F. Stranahan, 32240. Do not forget the date, Oct. 25. We expect to see you dance and grow thin before spring.

It is one thing to pour oil on troubled waters and quite another thing to be an experienced navigator, but we have in our midst a man who is qualified to act in both capacities with efficiency and dispatch, sometimes. I am sure, however, there are some people who will doubt the veracity of the following, having obtained their knowledge from actual experience, and for them it is "Never Again!" This navigator of Houghton Lake fame will never under any circumstances be able to convince two very honorable gentlemen that he acted on the square and without malice a forethought.

The writer having obtained his information from sources whose records for truthfulness preclude all traces of doubt, thought best to inform the readers of the Tradesman as to the true situation, so they may take with a grain of salt the tales this would-be guide will have to tell. The whole thing happened as follows:

E. A. Crandall, Professor of Research Work, and who once had the honor of turning down a very lucrative position offered him by the faculty of the Research Branch of the University of Michigan, after due meditation, induced Mr. Parks, the well-known merchant of Houghton Heights and Dick Warner who sells the "salt that never gets wormy," to accompany him out duck hunting on Houghton Lake.

The plan was to hide themselves in some place in the weeds along the edge of the lake and when the ducks were not looking to bang it to them! It was agreed that the start should be made from the shore—the Professor arguing that inasmuch as the lake was built close to the shore, it was the proper place to start from, and following up E. A.'s experience in these sports, the time to start was before daylight or about 4 a. m.; also before breakfast.

It so happened that when the three adventurers rolled out the next morning it was so dark they couldn't tell what kind of weather they were to encounter, but upon due persuasion on the part of the Professor, and after he had assured Mr. Parks and Dick that he knew what he was doing and what he was talking about, and that there was no danger, they decided to take a chance. Anyone knowing Professor Crandall knows that when he says a thing he sticks to it and his assertion that he had sailed the briny deep and trailed through the jungles of Africa in quest of big game and prune orders, imparted to his associates a bit of confidence that was soon to be shattered

and the reputation of one held so high in their esteem dashed to earth, or rather to rice grass and bull rushes.

He was sure the trio would get the limit of ducks and be back in time for 7 o'clock breakfast, but the best laid plans of mice and men often come to naught, and so it was, as the morning sun rose above the eastern horizon it came up against a bank of fogs so dense that even Old Sol in all its glory could not penetrate it enough to show the Professor's party the shore line so eagerly sought.

Then the two gentlemen who accompanied the Professor began a little investigation on their own hook, and getting E. A. cornered in one end of the boat made him own up, under penalty of being thrown out for duck feed that they were lost.

They rowed around the lake three times when at last the fog lifted and they found themselves about one-half mile from shore, rowing around in a circle. They were rescued by a fishing party with a launch and taken to shore, a sadder but wiser bunch. Eldred is really a nice fellow generally and we cannot blame his friends for having confidence in him, but they say, "Never again—enough is enough;" and we ask him in all fairness to his friends to confine his endeavors to his own line—selling groceries for the Worden Grocer Co.

The last issue of the Mt. Pleasant Courier contains the following reference to a well-known Grand Rapids salesman: "A circular letter from the Grand Rapids Dry Goods Company announcing the purchase of the mammoth Cor-Knott six-story block in which they have been located for the past several years, and also announcing a change in the official force of the company, notes that Mr. Frank J. Seibel has been appointed general sales manager of the big institution with the duties and authority of that position all of which leads The Courier to arise and congratulate Mr. Seibel and to know that his many friends in Mt. Pleasant will follow suit. Frank is a natural born salesman and for years he thumbed the railroad guides of Mt. Pleasant for various wholesale concerns, and that his promotion has been the result of real merit in the salesmanship line is very gratifying to all of us who know him so well over here at the Hub of Michigan."

James I. Hendrikse and Oscar W. Arnesen have formed a copartnership under the style of the Hendrikse-Arnesen Engineering Co., to handle the Howe refrigerating machine and make repairs to refrigerating apparatus.

Joe S. Levandowski, 946 Dayton street, Grand Rapids, is installing a 4 ton Howe ice machine for refrigerating his market. Erected by Hendrikse-Arnesen Engineering Co.

The Browning Realty Co. bought of J. Boyd Pantlind a 15 ton ice machine to be erected in the Browning Hotel of Grand Rapids, by the Hendrikse-Arnesen Engineering Co.

E. P. Monroe (Sherwood Hall & Co.) called on his namesake at Rexton one day last week. The namesake is a tame bear which was named after the genial traveler because he is quiet and taciturn and has a pronounced antipathy to cigarettes.

L. F. Stranahan.

No Profiteering in the Coffee Trade.

New York, Oct. 4.—A few months ago the newspapers quoted me as prophesying that National prohibition would increase the demand for coffee. The prohibition law has been in effect now for over two months and while there are no statistics to prove my assertion, I think the grocery trade will agree with me that my prediction is coming true. Plans are afoot for the establishment of coffee houses or coffee stands; hotels and restaurants are to feature coffee in their bills of fare as never before not only as a beverage but as a flavoring for sauces, desserts and various sweets.

Personally I do not look upon coffee as a substitute for booze. It would be just as logical to speak of ice cream as a substitute for strawberry shortcake. It is mainly a matter of individual taste. But there is no doubt that the prohibition of alcoholic beverages left a vacuum which nature is trying to fill just as fast as she can. People who have been in the habit of drinking a certain amount of alcoholic liquid regularly have turned to coffee because they discovered it is the only beverage which supplies a stimulant without any injurious reaction.

As a matter of fact, relatively coffee is not high in price. It is really the cheapest article on the breakfast table. A cup costs less than a cent and a half. The use of coffee is an economy because a good cup of coffee leaves a feeling of pleasure and satisfaction which cannot be duplicated by a ten dollar dinner if the all essential cup of coffee is left out.

We are exercised just now about the high cost of living. As President of the National Coffee Roasters' Association I think I am qualified to speak for the trade on this subject. During the last four months I have traveled more than 15,000 miles and talked with roasters in half the states of the Union. I know what I am talking about when I say that there is no profiteering among coffee roasters, and, so far as my observation goes, no profiteering among retailers. Although I cannot claim such a close touch with retailers as with the wholesale trade, I know this—that the average dealer would gladly do anything in his power to reduce prices, because lower prices would mean money in his pocket.

It is hard to make the general public understand that extreme high prices are bad for business. We in the trade know that roasters and retailers would rejoice in a lower cost. The public ought to know that coffee prices are not fixed in the United States but in the producing countries. We buy it to best advantage, just as those producing countries buy our cotton, shoes, steel and other products.

The public should also know that prices are not artificially increased in this country. There is no hoarding of coffee here. I do not see how there could be when you consider that during the war Government regulation prevented this, and since Government restrictions were lifted importations have not kept up with the demand.

Newspapers have featured 44,000,000 pounds of coffee recently discovered in storage in New York City. This sounds impressive until you consider that this quantity is barely two weeks' supply for the people of the United States, and that New York is the main coffee market of the country. The New York Coffee Exchange records show that coffee stocks at present are less than half the average during the past five years. The public finds it hard to realize the immense quantity of foodstuffs required to supply our population of more than 100,000,000.

This advertising campaign is only in its initial stage, he said. It is the hope and intention of the committee to make it a growing and progressive campaign. It is realized that aside from newspaper and magazine advertising there are many other ways that might be employed to advantage, and as the funds become available these other ways will be utilized. Indications are that the necessary financial support will not be lacking. But what profit can come from such a campaign unless the consumer interest in coffee is met at least half way by interest on the part of the distributors? The campaign can hardly succeed unless that distributing agency which comes in closest touch with the consumer fully realizes the possibilities and makes use of them.

Carl Brand.

Co-operating Service

During our many years of experience and with the varied interests we have, the men connected with our organization have gathered a large fund of unusual knowledge in connection with

Merchandising Methods
Credits and Collections
Accounting
Placing Insurance
Adjusting Fire Losses

It is our desire at any time to render any assistance along any of these or other lines to our customers and friends. We want you to feel entirely free to come to us at any time if you have perplexing problems which you think any of our trained men might help you in solving.

We wish at all times to co-operate with you in helping to promote your interests and ours.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers

BUSINESS CHANGES.

Mercantile and Manufacturing Shifts of Ownership.

Sidney—Arthur Hansen has closed out his stock of confectionery and removed to Muskegon.

Charlotte—Arlie Heffner has opened a music and musical instrument store in the Collins building.

Jackson—Beuhler Bros. have remodeled and enlarged their meat market at 304 East Main street.

Detroit—The American Home Bakery has engaged in the retail business on Jefferson avenue, Fairview district.

Charlotte—M. S. Coffin has resumed the management of the restaurant which he sold on a contract sometime ago.

Ravenna—Oscar A. Conklin is closing out his stock of general merchandise and will retire from business.

Freesoil—Lawrence Toby has sold his grocery stock to James Muske, who will continue the business at the same location.

Union City—Rheubottom & Garrett, undertakers, have sold their stock to Craig & Vorhees, of Marshall, who have taken possession.

Detroit—The Wright, Fendler & Pike Co., wholesale dealers in hats, have decreased their capital stock from \$90,000 to \$60,000.

Chesaning—The First National Bank has been organized with a capitalization of \$55,000 and opened its doors for business, Oct. 1.

Albion—The Darrow Steel Boat Co. has purchased the Coliseum and will remodel it into a modern plant which will enable it to triple its capacity.

Ionia—Bert Lampkin & Son, clothiers, have purchased the site of the Webber block, recently burned and will erect a modern store for their own use.

Lansing—J. C. Johnson, of Owosso, is erecting a store building on East Michigan avenue, which he will occupy with a complete grocery stock about Nov. 1.

Clinton—J. E. Earl has sold his bakery, confectionery store and restaurant to E. U. Meyers, recently of Adrian, who will continue the business at the same location.

Detroit—The Hartman Furniture Co. has been organized with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and paid in in cash.

Jonesville—B. C. Hoffnagle has sold his grocery stock and store fixtures to Norald Casler and George Clark, who have formed a co-partnership and will take possession Oct. 15.

Mt. Clemens—The Square Drug Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$14,000 has been subscribed and \$9,800 paid in in cash.

Albion—John H. Burns, of Marshall, has taken possession of the Sanitary Meat Market which he recently purchased and will continue the business under the same style.

Detroit—The Newbarr-Gould Dental Supply Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has

been subscribed and \$500 paid in in cash.

Eaton Rapids—LeFever & Minnie are remodeling the store building formerly occupied by F. W. Mendell and will remove their furniture stock to it as soon as the alterations are completed.

Hillsdale—E. E. Whitney has sold his grocery stock and store fixtures to H. J. and W. M. Gelzer and the business will be continued at the same location under the style of H. J. Gelzer & Son.

Freesoil—E. W. Trimmer has purchased the T. S. Stephens grocery stock and store building and is building a 50 foot extension to the store in order to care for the additional stock he has added.

Ionia—Harold Hiler, formerly connected with the T. R. Buck Clothing Co., has purchased what remained of the \$30,000 clothing stock and will continue the business under his own name, in the Hackett block.

Flint—The Cracow Corporation has been organized to sell at retail, groceries, meats and provisions, with an authorized capital stock of \$5,000, of which amount \$2,600 has been subscribed and paid in in cash.

Negaunee—John Pizziola has purchased the stock of men and women's furnishing goods and ready-to-wear clothing of the Louis Sher Estate and will continue the business in the Rice building, on East Iron street.

Lansing—George S. Youngman, for the past five years manager of the local store of the Hauger-Martin Clothing Co., has purchased the stock and will continue the business under his own name at the same location, 233 South Washington avenue.

Lansing—Stephen A. and Sophie M. Gauss have merged their baking business into a stock company under the style of the Gauss Baking Co., with an authorized capital stock of \$20,000, all of which has been subscribed, \$2,000 paid in in cash and \$15,000 in property.

Detroit—The General Auto Supply & Accessory Co. has been organized to deal in auto supplies and accessories at wholesale and retail, in Detroit and Highland Park, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$8,830 in cash and \$1,170 in property.

Lansing—Henry H. Freedman has sold his retail cigar and tobacco stock to C. C. Larke, who will take possession about Nov. 1, continuing the business at the same location, 237 South Washington avenue. Mr. Freedman will devote his entire time to his manufacturing and wholesale cigar and tobacco business.

Gladwin—The Gladwin County Farmers Co-Operative Association has been organized to conduct an agricultural, dairy, general mercantile and manufacturing business on a co-operative plan, with an authorized capital stock of \$75,000, of which amount \$40,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Kroger Grocery & Baking Co., with headquarters in Cincinnati, is now in its third year in business in the city of Detroit and

surrounding counties. The start was made here with sixteen stores. Today there are 158 Kroger stores. The company has its own baking plant to supply its circuit of stores located on West Lafayette boulevard.

Manufacturing Matters.

Detroit—The Oelman Machine Co. has changed its name to the Machine Products Corporation.

Grand Ledge—Harry Bice has sold his bakery to Thomas Bros., recently of Durand, who have taken possession.

Detroit—The Detroit Spark Plug Manufacturing Co. has changed its name to the Detroit Spark Plug & Ring Co.

Hudsonville—The Hudsonville Creamery Co., Ltd., has closed its plant after twenty-nine continuous years in business.

Mt. Pleasant—The Mt. Pleasant Granite Co. has purchased the old woolen mill property and will remodel it for its own use.

St. Louis—Dan Cullman is enlarging his bakery, having ordered considerable new equipment as well as some new machinery.

Quincy—The F. & F. Auto Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Grennan Cake Corporation has awarded a contract for a two-story brick addition to its plant at 112 Seventh street that will cost \$20,000.

New Buffalo—The G. A. Olson Cut Glass Co. has been organized with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Plymouth—The Reli Tool Steel & Foundry Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Adrian—The Andrix Lock Nuts Co. has been incorporated with an authorized capital stock of \$500,000, of which amount \$250,000 has been subscribed and paid in in property.

Detroit—The Detroit Porcelain Enameling Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$60,000 has been subscribed and paid in in cash.

Atlantic Mine—The Atlantic Flour Milling Co. has been incorporated with an authorized capital stock of \$9,000, of which amount \$4,600 has been subscribed and \$1,000 paid in in cash.

Jackson—The Jackson Stove & Stamping Co. has been incorporated with an authorized capital stock of \$200,000, of which amount \$105,000 has been subscribed and \$35,000 paid in in cash.

Detroit—The Iron Products Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in, \$3,400 in cash and \$1,600 in property.

Detroit—The Big Four Stamping Co. has been organized to manufacture and deal in merchandise, with an authorized capital stock of \$20,000, of which amount \$13,000 has been

subscribed and \$11,000 paid in in cash.

Ishpeming—Bert Pico will remove his wholesale bakery to Negaunee about Oct. 15 and will conduct a wholesale and retail business on Case street. He will also conduct a retail bakery here in connection with his Negaunee business.

Mt. Pleasant—C. H. Twist has completed his brand new bakery, and now prides himself on one of the finest and most modern plants in that section of the State. He has installed a Peterson oven and a complete outfit of Triumph machinery.

Detroit—The Shop of Black has been incorporated to manufacture and sell articles of mourning, wearing apparel, etc., with an authorized capital stock of \$20,000, all of which has been subscribed and paid in, \$4,900 in cash and \$15,100 in property.

Hastings—The Charles H. Osborn Co. has been organized to manufacture and sell women's wearing apparel and furnishings, with an authorized capital stock of \$60,000, of which amount \$31,500 has been subscribed and paid in in cash.

Detroit—The Sturgeon, White & Foster Co. has been organized to manufacture and sell ice machines and refrigerating equipment, with an authorized capital stock of \$100,000, of which amount \$81,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Beeman & Broughton Co., 30-34 Twenty-first street, has entered business as engineers and manufacturers of heat treating furnaces. Joseph J. Beeman was formerly with the Standard Fuel Engineering Co., 1646 Woodward avenue.

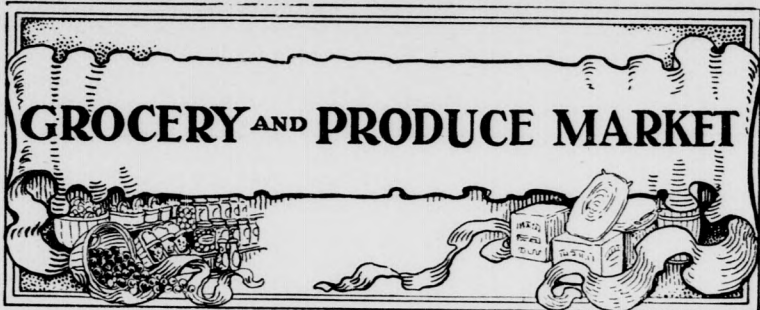
Muskegon—The Muskegon Aluminum Foundry Co. has merged its businesses into a stock company under the same style, with an authorized capital stock of \$75,000, of which amount \$40,000 has been subscribed and paid in, \$37,000 in property and \$3,000 in cash.

Detroit—The Curran Detroit Radiator Co., successors to the Detroit Radiator Co. has moved to Lafayette boulevard and Vermont avenue. This corporation manufactures the Curran type of radiator for internal combustion engine. The new quarters give greatly increased room for manufacture and for installation of radiators in automobiles.

Detroit—The Detroit Star Grinding Wheel Co. has been incorporated with an authorized capital stock of \$500,000, of which amount \$375,000 has been subscribed and paid in in cash.

Detroit—The Knox-Campbell Co. has been organized to deal in electric washing machines and other household equipment, with an authorized capital stock of \$15,000, of which amount \$12,500 has been subscribed and paid in, \$5,000 in cash and \$7,500 in property.

The generous wide entrance always has the advantage that it has the appearance of a store that is welcoming one with open arms, whereas a stingy narrow entrance has a tendency to unconsciously impose a barrier so that many people will actually get by the entrance before they find out where it is.



Review of the Produce Market.

Apples—Wolf River, \$2.75; Snows, \$2.25; Strawberry, \$2.50; Fall Pippins, \$2; Kings, \$2.50; Northern Spy, \$3@3.50; Greenings, \$2.50; Baldwins, \$2.50.

Bananas—\$8 per 100 lbs.

Beets—\$1 per bu.

Butter—The make is falling off to a considerable extent, with a good consumptive demand, together with a good demand for export. The market is about 1c higher than it was a week ago. The quality arriving is good for the season and the market is in a healthy condition. Local dealers hold fancy creamery at 62c in tubs and 64c 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—Ear'y Black Cape Cod, \$10.50 per bbl. and \$5.25 per ½ bbl.

Cucumbers—Hot house, \$2 per doz.

Eggs—The market is firm at about 3c advance over a week ago, with an extreme scarcity of eggs. The demand is good and we do not look for much further advance in the immediate future. Local jobbers are paying 53c for candled, fresh, loss off, including cases.

Egg Plant—\$1.50 per doz.

Garlic—60c per lb.

Grapes—California Malagas and Tokays, \$2.75 per case; Concord and Wordens, \$3.50 per doz. for 4 lb. baskets; 36c per 7 lb. basket; bulk, \$4.25 per bu., \$2.50 per ½ bu.

Green Corn—30c per doz.

Green Onions—20c per doz.

Honey Dew Melons—\$2.75 per crate for either 6 or 8.

Lemons—California, \$9 for 360s and \$9.50 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; Sunlight Valencias, \$6.25@6.75.

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

Pears—California Bartletts, \$5 per box; Keefers, \$2.

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.

Potatoes—Home grown, \$1.40@1.60 per bu.; Jersey Giants, \$4 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.

Sweet Potatoes—\$1.75 per hamper or \$4.50 per bbl. for Virginia.

Tomatoes—75c per ½ bu. basket; \$1.25 per bu.; Green, \$1 per bu.

The Grocery Market.

Sugar—The situation grows critical. There is a very pronounced scarcity amounting to an actual shortage and no reason to believe that this will be relieved for several months. In fact, there is reason to believe that it will grow worse after the first of the year, accompanied by much higher prices. The demand continues to be very heavy and no jobber is filling his orders in full. The supply of raws is also short. The trade has received no announcement as yet as to the manner in which the beet sugar crop will be marketed. While the Sugar Equalization Board has apparently made no move to purchase the new beet crop, or even that portion which might be marketed between now and Jan. 1 next, it is understood that beet producers will sell the sugar as rapidly as produced. It is estimated that slightly over 400,000 tons of the new crop can be produced and moved by January next.

Tea—The market shows no change for the week from the standpoint of the seller. The market is in a very satisfactory condition because there is a moderate demand and sellers are now netting a profit on practically everything they sell. Black teas are coming over very much more slowly than usual and there are holes here and there in the line, with prices tending higher. Java teas probably show an advance of 5c per pound from the lowest point.

Coffee—The market is unchanged, but very dull. All grades of Rio and Santos remain on last week's basis, which, as stated, means a decline of about 8c per pound from the highest point on Rio 7s and about 5c per pound from the highest point on Santos 4s. Everybody is afraid of the situation and is not buying beyond immediate wants. The future of the coffee market is highly problematical. It rests entirely with what Brazil does with her over 3,000,000 bags of coffee. There is a persistent rumor that Brazil needs money and intends to unload this stock. If she does unload

it, which she can do at a good profit even at the present market, prices will be no higher and will probably be lower, because it will be a very difficult thing to keep the market from slumping if it once becomes apparent that Brazil is unloading. Some time ago the rumor that this coffee was to be unloaded became current and a number of individual planters got scared and threw their coffee on the market at a low price. This is responsible for the slump that occurred in this country. It is certain that, taking the world over, there is no scarcity of coffee, but on the contrary the supply is very heavy. There is, however, no excess in this country and without new coffee from Brazil the market here may advance in the near future. The export demand for coffee is only fair. Milds show no change for the week, but have declined about 3c from the highest point. All fancy coffees are exceedingly scarce.

Canned Fruits—The market on all lines but Bartlett pears is decidedly weak, and some brokers assert that even pears may be had from weak holders at about 10 per cent. over the opening, instead of the general level of 15 per cent. Several thousand cases of standard and extra standard apricots have been sold at auction at 8 per cent. under the opening. On apricots, free peaches, plums and cherries the market has been generally considered to range from the opening down to 10 per cent. below opening. New York gallon apples are weaker, considerable sales having been made at \$6 factory. Arkansas apples have been sold at \$5.50 f. o. b. St. Louis.

Canned Vegetables—In spite of the fact that the tomato pack is practically over and that the total this year will almost certainly not be over 7,000,000 cases, which means a positive shortage, Maryland 3s are selling from \$1.85@1.90, which is an exceedingly attractive price under the statistical conditions, yet nobody is buying tomatoes and nobody is interested in them. Corn is a bit draggy on account of lack of demand and some pressure to sell. Some brands of Southern corn show a decline of 5@10c per dozen. Peas are steady and quiet.

Canned Fish—Salmon shows no change and continued very high prices. Domestic sardines are even weaker than they were and ordinary brands of quarter oils can now be bought as low as \$4, which is below the cost. Imported sardines show no change. There are only a few coming, anyway, and prices so high that the demand is light.

Dried Fruits—No change has occurred in the market. Prunes, apricots, peaches, raisins, currants and the remainder of the line are all still very scarce and very high. Trade are buying what they have to have, but no more. There is no indication of any immediate change in the dried fruit situation.

Corn Syrup—Demand continues active, with some large producers sold ahead. Prices are unchanged.

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

Tapioca—The market is firmer, although quotations are unchanged.

Spices—The market is very active and prices in some lines advanced.

Cheese—The market is firm, with a normal consumptive demand. The receipts are about normal for the season and there is some export trade. We do not look for much change during the coming week.

Provisions—Pure and compound lard are unchanged, with a fair consumptive demand—better than it has been. The consumptive demand for smoked meats is lighter than usual, quotation being 1@2c lower on the different grades. Canned meats, barreled pork and dried beef are all steady at unchanged prices, with a light demand.

Salt Fish—There is no Shore mackerel at all. There are a few mackerel on the market from Canada, but they are not of good quality, although they are selling at very high prices. Some fat Canadian mackerel from Cape Breton are expected and they will probably be very much better in quality and, incidentally, much higher in price. There will probably be a few Norway mackerel over here a little later, but the prices are not yet to be quoted. The Norwegian catch is very small. Most of the domestic supply of mackerel will come this year from Ireland. The market has advanced until prices are practically higher than at any time during the war. Codfish is very high, owing to the loss of the first two months in the catch and large foreign demand.

Late Bankruptcy Proceedings.

Grand Rapids, Oct. 6.—In the matter of Peter Dornbos, bankrupt, this city, the first meeting of creditors has been held. Claims were allowed. Thomas Atkinson was elected trustee and his bond fixed at \$5,000.

In the matter of Ira M. Smith, bankrupt, of this city, the first meeting of creditors has been called for Oct. 16.

In the matter of Frank J. Bride, bankrupt, White Cloud, the first meeting of creditors has been called for Oct. 16.

In the matter of William Manns, bankrupt, Grand Rapids, a special meeting of creditors and sale has been called for Oct. 18. At such meeting creditors will consider a proposed compromise of the controversy between the trustee and T. C. Ferguson, concerning settlement of suit brought by trustee to set aside mortgage given by the bankrupt to said Ferguson, which is alleged to be a preference. Creditors will also consider petitions for fees for the attorneys for the bankrupt and trustee herein.

Uncle Sam to Sell Only His Old Shoes.

The Government did not, as many expected, place any new army shoes on sale throughout the country on Sept. 25. Renovated army shoes, however, have been offered for sale in the Government "retail stores."

It is stated, furthermore, that the War Department has need of its full stock of new army shoes. The rumor that part of it was being sold undoubtedly had its origin in the fact that a number of manufacturers who had been working for the Government did, on their own account, offer to the trade shoes made on the army specifications.

Late News From the Saginaw Valley.

Saginaw, Oct. 7.—To show their appreciation for good things, the people of Northern and Eastern Michigan turned out over 200,000 strong to the Saginaw county fair and left, almost to a man, saying it was the best in Saginaw's history and the greatest county fair held in the State this year; in fact, many exhibitors made the remark it stood second only to the State fair and outshone the latter in many departments, especially in the exhibit of live stock. This is only a starter. Keep your eye on the Saginaw county fair.

The little son of Mr. and Mrs. Lawrence Rapson, at Owendale, is very ill at this writing. The parents have the best wishes for his early recovery from many of the boys. Mr. Rapson is one of Owendale's merchants.

Daylight is about all anybody can save these days.

W. H. Bechtel, baker at Caro, has disposed of his bakery to Lorenzo Gue. The later recently sold his bakery at Lapeer to D. F. Butts, of Lapeer. Mr. Butts is one of Lapeer's live grocerymen and will conduct the bakery in conjunction with his grocery. Mr. Bechtel, however, expects to continue in the manufacture of ice cream, having made a great success in the business the past two years.

There is nearly as much "ire" as "land" in Ireland these days.

Manager Art. Fleetwood, of the Columbiaville Mercantile Co., Columbiaville, was in Detroit on business last week. Mr. Fleetwood was made manager recently on the resignation of John Folsom. The later has gone to Greenville, where he is manager of a similar establishment to that at Columbiaville.

Mr. and Mrs. Ed. Skinner, Mr. and Mrs. Peter Pappas and Mr. and Mrs. Walter Ducker, all of Columbiaville, took a day off last week and attended the fair at Imlay City. The above mentioned gentlemen are all business merchants in the Woolen Mill City.

Carl Lockwood and Harold Tuttle, of Lapeer, have joined the moose party. This is not a political party, simply a party of good fellows who are on their way up to the wilds of Canada in the vicinity of Hudson Bay to hunt for moose. Mr. Lockwood is in the general mercantile business with his father, S. A. Lockwood, while Mr. Tuttle is the junior member of the firm of C. H. Tuttle & Son, one of Lapeer's progressive grocery firms. Here's hoping I get a bite of moose meat!

G. V. Black, of Pigeon, is in Lansing this week attending court.

Joe Lambert, one of Columbiaville's general merchants, was in Saginaw on a buying trip Monday. Pretty good berg to come to eh, Joe?

C. L. Rice, of Elkton, was a business visitor in Detroit last week. Mr. Rice is proprietor of a confectionery store and manager of the only movie house in town.

Joseph Clyne, owner of the Gagetown Hotel, Gagetown, has opened the dining room of his hotel. When making the Thumb, you don't need to hesitate about going there on account of hotel accommodations. Mr. Clyne is a very genial gentleman and is endeavoring to give the boys the best the town affords.

Wonder if that \$55,000,000 appropriated at Washington recently for air service also applies to hot air?

O. E. Zeigler, Thumb representative for Swartz Bros., Saginaw, is wearing the golden smile and justly, too, as he has recently returned from Galveston, Texas, with his bride. 'Spose you would term his trip a Southern romance. Anyway, after being overseas for a year and back on his old job, with a Southern lady for his helpmate through life, I guess most anyone would smile. He is making his home at 212 South Mountain avenue, Bay City.

G. W. Littleton, member of the firm

of Littleton & Graham, general merchants of Bax Axe, was in Chicago last week on a buying trip.

Most houses on sale now in Saginaw have two stories—the buyer's and the seller's. Then there are the tenants, but that is another story.

John Jay, formerly with Butler Bros., of Chicago, is now acting manager for G. V. Black, the Thumb's big merchant, located at Pigeon. Mr. Jay comes to Michigan highly recommended. Although here but a short time, he has already made a noticeable change in merchandise affairs, where they claim, they can make "your dollar have more cents."

At present prices there are grounds for complaint in every coffee cup.

Saginaw Council is on a rampage and travelers living in our fair city will have a fine time to escape the orders of some U. C. T. salesman. "Just sign your name right here and a check please or else pay Secretary Pitts" the afternoon of Oct. 18, at which time No. 143 expects to set a mark that will stand for some time to come in the number of candidates initiated. Eighteen teams are busy scouring the city and when the polls close on the 18th a great victory will be celebrated. Special invitations have gone out to all the boys living in the big little town of Millington, where Roy Riker, the hardware plugger, lives along with Ed. Wills, W. B. Atwood and P. C. Frost—all men who would prove good and true and be valuable assets to any organization. E. A. Fallahay, of the above stated town, has already passed through the mysteries of the order and we are looking to him to a great extent in bringing the boys into our circle. We want to extend to you gentlemen the right hand of good fellowship and when the storm has blown over, you will be proud to boast that your city is 100 per cent U. C. T. The meeting will be called to order promptly at 2:30 p. m. by Senior Councilor Dan McArthur; initiation in the afternoon; banquet at 6:30, during which time there will be instrumental and vocal music by talented entertainers. After the eats will come the dance for those who care to indulge and cards for others until 12 o'clock. Let everyone turn out. Your eats committee is preparing to feed 450 people, so be on hand to help clean up the grub.

Owing to a couple of our officers leaving Saginaw, there will be a special election held and it is the hope of the writer that some of our newly-elected members can be persuaded to make the race to fill said vacancies. What every organization needs and must have is young blood or new blood and it gives me great pleasure to announce that on this particular occasion that monarchical Vicar Brown, our State instilling potentate, will be with us and will preside. This ceremony in itself will be worth your efforts to be on hand. Don't forget this all takes place at the Elks Temple, Oct. 18, 2:30 p. m.

We read the following sign on the window of a building recently vacated by the Postmaster and his equipment at Owendale: "We have moved from here to where we now are." We had an awful time to find it.

At the special request of Conductor Orin Leidlein, the Saginaw prune juggler, I am hereby placing his name before you in print.

We are informed by good authority that Harry Tracy, living in North Saginaw, and who sells meats and by-products for Armour & Co., has been recommended for the Carnegie medal. He had four blow-outs in one day and never lost his temper. Harry says the pleasure was all his.

It is said two million dictionaries were sold in Chicago Saturday night. Sox rooters were looking for "sympathy" and I know a lot of Saginaw fans who probably haven't enough money left to buy one.

Frank Martin, Thumb representative for Symons Bros. & Co., has left the road and accepted a position in the office of said company. Mr. Martin made many friends during his short reign in the Thumb who hated to see him quit, but all are wishing him success in his change. He lives on Hill street, Saginaw, W. S.

We are pleased to report that Mayor B. N. Mercer was able to go to his office Monday after an absence of three weeks, owing to illness.

L. M. Steward.

Mercantile Mutterings From Magnetic Marquette.

Marquette, Oct. 7.—The Eben Farmers Co-Operative Store Co., of Eben Junction, has bought the stock and leased the building of C. C. Brown, of Chatham, and will now conduct two stores. The manager of the new store has not been definitely named.

D. W. McDougall and Frank G. Farrell and wives, of Munising, left Sunday, Oct. 5, via Mr. McDougall's Buick for Texas, to be gone about a month. We hope they have a glorious trip and a good time, as no doubt they will.

Fair weather materially helped to make the annual Marquette County Fair, held Oct. 1, 2 and 3, a huge success from the standpoint of attendance. The exhibits, as usual, were fine; in fact, the best ever shown at any of the Marquette county fairs, and everything was exceptionally well handled and the management is to be congratulated. Many regretted the non-appearance of the carnival company, which failed to show up after giving some slight excuse. The horse races were excellent and the grandstands were crowded with excited multitudes all three days of the fair. The ball games between Ishpeming, Negaunee and Marquette for the county championship found Marquette on top, defeating Ishpeming, which the first day of the fair vanquished Negaunee. Lovers of the great American sport were out in great numbers to cheer their teams. Marquette day—Friday, the last day of the fair—brought out the largest crowd ever in attendance or to Marquette county fair grounds. All stores in Marquette were closed at noon and everybody and his brother seemed to be there. Here's hoping for a still greater fair in 1920!

Harry Annen, of Green Bay, Wis., popular Brenner Bros. Biscuit Co. salesman, called on the local trade in Marquette this week and lightly hopped (Harry weights slightly less than 400 pounds) on the evening train for Chicago to consult with Manager Gleason of the White Sox as to why they lost the first two games with the Reds. With Harry on deck the Sox cannot lose, because if they do—well, Harry won't cash in, that's all.

Marquette is going to have a fine new movie theater with the contemplated rebuilding of the Delft theater. The seating capacity will be 1,400, making it the largest movie show north of Milwaukee. Seating and entrance features under consideration are expected to make the new Delft the show place of the town. We need it.

Business is good.

H. R. Goodman.

A fool can answer any question to his own satisfaction.

Wool Supplies and Woolens.

London's auction sales of wool came to an end last Saturday. They were remarkably successful from the standpoint of quantity sold as well as for the high prices realized. The high levels reached were due in great part to the fact that, for the first time, unrestricted purchases were permitted by American buyers. The latter were keen for high-grade merinos and certain varieties of crossbreds. Before the end of the year it is expected that the Australian and New Zealand wools allotted to this country will be put on sale at auction in Boston. The British Wool Controller, Colonel F. Vernon Willy, M. P., is now here attending to the details. The first batch, consisting of 40,000 bales Australian and 10,000 bales New Zealand wool will arrive here early in December direct from the antipodes. If deemed advisable, there will be further shipments of 30,000 bales monthly. Figures for August show that during that month there were consumed in domestic mills about 55,000,000 pounds of wool, grease equivalent, which is well above the average of that before the war. Supplies of woolens seem to be adequate, but some shortage is still reported in those of worsteds. Clothing manufacturers are optimistic regarding the outlook for spring despite the higher prices asked. Some backwardness is shown on dress fabrics, possibly due to the relatively slow sales of women's suits during the past month.

L. F. Stranahan (Libby, McNeill & Libby) recently met a peculiar experience fifteen miles South of the city on the Dixie trail. While headed toward the city with his associate, Mr. Van Buskirk, he swerved out of his course to avoid smashing into another car which was running behind a large truck—and sought to pass the truck by invading the right of way of North bound traffic—and went down a fifteen foot embankment. The car was completely upset, but neither of the occupants were injured. Within twenty minutes the car was righted, restored to the road and headed for Grand Rapids under its own power. The total cost of repairs was 30 cents for a new bow in the top. No more fortunate an accident ever happened in this locality. Mr. Stranahan evidently lives a charmed life.

Do not give up your dream because it is apparently not being realized; because you can not see it coming true. Cling to your vision with all the tenacity you can muster. Keep it bright; do not let the bread-and-butter side of life cloud your ideal or dim it. Ambition and great future successes come from the dreams that are made to come true.

Hendrikse-Arnesen Engineering Co.

Refrigerating Engineers and Contractors
518 Murray Building, Grand Rapids

Michigan representative for
"The Howe Ice Machine"
Adapted for Butchers and Grocers

Doesn't Favor Flat Percentum Tax on Sales.

New York, Oct. 7.—Chairman Fordney, at the Michigan meeting signified that he thought well of a plan to replace the present sales taxes with a flat tax of 1 per cent. or $\frac{1}{2}$ of 1 per cent. on all sales. Congressman Fordney has been previously quoted in the trade and general press as in favor of such a plan.

Members will be pleased to learn that your Executive Secretary had an opportunity to discuss this plan with Chairman Fordney to some extent and was invited by Chairman Fordney to visit him in Washington for the purpose of continuing the discussion.

In the meantime, while the idea is still only partially developed, retail dry goods merchants would do well to think very carefully of all that might be involved in such a plan before coming forward in interviews and expressing their approval of such a plan. First of all it is necessary to make sure that the retail dry goods trade and the Chairman of the Ways and Means Committee are thinking of the same thing at the same time.

For example, merchants are quick to assume that if such a plan were adopted it would be as a substitute for all the excise taxes, and possibly for the income and excess profits as well. Chairman Fordney has not intimated just what taxes would be repealed if this flat sales tax were adopted.

Second, let us all remember that the present sales taxes were adopted to meet a specific abnormal condition, and that it is reasonable to suppose that they will be continued in force for a comparatively short time only. On the other hand, a flat tax on sales might be continued indefinitely and become a normal method of raising revenue for the Government.

Third, if the merchants go on record as favoring a flat percentum tax on sales in the case of the National Government, is it not probable that state, county, and even city taxes may all be established upon the same basis, each additional tax increasing by so much more the cost of doing business. All these taxes appearing as indirect taxes, the majority of the consumers would not know they were paying taxes, and the whole thing adding to the cost of doing business might place the retailer in a worse position than that which he now occupies when his prices are the subject of criticism and investigation.

Fourth, Chairman Fordney, when your Executive Secretary discussed the matter with him, apparently had in mind a tax which the retailer would collect from the public at the time of sale. Your Executive Secretary reminded Mr. Fordney that under the penalty section of the present revenue law there is a penalty for misrepresentation of the tax, and if the rate should be fixed at 1 per cent. it would be impossible for the retailer to tax the consumer less than 1 cent. which on a purchase of 25 cents would mean a tax of 4 per cent. To this Mr. Fordney replied: "I should have mentioned that articles under one dollar would be free from the tax."

Here your Executive Secretary objected on the ground that if a certain department did \$50,000 worth of business it was possible that half of that total might be made up of small sales of less than one dollar and that in order to let the Government know the proper taxes were being returned the retailer would have to keep an elaborate, complete record of all sales and taxes. Chairman Fordney said, "Yes, he would have to keep track of them." From this it would appear that such a flat percentum tax would be a very poor substitute for the present taxes.

It is the intention of your Executive Secretary to visit Mr. Fordney at an early date for the purpose of conferring further on this matter.

In the meantime, it is well for retailers to watch and study the situation carefully before committing themselves.

National Retail Dry Goods Association.

Prices of Cotton and Fabrics.

No surprise was in store for those interested in cotton quotations as a result of the Government's estimate of the condition of the crop as of the date of Sept. 25, which was made public on Thursday. The yield, according to the estimate, will be only 10,696,000 bales, which is less than any other since 1909. The smallness of the crop is not much attributable to restriction of acreage which planters, according to their expressed resolve, had determined on to the extent of 33 per cent. As a matter of fact, the reduction in acreage was about one-quarter of that figure. Quotations were little affected by the Government report, as it had been discounted. The future of prices, it is felt, will be largely dependent on the volume of exports. From present indications and judging from the leisurely way in which the movement toward the adoption of the peace treaty is proceeding, it is doubtful if any large movement abroad, especially to Germany, can be started until well into the new year. That means not more than eight months of exports before the opening of the next cotton year. The goods market has been pretty active so far as concerns gray goods. First hands have been the sellers, the commitments being mainly for the remainder of this year, but some recent transactions call for deliveries up to the middle of next year at the highest prices yet reached. Prices for spot goods have been especially high. In knit goods there is some buying for filling-in purposes. The hosiery demand promises to be very active.

Novel Millinery Effects.

Trimmed velours are very well thought of here for sports wear this season, according to the bulletin of the Retail Millinery Association of America. Combinations of light, bright shades figure largely in the collections seen.

"For instance," the bulletin goes on, "a turquoise velour made on large, floppy lines has a facing of moire silk in a henna shade. On the upper brim this model is used as trimming heavy wool embroidery in a flower motif in an unusual combination of colors. The hat is banded with several strands of a similar wool. A unique trimming effect is obtained on another large velour of henna color in which, in a flower motif of hackle and wool, the hackle is used as the flower and the wool as the pod and stem."

The bulletin also says that velour is being used for small tailored hats to a considerable extent. Small crushed turbans, cossack "tams" and soft "chin chins" are shown in light-colored velours, and are trimmed with novel wool effects of various kinds.

The best business-getting plans of the store are sure to go astray unless backed up by the efficient, loyal efforts of the sales force.

On Business Optimism

Cheer Up!

There is no indication that Pessimism is to become the great National Trade Mark. If ever a Nation had an inherent sport, it is looking on the bright side.

Yet the Chronic Lamentor is in our midst.

He is the fellow who says:

"The world is turning Bolshevistic."

"There can be no adjustment of the labor situation."

"The world will be mending for fifty years."

"The high cost of living bugaboo will kill trade."

"Things will never be as they were."

All of which is tommy-rot. The American business man has more cause to exult in his profession and his country than ever before in the history of any nation.

Nothing can stop us.

The fat side of the ledger is loaded down with promise.

We have broken all records in wheat raising. The farmer is well off—all of us are.

We have won a war which we set out to win and we won it in a clean way.

Every European country likes us, although they may not admit it. And when they do not quite like us they at least respect us. And that's the fair equivalent.

More new trade markets are open to us than ever before.

Our merchant marine is fast building.

Business men have always shown a disposition to kick anarchy into the discard and give a black eye to the puny little Bolshevistic scheme.

Labor will come to its sober senses and cease making unreasonable demands.

The manufacturer will eventually solve his problem by inventive genius, machinery that will double capacity and more thorough office and production efficiency. And in the end, before very long now, all differences will have been settled and labor and capital will be working side by side to put over fifty years of unprecedented American Prosperity.

It is en route this way—and coming on a single track at a high rate of speed.

The wounds of the world heal rapidly.

Never was there such an opportunity for people who sell things.

People have the money to buy and are buying.

There is only one trouble—will we be big enough and ingenious enough to handle Prosperity when it comes whizzing up to the station?

NATIONAL GROCER COMPANY

Grand Rapids

Lansing

Cadillac

Traverse City

THANK GOD FOR A GARY!

The cause of civilization and human freedom is fortunate that Judge Gary has the foresight and courage to stand up solidly against the common enemy of humanity—the closed shop and collective bargaining—which involve the abasement of the worker to the rank of serf and exaltation of the union official to the rank of tyrant. The entire propaganda for the closed shop is based solely on the inordinate ambition of the union thugs to dominate the industrial situation, thus reducing the worker to abject slavery and forcing the employer to become the servile tool of the most infamous conspiracy against freedom of the individual ever attempted since the world began. In a statement made before the strike began, Judge Gary said:

We do not combat labor unions as such. We do not negotiate with labor unions, because it would necessarily result in the closing of our shops against non-union labor, and large numbers of our workmen are not members of unions and do not care to be. The principle of open shop is vital to the greatest industrial progress and prosperity. It is of equal benefit to employer and employee. It means that every man may arrange for the kind and character of work which he believes will bring to him the largest compensation and most satisfactory conditions.

The closed shop is a defiance and challenge of the Constitution, the most precious document ever conceived by the mind of man. The Constitution guarantees to every American "life, liberty and the pursuit of happiness." The closed shop denies every victim of that nefarious doctrine "life, liberty and the pursuit of happiness," thus setting at variance the most sacred guaranty of liberty ever created and cherished by a free people. Every man or corporation which subscribes to the closed shop propaganda is a traitor to his country, because he arrays himself in opposition to all that is worth having in this world. The man who patronizes any establishment which maintains a closed shop is guilty of treason to his country, because he thus contributes to the support and encouragement of men who aim to subvert our model form of government and replace it with chaos and anarchy.

We have been drifting along for years, working along the lines of least resistance and permitting the insidious doctrines and infamous methods of the closed shop to gain a foothold. Nearly every daily paper in the United States has been forced to abjectly submit to union labor domination, in consequence of which freedom of expression and utterance on this subject has been crushed. No daily paper, except the Los Angeles Times, dares enter a protest against this damnable doctrine, because the closed shop agreement enforces silence and submission.

It is fortunate for Americanism that one man of shrewdness and force like Judge Gary has the courage to stand up and say STOP and to insist that his army of employees must not be forced to bend their necks to union tyranny or be debarred from the liberties vouchsafed them by the

Constitution. Every honest man who loves his country hopes to see Judge Gary succeed in this contest, just as every traitor to the country hopes to see him defeated. The lines are sharply drawn and clearly defined. Open shop means Americanism and opportunity. Closed shop means the destruction of everything which the loyal American holds dear.

On which side are you arrayed in this great contest—the most momentous contest which has been waged since the adoption of our great charter of liberty—the Constitution of the United States?

JAPANESE EXPERIENCE.

The war gave the Japanese an opportunity which they were not slow to avail themselves of. In textiles, toys, shipbuilding and other lines they have made surprising progress in the last five years, and they have been extending their markets to a remarkable extent. They have attained a dominance in Far Eastern countries in the sale of cotton fabrics, among other things. For a time when they had virtually no competition they were not very scrupulous as to the kind of goods they sold. But they have learned by experience that this does not pay. Now they are taking precautions to have goods up to sample, and to have their quality guaranteed. The latest kind of articles to be thus taken in hand is cotton goods. Before the war the Japanese exports of such goods amounted in value to about \$13,000,000. Last year they were about \$115,000,000. The shipment of inferior stuff was seriously damaging the reputation of Japanese goods and threatening to spoil the export trade. So the government and the manufacturers came together and agreed on a stringent inspection system of all cotton goods intended for export. Thirty-two associations of manufacturers will hereafter direct the inspection of such goods. They will absolutely prevent the export of fabrics of unusually coarse or weak texture, not carefully woven, of inferior dyeing, bleaching, or mercerization, of irregular width, length, or weight or containing flaws or stains. There may be a suggestion in this of something similar to help American exports, particularly in view of some well-founded complaints from South American countries regarding shipments from here.

The Tradesman takes pleasure in commending the suggestion of John B. Barlow, published elsewhere in this week's paper, that Michigan communities take note of the efforts California people are making to attract auto tourists to that State and make things so pleasant they will feel like repeating their visits. We are doing much in the way of good roads and beautiful booklets and accurate road maps and fine hotels, but we have not, as yet, learned the secret of making the camping tourist welcome, as California appears to be doing with so much effectiveness. The expense of providing such creature comforts is small, compared with the dividends they pay in thankfulness and local patronage.

MOB RULE MUST GO.

Rule by mob is certainly becoming more frequent in this country. We have many instances of this, such as the Muskegon outbreak against the street railway because of a raise in fares, and now there is a movement on foot to remove the mayor for failing to do his sworn duty in the matter.

Then, too, there is the Omaha riot, which added to the sum total of all these emutes against legally constituted authority. In the last named city the mob essayed to complete their job of outlawry by burning public buildings and hanging the mayor. Nice situation for a civilized, church-going community! In days of old, when people were less enlightened than in this modern age, mobs sometimes were quelled at the cannon's mouth, whole streets being swept with grapeshot, leaving hundreds dead and dying on the pavements. Napoleon the Third did this in Paris and afterward proclaimed himself Emperor of the French. During his reign no such another attempt to rule by mob was undertaken. It is a well known fact that mobs are cowardly. Cold lead and sharp steel usually serve to cower them into submission.

Mob rule in America seems to be on the gain within the past few months. Under the guise of "race riots" they break forth in unexpected places giving the public in general no end of trouble and fear for their lives.

Organized labor that sympathizes with a convicted murderer and threatens dire consequences to peaceful communities unless the murderer is released to prey upon the public produces another phase of the spirit of mob rule, and it may be said this is the worst phase of all, fetching honest labor into the conflict for the elevation of an oligarchy more dangerous to the liberties of this republic than all the kings and emperors of the world combined.

If we would retain our self respect; if we would keep peace on our public streets; continue the operation of lawful courts of justice and make the citizen safe wherever he may choose to go, we must conquer this mob ruling element which has of late become so conspicuous throughout the various states of the American Union.

If we had more mayors like Ole Hansen there would be less such outbreaks. Officials with sufficient backbone to enforce the law against all mobs, no matter what the pretext for such, are needed, and we believe that hereafter there will be closer scrutiny given men who are put forward for official positions in our cities and small towns.

In a republic like ours it sometimes becomes a ticklish proposition for one in public place to put on the screws and fetch the lawbreakers under the thumb of the law. Every man of the mob is a voter, a supposed American sovereign who holds in his hand the weal or woe, so far as public office is concerned, of the man who holds the reins of power.

The safest course for those in high

public places is to see that law and order prevail no matter what happens to their own political fortunes.

General Wood has been sent to straighten out things over at Gary, the same General Wood who was made something of a scapegoat by the Administration during the world war. And now it is suggested that perhaps certain politicians see in the General one who is looming large as a possible candidate next year for the Presidency, and that by permitting him a hand in settling this mob affair at Gary, he may perchance put his foot in it so to speak, and ruin his prospects for future success in the political world.

Even if this surmise is true the chance for the General to make good is better by far than it is for him to make a mess of his political fortunes, if he wisely takes counsel of his judgment and steers clear of all compromises with wrong, and adheres strictly to his duties to the general public by frowning on everything the union labor mob has done and by seeing to it that every leader in the nasty, unsavory mess, gets his just deserts in a court of justice. Go to it, General, and make an example of some of these mangy hounds who seek to fatten on the misfortune of their fellow citizens.

The safest course for a public man to pursue is one dictated by strictest honesty and a determination to mete out even-handed justice all along the line, no matter where the hammer hits in its fall.

Mob rule must go. There is no place in America for the propagation of anarchistic ideas which lead to either race riots or common murder. We must proceed to wipe this malicious, underhanded species of homicide from every precinct of our land, and the sooner an example is made of union labor leaders in this modern Jessie James exuberance the better.

There is room in the United States for but one flag, the good old Star Spangled banner; for but one code of morals and of law; righteousness for the one, exact and eternal justice for the other.

NEEDS A CURB BIT.

The exact status of Sam. Gompers, the blatant and bombastic union official who has been puffed up with conceit and false pride by reason of the servile attitude of President Wilson toward him, is plainly shown in his recent arrogant and defiant emission regarding the Cummings bill. He says, as clearly as words can express an idea, that if the Cummings bill is enacted by Congress, and railway employees are denied the privilege of striking whenever the strike fever occurs, he will advise his union dupes to defy the law, even if it is held constitutional by the United States Supreme Court. In other words, Sam. Gompers assumes that he is bigger than Congress, bigger than the Supreme Court, bigger than the country which tolerates such a loud-mouthed demagogue and disorganizer.

Isn't it about time that Mr. Wilson put a curb bit on this particular pet of the Wilson administration?

Mayer

DRY-SOX SHOES

NOW is the time to stock *Dry-Sox Shoes* — the “leader” that pulls in the sales and directs new trade to your store. The supreme quality of the *Dry-Sox*, together

with the unusual construction, makes it the most efficient trade builder in the shoe business.

Order today. We have a big stock at this season to draw from. Write for catalog.

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

The unusual construction of this shoe makes it the biggest selling specialty in the shoe business.



Will the Vogue For Low-Cuts Continue?

Written for the Tradesman.

One fellow's guess, is, perhaps, no better—or worse—than another's in this matter, but the writer nevertheless ventures the prediction that the present vogue for low-cuts will increase rather than diminish. In the course of this article he hopes to give some convincing reasons for pinning his faith to this proposition.

There was a time—and it was not so remote as to lie beyond the recollection of many of us—when low-cut shoes were seldom worn. Their use was limited to a few hot weeks in mid-summer, and they were effected, as it were, by elderly gentlemen of the leisure class who demanded special footwear comfort, or by smart dressers of the younger set who were willing to take a chance. In other words they were not generally worn. They were not exactly in the freakish class, but they were what you might call an unusual type of shoe.

But behold how times have changed! Now the low-cut has come into its own. Everybody is wearing them now; and not only are they worn in the hot summer months, but late into the fall and early winter; sometimes right on through the winter! I know people who wear low-cuts the year around and wouldn't wear any other kind. In cold weather they don't spats and defy the elements. And somehow they manage to get by with it, although I wouldn't recommend the custom generally. Some people are born lucky.

I believe the popularity of the low-cut type of shoe is based on certain solid and substantial reasons.

In the first place it is a comfortable shoe; and insofar as style goes, it can be made to carry a considerable amount of this desirable quality. Indeed the style-possibilities of the low-cut are quite as ample as those of the full height shoe, and that applies to low-cuts for women as well as men. A glance at the style sheet of shoes for the spring and summer of 1920 will convince the most conservative person that this is true. Verily the designers and manufacturers have some nifty things in store for us on low-cut lines!

Not only are there style-possibilities galore in the low-cut, but there is also a whole lot of bona fide foot-comfort in shoes of this type. And it is hardly worth while to argue this point. If a fellow doesn't know it, it merely argues that he hasn't worn low-cuts, or he has worn them with a mental reservation or preconceived prejudice that incapacitates him for correct judgment in the matter. Low-cuts are down-right comfortable.

Naturally the foot generates less heat, gets more ventilation, and is freer from perspiration and other incidental discomforts when encased in a low-cut than it is when encased in a full-topped shoe. Whether a shoe comes in button or lace, and not matter how well it fits around the ankle, one cannot enjoy the comfort and ease one finds in a pair of low-cuts. This is immediately apparent when you take off a pair of the latter and put on a pair of the former.

Looking at the proposition from the feminine angle, the low-cut makes possible a modest and legitimate glimpse of neat hosiery—and silk stockings figure largely in the 'style dope-sheet of the day—that would be impossible with other shoes—particularly since skirts are a bit longer than formerly.

But this isn't all, neither is it the most important reason why I believe the low-cut vogue ought to be encouraged along.

The low-cut shoe naturally requires less leather and other valuable shoe-making materials, therefore enables more pairs to be produced from the present visible supply of material; and, for economic reasons, is a good thing.

And, for another thing, it requires less time to fit low than high shoes. Consequently if the present low-shoe activity continues and develops more perceptibly—as the writer firmly believes it will—this will constitute another reason for perking up and taking heart. It takes a clerk only about half as long to try on a pair of low shoes as it does a pair of high ones; and in a retailing situation where volume distribution is a desideratum, this is by no means an unimportant matter. Every little item and detail in one's selling programme must be carefully scrutinized to keep down the overhead; and if, by handling largely certain types of merchandise, we can bring it about that the same number of salesmen can handle a larger number of customers in a given period of time, the selling cost is thereby automatically reduced.

For these and other reasons that might be mentioned, the writer is strong for low-cuts. Let's keep them going as strong as we can, for the more actively they go the better it will be for everybody in the trade—especially while the present distress of a paucity of shoemaking materials is on. When we have emerged from this "distress" and have an abundance of choice leathers and fabrics for shoes of any length, it will be time enough to take up another fad; but just now the low-cut fad is the thing.

Cid McKay.

Fall Shoe Selling Very Good.

Written for the Tradesman.

The dopesters who had it neatly figured out that the public was going to ease up appreciably upon its demand for footwear this fall have missed their guess. They are still buying shoes. They are buying loads of them—and paying the price without a protest.

Viewing the situation from the vantage point of the first week in October, the fall and winter season of 1919 looks as if it were going to be an exceptionally auspicious one for the retail shoe dealer. Perhaps there has not been a time within the memory of folks now living when shoes of good style and accredited values sold with less persuasion on the part of the salesman than they are just at this time.

This may be due in part to a certain education which has gradually been imparted to the public through retail shoe dealers, newspapers and

Here is one of the Best Hood Leather Shoes



No. 435 @ \$3.35
while they last

Note the price.

Remember this shoe is
Goodyear Welt and is
built for service.

A Box Veal.

Soft and smooth
Goodyear Welt.

Made with the
Hood Tire
Fibre Sole

Hood Pneumatic Heel.

Soft
Flexible
Comfortable

Many other
go d numbers

Grand Rapids Shoe & Rubber Co.

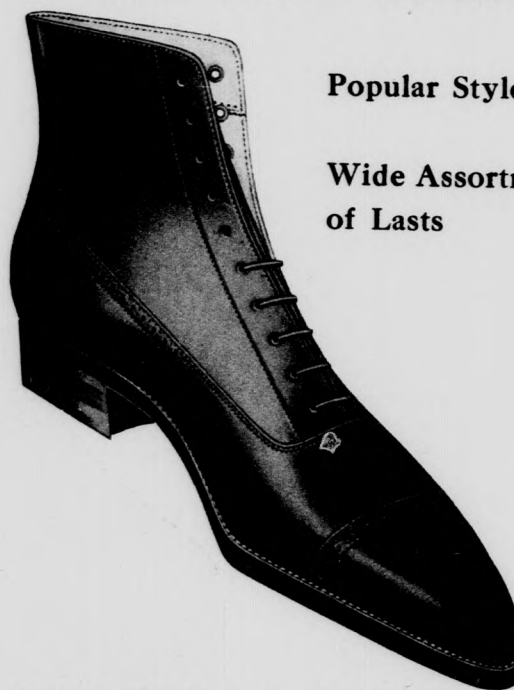
The Michigan People

Grand Rapids

R. K. L.

R. K. L.

MEN'S FINE SHOES



Popular Styles

Wide Assortment
of Lasts

Men's Mah. Crystal Calf Bal. Last 105. Stock No. 8739—A to E widths.
In stock ready to ship. Just send in your order and we will do the rest.

Rindge, Kalmbach, Logie Company

Grand Rapids, Mich.

R. K. L.

R. K. L.

other media. This "education" relates to or embraces facts with reference to the shoe industry; such as the price of leather, the growing shortage of leather and shoe materials in all the markets of the world, the increasing cost of labor, and other more or less serious difficulties attending the manufacture and transportation of shoes.

It is apparent that absurd and ridiculous charges of profiteering on the part of shoe dealers and shoe manufacturers have been interpreted in the light of facts to which only the most casual reference can be made. In other words these unsubstantiated charges are first discounted, then forgotten, and, just because the people are in a buying mood, they go right on and buy such shoes as they need.

The truth is the times are prosperous—universally and unusually prosperous. Nearly everybody has more money than he has hitherto been accustomed to. This is perhaps the first and most basic reason for the heavy demand now being made on retail stocks of shoes; but there is another reason—not economic, but psychological; and that is we are now witnessing the swing of the pendulum from rigid economy to something bordering lavish expenditure. The war is over, the victory is won, and now the American public is beginning to celebrate by buying gay and beautiful clothes—including, of course, footwear. Can you blame them? Well, not if you are in the shoe business.

As a matter of fact the phenomenon we are now witnessing—a thing, by the way, that is apt to become more pronounced as the months go by—is not to be condemned from any standpoint. It grows out of a trait that is very deeply entrenched in the human spirit. It is, we may say, America's characteristic way of forgetting the grim and unpleasant game of war into which we were drawn very much against our will.

And this reminds me that the soldiers are getting away from the Munson army last—a type of shoe that will be forever associated in their mind with dusty training camps, grueling hikes, and steaming mess. It was not that the Munson last was not a comfortable and serviceable last; but it is rather that the associations of the last are such that the sooner forgotten the better. But you are not to infer that the ex-soldier is going back to extremely pointed toes or other freakish styles which were once effected by smart dressers among the younger set. On the other hand, from observation and conversation with the boys, I am convinced that the majority of them are fighting shy of narrow toes and folderol in footwear. They want good, comfortable shoes—and yet shoes that do not look like army shoes. They demand plenty of toe room and good fitting qualities. They want to feel their toes gripping within the shoe so they can walk with that firm, easy swing they acquired in the army; and yet with it all they want a certain amount of style and footwear elegance. In other words they want comfort plus dressiness. And that, we must confess, is downright good combination.

In women's and misses' lines the call is all that could be wished—and far more than many of us anticipated—for the present stage of the game. Women are running true to form in that they are demanding—and getting—shoes commensurate with their needs, and price is a secondary consideration with them.

The advance per pair on beautiful and stylish creations that go well with the various gowns and dresses decreed by dame Fashion for fall and winter wear is not, generally speaking, any surprise or disappointment to women shoppers. Milliners, department stores, and other specialty shops are asking far more for their wares than hitherto; why shouldn't shoe dealers?

So, in view of the business already in sight, the present situation of the retail shoe dealer is encouraging. It looks as if the fall and winter of 1919-20 is going beyond the most sanguine expectations of our earlier appraisals.

Cid McKay.

Not a Matter of Price.

No better illustration of the fact that any kind of advertising is good advertising is required than the experience recently enjoyed by a local shoe salesman. This man represents a concern which produces only high-grade goods, and because of the very high prices it has been obliged to ask for its spring goods he did not try to open any new accounts among the smaller retailers.

One of these telephoned to him one day recently, however, asked him to call, and then wrote a fair-sized order. After the transaction was finished the retailer told the salesman that he had never stocked the latter's line before, but had decided to do so as a result of a talk he had had with a salesman for a competing wholesaler. This salesman had been basing much of his selling argument on the high prices asked by the firm in question, and had advised the retailer not to buy any of its shoes on that ground.

When asked if he thought that the shoes were worth the prices asked, the competing salesman candidly replied in the affirmative. Largely on the strength of this assertion, the retailer said, he got in touch with the first man and the orders resulted.

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

Signs of the Times Are Electric Signs

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

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

THE POWER CO.

Bell M 797

Citizens 4261

In Advertising

Rouge Rex Shoes to your customers use these phrases:

"Put on a pair and see how they wear."

"A shoe for the Man Who Works."

"From hide to shoe."

Keep the name Rouge Rex before your customers. Let them know you are the distributor of this Quality line of Footwear.

Hirth-Krause Co.

Tanners and
Shoe Manufacturers

GRAND RAPIDS,

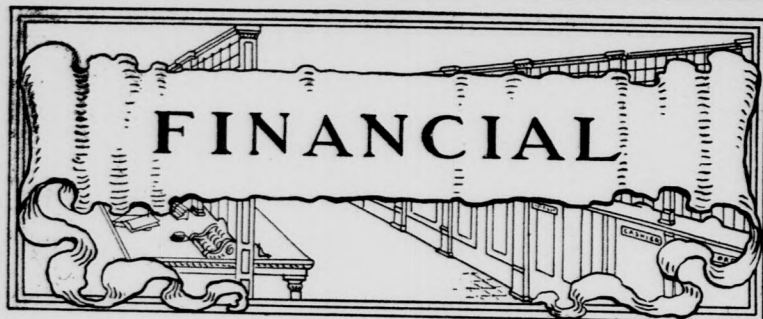
MICHIGAN

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

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.



Effect of Labor Unrest on Financial Conditions.

Within a few weeks we will celebrate the first anniversary of the signing of the armistice. The world has been at peace—or what has been called peace—for nearly a year. One who reflects on this cannot help noting the contrast between the predictions of a year ago and their fulfillment. Falling commodity prices were confidently predicted a year ago, with the cessation of war's demand, and business men everywhere feared to stock up. Yet prices have risen until they now stand at the highest level of living memory. Food and raw materials, instead of becoming plentiful, have become, for some people, more scarce than before. Instead of falling, our export trade has surpassed even war-time levels. War debts have grown greater instead of less. The currency of most of the belligerent nations, instead of contracting, has expanded faster than in war. Instead of returning to order from disorder, many nations have drifted further into disorder.

International financial relations have inevitably reflected the one-sidedness of commercial intercourse and the inflation of the National currencies. Exchange rates quoted in the New York market on foreign countries have fallen persistently, until at the recent low levels it cost the Englishman \$1.18 in his money to buy \$1 worth of goods in this market, the Frenchman \$1.78, the Italian \$1.96 and the German \$7.40.

The causes of the decline in international exchange and the necessary remedies are now pretty generally understood, but no concerted attempt has yet been made to apply the leading remedy—credit to Europe on a large scale. Unless that remedy is applied it appears inevitable that rates must move toward a level at which the prices which the foreigner must pay for our goods will so reduce his purchases here, and the low prices at which we will be able to obtain foreign goods will so advance our purchases abroad, that they will equal or more than equal our sales. The \$646,000,000 exports of August, exceeded only twice in our history, against \$308,000,000 of imports, were possible in spite of the exchange rates. They prove only how great is the demand for our goods. Moreover, in many cases the premium on the dollar has little more than offset the depreciation of foreign currencies. But as the trade balance must more and more have its own effect on exchange rates, this unbalanced trade, in the absence of credit extensions, cannot go on

indefinitely, and even if we could imagine exchange rates never altering, it would still be obvious that such unbalanced trade would ultimately have to come to an end because our customers would not have the means of payment.

Effect on Europe.

We cannot, of course, increase our purchases from abroad very far beyond those lately reported until Europe has fully resumed production, so that the net result of any prolonged postponement on our part to extend credit in large sums would be a shrinkage of our export trade. But after all, Europe must suffer by such delay even more than ourselves. The premium on the dollar has been compared to a protective tariff for Great Britain, but it is a tariff that draws no distinctions. It is just as high on the essential foodstuffs of which England stands in need as it is on the manufactured goods in which we compete with her industries. If bread is made especially dear in price because of adverse exchange rates, men cannot rejoice because they save money by not buying bread. An adverse exchange rate does indeed benefit a country as a producer and seller—if it has the goods to produce and sell. But it makes it suffer as a buyer and consumer. Only a part of the population of a country consists of producers; every one is a consumer. Consumption is always more important than production, because consumption is the end and production merely the means. The country that loses as a consumer is the real loser.

Labor and Capital.

No influence casts a greater shadow over the industrial life of the United States than the prevalent social unrest, which has found frequent expression lately in strikes not only for higher pay, for six-hour days and five-

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe
Grand Rapids, Mich.

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

Resources

10 Million Dollars

3½ Per Cent

Paid on Certificates of Deposit

The Home for Savings

MEMBER
FEDERAL RESERVE
SYSTEM

Our Statement
to the
Government
as of
Sept. 12, 1919



Established 1853

showed the following:

Capital: \$800,000.00
Surplus and Net Profits: \$1,117,342.69
Resources: \$14,475,427.28

Why not make this, the largest and oldest bank in this section—YOUR OWN BANK?

THE OLD NATIONAL BANK
MONROE AT PEARL GRAND RAPIDS

The
Public Accounting Department
of

THE MICHIGAN TRUST COMPANY

Prepares Income and Excess Profits
Tax and other Federal Tax
Returns.

Installs General and Cost Accounting
Systems.

Makes Audits and Investigations for
any purpose desired.

Room 211
Michigan Trust Company Building
Citz. 4271 Bell M. 408
Grand Rapids, Michigan

day weeks, for union recognition and the closed shop, but for a larger voice in the management of business, a share of profits, "nationalization," and even for a complete retirement of capital from its place in industry.

With this in mind, it is important to analyze the trades in which strikes have been most conspicuously successful of late, and in which wages seem highest compared with actual work done or ability required. It will be found that these lines are mainly those in which society in general, not the employer, has suffered the most by strikes. The owners of every traction line on which there has been a strike have lost considerably, but the public has suffered immensely more. Where there has been a strike of milk wagon drivers, the loss has not fallen primarily on the milk companies that hired them, but on the public, and particularly on the children that needed milk in thousands of homes.

When labor organizations spread beyond the employees working for a particular firm or organization, and attempt to cover the whole of industry, their effort becomes plainly one to monopolize labor, and this monopoly in its purpose and effect exactly corresponds to a monopoly in any commodity. When workers agree first not to compete against each other, then to restrict their numbers, by vigorous apprenticeship provisions, and then to limit output and hours of work in order to maintain wages, they fly in the face of their duty to society.

Lessening the Hours of Work.

How far can this go? Throughout the past half century there has been a steady diminution in the hours of labor. Recently, to justify what has been going on, we have heard much about the "principle" of the eight hour day, and now even four daily shifts of six hours each are being seriously advocated and demanded. If four shifts of six hours each is a "principle," why not six shifts of four hours each?

There can be no principle involved in any arbitrary number of hours. The question is one to be determined solely

by conditions within a particular industry. In many types of industry eight hours of work a day instead of twelve may be quite justifiable; because of the fatigue of long hours, actual production in eight hours may in particular cases be almost as great as production in twelve. Moreover, greater prosperity even of nine-tenths of the people at the cost of real oppression for the other one-tenth is not tolerable.

Obviously, however, the question of shifts, and therefore the question of an exact eight-hour day, applies only to that limited number of industries in which uninterrupted twenty-four hour work is necessary. Were the working day of labor in general to be reduced from eight to six hours, we can be practically certain that production would be reduced about 25 per cent. There would be fewer goods for everybody, and although money wages might remain unchanged, real wages, or what wages will buy, would diminish about 25 per cent. If the six-hour day were obtained in only a few industries, the price of the goods manufactured in those industries would be advanced to meet the added cost of labor. Therefore, the six hour day would be paid for not by the employers, but by consumers, composed largely of other laborers not receiving a six-hour day.

Like effects apply to wage increases. If wages were raised 25 per cent. in a given industry, employers would seek to recoup themselves by a corresponding advance in the price of what they had to sell. Insofar as goods continued to be sold, the payment of the increased wage would be made by consumers—the public—and not by the employers. If the article manufactured were some product of common consumption, such as cheap clothes, the increased wage would be paid for by other workmen, possibly not so well off as those receiving the increase. But at the higher price not so many goods would be sold, and although to that extent the loss would come out on the employers in the industry, it would also fall upon the

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

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

workmen, for they would begin to be laid off. In order that some might have a higher wage, others, at least until they were absorbed by other industries, would have to go without any wages at all.

Profit-Sharing.

All this is not to contend that only capital should get the reward of prosperity and that every wage increase is an economic error. Labor, like capital itself, is paid for in accordance with its productivity. When labor is underpaid the production of wealth also falls; for underpaid labor cannot afford to buy manufactured goods, and the demand for those goods must be small.

Although it is incorrect to say that the interests of capital and labor are identical, that is far nearer the truth than to say that their interests are directly opposed. The truth lies between. Both are interested—or should be—in producing as much wealth as possible. The inescapable conflict comes when either seeks to get or keep more than its just share of that wealth. We hear much insistence that everyone should receive a "living wage," but there is little insistence that he should earn a living wage. Just in proportion as pay is unrelated to productivity the incentive to productivity is lost.

As solutions of the labor problem, there have recently been put forth such plans as an "index number" wage and profit-sharing. An "index number" wage would base wages on their purchasing power, rather than on any fixed money sum. Wages would rise and fall with the cost of living, automatically. This would be an undoubted lubricator of the relations between capital and labor; it would make for fairness and quick and smooth adjustment, and prevent many needless strikes and lockouts. But it would leave unsolved the vital question of the basis itself.

Profit-sharing meets the same objection. Advocacy for a "fifty-fifty" division between capital and labor reveals nothing but careless thinking. An employer who furnishes little capital, but merely gathers fifty or a hundred men to dig a ditch, would be keeping to much for himself if he took half of the profits, and left only half to be divided among all the remaining men. On the other hand, one would not expect a druggist with one clerk behind the counter to give that clerk half of the total profits at the end of the year. The relative shares of capital and labor in the profits must depend upon the relative amounts of capital and labor employed in the business.

What Are We to Look For?

The whole question of wages can never, by its very nature, be settled once for all; but what can be provided is a just, prompt and peaceable method of adjusting wages. The strike is a test of might, not of justice. Its losses fall primarily on persons not parties to the quarrel. What is needed is a willingness to submit controversies to impartial boards of arbitration before strikes, and not after them, and to abide by the decision rendered.

The only way in which our industrial civilization can be developed in the interest of all, employers and workers alike, is by increased production. Increased production means, on the part of capital, increased efficiency in the management of industry. It means a willingness to forego the shortest possible hours. It means increased skill. This will require, for one thing, an abolition of the old dead-level system by which each man gets the same wage regardless of his

efficiency and worth, for when there is no premium on efficiency, there is no stimulus to develop it.

In building up the New World of which the British Premier has spoken, every class of society has its duty. Employers, workmen, politicians and investors all need to learn that if the New World was worth fighting for, it is also worth thinking for, so that the crude schemes of professional agitators shall not take root in untrained minds nor fail of their proper answers.

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A large, profitable and well-established crushed limestone business being expanded to take advantage of many large, long contracts offered at greatly increased prices. The company's large, new crusher plant is now under construction.

An unlimited proven supply of raw materials for cement manufacture.

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Management of ability and integrity.

No watered stock—no bonus stock—no preferred stock—no debts—no bonds.

Present going cement plants doing so well that none of their stock can be purchased.

A very bright future for the cement industry owing to GOOD ROADS MOVEMENT which is nation-wide. Enormous motor truck companies for shipping by truck are being organized and will call for the best roads. In addition every line of building activity is booming and will boom for years.

Stock is selling at \$16.50 per share.

Let us send you detailed information.

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405-6-7 Murray Building
GRAND RAPIDS, MICHIGAN

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.

Death of Mr. C. J. Monroe the South Haven Banker.

Hon. Charles J. Monroe of South Haven died Thursday morning. Although 80 years of age he had been well and active until four days before his death. He had been all his life a most active and useful citizen of South Haven, concerned in banking and farming; was State Senator three terms and formulated most of the banking laws now existing in the State; he was President and founder of the First State Bank of his city and of the Kalamazoo City Savings Bank; was long an active member and President of the State Horticultural Society; conducted both fruit and dairy farms, and was otherwise engaged in business activities. Withal he was a most useful, enterprising and estimable citizen.

Appreciation By Life-Long Friend.

Hon. Charles J. Monroe, the acknowledged first citizen of South Haven, has passed over the boundary line into the unknown country from which no tidings come to mortal man. He was a consistent believer in the existence of the Kingdom of Heaven, but was constantly reminding his friends that he was the possessor of this Kingdom in so far as he lived in harmony with the divinity which governed it. Charles Monroe was essentially a religious man and in his relations with his fellow men, he illustrated very perfectly the power and value of that enunciation by the great free thinker: "The World Is My Country, To Do Good Is My Religion."

I have known Mr. Monroe for fifty years and have been his intimate friend for forty years and during that period he has been in many activities my adviser and counsellor.

He was a man of high moral instincts and purposes. In his business relations he always tried to see the point of view of the other party. He was not intuitively but logically righteous. He weighed all the elements of a controversy with extreme caution before pronouncing his views. He was a man of balance. In the realm of horticulture he was sometimes called visionary, but he had an astute way of interpreting his dreams in the language of facts and figures. He was loyal to his neighborhood and proclaimed its advantages with genius and enthusiasm.

It was interesting to note how many people relied upon his judgment in matters of business and matters of the heart.

In nearly all the progressive steps of Michigan horticulture he moved in the advanced column of the procession. He was a staunch supporter of those who advanced new ideas and plans and the moment he became convinced of their value said, "Let's Make Them Come True." He was the close friend of the father of Michigan pomology, Hon. T. T. Lyon, and has never ceased to revere the life of his friend by keeping green in our memories the self-sacrificing work of this great leader among our fruit growers.

At the time of his death Mr. Mon-

roe was a trustee of the Lyon memorial fund which is the endowment of the State Horticultural Society. We are apt to think of Mr. Monroe as a proclaimer of advanced methods in fruit growing, but his prognostications were based upon commercial success and he combined in an unusual degree the theory and practice of orchard culture.

Not only was Mr. Monroe a successful horticulturist, but as a banker he had prophetic vision and to him, more than any other man, we are indebted for the salient features of our present banking laws of Michigan. It was his foresight as a banker in legislative halls which led to the enactment of the law under which the banks of our State are performing their functions and the original statute, as drawn by him, has needed little tinkering to make it fit the conditions of a rapidly growing commonwealth. After all, what any of us can say of Mr. Monroe as a public leader his best work and far reaching influence was in the capacity of a neighbor. He had honor in his own neighborhood and the most perfect tributes will be those by the people who lived near him and were his neighbors and fellow townsmen. It always saddens my heart to hear of the generous friendly service as repeated by those who were close to him and recipients of his thoughtfulness.

Mr. Monroe was a commoner. His friends and co-workers were chosen for their intrinsic worth, regardless of position of property, and his helping hand sought out the needy among the unfortunates and his method of charity always regarded the self-respect of the recipient.

It is the sacrificial elements that really count in benevolence and Mr. Monroe, in a remarkable degree, exemplified the giving of himself with his material aid to those in need. I served with Mr. Monroe in many enterprises and responsibilities and never in a single instance found him unwilling to do more than his share. He never shirked an obligation.

In educational matters Mr. Monroe was a thoughtful citizen. He was an ardent apostle of botanical education and served for many years as trustee of the Michigan Agricultural College. He never ceased to put emphasis upon the importance of educating the hand with the brain and to inculcate among youths the wholesome respect for honest manual labor. He maintained, with vigor and logic, that children should from the kindergarten age be taught to serve for the pleasure of it and receive as their best reward the satisfaction of doing useful things under the inspiration of the wish to be useful.

Mr. Monroe had true heroism as a burden bearer. He had his full share of losses, suffering and sorrow, but he was inspired by the "fact that makes faithful," and under the mellowing influence overcoming the trials of life, grew sweeter and more kindly as the decline of life stole upon him. It can be truthfully said that he strove always to live up to the best that was in him. Charles W. Garfield.

W.G. Souders & Company

Investment Securities

(CAPITAL \$1,000,000)

Announce the opening of an office on the Mezzanine Floor of the Grand Rapids Savings Bank Building to underwrite and distribute Government, Municipal, Railroad and Corporation Bonds and High Grade Preferred Stocks.

Joseph M. Parsons, formerly of Paine, Webber & Co., and Edward L. Withey, formerly of the Michigan Trust Co., Western Michigan Representatives.

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BACK UP A BIT

You have noticed a line of autos parked side on to the curb and one of them trying to work its way out of the line. It would go ahead a little, back up a bit and by careful manipulation edge its way out, speed up its motor and glide up the pike.

ARE YOU PARKED AT THE CURB?

You may have a high-powered motor (mind), your supply tank may be full of high grade gasoline (energy), every part of your machine may function perfectly (health), and your ignition (nervous system) may be in perfect condition; but—if you have not the knowledge and skill to work the levers and control the powers at your command, you will either be a menace to those around you or you will remain parked at the curb the balance of your life.

WE CAN HELP YOU

For 25 years we have specialized in the training of young men and women for positions of trust and leadership. The young people who have trained in our school have learned how to intelligently direct their energies.

A Business Education will enable Y-O-U to get away from the curb and to handle yourself and the responsibilities that come to you with skill, assurance and success. All you need is a grammar school education or better, a clean character and the determination to make something of yourself.

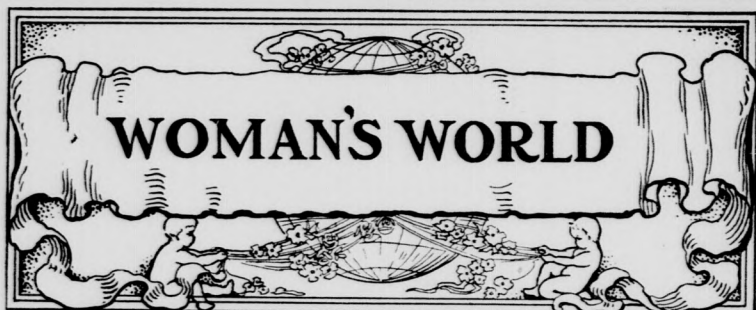
It doesn't take much money to secure a business training in our school. Out-of-town students can work to help pay expenses. Easy terms can be arranged for the tuition. Positions by the hundreds are awaiting those who qualify for office work. All day and evening students have the benefit of our employment bureau free.

Call in or write to our manager today, telling him frankly about yourself; your age, education and your heart's desires. He will regard this information as confidential and will explain just how to go about it to secure a business education.

New classes in Day School start Oct. 13 and Oct. 27. New Evening School Classes start on Oct. 14 and Oct. 28.

McLachlan University BUSINESS

A. E. HOWELL, Manager.



Good Lights, Rightly Paced, Make Great Difference.

Written for the Tradesman.

There is a family I know that has a beautiful suburban home, exquisite antique furniture that would make a collector's eyes pop out—in fact they have everything that makes life worth living, except that every light in the house gives an unshaded electric glare from high on the wall or the middle of the ceiling. And the three children all have trouble with their eyes. Now you may say that the eye-trouble might be from some other cause, but I believe that it is largely due to the fact that there is not a single good reading-light in the establishment available during the evening. The whole family has to do its work under those blazing high lights—the father reads his newspaper, the mother does her sewing or knitting, and the children study. No wonder they have poor eyes; no wonder they would rather go out to visit friends or to the moving pictures every night.

The arrangements of lights in the home should be a matter of careful consideration to the homemaker. In addition to making the house attractive, she will make it her business to see that it is altogether a comfortable and healthful place to live.

"Of course!" you say. "That's no news!" Yet you would be amazed to know the number of houses that do not have good lights. It is remarkable how quickly a strong light gets on one's nerves, even unconsciously, yet it is a physical and psychological fact. The skillful and scientific homemaker will take great care with lights, as to their quality, shading and location.

The living-room should have a number of low reading lamps—not just one, under which the bread-winner may read his evening paper in solitary state, but others, where the children can read and study. I venture to say that many people who think they don't like to read think so only because they have no good place to try it, or do not read now because they did not have a good place when they were young. Reading, you know, is a habit that must be acquired during the growing age or it won't be acquired at all.

So have two or three shaded lamps in the living-room. Their colors should tone in with the wall paper and the general design of the furnishings. Almost any color will go well with a tan or gray background. There are some beautiful lamp shades in the shops of a tan or green tint, restful to the eye and yet diffusing a good reading light. For the desk I have

recently seen very attractive brass shades, some of them with a fringe of beads about the bottom to help shield the eyes. Brass goes well with a tan room, but do not expect a lamp with an opaque shade to light a whole room.

Avoid bright red tones or bluish tints—they will swiftly get on your nerves, and instead of resting the family will do just the opposite.

It is becoming more and more the fashion to have candles on the dinner-table. It is a quaint custom, and a good one, too, for it transforms the business of eating into a pleasure. This may sound strange, but in so many families a meal is something to be finished and done with as quickly as possible. With soft lights and the glint of silver, on the other hand, one feels like lingering over the good things longer.

It is much better to have the candles on the table shaded. Gusts of air from the opening doors will not make them flicker so much and the shades will add a source of beauty to the room. The shades need not be purchased—although there are many beautiful ones for sale—for they can be made at home. If there is any one in the family with a talent for designing, the shades can be quickly finished. Even brass ones are not difficult to manufacture at home, and you will soon have two or three sets to add variety to the table.

The guest will appreciate a small lamp by the bedside in the guest-room. What a dreary place is a guest-room without a good light! These

little reading-lamps are very inexpensive, and, like the candles, the shades may be home-made. The color of the shade will be the prevailing tone of the room, only here one need not be so careful to avoid the red tones. Bedside lamps are not used long enough at a time to affect the nerves, but be sure a good light is given off, for reading in bed at best is none too good for the eyes.

Another place where a good light is essential is in the bathroom. Provide the head of the house with a good shaving light and he will bless your thoughtfulness. Of course he will take it as a matter of course, after the fashion of men, but he will bless you inwardly, just the same, and the chances are he won't be so grouchy before breakfast.

It is a strange thing, and you will quickly perceive it when your lights are in place, what an air of luxury a few low lamps give a room. To be sure there is an element of camouflage to it. That place in the corner of the ceiling where the water leaked through is perfectly invisible with a low light. So is that spot on the rug where Junior spilt the ink. The adroit hostess can arrange the lamps to bring out the best effects of the room—the delicate sheen of old mahogany, the new set of Kipling, the Persian rug, the antique brass bowl by the fire-place; and by the same token she can make practically invisible the things that she would rather not have the visitor see. There is a French saying to the effect that in the twilight all cats look gray. In just the same manner in the golden lamplight your home will look like a palace—only it will be twice as comfortable as any palace ever was.

Lamps won't do it all. Of course you will need comfortable chairs, and good books and magazines, and perhaps a little music now and then. But the lamps will do wonders in smoothing out worry-wrinkles, soothing tired nerves, and generally helping to make the home a good place to live in.

Prudence Bradish.

[Copyrighted, 1919.]

How it Happens.

The old home paper every once in a while announces that Gid Gringle is doing well selling farm implements on the road, or that as soon as Harve Dawdy was mustered out of the service he got a fine job in a wholesale house in the city, or that Freck Tulliver is making good in the position he accepted up at Bigville, and almost invariably it rears back and asks us to observe that the Pruntytown boys always cut a mighty creditable figure wherever they go. And another old home paper in a different village says practically the same thing about its town's sons, and yet another—pick up the weekly from any old home town and you will find similar references to the lads who have gone from there out into the big world.

It is all too true. And it is so because everywhere the good jobs are waiting for the steady, reliable boys from the old home towns, and the boys who go to fill them know that the old home paper is keeping its eye right on its stepsons and is expecting them to make good. And, of course, they just naturally feel compelled to live up to its high opinions of them.

Don't Play Loose With Your Accounts.

Your credit and collection department is one place where improvement can probably be made. Many merchants are too lax, and not sufficiently systematic. On the one hand, there may be no clear-cut system of rendering accounts. On the other hand, debtors may be allowed too much rein.

The bigger the cash trade done, the quicker the turn-over. This applies also to the case of short and long credit. If no systematic rule is adopted with regard to closing up accounts, customers get the idea that their bills can be settled any old time.

Trade is never lost by a polite, but, at the same time, clear-cut, request for settlement. In most cases all that is needed is to render accounts regularly at the end of each month.



"HILCO" Profit Sharing System The Perfect Premium Plan

Adapted to any line of retail, wholesale or manufacturing business. TESTED IN OVER 35 different states and found to be the one sure method of Increasing Sales and Profits.

Our stock catalog listing 600 Premiums of real merit is ready for instant delivery (we imprint your name and advertisement on front and back covers free of charge.)

SEVEN DENOMINATIONS of Coupons from 5c to \$5.00 always in stock; also attractive Signs, Circulars, Electros, etc., all without our name on them anywhere. The "Hilco" Plan becomes your own, as we imprint your name on all catalogues, coupons and circulars.

Write us for particulars and a copy of our Premium Catalog.

HINKLE-LEADSTONE CO.

180 N. Wabash Ave.

Chicago, Ill.

October 25, 1919

THE SATURDAY EVENING POST

Blue Buckle Overalls Union Made



STEP into a pair of these big, generously roomy Blue Buckle Overalls. Know yourself what real quality in denim and in workmanship means to a work rig. Guaranteed for service as well as for comfort, they exceed your keenest expectations in the very unusual satisfaction they return!

Blue Buckle Overalls and Coats win with farmers, with engineers, with all men who do the big world's work jobs! That's because they are everything their makers say they are—the finest work garments in America! Know that yourself!

Dealers who have not yet had an opportunity to sell Blue Buckle Overalls should write their nearest jobber at once.

Jobbers OverAll Company, Inc.
Lynchburg, Va.

Largest Manufacturer of Union Made Overalls Exclusively in the World
Selling Agents: W. T. Stewart Dept., 64 Leonard St., New York

Another of the big Blue Buckle advertising smashes. To be published in full color in The Saturday Evening Post October 25.



"Strong-for-work"

Blue Buckle Overalls and Coats are sold only through the jobbing trade—the most economical, practical and satisfactory method of distribution for both retailer and manufacturer. Samples, prices and other information are now available in practically every jobbing house in America. We request that you write your jobber. Should he not carry Blue Buckles he can order them for you.

ALL you ever looked for in a guaranteed work-garment you'll find in Blue Buckle Overalls and Coats! Quality in workmanship and in denim that *guarantees wear*; generous oversize that meets every workday strain; suspenders that hug the neck; reinforced back band; fly cut into the overall; real, non-rusting brass fittings!

Altogether, the greatest overall value ever put on the market! And, that's the reason Blue Buckle Overalls are not only the *largest* selling work-rig in the world *but the fastest*!

Back of the remarkable value that goes into every Blue Buckle OverAll or Coat is the enormous



\$250,000 advertising campaign running full blast all over the nation! Full color pages in The Saturday Evening Post, big space in all the leading Brotherhood magazines each month, in farm papers and in a long list of retail trade magazines! And, besides, an immense bill-posting campaign that is shown in over 1500 important cities and towns all over the nation!

Blue Buckles are the greatest trade builders and "repeaters" ever known in overall selling. That's because they have the quality that stands the racket! Blue Buckles will continually bring new business into your store *and hold it*!

If you are not yet supplied with Blue Buckle Overalls and Coats get in touch with your nearest jobber at once

Jobbers OverAll Company, Inc., Lynchburg, Va.

New York Office: 63 Leonard Street
Wm. T. Stewart, Representative

Blue Buckle Overalls Union Made

Fire Losses That Might Be Avoided.

It is a regrettable fact that so many business men are negligent in giving the proper attention to their fire insurance contracts. Especially is this true concerning the prompt payment of the premiums due on insurance policies. There are very few instances where his negligence can be construed as an attempt to evade the payment of the premiums, and it is therefore not a matter of dishonesty that impels most of the offenders in this respect. It is rather induced by the business man's belief that after the insurance policy has been delivered to him the insurance remains in force regardless of the time taken in paying the premium.

Every year business men sustain enormous losses by fire and for which they receive no insurance indemnity, simply because their policies were canceled on account of the non-payment of premiums. In other words, the agent pays for the insurance to protect him during the period of credit extension, and the agents usually do so protect their clients. In other words the agent pays for the insurance to the company before his client pays it to him. However, it occasionally happens that the insured thinks his agents have protected him in this manner, when in fact they have not.

Under these circumstances it will readily be realized that it is really very important that all insurance premiums be paid promptly, regardless of the agent's terms of credit to his clients. When this is done the insurance companies, in case of loss by fire, will not be able to set up a claim of non-payment of premiums, which often is one of their strongest points of defense. On the other hand, the insurance premiums constitute but a very small part of the expenses which the business man must bear, so that in nearly all cases there is no reason why these premiums can not be paid as promptly as any other items of expense.

As an illustration of the losses that some business men sustain through their negligence in insurance matters, the following case should prove of particular interest:

In this instance Parker secured a policy through the agents for the insurance of his buildings in the amount of \$3,000 for three years. The premium on this policy amounted to \$45. Parker had several other insurance policies which he canceled, and on which there were due to him unearned premiums amounting to \$9.80. He offered these canceled policies to the agents to apply as part payment on the new policy.

When the agents delivered the new policy to Parker, together with a bill for \$45, the premium due on it, they asked him to return the canceled policies to them so that they might collect the unearned premiums due on them. These unearned premiums could not be collected by the agents until the canceled policies were sent to them. Parker, however, did not return these canceled policies, and it was not until the agents had written

several letters requesting their return that he did return them, more than four months later. His attention was also called to the following clause in his policy, which was still unpaid:

"This policy shall be canceled at any time at the request of the insured; or by the company by giving five days' notice of such cancellation. If this policy shall be canceled as hereinbefore provided, or become void or cease, the premium having been actually paid, the unearned portion shall be returned on surrender of this policy or last renewal, this company retaining the customary short rate; except that when this policy is canceled by the company by giving notice it shall retain only the pro rata premium."

The insurance company, through the agents, finally notified Parker that the premium on the policy was unpaid, and unless he paid it within five days, the policy would be canceled and demand made upon him for the earned premium. This notice he ignored. After waiting thirty days for Parker to pay the premium the company formally canceled the policy.

Several days after the policy had been canceled by the insurance company Parker's place of business was destroyed by fire. He then attempted to collect the amount of his insurance. Of course the company would not entertain any claims on a canceled policy. Parker then started suit to enforce payment of his claim, saying that the unearned premiums on the canceled policies, which he returned to the agents, were in part payment of the new policy. The court, however, would not uphold this contention, and in the opinion handed down said, in part:

"The insurance agents, who were the agents of the insurance company for the delivery of the policy, were its agents for the collection of the premium on it, and if the insured had promptly sent them the canceled policies, for the purpose of enabling them to collect the unearned premiums due thereon and appropriating the same to the payment of the premium on the policy in suit, and they had actually collected the same, the amount of the unearned premiums would have been payment on account of the said premium. But for more than four months, during which period the plaintiff knew he had not paid the premium on the policy in suit, he refused even to send the canceled policies to the company's agents, in the face of their repeated demands for them.

"The condition inserted in this policy, upon which he accepted it, was that it might be canceled by the insurance company by giving five days' notice of the intention to cancel, and that the premium having been 'actually paid,' the unearned portion should be returned on the surrender of the policy or last renewal. As no premium was ever actually paid by the insured, either in cash or by the belated surrender of the canceled policies to the insurance agent, what was to be returned to him as an unearned portion of a premium 'actually paid?'

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.

INSURANCE AT COST

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

No membership fee charges.

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

MICHIGAN SHOE DEALERS MUTUAL FIRE INSURANCE COMPANY

FREMONT, MICH.

One of the Strongest Companies in the State

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

For weeks and months he stood by and ignored notices sent to him that the premium had not been paid, and asking him to send the canceled policies to be used in payment of it, and he has no just ground for complaint of the action of the insurance company in denying its liability on the policy. His surrender of the canceled policies to the agent, under the circumstances detailed, can not be tortured into an 'actual' payment of the premium."

New Idea for Fighting Mail Order Competition.

Mail order catalogues have been conceded by advertising experts to contain the most efficient selling copy in use in any field of merchandise distribution. Inasmuch as the mail order appeal is chiefly on price, it is more than questionable whether the local retailer can convince the public that he can undersell the mail order house.

The things on which the mail order concern can not compete with the retailer are the things which have to do with the service the man on the ground can give—the service that makes for convenience, security and pleasure. It is on these grounds that the retailer should base his competition.

The clever retailer, recognizing these facts, will adopt the cardinal principle of the militarist and will fight the mail order antagonist only on the ground and at the time that he, the retailer, chooses—for to fight at the time and under the conditions

chosen by your adversary is the easiest way to defeat.

There has been a great deal of talk about "matching mail order merchandise." This seems to be in most cases an ill-advised method of fighting mail order concerns, because it is fighting on the ground and under the conditions chosen by the mail order concerns. At best the "matching" of a few mail order bargains is not an inspiringly convincing thing. It merely shows that we can do as much in a few selected cases as the other fellow.

The retailer should attack his mail order competitor where mail order concerns are weak. He should play up to the natural, instinctive desire of the purchaser to have the goods at once, to make the selections from actual merchandise and not from pictures, to know that the man who sold the goods is right on the spot, to be met, face to face, and to be told when merchandise is not satisfactory and to be required to stand behind the goods he sells.

A general who picked out the strongest point in the enemy's line and attacked there when he could throw his forces against the weakest sector, would deserve court-martial. The retailer who picks out the strongest part of the mail order appeal and attacks that when he has so much more to offer to attract his public, will probably lose out in the fight.

Natural mail order customers are those who are trustful enough to buy from a picture instead of the goods,

who have the money to pay at once, and who have the patience to wait.

Perhaps only one person in a thousand comes in this class. The average man or woman is temperamentally unfit to continue as a mail order patron, because, to the average man or woman, the opportunity to make one's selection from the merchandise—to see it and feel it, to compare it with other qualities and styles, to have the satisfaction of immediate possession, to know that if it goes wrong, the man who sold it is right there to make good without delay—mean more than a possible few cents saved by sending to a mail order house.

The mail order habit is a forced, unnatural habit. It can be developed only with increasing difficulty, and it is to be doubted whether the mail order concerns can maintain even in the near future anything like the rapid rate of growth that they have thus far had. Even among the most confirmed mail order addicts there will be constant defections. Things which are required quickly will be purchased at home because mail order is too slow.

No retailer ever lived, it is fair to assume, who was aggressive enough to believe that he should have the entire trade of his community, unless that community was so isolated that there was absolutely no way for the people to get merchandise except through him.

No retailer could expect to get all the trade because the matter of in-

dividual preference enters so largely into the act of buying that, if any retailer had every single article of merchandise in the world but one, some customer would come along who would not want anything but that one missing article, and that customer would send to the Fiji Islands to get that article, if necessary.

The very personality which must be expressed, intentionally or in spite of intention, through every business, will attract some and repel others. These facts are generally recognized, but they are worth repeating with the assertion that in any locality there will always be certain parts of the population which fall within the natural field of each institution, and this is true of the mail order trade.

The people who may be classed as natural mail order patrons might well be left to trade with these concerns, while the local retailer devotes his efforts to serving the wants of the rest of the community. And in serving the wants of the community the retailer will find that he can divert much of the transient mail order trade to his own store. It is this transient mail order trade which may be diverted and which in the course of a year amounts to a large consideration.

Had Help.

"You," said the reporter politely, "are what they call a self made man."

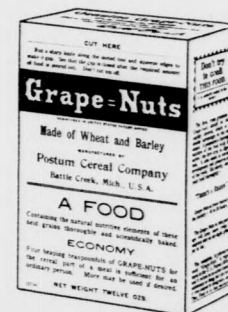
"No," replied Mr. Goldiman, "my wife and family helped with advice and encouragement. I'm not self made. I'm home made."

The Constant Call For Grape-Nuts

makes it a most desirable staple for the grocer who values "repeat" trade.

Grape-Nut customers are regular customers and the profit is good as well as constant.

"There's a Reason"



WHEN SIX HOUR DAY COMES.

Civilization Will Loaf and Loathe Itself To Death.

I find an almost infallible rule to be this: "The crowd always does the wrong thing." That is to say, when civilization takes up a new fad, and fits in into ethics and morals on a big scale, it is safe to predict that it is running to a fall. What I am trying to do is to find a place here to take an uppercut at the modern craze for what is called "Efficiency." That we now have it in a most virulent form I think will be admitted. If ever the world has had anything rammed down its throat, that thing is Efficiency. Our patriotism and loyalty have not only been supplied us in canned form, but human nature itself is now controlled by push buttons, card systems, stop watches, whistles, textbooks and traffic regulations. Machines have supplanted men.

The purpose of Efficiency was laid to be the elimination of waste, the conservation of precious time and the lowering of costs to the public. It must be admitted that in exceptional cases this has been the result, but these cases are so rare that you can locate them only with a microscope. Just wake up, rub your eyes and take a general view of conditions as they are right now. Was there ever a time when the prices of everything were so brutally high as they are in this year of Prohibition, 1919? What is the cause? Oh, you can't dodge the answer—for it is "Efficiency." Efficiency made the world war, and Efficiency stopped it. And about all the public has gotten out of Efficiency is staggering taxation and staggering costs of everything there is. Efficiency has only made the old condition worse. It has only piled up bigger profits for the few and made the purchasing power of the dollar less for the many.

Capital isn't the only element that has made use of what we call "Efficiency." Labor also has this Efficiency in its most aggravated form. It has forced its wages to the highest point in history, but the workingman doesn't seem to be happy at that. He finds he isn't getting as much out of life as he did when wages were lower and when Efficiency was still buried in books of philosophy. Now, having increased his wage to a point where danger threatens, he switches round and sets his mind upon shortening the work day more and more. He used to work ten hours for two dollars. Now he wants to work six hours for ten dollars. He seems to think that human happiness proceeds from loafing. But honestly, folks, it does not. When the six hour standard is reached, civilization will begin to loaf—and loathe—itself to death.

I don't know who started the thought that work is objectionable in any way, or that it is something to be sidestepped except when forced upon us. Perhaps the idea from the story of creation in Genesis, where the snake episode put an end to loafing, and by the sweat of his brow was

man thenceforth made to live. Somehow or other, I have always had a high opinion of snakes, probably because the crowd hated them. It was the snake that stopped lolly-gagging in the Garden—that set a couple of nude loafers to work, and made it plain that lying around with nothing on wasn't nice at all. The snake made work necessary to happiness, besides pointing out joy in another form, and thus the snake did the greatest thing for man that was ever done outside of creation itself. Take work out of life, and back we go to the trees.

The idea that loafing is happiness seems to have dominated the mind of the man who figured or dreamed out the hereafter. Heaven is held out as a place where nobody works. This means that everybody loafs. Can the human intellect conceive the monotony of eternal idleness? No one ever worked at a harder job than he who does nothing but lie around doing nothing. My notion of heaven would be a place where everybody kept busy doing something useful. For my job, I think I could forever be happy if I had a little flower and vegetable garden to work in, a pencil to set down my thoughts for the Tradesman, and some dear one near by with whom I could swap thoughts. Of course, an occasional fishing trip or a ball game might better round out the schedule, but even those trifles, along with movies, would lose their charm after a while.

I started out to show that too much Efficiency was systematizing us to death, and I had better get back before the thought is lost by the wayside. Efficiency has gone to seed, and the germ of life in the seed-pod is Bolshevism. Bolshevism is the backfire of the attempt to subdue the individual through Efficiency, and merge him into a cog, a belt, a pulley or a shaft. Bolshevism is Efficiency reduced to tyranny in the hands of so-called labor, and the only way to abolish Bolshevism is to abolish all systems that discourage independent thought and individual effort. We have got to come back to the old idea that work is not something to be shunned; that work into which a man can put his heart and soul is the source of his greatest joy; that no man can do so well under a plan which reduces him to a mere automaton as he can under the good old style where he was known as Bill or Jack; that the more the hours of labor are reduced, the more will vice thrive through the added hours of idleness. Busy folks make the best citizens.

The advocates of the six hour day tell us that men need more time for recreation and education. What are they doing in that direction with the time they have now under the eight hour day? Oh, not very much of anything. They are not even so well endowed with common sense as their fathers who used to work ten hours, for busy men think sanely, while the idle don't. They have simply become more expert in the fine art of doing nothing. The reduction of the hours for working only adds to the hours for loafing, and loafing is what we did

all of the time before we came down out of the trees.

By this time you probably think I am in favor of men working themselves down to skin and bone, but I guess you don't know what I mean by the word "work." Work to me means doing some useful thing, as opposed to loafing, which means doing nothing. The one good use to which Efficiency can be put is to show men and women that physical exertion is necessary to good health and good thoughts; that physical exertion expended in producing something useful brings sounder sleep nights than physical exertion expended in hitting a little ball all over a big golf links or in looping the loop at Ramona, or in wasting energy in shimmy dancing or shuffling the paste-boards. I like work which shows a result that you can see and feel when you get through. I like work in which there is joy rather than a mere Saturday night wage. I like to see men do the work in the shops, women do the work in the home, and children do most all of the playing. Childhood is the time to play. Manhood is the time to get your play out of useful work.

The task of the world is to point out the beauty of labor; also to point out that Efficiency systematizes every vestige of joy there is in work out of it. Slavery is a process that makes you do something by rote whether you want to do it or not. Slavery is efficiency reduced to decimals. Bolshevism is slavery in its most vicious form. We hear that the age of competition is gone, and that the age of Efficiency and co-operation is here. Now, then, man to man, do you like the change? Do you relish having ideas, rules, customs, prices, the hang of your pants and your haircut come in tin cans? If this be democracy, would you not gladly go back to what we had before democracy was achieved at so great a human sacrifice? Wouldn't you rather get two pounds of porterhouse steak for a quarter under the old conditions than one pound for 50 cents under the new? And weren't times better under no Efficiency, when eggs were 10 cents a dozen and chickens 25 cents apiece, than under the present conditions when eggs are 75 cents a dozen and chickens \$2 apiece? Efficiency is the most costly thing ever invented. Is it worth what it costs?

Efficiency is making us a small cog in a great cog wheel that encompasses the whole earth. It is filling the papers with propaganda emanating from God knows where. It is playing upon our patriotism to mould our minds so that efficiency can best use us. It has no soul. Its veins are filled with blood that has no human warmth. It is sordid, grasping, brutal. It suppresses the individual. It discourages initiative. It kills ambition. It is doing more for Bolshevism than Lenine and Trotsky. It is a weapon with a double edge, and the edge that has not been used is going to be used soon. And that edge is education which teaches that honest work for an honest pay is the greatest source of joy that the human race ever had; that being on the level and being on

the job is all there is to success; that honesty pays because dishonesty doesn't; that the Golden Rule supplies all the ethics the world needs, and that the only measure of respectability is an ability and a desire to render a useful service to the public.

The question is not the building up of human machines; it is not the fewest hours that shall constitute a day's work; it is not the shifting of tyranny from capital to Bolshevism; it is not putting republics on the same level with monarchies and calling the result democracy. The question is simply a matter of doing the best you can at whatever task destiny sets you right where you are, living one day at a time, being decent, paying what you owe, minding your own business so other folks can mind theirs and letting it go at that. The best Efficiency is no Efficiency. The best patriotism is the kind that first considers the good of all Americans, and when the good is distributed down the line our own share will gravitate straight to each as each deserves. Is this a wild dream of a disordered mind? Maybe it is. But dreams often foreshadow what is possible, and what is possible comes to pass when the time is ripe. History always repeats. Efficiency has been tried before, and it has always gone the way of Sullivan, Corbett, Fitzsimmons, Jeffries, Johnson and Willard. Efficiency, like men, decays when put to a wrong use. Youth comes along, and before youth, both age in men and age in Efficiency go down.

Frank Stowell.

If I Were a Salesman.

If I were a man with goods to sell
And landed a chance my tale to tell
To a man with power to buy,
I never would talk about shows and things
Or give my views on warring kings
While the precious minutes fly.
With a funny yarn I would not begin.
But right from the jump would buckle in
To tell of the goods I had;
My competition I'd never knock
But I'd boost the quality of my stock.
And get out my order pad.

I never would spend his time or mine
In chatting of weather, bad or fine,
Or arguing politics;
I'd waste no talk on a tale of woe
Or bring out a deck of cards to show
A few of my clever tricks.
The war's results I would quite forget,
And the tariff, too, and the nation's debt.
Though the times be out of joint,
I'd start right in from the jump to
dwell
On the articles I was there to sell.
And I'd talk right to the point.

I'd pass up religion and lodges, too,
And art and science and novels new,
And the women that I had met.
I'd stick right close to my little job
And make no mention of Tyrus Cobb,
Or friends in the upper set.
I'd business do in a business way,
And I think I'd find my scheme would pay.
But still, if my goods be spurned,
I'd travel on with this thought sublime,
That I had been digging all the time
And had left no stone unturned.
Edgar A. Guest.

Didn't Interest Him.

A gentleman here from Georgia says the labor situation in the South this year reminds him of this story:

A negro applied to a cotton plantation manager for work.

"All right," said the manager. "Come around in the morning and I'll put you to work and pay you what you are worth."

"No, suh, I can't do dat," replied the negro. "I'se gittin' mo' dan dat now."



HOME OFFICE

Burnham Stoepel & Co.

Detroit, Mich.

Wholesale Dry Goods

Announcing our
Permanent Service
and
Display Sample Offices
at
48 North Ionia Avenue
near Monroe
Grand Rapids

Representing a Complete Line of

Notions, Hosiery, Underwear, Gent's Furnishings, Ladies Ready-to-Wear

Including Silk and Voile Blouses, House Dresses, Children's Wear, Aprons, Petticoats,
Muslin and Silk Underwear, Silks, Satins and Wool Dress Goods.

All Cotton Piece Goods, including Percales, Gingham, Domestics, Wash Goods,
White Goods, Scrims, Tapestry, Damasks, Outing Flannels and Blankets.

Mens, Boys, Ladies and Children's Sweaters, Gloves and Mittens,
Knit Tams and Toque Caps.

West Michigan Merchants, take advantage of the service this office provides.

We are in direct touch with all mercantile markets in our line.

All Phone and Mail Orders will have special personal attention from our Mr. E. B. Collins.

Use Citizens Phone
1474

BURNHAM, STOEPEL & CO.
48 North Ionia Avenue, near Monroe.

Office Hours:
Daily, 8:30 A. M. to 5 P. M.
Saturday we close at 12 M.



Michigan Retail Hardware Association.
President—Geo. W. Leedle, Marshall.
Vice-President—J. H. Lee, Muskegon.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

It Pays to Keep a Record of Stove Sales.

Written for the Tradesman.

"I've kept track of every stove sold in my store since 1897," a small-town hardware dealer remarked the other day.

"Doesn't that involve quite a bit of work?" I asked.

"Yes," he agreed, smiling. "But nobody objects to work so long as it's profitable. This work is profitable."

There are great possibilities behind the record-keeping idea, for the hardware dealer who believes that business-building is, not for to-day alone, but for the long, long years ahead.

For one thing, a dealer with such a record knows just when any one customer purchased the stove he is using. From this he can calculate to a degree of nicety at what time that customer will again be in the market. The same principle is behind the record-keeping in the paint department of house-painting jobs. There, however, the repeat orders come oftener.

Thus, going over his stove records, a dealer finds that he sold P. M. Smith a range in 1905. P. M. Smith is living in the same old town, but at a new address. The chances are that he is beginning to feel the need of a thoroughly modern range. Accordingly, the dealer snatches the first opportunity to broach the subject. He enquires how the range is working, and then proceeds to discuss replacement. When a range has been in active service for fourteen years, even if it still gives a certain measure of satisfaction, a dealer can find strong and substantial reasons for the purchase of a new one. Fuel economy is one of the strongest, for an old range will inevitably require more fuel than a new one to do the same work; if indeed it can do as satisfactory work even with the heaviest allowance for fuel.

This is the simplest form of follow-up to employ—the suggestion of replacement after a period of years has elapsed. You will find some of your easiest sales in this way; for the man who has bought your 1905 model range and found it gave good satisfaction will be ready to purchase the 1919 model with all its improvements without a great deal of argument. Satisfaction makes for repeat orders.

It pays still better, however, to devise a regular follow-up system that will keep you in touch with your individual customers, continuously.

Thus one progressive dealer has organized an inspection system. Every few months a capable member of the staff visits the homes where heaters and ranges have been installed. The man deputed to do this work inspects the stove, finds out if it is giving satisfaction, or, if not, discovers where the trouble lies. In this way he keeps the customers satisfied, picks up some repair work, and, as opportunity offers, introduces other lines handled in the hardware store.

Most hardware dealers are satisfied to wait until complaints and repair orders come in. The trouble with that method is that a great many complaints are scattered broadcast, and the dealer is given no opportunity to adjust them. Then, the expert stove man can usually pick the weak spots in a range or heater before they make themselves manifest through the medium of unsatisfactory service. Prompt repairs make for continued satisfaction and give the customer longer service than would otherwise result.

One of the outstanding advantages of such an inspection system is that it keeps the store in continuous close touch with the customer. It opens the opportunity, too, for early canvassing for repeat orders. Thus a range inspected has been purchased when the family lived in a small house; in a larger house it is producing merely indifferent results. The inspector can point out that the poor results are due, not to any weakness in the stove itself, but to the fact that it was intended for a smaller family in a smaller house and is not equal to heavier demands. A good salesman can make a sale in nine cases out of ten.

Says one dealer. "I have had a sort of inspection system for several years. I send my men out now and then when they're not very busy in the store. I think the inspection scheme is a good thing, and would keep it up if it didn't bring in a dollar directly. It keeps my customers feeling good."

"You see, if a stove isn't working right, I want to hear about it at once. I don't want that particular customer to go around nursing a grudge against me, and telling all his neighbors about his stove troubles. If I hear of any trouble, I can fix it up in ninety-nine cases out of a hundred. The only trouble, I can fix it up in ninety-nine will sooner tell his neighbor, and that merely makes things worse. So I just have one of the boys make the rounds every now and then and look over the stoves, and keep the customers feeling good."

A record of stove sales can be used effectively in a number of ways. Thus,

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.

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Boston Straight and Trans Michigan Cigars

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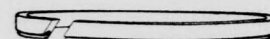
200-210-211 Murray Bldg.
GRAND RAPIDS, MICHIGAN

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

A. B. Knowlson Co.
200-207 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.



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

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

information is provided that can be utilized in making sales to new prospects. A man drops in, looks over the line of ranges on the floor, and hesitates between yours and a competing line. He says he is after durability rather than mere appearances. You ask his address. Turn up the indexed record, and here is a neighbor who purchased a range from you in 1902. "You want a range that will last. Do you know Mr. F. H. Jones, who lives two or three doors from your place. Well, he bought a range from us seventeen years ago, and he's using it yet. What's more, his entire repair bill in all that time doesn't amount to more than three dollars."

That argument is usually a clincher; especially when the salesman goes on to explain that the range now made is much more efficient and up-to-date than the 1902 model; the natural conclusion being that, if the old style range would give good service for that length of time, the new model would last considerably longer.

The testimonial is one of the strongest of selling arguments. The patent medicine manufacturers realize that, and have made great use of it in their advertising. A book of stove sales constitutes a regular storehouse of testimonials. By delving into his records, the dealer can find material for testimonials to meet every contingency and fit every objection. If the information contained were mastered by the staff, they would be able to make a much more effective canvass than otherwise. They would be able to garnish their selling talks with a running fire of references to what Mr. So-and-So has done, and the results that a similar range to the one under discussion have given when purchased by Mr. Blank. Such arguments count, and count heavily.

As a concluding reason, the keeping of sales records would simplify the difficulties of repair work. A customer calls and leaves an order for certain repair work to be done, or asks to have some parts replaced. He knows the make of stove, but cannot tell what size or model. Hence, the dealer has to send someone to the house to get these particulars, or else has to wait until the customer comes back with more explicit information. With a record, it would be a simple matter to turn back to the sale and find all the necessary particulars.

The system suggested would eliminate a lot of the difficulty usually experienced in connection with repairs and repair parts.

The keeping of such a record need not involve a great amount of clerical work. The most convenient and simplest system is a card index file. If desired cards can be printed with blank spaces for name, address, particulars as to size and model of range or heater, price, date of sale and such other particulars as the dealer may consider desirable. Or a blank card can be used. Perhaps the most convenient method is to file the cards alphabetically according to the name of the customer. A "Remarks" space should be left in which brief notations can be made from time to time re-

garding repairs, the sort of satisfaction given, and inspections made, if you have a regular or occasional inspection system. Victor Lauriston.

The feeling that there is nothing left that is worth while, that one has known and tasted all that life has to offer, is usually the conclusion of ignorance and selfishness. There are always cups of happiness undrained, grains yet ungathered, blessings yet to be garnered, if we will but look for them.

SWORN STATEMENT FURNISHED THE POSTOFFICE DEPARTMENT.

Statement of the ownership, management, circulation, etc., of the Michigan Tradesman, published weekly at Grand Rapids, Michigan, required by the Act of Aug. 24, 1912.

State of Michigan, ss.
County of Kent,

Before me, a notary public in and for the State and county aforesaid, personally appeared Ernest A. Stowe, who, having been duly sworn according to law, deposes and says that he is the business manager of the Michigan Tradesman and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Editor—E. A. Stowe, Grand Rapids.

Managing Editor—E. A. Stowe, Grand Rapids.

Business Manager—E. A. Stowe, Grand Rapids.

Publisher—Tradesman Company, Grand Rapids.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of the stockholders owning or holding 1 per cent. or more of the total amount of stock.)

E. A. Stowe, Grand Rapids.

S. F. Stevens, Grand Rapids.

F. E. Stowe, Grand Rapids.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities, are: NONE.

4. That the two paragraphs next above, giving the names of owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

E. A. Stowe, Business Manager.
Sworn to and subscribed before me this 2nd day of October, 1919.

(SEAL) Florence E. Stowe.
Notary Public in and for Kent Co., Mich.
(My commission expires Jan. 26, 1923.)

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

H. Leonard & Sons

GRAND RAPIDS, MICH.

We call your attention to our very unusual stock of FURNITURE AND HARDWARE STORE SUNDRIES, of which large quantities are sold every fall and holiday season, as goods of this sort are particularly desirable to brighten up and attract extra trade.

Our line works perfectly into the FURNITURE AND HARDWARE TRADE, as we make a specialty of household merchandise in so many lines.

We have a good assortment of:

Sleds and Cutters—all kinds—Hand Cars, Automobiles, Kiddie Cars, Scudder Cars, Express Wagons, Coasters.

Velocipedes, Tricycles, Rocking Horses, Tool Chests, Black Boards, Game Boards, Alarm Clocks, Mantel Clocks, Cut Glass, Nickel Goods.

Percolators, Coffee and Tea Pots, Tea Kettles, Pyrex Glass for Cooking, Casseroles in Nickel and Silver. Silver Novelties to retail from 35c up; 26 pieces Combination Sets of Silver in Mahogany Cases, Oneida Community, Rogers Bros. 1847, Wm. Rogers.

Framed Pictures to retail from 15c to 50c. Mahogany and Brass Smoker Sets, Sewing Tables, Card Tables, Electric Portables, Lanterns, Brackets.

Tin and Galvanized Iron Ware, Gray and Blue Enameled Kitchen Ware, Aluminum Assortments which many stores quickly sell out as "SPECIALS." Wringers, Clothes Bars, Washing Machines, Vacuum Sweepers, Carpet Sweepers, Floor Brushes, Electric Irons, Electric Bulbs, Nickel Reading Lamps, Thermos Bottles, Icy Hot Bottles.

and so many things that it would be quite impossible to name them.

The WHOLE COUNTRY IS SHORT OF CHINAWARE, but we have assortments that could be put on a special table, and show genuine Hand Painted Decorations on fine white China to retail from 75c to \$1.50. Other assortments to retail at 50c and many such from which to choose.

It is, of course, impossible to call upon you with this wonderful assortment, but we earnestly hope you will make it a point to come in here and see our line in person, as merchants who do, seem to enjoy seeing and handling the goods they buy.

We had a customer come in last week who had closed his store while here, showing what he thought of the necessity of BUYING GOODS RIGHT.

We would be pleased to hear from you, and would do anything in our power to accommodate ourselves to your wishes, as regards time of showing our goods.

May we not expect a call from you? Awaiting your reply, we are,

Sincerely yours,

H. LEONARD & SONS.

THE PATH TO PROSPERITY.

Team Work in Co-ordination of Community Forces.

The term community signifies a group of people bound together by ties of common interest. These interests may be trading, marketing, banking, schooling, recreation or religious worship. In other words, the mutual relation of the merchant, trader, banker, lawyer, doctor, dentist, teacher, pastor, and manufacturer with laborer and farmer, creates the community. This relation extends as far out into the country as the automobile brings customers and client to the common center.

The community relation creates a partnership by which each member of the community is vitally interested in the welfare of every other member. The bank, the store, the office, and the market of the smaller towns are worthless without that great number of silent partners in the country, who come as far as the automobile brings them to deposit or borrow money, to buy goods, to get expert counsel or to sell products. On the other hand, the farm has no value if the towns for fifty miles around be destroyed. The basic fact is that we are all partners in each other's business and affairs. Successful partnership is based upon good-will, co-operation and the square deal.

In addition to the home community we may have the larger community, bound together by common ties known as the county, the State, the Nation, and even the world. Yet the community of overshadowing importance is the home community. Here we live and have our being. Just to the degree that the home community is made a better place to live in, just to that degree do we get a larger, richer and more abundant life.

How are we to get this better place in which to live? Only by work. Someone must do this work. Shall it be only the few or shall it be the many? Can we quicken loyalty and willingness to serve our home community as we served our Nation? Universal service won the war. Universal community service will solve the problems of better markets and roads, home trade satisfactory labor conditions, improved health, wholesome sport, and those other affairs of everyday life.

The war brought to us an appreciation of the value of service. The service flag in the home, whether for soldiers, Liberty Bonds or Red Cross, gave a new meaning to the term service. The great word of reproach was, and is, slacker—one who will not serve.

There is profound wisdom in the teaching of Jesus, "He that is greatest among you, shall be your servant." Is it not literally true that all the really great of the world are those renowned for service? War heroes are simply soldiers distinguished by special service.

The business world is more and more organized service. The proud claim of the packing plant, steel mill, or oil refinery is that it serves the public. "The satisfied customer" is

simply one who has been well served. The most successful merchant, lawyer, banker, farmer is the one in whose heart and on whose tongue is the phrase, "What can I do for you?"

The old order is changing. One has but to compare conditions to-day with conditions of a few years ago to realize how different is the spirit of to-day from that of yesterday. The man of vision can see the promise of to-morrow. Yesterday competition ruled business. Its spirit was "every man for himself and the devil take the hindmost." To-day men are using less and less the phrase, "Competition is the life of trade." We are beginning to realize that competition is simply another phase of war.

The old order has not by any means passed entirely away, but it is passing. Co-operation is taking the place of competition. The new slogan is, "Each for all and all for each." Merchants no longer do business on the old principle of "caveat emptor" let the purchaser beware. The "satisfied customer" of the department store is but a new expression of the golden rule. Men are finding out that the golden rule pays in business.

Unfortunately, co-operation is too often confined to groups who simply practice fiercely the old policy of competition. The members of these groups co-operate with each other, but their aim and purpose is to advance the interest of their particular group at the expense of all other groups. This is only another phase of war with all its attendant evils of bitterness, passion, strife, poverty and wretchedness. The aim and purpose of community service is to do away with group competition and bring in its place group co-operation or team work.

Team work won the war. Team work brings success to the great department store, mail order house or packing plants. Team work between all town and country is the only way to make the home community a better place in which to live. Team work in community service is organized friendship, promoting common welfare and good will.

This does not mean group interests should be overlooked. It simply means that each group works interest becomes the concern of the entire community. As each group works out a feasible plan of action, all groups get behind the project and strive for its success. Herein lies the special field of community service.

All communities get together on special occasions and for special purposes. During the war, individual and group interests were forgotten. All interests joined to back Liberty Bonds, the Red Cross, the Food Administration, or War Camp Recreation. This union won the war.

The effectiveness of joining forces has been demonstrated in peace as well as in war. A few instances are given to illustrate.

A certain Minnesota town had many miles of graded road leading out into the country in urgent need of gravel. There were no funds. The men of the town said to the men of the country, "We will load you if you

will haul." Places of business were closed on an agreed date. A great community picnic of service, not entertainment, was held. The townspeople came with shovels, the country people with teams and wagons, the women with well filled baskets. The result of repeated similar occasions was miles of graveled roads at little or no cost, but more valuable still a feeling of comradeship and good will, which always comes when men work with each other rather than for each other.

Another Minnesota town was visited by an agent for a Lyceum course. A little group gathered by request to listen to the proposition. It was not attractive. Memory of deficits was too vivid. Finally it was suggested perhaps past failures were due to the fact that courses had been presented by special groups as Presbyterians or Methodists, that if all groups got behind the movement, it might be different. It was proposed that every church, lodge, club and society be invited to furnish representatives for a Community Lyceum organization. This was done. The result was marvelous. For years this community had successful courses of greater value and at a lower price for tickets than found in any other city in the Northwest.

The same organization gave another striking exhibition of the value of united effort. Three years had passed since the community meeting place, a splendid Opera House, had burned. All efforts to replace the building by action of some special interest or group failed. The Lyceum Community Council took the matter in hand. An appeal was made to everyone to get into the game. Over 300 citizens responded. As a result that town of some 10,000 people has one of the finest auditorium buildings in Minnesota. It seats 1,000 people. It has a large hall, dining room and kitchen constituting a community center.

The most notable instance of the benefits of united action is found in the Stillwater Community Market. Ten years ago the farmer felt bitter against the town. Time and again a load of farm produce was hauled to the town only to be sold at a sacrifice or not to be sold at any price, and only to be hauled back home. Many farm products had no market whatever. The town and the country joined drives as is the practice of lumber towns. Out of this united effort has resulted a community market which is a striking success. It numbers men of the town and men of the country. It buys and pays cash for any products that do not find a more favorable market. It is run, not to make money, merely to pay expenses and accumulate a reasonable surplus to ensure credit. At the end of ten years its purchases amounted to over \$230,000 for the period of six months ending July 1, 1919.

What is the lesson to be learned from united efforts in both war and peace community service? That the many unsolved community problems may be solved if we break down all

barriers between one group and another group, between town and country, and all join in common effort under competent leadership. Herein lies the way to better farms, shops, labor, markets, stores, roads, schools, press, public service, health, recreation and homes. These are all interests of just as vital concern to the man of the country as the man of the town. The activities mentioned above were for special purposes and on special occasion. The great need is on community organization including all groups always ready to back any interest. It should co-ordinate all community forces. Frank T. Wilson.

Interesting Information About Turkey.

A man long a resident of Turkey, and in a position to be unusually well informed, has given us some interesting information. What was formerly the Turkish Empire is nearly half as big as Europe excluding Russia. Economically and geographically, the inhabitants of the great area are an indivisible whole. Ethnologically, they are separate races, the Taurus Mountains acting as a natural dividing line, the people to the South of the mountains speaking the Arabic tongue, while those on the North speak Turkish. Possibly two-thirds of Turkey in Asia, comprising Mesopotamia and Northern Asia Minor, is rich agriculturally, but only partially developed—the result of very primitive methods. The rich mineral resources are merely scratched. The world's best borax mines are located there. They are controlled by an Anglo-American group of financiers. The Caucasus Mountains, finally transferred to Russian control in 1878, contain the largest European copper mines. The great body of Turkey's population of 20,000,000 are an industrious and honest people, but they are uneducated and have no idea of latter-day civilization. They borrow on verbal promises only. The roads are poor and transportation is consistently abominable. Referring to the Armenian atrocities, our informant was quite positive in asserting that the Turks were instigated to commit millions of murders by the Germans, who expected to Germanize both Turkey and Armenia.

The dastardly work was done by the agents of the government. The people were helpless. The political conditions in Turkey were corrupt beyond our conception of political corruption. The Committee of Union and Progress, organized in Salonica in 1908, ran the whole country up until the time of the Armistice, and even since that time they have been instrumental in electing several cabinets. Take their control of transportation, for instance, it was so effective that a farmer sending his grain to Constantinople was compelled to get concessions from military, for which he paid \$180 to \$220 per car. This condition of things was at its height after the war started, and now, while apparently out of power in Constantinople, the party of Union and Progress is very powerful outside of that city.

MAIL ORDER SPECIALS

Until Oct. 15th, 1919, subject to prior sale, we offer the following quality merchandise at these low special prices, in order to stimulate mail or phone orders. You can order any of this merchandise with the assurance that if it is not satisfactory we will accept return of it. We are doing this in order to call your attention to the fact that we are the lowest priced house in the territory. Send us your order at once as some of these items will sell out quickly. Be sure to include in your order any other merchandise you need.

PIECE GOODS.

Lowell, Pearl, Fairview and Canadian Outing Shorts. A big bargain. We can furnish lights and darks. Will send you good selection, if you will indicate number of bundles of about 100 yards each that you want	\$.19½
36 Inch Pastime Cambric—a soft finish underwear cambric	.24
36 Inch Wild Rose Muslin	.24
Both are good quality. Would look cheap at 25 cents.	
9/4 Mohawk Bleached Sheeting. A big buy which you can't afford to overlook	.67½
Carpet Warp. Price is 68c for white and 78c for colors but we will accept an order for an equal assortment of white and colors at this low price	.70
Challie de Mousseline. This challie is in eight good patterns suitable for comforter coverings, wrappers, kimonas, etc. Leave selection to us	.23½
Red Rose Dress Ginghams. Stripes, Baby Blue and Pink Checks	.27½
Pacific Percale, our selection equal assortment lights and darks	.29½
No. 300 Storm Serge. Plain colors, 32 inches wide. Navy, Brown, Red, White, Black, Green, Grey, Wine	.47½
No. 350 French Serge. Plain colors, 36 inches wide. Cream, Copen, Tan, Red, Light Grey, Green, Brown, Wine, Black, Navy	.52½
60 x 76 Woolnap Blankets, Grey and Tan, Firsts	3.65
64 x 76 Woolnap Blankets, Grey and Tan, Firsts	3.85
72 x 80 Woolnap Blankets, Grey and Tan, Firsts	4.45

NOTIONS.

Texte Crochet Silk. Cabinet Assorted Colors, 4 doz.	\$ 4.25
Solid 1 doz. to box, per doz.	1.12½
Menware Shoe Laces, Round. Black, Brown. 3 doz. to cabinet, solid colors, per Cab.	.97½
Magic Dye Flake, 4 doz. Cabinet, assorted colors, per doz.	.66
1 doz. Solid, per doz.	.67½
Collingbourne Thread, white and black, No. 8 to 100, per doz.	.41
Collingbourne Darning Cotton, white and black, 3 doz. to box, per doz.	.26
No. 305 Men's Plain White Handkerchiefs, per doz.	.77½
No. 310 Men's Plain White Handkerchiefs, per doz.	1.12½
A good buy on today's market.	
Cabinet Bonnie B. Snap Fasteners, containing 1 gross assorted sizes, Black and White, per Cab.	4.12½
No. 400 Ladies Black Cashmerette Glove, sizes 7 to 9½, per doz.	2.25
No. 425 Ladies Grey and Black Cashmerette Glove, sizes 7 to 9½, per doz.	3.00
No. 450 Ladies' Black Cashmerette Glove, sizes 7 to 9½, per doz.	4.00
Here are three good selections which couldn't be duplicated again at anywhere near these prices.	
M & K Knitting Cotton (20 balls to box)	
White and assorted sizes, per box	1.50
Assorted colors and sizes, per box	1.77½

UNDERWEAR AND HOSIERY.

SUE—Springtex Brand, Men's Spring Needle Ribbed Union Suits, sixteen pound garment, in white and ecru, 36-46 Bxd. 2/12 doz. These goods have a slight imperfection, called seconds, but are better than the average seconds.	\$17.25
Per doz.	
Also have the Shirts and Drawers to match the above Union Suits, all sizes, boxed, 6/12 doz., per doz.	10.25
1050—Ladies' Fleeced-Lined Ribbed-Top Heavy Hose, all sizes, 8½-10, boxed 6/12 doz. A big buy, per doz.	3.97½

2305—Ipswich Brand, Ladies' Mercerized Lisle Hose in black, white and cordovan, all sizes, 8½-10, boxed 6/12 doz. Can't be duplicated for \$5.00, per doz.	4.37½
1001—Men's All Worsted Work Sox, Grey, known as army picks, well worth \$6.00, Bdl. 1 doz., per doz.	4.12½
21A502—Men's Heavy Weight Dress Sock, Cotton, suitable for Fall and Winter wear, fast black. All sizes 10-11½ boxed 6/12 doz., per doz.	1.97½
21B513—Ipswich Brand, Men's Fast Black, Combed Yarn Cotton Hose, medium weight, sizes 10-11½, boxed 6/12 doz. Marked on box for regular 25c seller, per doz.	2.25
201—Ladies' Cotton Hem-Top Hose, Fast Black, sizes 8½-10, boxed 1 doz. Don't miss this. Per doz.	1.52½

BIG SPECIAL.

IN ORDER TO CLEAN UP A FEW REMAINING NUMBERS OF LINCOLN MILLS HOSIERY AND UNDERWEAR, WE WILL CLOSE THEM OUT UNTIL OCT. 15TH, 1919, AT REGULAR PRICE LESS A SPECIAL DISCOUNT OF 5 PER CENT. FIRST COME—FIRST SERVED.

MEN'S FURNISHINGS.

27B308—Men's Dress Pants, Mostly Wool, dark brown with gold hair line stripe, all sizes 32 to 42 open stock, per doz.	\$39.00
28B716—Men's Work Pants, light grey with diagonal black stripe, heavy all wool Montana Kersey, all sizes 34 to 42 open stock, per doz.	47.50
28B712—Men's Work Pants, Corduroy, mustard color, belt loops and cuff, all sizes 34 to 42 open stock, per doz.	34.50
29A354—Boy's Blouse, medium grey flannel, closed cuff, flat collar, one pocket, Bdl. 1 doz. assorted 6 to 15, per doz.	4.37½
31A10—1000 doz. Canvas Gloves, Men's 8 ounce, Eastern Flannel, white knit wrist, Bdl. 1 doz., per doz.	1.75
Six numbers of Satin, Silk, and Silk Stripe Dress Shirts, French Cuff, ranging in price from \$36.00 to \$60.00 a doz. Tell us which and how many you want.	

LADIES' READY-TO-WEAR.

All Georgette Waists selling at \$4.50 to \$5.00 each, all popular shades—sizes 38 to 46 and with plenty of style and snap. Individually boxed, each	\$ 4.25
All Bungalow Aprons made of good quality percale. The assortment—6 darks, 3 lights and 3 mediums. By mediums we mean Plaids, Checks, and Nurse Stripes, per doz.	13.50
No. 910—Gown is made of Fairview, or Pearl Outing Flannel. In the assortment you get practically 12 different patterns to the dozen in V necks, square necks and round necks. These are our own make and the buttons are hand sewed. Your choice—sizes 15, 16, 17, per doz.	16.50
37B77—Petticoat is made of fine quality sateen in 36, 38, 40 lengths. It has a dust flounce and is attractively made. Your choice of four colors Navy, Pink, Purple, Green, per doz.	16.50
38A89—Brassier is made of 68 x 72 Muslin, trimmed in front with neat embroidery and reinforced under arm. Hook front, sizes 34 to 46, per doz.	3.75
40A80—Child's Outing Sleeper is made of good quality Outing Flannel and comes in sizes 2, 4, 6, 8 only. This garment is made by McCawley and Co., makers of the famous SLIPOVA Rompers, Middy Blouses, etc. Assorted Blue and Pink stripes. Cover the feet just like Dr. Denton's, per doz.	9.00
41A49—Baby Bunting. It is made of White Baby Flannel with Hood attached. The Hood is lined with Blue, Pink or White Satin. These are much better than Blankets and have become very popular, each	3.75

Don't forget that EVERY WEDNESDAY is CITY DAY when you will find REAL BARGAINS in EVERY DEPARTMENT.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

No Retail Connections

PUTTING OUR FOOT IN IT.

American Navy Takes Orders From Allied Council.

Grandville, Oct. 7.—An American admiral landing United States blue-jackets in a foreign port by order of, not American officials, but the supreme allied council in Paris!

Well may Senator Lodge ask "When did we go to war with Italy?" And thus it would seem that the functions of the league of nations is in operation even before the United States has ratified and agreed to its provisions! Isn't the situation becoming balled up in a rather disgraceful manner?

Trau, the port in question, is not a part of the United States, nor has this country any jurisdiction over it whatever. It rather comes under the control of Italy, being in disputed territory with which we as Americans have nothing to do.

Furthermore, the American admiral has ordered the withdrawal of Italian ships, which, however, have so far failed to obey. Now this is putting the Yankee foot in a foreign muddle without a scintilla of right to justify the act.

Suppose the United States occupied a port on the coast of Mexico which was disputed territory and Italy should send a fleet to take the town, at the same time ordering the Americans to get out, what then? Would not the American eagle scream? Would not the foreigners withdraw at once or take a licking from Uncle Sam's jackies?

Well, then, why are we in territory near to Italy—territory that perhaps belongs to that nation—taking possession and ordering the owners to get out or take the consequences? Isn't that nerve? Isn't that carrying the stars and stripes beyond its proper jurisdiction? We are not at war with either Italy or Dalmatia, the latter being the land where Trau is located.

It is said that politics sometimes makes strange bedfellows. This world war, with its accompaniment of truce, truckle and trade in an effort to form a league of nations is going even farther, placing us in bed with some of the worst elements of civilization in old Europe. Is it not about time to call a halt to all this serious nonsense, to right about face and get ourselves back on good old American ground once more where we shall not be ashamed to hold up our heads and declare our principles in the face of all comers?

The prolongation of this league of nations debate is working only injury to the cause of America. It is to be feared that by lingering in foreign waters, by interfering with peoples with the mailed hand with whom we are at peace, America is hatching a brood of chickens which in after days may come home to roost.

So many indiscretions have been indulged by the Government during

the past few years it may be well to call a halt and look over the field and note whither we are drifting. If the allied commissioners banded together at the peace table can order the American fleet hither and yon at its own sweet will, what, may we not ask, has become of American autonomy, American independence to do as she wishes in matters concerning her own weal or woe?

Has American independence already been cast into the discard?

Some of the acts of Government officials would seem to lead to such a conclusion. If the league of nations has already begun to function with regard to American affairs, what may we not look for in the immediate future? The astounding fact that an American admiral has taken orders from a clique of foreign promoters is sufficient to alarm every right thinking American in the land of Washington and Lincoln.

It seems that the would-be rulers of the world, sitting in mighty state at what has been denominated a peace table, are impatient of the delay this Government has evinced in signing away its rights to life, liberty and happiness as guaranteed by a certain American document of ye olden time, and are anxious to take a hand at settling the disputes of all the world, using the American navy to carry out their bidding.

Will America stand for this high-handed outrage? Will we stand supinely while a peaceful nation is invaded by Yankee tars who are doing, not the will of the American people, but the orders of a foreign league with which the United States to date has refused to coalesce.

These are days of settlement between nations after a bloody and inhuman war waged by the most bestial power on the face of the globe. It behooves us to go lightly, to tread softly, to make no bargains which in any way tend to tie our hands in the future. The Government should at once disavow this act of invasion of a friendly power and see that hereafter our naval and military officers obey no other orders than those given by American authority. Old Timer.

Circumventing the Madam.

"My wife wants me to go shopping with her. I don't see how I'm going to get out of it."

"If she were to send you back to your office after less than an hour of shopping and told you she would never take you on such an expedition again, you would consider yourself well repaid for your trouble, wouldn't you?"

"Certainly. But how am I going to do that?"

"Watch your chance and when your wife is looking, flirt with a fascinating girl clerk."

Vassar SWEATERS

A manufactured article must stand as the concrete embodiment of the ideals of its makers.

For many years we have had before us the ideal to make every sweater entirely worthy to bear the Vassar label.

Our location in Detroit makes it possible for us to render extraordinary service to Michigan dealers.

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

Holiday Goods

We are showing a nice line of toys, dolls, picture books, perfumes, and other novelty goods at very reasonable prices.

Cover your wants now as day by day the most select numbers are being sold out and cannot be replaced.

Write for samples if you can't come in to the house to make your selection.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids

:::

Michigan

To Dealers Only

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

John V. Farwell Company
CHICAGO

Wholesale Dry Goods &
General Merchandise

SPECIAL BUYERS DAYS

On Monday and Tuesday, October 13th and 14th with us will be Special Buyers Days.

WE PROPOSE on these days to inaugurate a special reduction Sale on desirable and seasonable merchandise, giving all of our customers an equal opportunity, and not placing these bargains in the hands of a few big buyers as is the usual custom.

ON OUR FIRST FLOOR we will offer one section of ALL SILK RIBBONS in desirable colors and widths at $\frac{1}{3}$ off from regular price

100 pieces Black Velvet at \$1.12 $\frac{1}{2}$ per yard by the piece, and \$1.25 per yard for less than piece. (Limit to each customer, two pieces.)

One number Colored Velvets, all shades at \$1.00 per yard. We will also show on this floor a large and complete stock of Furs suitable for trimming.

SECOND FLOOR

Section No. 1.—Consisting of Six Tables of Seasonable and Desirable Flowers and Feathers, prices, \$3.00, \$4.50 and \$6.00 per dozen.

Section No. 2.—Eight Tables of Wings, and Wing Novelties, all new goods. $\frac{1}{3}$ off from regular price.

Section No. 3.—Eight Tables of Burnt Chick, Burnt Goose, Pheasant and imitation Gourah, at $\frac{1}{3}$ off regular price.

Section Nos. 4 and 5.—Eight Tables Glycerine Ostrich, Vulture and Blondine, Ostrich French Heads, Ostrich Ponpons, Bands and Fancy Feather Novelties. $\frac{1}{3}$ off regular price.

Section 6.—Consists of Twelve Tables of desirable numbers in Velvet, Plush and Metal Flowers and Foliage, Silk Tassels, Fancy Pins, Jet and Fancy Ornaments, at $\frac{1}{3}$ off regular prices.

IN OUR FINDINGS DEPARTMENT we offer the following staple items essential in every work room

Standard Special Adheso and Snow White Glue in quart cans. Regular price, \$1.25. Sale price, 85c. (Three Cans limit to each Customer.)

Geneva Thread. The most popular Millinery Thread on the market. Nos. 16, 24, 36 and 50. Black and White. Sale price, \$1.65 per dozen. (Three Boxes limit to each Customer.)

Merrick's Millinery Thread (500 yard spools). Black and White, Nos. 20, 24, 36, and 50. Price, \$1.00 per dozen.

Jetum.—Sale price, 35c large Bottle. This offers a good chance to anticipate your future needs.

Collingbourne Byssine Thread.—Complete color line, an excellent substitute for silk thread (100 yard spools) price, 60c per dozen.

1,000 Papers Imported Japanese Millinery Needles, sizes 6 to 8. 5c per paper.

Hat Pins. (8 inch) (250 gross to close.) Black and White, regular price \$1.65 per gross. Sale price, 75c.

Windsor Vienna Oval Elastic.—Suitable for Children's Hats, 30 gross on hand. Price, 20c piece.

Ribbon Wire.—A. A. A. quality, $\frac{3}{8}$ inch. Black and White. Sale price, \$1.00 per dozen.

THIRD FLOOR

200 Dozen Lyons Velvet Hats, Untrimmed and Tailored, new shapes in Black and desirable colors.
One-Third Off Regular Price.

Prices quoted in this Circular will be in force for two days only, October 13th and 14th, inclusive. Personal selection required. These prices do not apply on mail orders.
Terms net.

During this Sale we will make a Special Showing of Trimmed Hats. Prices from \$2.50 to \$25.00 each, including the new Fur, Flower and Metal Combinations. Suitable for early winter wear.

We regard this a real opportunity for you to supply your wants for the later trade which is sure to come.

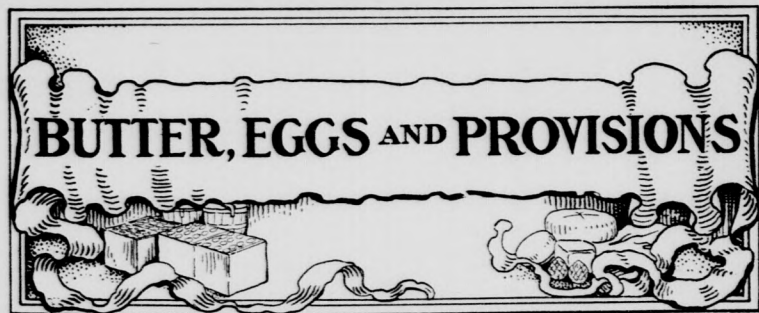
May we not have the pleasure of seeing you in Grand Rapids on one or both of these Special Sale Days, October 13th and 14th?

CORL-KNOTT COMPANY

CORNER COMMERCE AVE., and ISLAND ST.

Grand Rapids,

Michigan



Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.
Vice-President—Patrick Hurley, Detroit.

Secretary and Treasurer—D. A. Bentley, Saginaw.

Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Preaching "Gospel of the Full Can."

The "gospel of the full can" is being preached this year to commercial canners by the United States Department of Agriculture through its Bureau of Chemistry, which enforces the Federal Food and Drugs Act, commonly called the "Pure Food Law."

Inspectors of the Bureau of Chemistry will visit personally as many of the canneries this season as they can reach. They advise that all cans of food should be packed as full as practicable without injury to quality. They also advise housewives and other purchasers to note the relative amounts of solids and liquids in the cans they buy, and to give preference to the products of firms that seem to want to give a square deal to the home larder. Examinations of a large number of cans put up by different firms reveal a wide divergence in this particular.

The Bureau of Chemistry specialists have made investigations to determine exactly how much solid food—food from which the liquid has been drained—may be put up in the cans of different sizes in common use without in any way injuring the quality of the product. A certain amount of liquid, which varies with the different products, is necessary. The addition of more liquid than is necessary results in less food in the can, makes an inferior product, wastes shipping and storing space, and is unfair to the consumer. An honest pack promotes fair dealing, conserves containers, food, and shipping facilities, and aids the development of the canning industry.

The quantity of drained food, which is the solid food exclusive of liquid, that can be put more efficiently and economically in each of the various sized cans in common use, has been determined for peas, beans, cherries, pears, and peaches, and the canning industry has been advised of the results. The drained weights for other fruits and vegetables will be announced to the canning industry as they are determined.

In making a declaration of contents on cans of fruits and vegetables under the net weight requirement of the Federal Food and Drugs Act, the total weight of the contents of the can, liquid included, should be declared.

Complete information regarding the application of the Federal Food and Drugs Act to canned fruits and vegetables will be sent upon application to the United States Department of Agriculture, Washington, D. C.

Good Grape Fruit Crop on Isle of Pines.

Consul Bardel reports from Nueva Gerona, Isle of Pines, Cuba, that this year's grape fruit crop, thanks to the favorable weather conditions and the arduous labor of the planters of fertilizing, has ripened at least two weeks sooner than the usual time and the gathering, as well as the packing of the fruit, is under way. In fifteen packing houses, some of which are equipped with the most modern improvements, the sorting and packing of this fruit gives ample occupation to hundreds of hands.

It is of vital importance that proper transportation be arranged for in order to avoid delays in the shipping of this fruit, so that it may arrive in prime condition for the American markets. All this has been properly attended to this year, and unless another hurricane of the violence of the one which devastated this district in 1917 strikes this island this year, nothing should blight the great hopes and bright outlooks of the fruit growers, nearly all of whom are American planters, who will reap the greatest commercial and financial benefit ever experienced.

When a man says he can't learn anything more about his business he means that he isn't willing to try.

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

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.

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

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



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

A-1 Nut Margarine

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

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

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

OUR NEAREST BRANCH WILL SERVE YOU

COLD STORAGE FOR WINTER APPLES



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

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

KENT STORAGE CO.
GRAND RAPIDS, MICHIGAN

Why Armour and Company Sell Grocery Products

PRIMARILY our business was built to handle only meat products. We needed a very complete organization to handle the business at its peak load and we found there were certain seasons when the whole equipment would not be in use nor our sales force occupied if we confined our business strictly to meat food products.

Shortages in live stock, irregular receipts of cattle, sheep and hogs, varying demand for meat by the consumer, and constantly rising costs, all made economic operation difficult on a strictly meat-selling basis. We found that our expenses were increasing, which would have inevitably resulted in higher prices on all meat-food products to retailers and consumers.

So we applied the same business principle that the wholesale grocery jobbers use. We added such other lines as we found we could handle without materially increasing our overhead expenses. As Mr. William B. Colver, Chairman of the Federal Trade Commission, says:

"The wholesale grocer's profits comes from his numerous turnovers which the handling of a large number of commodities makes possible. If a wholesale grocer had only one line, a larger margin of profit would more often be necessary to net him the same amount of money that he makes at present."

In other words, we added canned vegetables, condiments, canned fruits, canned fish, cereals, coffee, baked beans, etc., for the same reason that the wholesale grocer added hardware, woodenware, tobacco, etc.—to utilize our organization to full capacity and to make more numerous turnovers.

Keeps Our Overhead Down to a Minimum

We have to have our branch houses for meat distribution; we have to have our salesmen. Their expenses and salaries go on irrespective of whether meat sales are active or quiet. By giving these men other things to sell we are able to spread these expenses over a larger volume of business, and keep the cost down per individual item of sale.

As a progressive business concern we are just as anxious to get business as our competitors. Some one has said, "All competition may be called invasion by those who happen to be in possession of a given field, yet the policy of the law is to en-

courage competition." When we see an opportunity legitimately to sell more goods in open competition with other wholesalers, we would be short-sighted if we did not attempt to sell those goods.

We feel that we have an inseparable alliance with the retailers of America. We will do all that highly developed efficiency and conscientious business principle can accomplish to strengthen and continue that alliance. We desire to state that our most important promise for the future is our fifty years of mutually satisfactory dealings with retailers in the past.

ARMOUR  COMPANY
CHICAGO

TAXES ON SALES.

They Often Amount to Confiscation of Capital.

The published statement of Senator Penrose as to the prospect of remedial revenue legislation at the present season offers some hope of relief from the extreme effects of the present law. There is one feature of the 1918 Revenue act which is practically blocking thousands of necessary transactions throughout the country. It could, I believe, be corrected simply and quickly by remedial legislation. I refer to the effect of the high surtaxes on what might be called extraordinary capital profits realized in a single year.

A man with an invested wealth of \$20,000,000 receiving \$1,000,000 a year accepts the present tax as a war tax based upon his ability to pay. He measures it, if he is well informed, by its relation to his capital and by the cost and benefits of the war, and is perhaps thankful that under the present Constitution his capital as such has been immune from a direct tax. But the man who in the present year realizes his first hundred thousand dollars or more on the sale of a successful development, or of a patent or a farm or piece of real estate, is in a very different position. To him this profit immediately becomes his capital. It may in fact have been his capital for some years prior to the incidence of the tax. By its sale in 1918 or 1919 the profit over the original cost suddenly becomes income subject to a tax exceeding 50 per cent.

If he has made his sale without thinking of the tax he feels justly that his newly acquired capital has been confiscated. Instances have been cited of men whose entire capital has been seized, cases where the profit realized by the sale has in fact existed in the enhanced value of the property before the present rates of tax were imposed, and where a large part of the profit has been borrowed against and lost in outside transactions before the beginning of the tax year.

If such a man is advised of the tax situation, he refuses to make the sale and perhaps loses the chance to make it, as the Government also loses the chance to tax it. Literally thousands of business enterprises and transactions throughout the country are being blocked by this feature of the law.

Now, of course, the ability to pay in the two classes of cases named differs widely. It differs in fact as widely as the capital of the taxpayers affected. It is extremely doubtful if any considerable number of gentlemen in Washington ever desired to impose a confiscatory tax on non-war profits realized in one transaction in a single year. One necessary effect of such a tax is to practically stagnate business effort in addition to completely blocking thousands of specific transactions. It destroys the source of income and prevents business development and prosperity. It leaves men to establish wealth with their capital intact, while hindering or preventing new men from acquiring substantial wealth.

It is not right and was never intended by advocates of income taxation that its chief burden should rest upon and its chief revenue be produced by business profits or out of capital transactions.

Without discussing the subject at more length, I would suggest for consideration the possibility of a short remedial act at this time, providing with proper safeguards that the total surtaxes of an individual should in no case exceed a named percentage of his capital. Such a provision might solve incidentally the practical difficulty of distinguishing between earned and unearned income.—Robert R. Reed in New York Times.

America In No Position to Rule the World.

Grandville, Oct. 7.—People who live in glass houses should refrain from throwing stones.

Before the United States puts forth a hand to stay all the outbreaks against world peace in other lands, would it not be well enough to look a little closer to home and note how our own gentle brethren are dwelling together in amity.

Down at a town in Oklahoma, known as Ardmore, a United States senator was billed to address the people on the question of a league of nations. It was a fair question which has been before the American public for some months. Our greatest statesmen have differed with regard to the advisability of tacking onto this country this new idea of government so far as world relations go. The difference of opinion may well be an honest one, view it from any standpoint you choose.

The honorable senator in question was lately from the upper house of the American congress, supposedly well informed as to the matters at issue. The other side had but recently been heard and it was thought people interested in the welfare of the country would take an interest in arriving at the truth and would take kindly to hearing from leaders on opposite sides.

It appears that the citizens of Ardmore hold to different ideas of what constitutes good citizenship. It is an axiom that when an idea will not stand the light thrown on it by the opposition, as well as by those friendly thereto, there is something radically rotten in the idea.

The audience greeting the senator seemed bent on suppressing free speech, determined that only one side of this league of nations question should be heard in their town, consequently they not only hooted, booed and raised angry shouts, but they accompanied these evidences of disapproval with a liberal shower of decayed eggs, thus demonstrating how solidly the advocates of such a league of peace are linked together to bring harmony to a long suffering world.

There can be no lasting peace until this league covenant is signed by the United States, and in order to enlighten the benighted citizens who haven't yet seen the light, these very democratic individuals resort to the rotten egg argument, such an argument as often disturbed and sometimes broke up free soil meetings in the old slavery days when the soil of Kansas was reddened with the blood of freedom's martyrs.

The acts of that Oklahoma gathering were simply disgraceful, a smirch on the good name of the town, and the only wonder is that there was not another Ole Hansen to take the matter in hand and fetch the outlaws to taw with a sharp reprimand and the use of force, if necessary.

The United States senator took the insult with a degree of calmness that is perhaps commendable, simply re-

Grand Rapids Forcing Tomato

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

Reed & Cheney Company
Grand Rapids, Michigan

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
VANILLA EXTRACTS

Made only by

FOOTE & JENKS
Jackson, Mich.

Toilet
and
Bath

If You Gave Each Customer a Dollar—

an extra egg with every dozen, or a bottle of furniture polish with each purchase—she'd come back for more groceries. But the cost would be more than you could afford.

When you sell her FELS-NAPTHA (the original napha soap) you give her extra wear for her clothes as it has been proved beyond question that clothes last longer when washed with Fels-Naptha. In addition, you save her time and labor. All of which is worth money to her. And it costs you nothing.

Push Fels-Naptha hard. It certainly means more profit for you in the long run to say nothing of the good will.

Fels &
Co.

Philadelphia,
Pa.

Watson-Higgins Mfg. Co.
GRAND RAPIDS, MICH.

Merchant
Millers

Owned by Merchants

Products sold by
Merchants

Brand Recommended
by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined
Cotton, Sanitary Sacks



WE ARE HEADQUARTERS
WHOLESALE

Fruits and
Vegetables

Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company

GRAND RAPIDS

MICHIGAN

Bel-Car-Mo
Peanut Butter



Link up your store with
this delicious Food
Product and your cus-
tomers will realize that
you consider their in-
terests, too.

Originators of the
sanitary tin pack-
age for Peanut
Butter.

Order from
Your Jobber

marking that if the friends of a league of nations imagine that the character of the argument employed by the objectors that night will win friends for their cause, they have mistaken the temper of the American people.

Furthermore, the incident serves forcibly to illustrate the fact that probably we had better learn to govern ourselves before we take charge of the remainder of the world and undertake to run it.

Intolerance cannot be winked at in this country.

What might not a citizen even of maddened Russia think were he to visit America and witness some of the

many race riots that have taken place within the space of a few weeks. Then to note the strikes that are at the present time afflicting our country from the steady old puritan town of Boston to the more excitable cities of the Central and farther West?

Figuratively speaking, we are living in a glass house and should govern ourselves accordingly. What a sorry figure we would make undertaking to govern the world when, as he who runs may see, we are unable to govern our own citizens in a manner that conforms to the peace and dignity of the Republic.

In one city two boys 16 and 18

years, respectively, are sentenced to life imprisonment for the crime of engaging in riot—a punishment as severe as that meted out to the most hardened criminals by the courts of Michigan and many other states.

When we as a people learn to correct the flaws in our own armor and to deal justly, walk uprightly and stand firmly on the side of justice and equality before the law, we may then whisper softly that we hope to persuade some of our wicked neighbors across seas to reform and become better citizens of a democratized world.

This latter, however, is not likely, since the United States is not now

nor has it ever been a strictly democratic government; nor is it to be desired that it should ever become such, since a government by representatives of the people is the truly ideal form of a republican government.

Old Timer.

A Good Reason.

Motorist (blocked by load of hay): I say, there, pull out and let me by. You seemed in a hurry to let that other fellow's carriage get past.

Driver: That's cause his horse wuz eatin' my hay!

\$200,000 BLAZE HITS TWO PLANTS

A two-alarm fire of undetermined origin caused a loss of \$200,000 to two manufacturing plants occupying a two-story brick building on Ellery street near Forest avenue, early Saturday.

The Safety Account Register Co. suffered the greatest damage. This concern employs 250 men, who are thrown out of work by the blaze. The B. & H. Machine Products Co., occupying the lower floor of the building, also was damaged extensively.

The fire started in the B. & H. Machine Products Co.'s plant on the first floor of the building. When the flames ate away the ceiling, 45 huge manufacturing machines in the Account Register shops crashed through to the floor below.

—From the Detroit Journal of Saturday, March 22, 1919.

FIRE PROOF

To advertise the "Safety" Fireproof Account Register in every State of the Union, we will, for 30 days, send it to any responsible dealer on 15 days' free trial, at one-half price (\$57.50), and if it proves satisfactory, can be paid for in 7 easy monthly payments of \$8.20 each. You save just \$57.50 while this offer is in force. We ship direct from factory to you—no money down—no red tape. Be your own salesman and get the benefit of all this saving and other superfluous expenses. You are not placed under the slightest obligation. If it is not more than you expect, and the best bargain you ever received, return at our expense. We rely on your judgment.

SAFETY ACCOUNT REGISTER COMPANY

"West Sound, Wash.

"I have had your Register in my store one month today in use, and have checked up my month's business in 5 minutes, where last month it took me a whole day. My work is finished at night when I lock the store. The old way I work nights and Sundays to keep up what I now do at every charge. I remain yours, C. E. Jarvis, Gen'l Mds., Dry Goods, Furnishings, Boots, Shoes, Groceries, Hay and Feed."

"We wish to advise that we have finally received the Account Register ordered, in good condition. We are glad that we waited on you to fill our order, even though it took you much longer to get your factory in operation after your fire than you anticipated."

"This Register is more than you claim for it, and no merchant nor manufacturer who wants an efficient method in which to care for his accounts and keep them safe from fire can afford to be without one."

"With best wishes for your success, we remain, yours truly, Ohio Pail Co., Middlefield, Ohio."

"We find your Register to be the best tool we have had in our business for fifty years; not only saves book work but makes our customers satisfied to do business with us. They have a record of their trade from time to time, whether it is a credit or debt, and they pay their bill oftener and are better pleased. J. H. Corburn & Son, General Merchandise Store, Laurel, Neb."

"Dear Sirs—I wish to congratulate you on your Account Register System. I never thought much of account systems until I got your card advertising this."

"I ordered one and have been using same for a few months, and must say it is the best thing for a business man to have in his place of business. I don't see how I ever got along without it. J. W. Kcza, Druggist, Howells, Neb."

"We have had one of your Account Registers in use for about thirty days now and find it a great time saver and exceedingly satisfactory. It is the most remarkable value we have seen and we believe will pay for itself several times over as a time saver this year. Yours very truly, B. L. & P. E. Youngblood, Merchants, Minter, Alabama."

Could An Offer Be More Fair?
TRY IT OUT. Sign and mail the order blank today. You cannot lose. We take all the risk. Try it 15 days FREE.



The contents of the enameling room were very inflammable and of the most heat-producing nature, which made the hottest kind of a fire, and the Registers could not have received a more severe test for the purpose for which they are intended, to safeguard merchants' accounts against fire.

The cut shows a few of the Safety Fire-Proof Account Registers in a section of the enameling room where the conflagration was greatest.

The Interiors of the Registers Were Not Damaged

The register marked with an [X] was one of the worst in outward appearance. After the fire it was opened where it fell, for the purpose of the photograph from which this half-tone was made. The enameling on the interior of the Register vault was not even discolored.

Save Time and Cost of Bookkeeping

A Beautiful Store Fixture

It takes care of all your accounts—both buying and selling

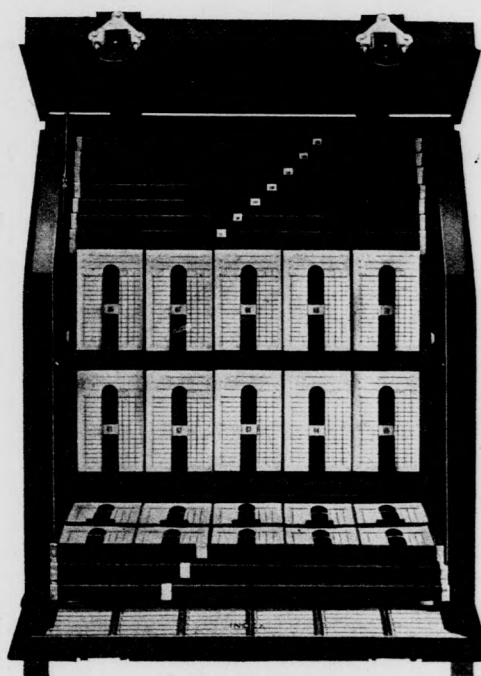
No night work

No Sunday Work

Will pay for itself many times over

Will last a business lifetime

HALF PRICE
\$115 FOR \$57.50
30-DAYS



Safety Fire-Proof Account Register

Holds 200 Accounts Price \$115
We also make larger or smaller Registers

Scientifically constructed of steel and asbestos in a correct mechanical manner to make it strictly fireproof. It is real fire protection, not a makeshift. Any register that is not fireproof is dangerous and worse than nothing. Your store may burn any night. Just think what it would mean to wake up some morning and find your accounts all burned!

YOU WOULD LOSE HUNDREDS OF DOLLARS

Our Guarantee Trial Offer \$115 for \$57.50

SAFETY ACCOUNT REGISTER CO., Detroit, Mich.: Ship soon as possible, F. O. B. Detroit, one \$115.00 Safety Account Register, 200 account capacity, to be returned at your expense at any time within 15 days from date of arrival at my station, if I am not pleased and do not consider it even more than you claim for it. If retained longer than 15 days, it will constitute the full acceptance, and I will pay for it in 7 equal consecutive installments from date Register arrives at station. It being plainly understood that I can remit 7 consecutive monthly installments of \$8.20 each, total \$57.50, which will be accepted in full payment, and that all installments are to be remitted when due to obtain this special half price advertising offer discount, which will make the Register cost \$57.50 instead of the full price of \$115.00.

Signed

Postoffice

State

Shipping Point



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.

Thinks People Are Getting Sick of Claptrap.

Howard City, Oct. 7.—Upon reading the contribution in your estimable paper from Philip B. Orton, of West Olive, I feel constrained to take my pen in hand. I have been much interested in the series of articles that have appeared in the Tradesman from time to time, and particularly those written by Old Timer. I think it ill becomes our friend Orton to criticize Old Timer too hard, for Old Timer fought to preserve this Union for some of us younger men and if he does not take kindly to the "League of Nations," it appears to me he has a perfect right to his own opinion.

Mr. Orton states that our President is "practically remaking the world alone." Inasmuch as Mr. Wilson is such a perfect specimen of an autocrat, it may be necessary for him to proceed without much help, but before we can conscientiously place him in a class with Abraham Lincoln, let us ask ourselves if he is as large as Lincoln and would do the very things that Lincoln did. I very much doubt if in the past he has shown himself very Lincolnesque, for Lincoln called upon even his political rivals to help work out his programme at a time of crisis. Lincoln's breadth of vision, generosity of heart and kindly spirit won the lasting friendship of his former enemies. He needed an Edwin M. Stanton and he was frank enough and man enough to plainly tell Stanton so. On the other hand, our President promised "covenants openly arrived at" and brought back a treaty proposal smacking of scheming intrigue. Instead of placing all of the facts before the American public while he was in Paris, he clamped the lid on every cable that was not controlled by his own personal press agents. His whole administration has been featured by a policy of secrecy and suppression that has not augured well for his country or its permanent prosperity. He has not had the co-operation of the leaders in Congress because he has never considered them on an even footing. Most all his propositions have been unconstitutional. He promised "The New Freedom" and through galavanting in foreign lands, has allowed his own country to be lashed to the mast of profiteering and petty pilfering in a way never before recorded in history. He is surrounded by a clique of southerners as unpatriotic as they are selfish. He has made his bed and will have to lie in it. He "Ad-journed Politics" and the next day uttered the most narrowly partisan philippic ever given out by mortal man. Even now, he talks a lot about reducing the cost of living, but post-

pones it to play politics with his latest world government scheme.

People are thinking hard these days and they are getting mighty sick of some of the claptrap of the Wilson propagandists. James B. Haskins.

Bases of Industrial Peace.

Principles of industrial relations to which the Chamber of Commerce of the United States was recently committed by a referendum vote of its member organizations:

1. Industrial enterprise, as a source of livelihood for both employer and employe, should be so conducted that due consideration is given to the situation of all persons dependent upon it.
2. The public interest requires adjustment of industrial relations by peaceful methods.
3. Regularity and continuity of employment should be sought to the fullest extent possible and constitute a responsibility resting alike upon employers, wage earners, and the public.
4. The right of workers to organize is as clearly recognized as that of any other element or part of the community.
5. Industrial harmony and prosperity will be most effectually promoted by adequate representation of the parties in interest. Existing forms of representation should be carefully studied and availed of in so far as they may be found to have merit and are adaptable to the peculiar conditions in the various industries.
6. Whenever agreements are made with respect to industrial relations they should be faithfully observed.
7. Such agreements should contain provision for prompt and final interpretation in the event of controversy regarding meaning or application.
8. Wages should be adjusted with due regard to the purchasing power of the wage and to the right of every man to an opportunity to earn a living at fair wages, to reasonable hours of work and working conditions, to a decent home, and to the enjoyment of proper social conditions.
9. Fixing of a basic day as a device for increasing compensation is a subterfuge that should be condemned.
10. Efficient production in conjunction with adequate wages is essential to successful industry. Arbitrary restriction on output below reasonable standards is harmful to the interests of wage earners, employers, and the public, and should not be permitted. Industry, efficiency, and initiative, wherever found, should be encouraged and adequately rewarded, while indolence and indifference should be condemned.
11. Consideration of reduction in

wages should not be reached until possibility of reduction of costs in all other directions has been exhausted.

12. Administration of employment and management of labor should be recognized as a distinct and important function of management and accorded its proper responsibility in administrative organization.

Speaking of luck, did you ever notice that the man you call lucky always happens to be a fellow who is right on the job all the time?

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

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

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.00 and up

EDWARD R. SWETT, Mgr.

Muskegon

Michigan

Henry Smith
FLORIST
139-141 Market St.
Bath Phone
GRAND RAPIDS, MICH

GOODRICH BOATS

To Chicago

Monday, Wednesday and
Friday Nights

From Chicago

Tuesday, Thursday and Satur-
day—7:45 p. m.

FARE \$3.50 Plus 28c War Tax.

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

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

Tickets sold to all points west.
Baggage checked thru.

W. S. NIXON,
City Pass. Agent.

HOTEL McKINNON

CADILLAC, MICH.

EUROPEAN PLAN

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

HOTEL HERKIMER

GRAND RAPIDS, MICHIGAN

European Plan, 75c Up

Attractive Rates to Permanent Guests
Popular Priced Lunch Room

COURTESY SERVICE VALUE

The School of Commerce and Finance of the

University of Detroit

Announces a

Foreign Trade Course

Beginning October 16, 1919

The work of the course will be laid out on six principal lines, these being:

1. The Commercial Languages, including French, Spanish, Portuguese, Italian, Dutch, Flemish, Russian, Polish, German, Japanese, Hindustani, Chinese and Swahili.
2. Import Needs and Export Offerings of Various Foreign Countries.
3. The Geography of Exportation, including Foreign Railroad and Port Facilities.
4. Credits, including Foreign Banking and Exchange.
5. Traffic, including Shipping, Insurance, Documentation and Tariffs.
6. The Machinery of Sales, including discussions of Personal Salesmanship, Foreign Representation, Distribution through American Export Agencies, Advertising, etc.

Further detailed information concerning this Course will be given on application to

THE REGISTRAR, SCHOOL OF COMMERCE AND
FINANCE

UNIVERSITY OF DETROIT

352 Jefferson Avenue, East

DETROIT

Bottom Facts From Booming Boyne City.

Boyne City, Oct. 7.—The F. F. French & Co., dry goods and women's furnishings, will be closed and the stock disposed of. This action is in consequence of the death of the owner, Mr. French. This store, under the management of Mrs. E. V. Smith, has filled a specific need in the mercantile world of Boyne City and it is hoped that some similar place will be speedily furnished the buying public of this city.

There are rumors in the air that Boyne City will have a hospital that will furnish accommodations for all the medical fraternity of Charlevoix county. Boyne City is very conveniently situated for such an establishment, in being easily accessible from all parts of the county.

Work was commenced this week on the county highway bridge at East street. Although it is late in the season it is expected that this much-needed improvement will be ready for use before winter sets in. Here's hoping that Jupiter Pluvius and Boreas will be lenient in putting on the regular fall activities until Boyne City has this project completed.

In spite of grasshoppers and dry weather the farming community of Boyne City is promised a very good showing in crops. Corn and beans are in good shape, a good share of the crop of both having been already harvested. Late potatoes will be a fair crop and if the frost holds off, a very good one. Farmers are looking for a freeze to kill the vines and harden the tubers.

Albert E. Barden, the recently installed Secretary-Manager of the Chamber of Commerce, is inaugurating a series of get-together meetings in the adjoining rural communities, the first of which was put on last Friday evening, when ten cars loaded with Boyne City business men and

their ladies went to Horton's Bay. The Boyne City marine band went along to add a little pep to the occasion. Mr. Dilworth, of the Boyne City Co-operative Marketing Association, says that if we ever perpetrate such an outrage on the innocent farmers, we may expect a shot gun reception. Anyway, he took a sneak and left the meeting without waiting for the best talk of the evening.

The continuous rain of the past week, has set back the completion of the street paving project by two weeks. Our street commissioner's nose is all out of joint, as he had planned to have the work all completed last week. Maxy.

Stabbed in the House of Friends.

Mears, Oct. 7.—Isn't it fine these days of grasping, grubbing and profiteering to see the noble work of our daily newspapers in exposing the business grafter? Then, again, the poor mail order houses have had such up hill business the past year, I am afraid they have not been able to declare over 200 per cent. dividends. I see the Muskegon Chronicle a day or two ago announced in a long article with big headlines that sugar was pouring into Muskegon by mail from the mail order houses. Such an advertisement ought surely to boost the mail order business, only I was just wondering how it pleased the Muskegon merchants who in the same paper advertised to the extent of three solid pages and probably paid good money to do so.

Isn't this a merry, merry world?
Chronic Kicker.

The Victor Ring Compressor Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,800 has been subscribed, \$400 paid in in cash and \$600 in property.

General Conditions In Wheat and Flour.

Written for the Tradesman.

The United States Grain Corporation, under date of Oct. 1, makes a comparative statement of wheat and flour movement throughout the United States. It follows:

Receipts from farms.	Bus.
Week ending Sept. 19..	28,858,000
Same week last year ..	34,955,000
Previous week	30,847,000
Previous week last year	35,890,000

Receipts from farms July	
27 to Sept. 19	425,369,000
Same period last year ..	381,290,000

Flour production	Bbls.
Week ending Sept. 19 ..	3,270,000
Same week last year ..	2,834,000
Previous week	3,285,000
Previous week last year	2,856,000

Flour produced June 27	
to Sept. 19	28,809,000
Same period last year ..	24,931,000

Total stocks of wheat	
All elevators and mills	Bus.

Sept. 19	264,779,000
Same date last year	220,560,000
Previous week	254,817,000
Previous week last year	196,540,000

Increase for week of	
Sept. 12 to 19	9,962,000
Same week last year	
increase	24,020,000

The final statement of this year's crop shows a total of 916,000,000 bushels of spring and winter wheat has been secured, about sixty-five or seventy million bushels more than last year, but the quality is very inferior to last year's crop.

The past week has seen a rather

material advance in premiums on the choicer grades of both soft and hard varieties, the premiums being greater, of course, on the hard variety, No. 1 Northern Spring Wheat having sold at \$3.00 per bushel in Chicago, 74 cents per bushel over the Government price.

Strength in wheat has been reflected in flour, and, of course, will continue to be. There is every indication that choice grades of flour are going to bring at least present prices. The probabilities are there will be slight advances.

The idea of having a burdensome supply of either flour or wheat on this crop in this country has been entirely dispelled. On the other hand, the necessity for a reasonably large crop another year is made very evident.

Choice grades of both wheat and flour, we believe, are a good purchase.
Lloyd E. Smith.

To Show Automatic Store Appliances.

A monster exhibition of automatic store appliances and equipment will be a feature of the annual convention of the National Retail Dry Goods Association, which will be held in New York City, Feb. 18, 19 and 20.

The entire convention, it is announced, will be on a much bigger scale than that of last year, which was attended by more than 1,800 representatives of dry goods and department stores.

It is easy to reason with a man after you have staked him to a good dinner.

The Western Michigan Motor Transit Co.

Grand Rapids, Mich.

Was organized as a common carrier to serve Western Michigan. It will aid both wholesaler, retailer and produces by bringing each nearer to his respective markets by means of speedier transportation.

The stock of this company is now open to subscription.

Western Michigan business men should back this enterprise not only because it will give better transportation but as well because of the certainty of profit from truck operation.

This stock, which is being offered to the public at \$10 per share for a limited time, is a good investment opportunity.

Let us send you full details concerning this proposition.

Western Michigan Motor Transit Co.

16-18 Commerce Avenue

GRAND RAPIDS, MICHIGAN

Western Michigan Motor Transit Co.

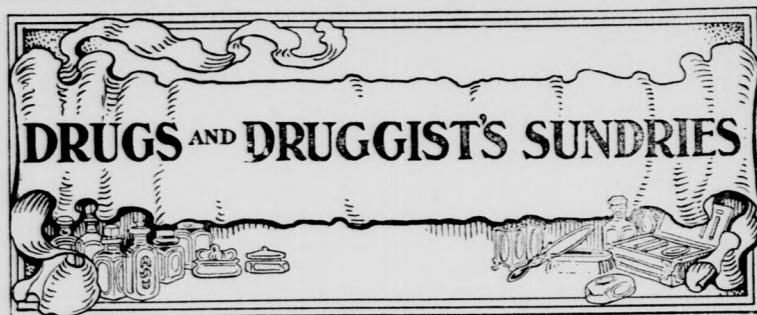
16-18 Commerce Ave.,

Grand Rapids, Mich.

Gentlemen: Without any obligation on my part, kindly send me all information you have regarding the Western Michigan Motor Transit Co.

Name

Address



Chicory As a Beverage.

At the word "chicory" every one pricks up his ears or sniffs derisively, for is it not the adulterate of coffee? And has it not been sent to the pillory and the stock to be jeered at? Just ask the pure foodite!

But perhaps you do not know all there is to know about chicory.

A glance at its history will reveal the reason for its popularity as a beverage and adulterant. About one hundred and sixty years ago some Holland coffee dealers induced by the growing demand and high price of coffee practised sophistication for the usual end—pelf. They discovered that chicory root, roasted and ground, answered their purpose better than any other substance, not merely because it was not easily detected, but also because the mixture really was superior to coffee alone. The secret was carefully guarded, but became publicly, or at least more widely, known about the beginning of the last century.

At the time the great Napoleonic blockade made coffee, tea and cocoa almost unprocurable and led to extensive adulteration and substitutions, the principal of which, in the case of coffee, were made with chicory. So accustomed did the people become during the blockade to the use of chicory, either mixed with coffee or in the pure form, that in the piping times of peace that followed they continued to demand it. The result is that upon the Continent its place now is fixed as firmly as that of tea, coffee or cocoa.

In the century that has passed since the blockade, chicory has not only held the field against all other coffee adulterants, but even has risen to the rank of a fourth beverage, being protected from sophistication by European food laws in an equal degree with the three other great beverages.

So general is its use that Europeans accustomed to it maintain that a blend of two or three parts of good coffee to one of chicory is superior to coffee alone. Americans, however, do not wittingly use the mixture. They are prejudiced because it is the dog with the bad name. Yet the simple mixture of pure chicory with good coffee, even when dishonestly sold for coffee alone, seems more wholesome than the imitation coffees composed of only wheat, or than dried coffee grounds re-aromatized by chemical methods and sold in pound packages with fancy labels.

Since people demand chicory there seems little reason for the outcry against it, provided it be sold under

its own name, or, if mixed with coffee, the fact be stated by the dealer upon his package. To persons who are not aware that the true flavor of coffee is dependent upon its aromatic, volatile oil, and who measure strength by bitterness, the substitution of chicory can bring no disappointment; but this is no argument for deluding them. They should buy each separately or buy the mixture as such.

From the standpoint of health, the case does not seem clearly against chicory, since much of the argument against it is unaccompanied by data, and even the best data are not free from the objection of unfairness. From the opinion of experts the mixture of a small quantity of chicory to good coffee was improving, since it reduced the well known nervous action of the latter; when used with cheaper grades, however, the reverse was true, probably because the stuff was already adulterated largely.

Any one in the habit of purchasing ground coffee may determine for himself whether it contains chicory by dropping a pinch of the suspected article in a glass of cold water. Chicory will soon absorb water and sink, staining the water a handsome brown; coffee will remain upon the surface for hours and even days without change.

Does Not Favor the Fordney Proposal.

Grand Haven, Oct. 1—I do not agree with you on the proposed 1 per cent. Federal tax in lieu of all other taxes.

As an example, take the Grand Haven merchants. One per cent. on total sales would mean five times or more tax than was paid for 1918 out of Grand Haven, for the reason that every business, whether a partnership, individual or corporation, would pay the same in proportion to sales. Last year, because we were incorporated, our taxes were about \$1,000, while a neighbor doing as big a business and making the same net profit with a partnership of three paid but \$180.

Then again, no merchant will make as large a net profit this year as last, while his sales will be equally as large. Consequently, 1 per cent. tax on 1919 sales will mean ten times as much as it would computed as for 1918.

I feel that the 1918 tax was unfair in forcing me to pay better than \$1,000, while a partnership of three, making the same net profit, paid only \$180. Further, doing the same total business for 1919 at 1 per cent., my tax will figure the same as last year, while my profits will be much less.

My idea of a just tax would be a graduated tax on all incomes and salaries, with no exemptions. It is true there would be more work for collection, yet the majority of postmasters and assistants could easily do the work. But would they do it? They would if they were in my employ. If it is a question of less expense in collection then why not

soak it to a few large corporations and force them to do it all. That would not be democratic, but—

With 1 per cent. on sales our taxes may be more than our profits. Some businesses can add one or more per cent. to their selling price very easily, but not so with merchants.

Why not anticipate the objectionable parts before it is too late? Of course, we have a debt which must be met and I want a chance to pay my share.

C. N. Addison,
President Addison Co., Ltd.

Take Hat Off to Fordney.

Saginaw, Sept. 23—If Congressman Fordney and the remainder of the Ways and Means Committee and House of Representatives can and do revise the methods of collecting income for the Government by a flat tax on volume of business, they will certainly have done something and started something that would be a start in the right direction.

We cannot easily compute the cost of collecting the taxes on the present basis, nor the cost of time and work in figuring the amount due from each taxpayer. This would all be simplified. The small and great corporation would join on an absolutely equitable basis. It would be an object lesson to the general Government in showing a simplified method of business.

No one would pay too little and no one would pay too much. The tax would be increased or decreased in proportion to the needs of the Government.

Surely we can take our hats off to Congressman Fordney if he succeeds in adjusting this tax to this basis.

John W. Symons,
President Symons Bros. & Co.

Don't leave it to people to take it for granted that you run an honest store. Show them, and don't be afraid to show them often.

PUTNAM'S Mentholated Cough Drops



Our New Display Carton

NATIONAL CANDY CO.
PUTNAM FACTORY

Sole Manufacturers

Grand Rapids, Michigan

Buy Now

That is our advice to those who contemplate the purchase of a new Fountain this next spring.

A purchase now will do two things. First, it will guarantee you a positive delivery at a definite date. Second, it will protect you against any advance in price. You will be safeguarded in every way. We have a number of payment plans which will interest every prospective Soda Fountain buyer.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

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.

DUTCH MASTERS CIGARS



Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers

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

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cotton Seed	2 50@2 70	Capsicum	@1 95
Boric (Powd.)	18@ 25	Eigerson	12 50@12 75	Cardamon	@1 50
Boric (Xtal)	18@ 25	Cubebs	11 50@11 75	Cardamon, Comp.	@1 35
Carbolic	27@ 31	Eigerson	13 50@13 75	Catechu	@1 50
Citric	1 18@1 25	Eucalyptus	1 25@1 35	Cinchona	@1 80
Muriatic	3 1/2@ 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 1/2@ 5	Lard, extra	2 00@2 20	Gentian	@1 20
Tartaric	1 04@1 10	Lard, No. 1	1 60@1 80	Ginger	@1 50
Ammonia		Lavender Flow	11 00@11 25	Guaiac	@2 65
Water, 28 deg.	10@ 20	Lavender, Gar'n	1 50@1 75	Guaiac, Ammon.	@2 40
Water, 18 deg.	9 1/2@ 18	Lemon	2 25@2 50	Iodine	@1 50
Water, 14 deg.	9@ 17	Linseed, boiled, bbl.	@2 05	Iodine, Colorless	@2 00
Carbonate	19@ 25	Linseed, bld less	2 15@2 20	Iron, clo.	@1 45
Chloride (Gran.)	17 1/2@ 25	Linseed, raw, bbl.	@2 03	Kino	@1 35
Balsams		Linseed, raw less	2 13@2 20	Myrrh	@2 25
Copaiba	1 00@1 20	Mustard, true, oz.	@2 95	Nux Vomica	@1 95
Fir (Canada)	1 75@2 00	Mustard, artifl, oz.	@1 25	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@5 00	Opium, Deodorz'd	@4 50
Tolu	2 25@2 50	Olive, Malaga, yellow	3 75@4 00	Rhubarb	@1 80
Barks		Olive, Malaga, green	3 75@4 00	Paints	
Cassia (ordinary)	45@ 50	Orange, Sweet	4 25@4 50	Lead, red dry	13@13 1/2
Cassia (Saigon)	90@1 00	Organum, pure	@2 00	Lead, white dry	13@13 1/2
Sassafras (pow. 60c)	@ 55	Organum, com'l	1 00@1 25	Lead, white oil	13@13 1/2
Soap Cut (powd.)	30@ 35	Pennyroyal	2 50@2 75	Ochre, yellow bbl.	@ 5
40c	30@ 35	Peppermint	9 00@9 25	Ochre, yellow less	2 1/2@ 5
Berries		Rose, pure	38 00@40 00	Putty	5@ 8
Cubeb	1 75@1 80	Rosemary Flows	2 00@2 25	Red Venet'n Am.	2 1/2@ 5
Fish	90@1 00	Sandalwood, E.	15 00@15 20	Red Venet'n Eng.	3@ 6
Juniper	12 1/2@ 20	Sassafras, true	3 00@3 25	Vermillion, Amer.	25@ 30
Prickly Ash	@ 30	Sassafras, art'n'l	90@1 20	Whiting, bbl.	@ 2 1/2
Extracts		Spearmint	12 00@12 25	Whiting	3 1/4@ 6
Licorice	60@ 65	Sperm	2 40@2 60	L. H. P. Prep.	3 50@3 75
Licorice, powd.	1 25@1 50	Tansy	5 50@5 75	Miscellaneous	
Flowers		Tar, USP	48@ 60	Acetanalid	60@ 75
Arnica	75@ 80	Turpentine, bbls.	@1 70	Alum	15@ 18
Chamomile (Ger.)	75@ 80	Turpentine, less	1 80@1 85	Alum, powdered and	16@ 20
Chamomile Rom.	1 00@1 20	Wintergreen, tr.	12 00@12 25	ground	16@ 20
Gums		Wintergreen, sweet	12 00@12 25	Bismuth, Subni-	4 02@4 10
Acacia, 1st	60@ 65	Wintergreen, art	90@1 20	trate	4 02@4 10
Acacia, 2nd	55@ 60	Wormseed	6 50@6 75	Borax xtal or	10@ 15
Acacia, Sorts	35@ 40	Wormwood	9 00@9 25	powdered	10@ 15
Acacia, powdered	45@ 50	Potassium		Cantharides po	2 00@2 50
Aloes (Barb. Pow)	30@ 40	Bicarbonate	55@ 60	Calomel	2 27@2 35
Aloes (Cape Pow.)	30@ 35	Bichromate	37 1/2@ 50	Capsicum	38@ 45
Aloes (Soc Pow)	1 40@1 50	Bromide	70@ 80	Carmine	6 50@7 00
Asafoetida	4 50@5 00	Carbonate	92@1 00	Cassia Buds	50@ 60
Pow.	@ 7 50	Chlorate, gran'r	70@ 75	Cloves	57@ 65
Camphor	4 20@4 25	Chlorate, xtal or	45@ 50	Chalk Prepared	12@ 15
Guaiac	@ 2 25	powd.	45@ 50	Chalk Precipitated	12@ 15
Guaiac, powdered	@ 2 50	Cyanide	32 1/2@ 50	Chloroform	45@ 55
Kino	@ 85	Iodide	4 29@4 44	Chloral Hydrate	1 70@2 10
Kino, powdered	@ 1 00	Permanganate	75@1 00	Cocaine	12 30@12 85
Myrrh	@1 40	Prussiate, yellow	80@ 90	Cocoa Butter	65@ 75
Myrrh, Pow.	@1 50	Prussiate, red	1 85@2 00	Corks, Lst, less 50%	@ 03
Opium	11 50@12 00	Sulphate	@ 85	Copperas, bbls.	@ 03
Opium, powd.	12 50@12 80	Roots		Copperas, less	3 1/2@ 8
Opium, gran.	13 50@13 80	Alkanet	3 75@4 00	Copperas, powd.	4 1/2@ 10
Shellac	1 30@1 40	Blood, powdered	60@ 75	Corrosive Sublim	2 11@2 20
Shellac Bleached	1 40@1 50	Calamus	60@2 50	Cream Tartar	70@ 75
Tragacanth	4 50@5 25	Elecampane, pwd	22@ 25	Cuttlebone	1 00@1 10
Tragacanth powder	@ 4 00	Gentian, pwd.	25@ 30	Dextrine	10 1/2@ 15
Turpentine	15@ 25	Ginger, African.	29@ 36	Dovers Powder	5 75@6 00
Insecticides		powdered	29@ 36	Emery, All Nos.	10@ 15
Arsenic	13 1/2@ 20	Ginger, Jamaica,	35@ 40	Emery, Powdered	8@ 10
Blue Vitriol, bbl.	@ 11	powdered	35@ 40	Epsom Salts, bbls.	@3 1/2
Blue Vitriol less	12@ 17	Ginger, Jamaica,	35@ 40	Epsom Salts, less	4@ 10
Bordeaux Mix Dry	20@ 37	powdered	35@ 40	Ergot	@4 75
monocroton	38@ 45	Goldenseal, pow.	8 00@8 20	Ergot, powdered	@4 75
powdered	38@ 45	Ipecac, powd.	4 50@5 00	Flake White	15@ 20
Lead, Arsenate Po	32@ 49	Licorice, powd.	35@ 40	Formaldehyde, lb.	27@ 31
Lime and Sulphur	20@ 25	Licorice, powd.	40@ 50	Gelatine	1 55@1 75
Solution, gal.	20@ 25	Orris, powdered	40@ 45	Glassware, full case	58%
Paris Green	46@ 52	Poke, powdered	25@ 30	Glassware, less 50%	@ 2 1/2
Ice Cream		Rhubarb	@2 00	Glauber Salts, bbl.	@ 2 1/2
Piper Ice Cream Co.,		Rhubarb, powd.	2 50@2 75	Glauber Salts less	3 1/2@ 8
Kalamazoo		Rosinwood, powd.	30@ 35	Glue, Brown	25@ 35
Bulk, Vanilla	1 10	Sarsaparilla, Hond.	1 25@1 40	Glue, Brown Grd.	20@ 30
Bulk, Chocolate	1 20	ground	1 25@1 40	Glue, White	30@ 35
Bulk, Caramel	1 20	Sarsaparilla Mexican.	75@ 80	Glue, White Grd	30@ 35
Bulk, Grape-Nut	1 20	ground	75@ 80	Glycerine	28@ 42
Bulk, Strawberry	1 30	Squills	35@ 40	Hops	85@1 00
Bulk, Tutti Fruiti	1 30	Squills, powdered	60@ 70	Iodine	5 85@6 10
Bulk, Vanilla	1 20	Tumeric, powd.	25@ 30	Iodoform	6 90@7 20
Bulk, Chocolate	1 60	Valerian, powd.	@2 00	Lactate	@ 2 1/2
Bulk, Caramel	1 60	Anise	42@ 45	Lycopodium	2 25@2 50
Bulk, Strawberry	1 60	Anise, powdered	47@ 50	Mace	8@ 10
Bulk, Tutti Fruiti	1 60	Bird, Is	13@ 19	Mace, powdered	45@1 00
Bulk any combination	1 60	Canary	28@ 35	Menthol	11 00@11 25
Leaves		Caraway, Po.	75 60@65	Morphine	12 05@12 60
Buchu	@3 00	Cardamon	2 00@2 25	Nux Vomica	@ 40
Buchu, powdered	@3 25	Celery, powd.	80@ 75	Nux Vomica, pow.	20@ 30
Sage, bulk	67@ 70	Coriander powd	@ 30	Pepper black, pow.	37@ 40
Sage, 1/4 loose	72@ 78	Dill	25@ 30	Pepper, white	@ 60
Sage, powdered	55@ 60	Fennell	30@ 40	Pitch, Burgundy	@ 15
Senna, Alex	1 40@1 50	Flax	15@ 20	Quassia	12@ 15
Senna, Tinn.	30@ 35	Flax, ground	15@ 20	Quinine	1 80@2 30
Senna, Tinn. pow.	35@ 40	Foenugreek pow.	15@ 25	Rochelle Salts	55@ 60
Uva Ursi	25@ 30	Hemp	12 1/2@ 18	Saccharine	@ 40
Oils		Lobelia	70@ 75	Salt Peter	20@ 30
Almonds, Bitter,		Mustard, yellow	45@ 50	Seidlitz Mixture	43@ 60
true	15 00@16 00	Mustard, black	36@ 40	Soap, green	20@ 30
Almonds, Bitter,		Poppy	@1 00	Soap mott castile	22 1/2@ 25
artificial	7 00@7 20	Quince	1 50@1 75	Soap, white castile	@24 00
Almonds, Sweet,		Rape	15@ 20	case	@ 24 00
true	1 75@2 00	Sabadilla	@ 35	Soap, white castile	@ 24 00
Almonds, Sweet,		Sabadilla, powd.	30@ 35	less, per bar	@2 60
imitation	75@1 00	Sunflower	15@ 25	Soda Ash	4 1/2@ 10
Amber, crude	3 00@3 25	Worm American	@ 45	Soda Bicarbonate	3 1/2@ 10
Amber, rectified	3 50@3 75	Worm Levant	1 65@1 75	Soda, Sal	2 1/2@ 5
Anise	2 50@2 75	Tinctures		Spirits Camphor	@3 00
Bergamont	8 60@8 75	Aconite	@1 70	Sulphur, roll	4 1/2@ 10
Cajuput	1 75@2 00	Aloes	@1 20	Sulphur, Subl.	4 1/2@ 10
Cassia	4 50@4 75	Arnica	@1 50	Tamarinds	25@ 30
Castor	2 25@2 50	Asafoetida	@3 90	Tartar Emetic	1 03@1 10
Cedar Leaf	3 00@3 25	Belladonna	@1 40	Turpentine, Ven.	50@60 00
Citronella	80@1 20	Benzoin	@1 80	Vanilla Ex. pure	1 50@2 00
Cloves	4 00@4 25	Benzoin Compo'd	@3 00	Witch Hazel	1 35@1 75
Cocanut	40@ 50	Buchu	@2 70	Zinc Sulphate	10@ 15
Cod Liver	5 60@5 75	Cantharides	@1 90		
Croton	1 00@1 25				

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
AMMONIA Arctic Brand 12 oz. 16c, 2 doz. box 2 70 16 oz. 25c, 1 doz. box 1 75 32 oz. 40c, 1 doz. box 2 85 Moore's Household Brand 12 oz., 2 doz. to case 12 70		COCONUT 1/8s, 5 lb. case Dunham 44 1/8s, 5 lb. case 43 1/8s & 1/2s, 15 lb. case 45 6 and 12c pkg. in pails 43 Bulk, pails 32 Bulk, barrels 30 24 & 30 oz. pkgs., per case 5 30 48 & 60 oz. pkgs., per case 5 40	
AXLE GREASE Mica, 25 lb. pail 1 60		COFFEE ROASTED Bulk Rio 26@28 Santos 37@40 Maracabo 43 Mexican 43 Gutamala 42 Java 50 Mocha 50 Bogota 43 Peaberry 41	
BAKED GOODS Loose-Wiles Brands Krispy Crackers 18 L. W. Soda Crackers 17 L. W. Butter Crackers 17 Graham Crackers 18 Fig Nib Bar 18 L. W. Ginger Snaps 17 Honey Girl Plain 23 Honey Girl Iced 23 Coconut Taffy 24 Vanilla Wafer 35 Subject to quantity discount.		COUPON BOOKS 50 Economic grade 2 25 100 Economic grade 3 75 500 Economic grade 17 00 1,000 Economic grade 30 00 Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.	
BLUING Jennings' Condensed Pearl Small, 3 doz. box 2 55 Large, 2 doz. box 2 70 Moore's Non-Freezing 4 oz., 3 doz. to case 2 55 8 oz., 3 doz. to case 3 75		CREAM OF TARTAR 6 lb. boxes 65 3 lb. boxes 66	
BREAKFAST FOODS Cracked Wheat, 24-2 4 60 Cream of Wheat 7 50 Pillsbury's Best Cerl 2 25 Quaker Puffed Rice 4 85 Quaker Puffed Wheat 4 80 Quaker Branst Biscuit 1 90 Quaker Corn Flakes 3 35 Kellogg's Flakes 4 00 Kellogg's Branst 2 20 Kellogg's Food, large 3 35 Kellogg's Food, small 3 35 Saxon Wheat Food 4 80 Shred Wheat Biscuit 4 50 Triscuit, 18 2 25		DRIED FRUITS Apples Evap'd, Choice, blk 22 Citron 10 lb. box 43	
BROOMS Fancy Parlor, 25 lb. 9 50 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 00 Common, 23 lb. 4 25 Special, 23 lb. 5 50 Warehouse, 34 lb. 9 00		CONDENSED MILK Eagle, 4 doz. 11 00 Leader, 4 doz. 8 50	
BRUSHES Scrub Solid Back, 8 in. 1 50 Solid Back, 11 in. 1 75 Pointed Ends 1 25		EVAPORATED MILK Carnation, Tall, 4 doz. 7 25 Carnation, Baby 8 doz. 6 60 Pet, Tall 7 50 Pet, Baby 7 25 Van Camp, Tall 7 25 Van Camp, Baby 6 25	
STOVE No. 1 1 10 No. 2 1 35		MILK COMPOUND Hebe, Tall, 6 doz. 5 75 Hebe, Baby, 8 doz. 5 50	
SHOE No. 1 90 No. 2 1 25 No. 3 2 00		CONFECTIONERY Stick Candy Pails Horehound 26 Standard 26 Cases Jumbo 28	
BUTTER COLOR Dandelion, 25c size 2 00		EVAPORATED MILK Carnation, Tall, 4 doz. 7 25 Carnation, Baby 8 doz. 6 60 Pet, Tall 7 50 Pet, Baby 7 25 Van Camp, Tall 7 25 Van Camp, Baby 6 25	
CANDLES Paraffine, 6s 17 Paraffine, 12s 17 Wicking 40		MIXED CANDY Pails Broken 27 Cut Loaf 27 Grocers 21 Kindergarten 30 Leader 27 Novelty 28 Premium Creams 35 Royal 25 X L O 25	
CANNED GOODS Apples 3 lb. Standards 2 00 No. 10 7 50		Specialties Pails Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 32 Fudge, Choc. Peanut 30 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 5 lb. box 30 Lozenges, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, Baskets 27 Nut Butter Puffs 30	
Blackberries Standard No. 10 15 00		Chocolate Pails Assorted Choc. 35 Amazon Caramels 37 Champion 31 Choc. Chips, Eureka 40 Klondike Chocolates 39 Nabobs 39 Noble Sticks, box 2 50 Nut Wafers 39 Oreo Choc. Caramels 38 Peanut Clusters 45 Quintette 35 Regina 30	
Beans—Baked Brown Beauty No. 2 1 35 Campbell, No. 2 1 50 Fremont, No. 2 1 35 Van Camp, 1/2 lb. 75 Van Camp, 1 lb. 1 25 Van Camp, 1 1/2 lb. 1 60 Van Camp, 2 lb. 1 85		Pop Corn Goods Cracker-Jack Prize 6 60 Checkers Prize 6 60	
Beans—Canned Red Kidney 1 35@1 45 String 1 35@2 70 Wax 1 35@2 70 Lima 1 20@2 35 Red 95@1 25		Cough Drops Boxes Bunte 1 30 Putnam Menthol 1 50 Smith Bros. 1 50	
Clam Bouillon Burnham's 7 oz. 2 50		CIGARS Peter Dornbos Brands Dornbos Single Bndr. 48 00 Dornbos Perfecto 42 50 Van Dam, 5c 37 50 Van Dam, 6c 42 50 Van Dam, 7c 50 00 Van Dam, 10c 70 00	
Corn Standard 1 55 Country Gentleman 1 75 Maine 2 90		National Grocer Co. Brands Antonella Cigars, 50 foil 37 50 Antonella Cigars, 100 foil 37 50 Antonella Cigars, 25 tins 37 50 El Rajah, Diplomatics, 100s 7 00 El Rajah, corona, 50 per 100 7 75 El Rajah, Epicure, 50 per 100 74 00 El Rajah, Epicure, 25, per 100 8 30 El Rajah, Ark, 50, per 100 7 30 El Rajah, President, 50, per 100 10 00 Odin, Monarch, 50, wood, per 100 5 60 Mungo Park, 2500 lots 69 12 Mungo Park, 1000 lots 70 81 Mungo Park, 500 lots 72 52 Mungo Park, less than 500 75 00 Mungo Park, 25 wood 75 00	
Hominy Van Camp 1 35 Jackson 1 20		Johnson Cigar Co. Brands Dutch Masters Snyder 110 00 Dutch Masters Club 100 00 Dutch Masters Banq 90 00 Dutch Masters In'le 100 00 Dutch Masters Spec 72 50 Dutch Masters Six 50 00 Elportano 55 00	
Lobster 1/4 lb. 2 45 1/2 lb. 4 60		Worden Grocer Co. Brands Charles the 5th 70 00 First National 35 00 Partello 47 00 Qualex 48 00 Hemeter Champion 50 00 Court Royal 56 00 Boston Straight 48 00 Trans Michigan 50 00 Kuppenheimer, No. 2 45 00 Royal Major 52 00 La Valla Rosa Kids 50 00 La Valla Rosa Blunt 72 00 La Valla Rosa Cab't 90 00 Valla Grande 52 00	
Mustard 1 lb. 1 80 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75		CLOTHES LINE Hemp, 50 ft. 2 20 Twisted Cotton, 50 ft. 3 25 Twisted Cotton, 60 ft. 3 90 Braided, 50 ft. 4 00 Braided, 80 ft. 4 25 Sash Cord 5 25	
Mushrooms Buttons, 18, per case 1 25		COCOA Baker's 46 Bunte, 15c size 55 Bunte, 1/2 lb. 50 Bunte, 1 lb. 48 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Hersheys, 1/4s 41 Hersheys, 1/2s 39 Huyler 36 Lowney, 1/4s 44 Lowney, 1/2s 42 Lowney, 5 lb. cans 42 Van Houten, 1/4s 18 Van Houten, 1/2s 18 Van Houten, 1s 36 Wan-Eta 65 Webb 33 Wilbur, 1/4s 33 Wilbur, 1/2s 33	
Pears in Syrup Michigan 1 75 California 2 35		CHEESE Brick 37 Wisconsin Flats 35 Longhorn 36 Michigan Full Cream 33	
Peas Marrowfat 1 75@1 90 Early June 1 65@1 90 Early June siftd 1 80@2 25		CHEWING GUM Adams Black Jack 70 Beeman's Pepsin 70 Beechnut 80 Doublemint 70 Flag Spruce 70 Juicy Fruit 70 Spearmint, Wrigleys 70 Yucatan 70 Zeno 70	
Pineapple Grated, No. 2 4 00 Shred No. 2 Extra 4 75		CATSUP Snider's, 8 oz. 1 85 Snider's, 16 oz. 3 00	
Pumpkin Van Camp, No. 3 1 35 Van Camp, No. 10 4 50 Lake Shore, No. 3 1 35 Vesper, No. 10 3 90		SAUERKRAUT Hackmuth, No. 3 1 40	
Salmon Warren's 1 lb. Tall 4 10 Warren's 1/2 lb. Flat 2 60 Warren's 1 lb. Flat 4 25 Red Alaska 3 90 Med. Red Alaska 3 50 Pink Alaska 2 75		SHRIMPS Dunbar, 1s doz. 1 85 Dunbar, 1 1/2s doz. 3 40	
Sardines Domestic, 1/4s 5 50@7 50 Domestic, 1/2s 7 00@8 00 Domestic, 3/4s 7 00@8 00 California Soused 2 25 California Mustard 2 25 California Tomato 2 25		STRAWBERRIES Standard 1 50 Fancy 1 75	
Shrimp No. 2 1 35@1 60 No. 3 2 00@2 35 No. 10 7 00		TOMATOES No. 2 1 35@1 60 No. 3 2 00@2 35 No. 10 7 00	
Strawberries Standard 1 50 Fancy 1 75		WATERMELONS Standard 1 50 Fancy 1 75	
WATERMELONS Standard 1 50 Fancy 1 75		WATERMELONS Standard 1 50 Fancy 1 75	

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	12 00
Horse, No. 2	11 00

Pelts	
Old Wool	75@2 00
Lambs	50@2 00
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.	
case for	4 30
Quaker, 3 doz. case	
for	3 25

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

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

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

OLIVES	
Bulk, 2 gal. kegs, 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	
oz.	5 50
Queen, Mammoth, 28	
oz.	6 75
Olive Chow, 2 doz. cs.	
per doz.	2 50

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

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 80

Sweet Small

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

PIPES	
Cob, 3 doz. in box	1 25

PLAYING CARDS

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

POTASH	
Babbitt's, 2 doz.	2 75

PROVISIONS

Barreled Pork

Clear Back	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
50 lb. tubs	advance ½
20 lb. pails	advance ½
10 lb. pails	advance ½
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
Ham, dried beef	
sets	41 @42
California Hams	23½ @24
Picnic Balled	
Hams	35 @40
Boiled Hams	49 @50
Minced 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.	40 lbs. 1 75
¾ bbls.	40 lbs. 3 40
¾ bbls.	9 00
1 bbl.	18 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
Corned 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, 3½ oz.	
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
Rolls 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
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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

¼ bbl., 100 lbs.	7 50
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SEEDS

Anise	45
Canary, Smyrna	20
Canary, Smyrna	16
Cardamon, 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 Snuff 10c 8 for	64
Swedish Snuff, 1 lb. glass	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. & Co.

Acme, 100 cakes	6 75
Big Master, 100 blocks	8 00
Climax, 100s	6 00
Climax, 120s	5 25
Queen White, 50 cakes	6 00
Oak Leaf, 100 cakes	6 75
Queen Anne, 100 cakes	6 75
Lautz Naphtha, 100s	8 00

Proctor & Gamble Co.

Lenox	6 00
Ivory, 6 oz.	8 00
Ivory, 10 oz.	13 25
Star	7 85

Swift & Company

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

Tradesman Company

Black Hawk, one box	4 50
Black Hawk, five bxs	4 25
Black Hawk, ten bxs	4 00

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

Scouring Powders

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 XXXX 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, Cochinchina	@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	@22

Pure Ground in Bulk

Allspice, Jamaica	@21
Cloves, Zanzibar	@64
Cassia, Canton	@40
Ginger, African	@28
Mustard	@42
Mace, Penang	@100
Nutmegs	@42
Pepper, Black	@34
Pepper, White	@43
Pepper, Cayenne	@29
Paprika, Hungarian	@29

Seasoning

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

Auto Touring in California vs. Michigan.

East Sound, Orcas Island, Wash., Oct. 3.—For two months past I have been out here in the Northwest, visiting my relative and hugely enjoying life among the beautiful islands of Puget Sound and the mountains. It is a great country, but there are "flies in the ointment" here as well as in Michigan. What I wish to speak of, however, is the manner in which tourists in autos are enticed to spend their time and, incidentally, their cash in touring through California. One of my nephews, whose home is in Seattle, Wash., has been touring in that State for the past two months with his young wife, whose health was somewhat impaired, in a Dodge car, traveling at their own sweet will wherever fancy beckons, camping at night and sleeping like the gypsies, where night finds them, having provided themselves at the start with necessary bedding, cooking utensils, etc. As a consequence, both have rapidly gained in health and knowledge, all the while enjoying scenery incomparable.

We receive regular letters from the pair and what strikes me particularly is the attention constantly given by individuals, communities, cities, associations and clubs to the wants of all auto tourists coming into that State. Wherever good camping spots are found—and they are frequent—the traveler finds stoves provided, sometimes simple squares with opening on one side, two or three feet across and two to eighteen inches high, built up snugly of stone, with a plane square of heavy sheet iron on top, with a length of stovepipe sticking up from one side.

Often the walls of these simple out-fits are built up strongly of cement, while wood, all cut and split, is found in generous piles. Signs give direction to near-by springs of fresh water, or creeks, or where country food,

milk, fruit, etc., can be purchased. I copy direct from a letter from the pair of tourists mentioned:

"Leaving Meers Creek we drove around Castle Crags. These are jagged peaks, a kind of gray rock formation, that tower up above the Green Mountains; from there on through Castella, La Moine, Newtown, to Redding. Here we gathered up our mail and a few provisions and found a very nice camping spot about a mile from that town. The following day we made Anderson, Cottonwood, Red Bluff, Proberta, coming to Orland. I must tell you about the auto camp grounds in this little town because they are so very nice.

"The grounds are divided into sections, with a stove, table, bench, place for tent and car in each section. They have fine tub and shower bath, every modern convenience. Everything is clean as a new pin and there is an attendant in charge. It is run by the Chamber of Commerce and is absolutely free. It certainly is a big attraction for tourists."

That last paragraph tells the story. The dwellers in California are not doing this from love of the tourist entirely. When a tourist strikes a camp like that, he is going to prolong his stay there as long as possible. He must live—and living means the expenditure of more or less money at every stopping place. Besides, the State as a whole is being constantly well advertised to persons who may become permanent dwellers.

Are there not some good points in all this for the dwellers of Michigan who also have fine scenery and good roads (some) and are or should be deeply interested in bringing auto tourists into our beautiful State?

John B. Barlow.

It is essential that business men use borrowed capital, but it is not essential that they speculate with it.

Give Every Black Man a Fair Trial.

Boston, Oct. 7.—Our country stands disgraced to-day before the world, not merely for our hoodlum mobs with the instinct of Apaches, not for those lawmakers who encourage the lawlessness of mobs, but also for that general apathy which ignores both. We are rapidly going from bad to worse. In view of East St. Louis, of Tennessee, of Chicago and now Omaha we may well be silent about Budapest or Mexico until we have buried our heads in the dust and cried mea culpa.

Under pretext of making crime against a woman something that "transcends law," a United States Senator from a Southern State uttered as treasonable and incendiary language as ever gave encouragement to those who would overthrow law and order. Nothing is going to be done to retrieve the shameful situation until our clergy denounce not merely sin in general but our specific National sin, until our schools teach the principles of justice to all, until our editors have the courage to condemn lawless talk of legislators as well as that of I. W. W.'s and until our people cease their silence and apathy about America's blackest disgrace.

As a woman, I feel deeply all wrongs to other women, but mad mob vengeance wreaking itself on innocent and guilty and Government officers alike never lessens woman's dangers and only bestializes whole communities.

State laws have failed to give us that "liberty and justice for all" which every schoolboy attributes to our country in his daily flag salute. Is it not time that petitions should go to those men in Washington who can make the Federal power ensure to every black man a fair trial and a legal punishment if guilty? Unless the Southern Senator's words be roundly condemned by the general public for their contempt of law, our lawmakers

and our laws may soon have little power to preserve us as a civilized people.

Lucia Ames Mead.

Annual Meeting of Coldwater Council.

Coldwater, Oct. 7.—I enclose herewith the programme of our annual meeting and smoker which is intended as a personal invitation to be with us should you be in this vicinity or find it convenient. Coldwater needs no boosting when it comes to matters of the nature requiring attention of the traveling men, as Coldwater Council is made up of a bunch of live wires who know how to do and do do things. Their meetings being among the best in the grand jurisdiction. All traveling men in or near Coldwater on Oct. 18 are invited and will be well repaid by remaining over to attend this meeting.

John A. Hach.

Programme.

3:00 p. m. Initiation by degree team composed from the several councils.

7:30 p. m. Open meeting.

Address by Mayor Star Gruner.

Address by Senator James Henry.

Author of Henry Hotel Law.

Address by Hon. Joseph E. Watson, member State Legislature.

Address, "Our Order" C. C. Starkweather, Grand Councilor.

Address, "The Law" by John A. Milner, Supreme Attorney.

Address, "Membership" by L. J. Burch, State Organizer.

Address, "Employers of Traveling Men" by E. A. Dibble, chairman Grand Executive Committee.

Address, "Industrial" L. J. Byers, President Commercial Club.

Address, "His Own" by E. A. Welch, Past Grand Councilor, Kalamazoo.

Self-confidence is a good thing, but over-confidence has lost many a ball game and closed up many a store.

ASK YOUR JOBBER FOR

Hart Brand Canned Foods

HIGHEST QUALITY

Our products are packed at seven plants in Michigan, in the finest fruit and vegetable belts in the Union, grown on lands close to the various plants; packed fresh from the fields and orchards, under highest sanitary conditions. Flavor, Texture, Color Superior.

Quality Guaranteed

The HART BRANDS are Trade Winners and Trade Makers

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Lima Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Spinach, Beets, Saur Kraut, Squash.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Blackberries, Plums, Pears, Peaches.

W. R. ROACH & CO., Grand Rapids, Mich.

Michigan Factories at

HART, KENT CITY, LEXINGTON, EDMORE, SCOTTVILLE, CROSWELL, NORTHPORT.

Union Labor Leaders Hostile To Crippled Soldiers.

Charges that radicalism and the rule of the foreign element of steel workers have erased all signs of Americanism in the present steel strike in the Chicago district are the issue that has been placed before Senator Kenyon, Gov. Lowden, and the American Legion by Lawrence Packwood, a war cripple and a former employe of the Illinois Steel Co.

Hostility toward steel employes crippled during the war, disregard and lack of respect shown them by the unions, and the charge that more than 50 per cent. of the strikers are aliens are the points which Packwood intends shall be brought to the attention of Congress.

"I have served six years in the British navy and fourteen years in the United States army," Packwood states. "I went through the Mexican and Philippine campaigns and gave my blood on several occasions.

"I enlisted in the war against Germany in 1917, but was placed in the motor transport corps because I was not physically able for combat duty. Heart disease developed in France and I was sent to Fort Sheridan, where I was discharged last June and recommended for vocational training and compensation.

"I have a wife and two children to support and I had to obtain employment. I was working in the clock house at the Illinois Steel Company at \$80 a month when the strike was declared. I did not belong to a union and I had a family to support, so I did not walk out.

"I was stopped by pickets when the strike began and threatened with violence if I did not walk out. I requested that I be taken to strike headquarters and furnished with a pass, but there I was treated like a dog, although I stated my case. 'Crippled soldier or not, every one must go on strike' was what I was told. I did not return to work.

"There is no Americanism in the strike. It is the work of radicals. I have made a personal canvass and know what I am talking about. Why should I pay dues to a union made up largely of slackers to work when my country owes me protection and the right to earn a living?

"Half the strikers don't know who Gary is. Some of them never heard of Fitzpatrick or Foster. They don't know why they are striking.

"Congress should see to it that the men whose physical efficiency was destroyed in the service of their country should be given a chance to earn a living.

"John Fitzpatrick has no interest in my case. He told me so on the telephone before he left for Washington. That means he has no interest in the remainder of the cripples."

Packwood's charges were drawn up in typewritten form and sent last week to Senator Kenyon, Gov. Lowden, and the American Legion. Packwood states that he was one of the organizers of the American Legion and a representative from Chicago at the St. Louis caucus several months ago.

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.

Work Fast

On account of other interests, the best grocery and market, in any city of its size in Michigan, will be sold **AT ONCE**. Exceptionally well organized sales force—finest modern fixtures. No trades. Cash only. Known all over the State. Established fifty years—first time ever offered for sale. Big double store—best location—low rent. Sales running between \$100,000 and a half a million a year. Pays big profit. Stock can be reduced to suit. If not satisfied, give references with first letter. This is the

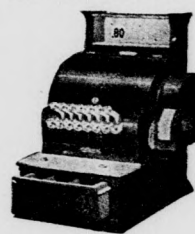
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WANTED—MAN OR WOMAN BOOK-KEEPER. Must be thorough and correct. One that can check and mark goods and keep continuous inventory. State salary, experience, reference. Address G. V. Black, Pigeon, Michigan. 486

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

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

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



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

Cash Registers (all makes) bought sold, exchanged and repaired. **REBUILT CASH REGISTER CO., Incorporated, 121** North Washington Ave., Saginaw, Michigan. 128

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

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. Weiler, Clney, Illinois. 397

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

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

SPECIAL SALES to reduce or close out entirely merchandise stocks personally conducted for retail merchants anywhere. A. E. Greene, Corner Mechanic & Pearl, Jackson, Michigan. 397

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

For Sale—Beverly paper baler; nearly new. W. F. Hunter, Rosbush, Michigan. 512

For Sale—Several sets flint lock Duelling pistols in cases. W. F. Hunter, Rosbush, Michigan. 513

GARAGE For Sale—Doing good business; will invoice for cash; not large stock. B. C. Bennett, Sheridan, Missouri. 514

WANTED—TO BUY A HARDWARE STORE THAT DOES NOT CARRY BUILDING SUPPLIES. WOULD CONSIDER HALF INTEREST IN A GOOD LIVE STORE. Have had twenty years' training in business and advertising, and expect to work. Address BOX 264, CAMBRIDGE, OHIO. 515

FOR SALE—Between now and January 1st, paying drug business in South Mississippi town of about 900, in good farming section; stock and fixtures will run not more than \$4,500. Business is operated at small expense. For further particulars write D. G. Anderson, Centerville, Mississippi. 516

For Sale—Store building and dwelling at Crassey, Barry County, Michigan, on the C. K. & S. railroad. Good location for general store. Such a store has been successfully carried on at this point for twenty-five years. Must sell to settle estate. Thomas Sullivan, Administrator, Hastings, Michigan. 517

For Sale—The potato warehouse formerly occupied by Cole Brothers (now deceased), located on the G. R. & I. railroad at Kalkaska. This is a fine opportunity, being one of the best potato shipping points in Northern Michigan. Address Box 272, Kalkaska, Mich. 518

ACRES—Fine quarter section near Springer, N. M.; close good town; fenced; two wells; small houses, want merchandise. Modern house of twelve rooms, Main street, near springs; A-1 property; want merchandise. 160 acres, 80 acres, 20 acres, 24 acres, near Sloan Springs, for merchandise. F. C. Hough, Siloam Springs, Arkansas. 519

For Sale To Close Estate—The old established grocery business of Cole Brothers at Kalkaska. First-class building and fixtures to be sold with stock. Terms arranged. Address Mrs. Nettie Cole, Kalkaska, Michigan. 520

Want d—Electric coffee grinder, large refrigerators, National registers, Burroughs adding machines, computing scales, safe. All A-1 condition. 736 West Shiawassee St., Lansing, Michigan. 521

FOR SALE—WAX FIGURES AND DISPLAY forms. 300 Watt light fixtures. Ready-to-wear cabinets and mirrors, multigraph machine; 2 safes, 3 typewriters, tables, counters, show cases, display fixtures, balcony and railing. Address Yetter's, Iowa City, Iowa. 522

For Sale—Stock of Sherwin Williams, Heath and Milligan paints at one-third off present prices. Fresh goods. A real bargain. Write B. O. Reynolds, Middleton, Michigan. 523

For Sale—Plumbing, heating and sheet metal business in a good town of 1,800 population. City water and sewers. Only one other shop. Will rent all tools and sell stock on installment plan to a reliable man. Good reasons for selling. Address P. O. Box 424, Plano, Ill. 524

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. KEILTY, GENEVA, NEW YORK. 503

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

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

For Sale—On account of having purchased the dray 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

ACRES—For sale or trade for merchandise, 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

TO SELL YOUR BUSINESS WITHOUT PUBLICITY

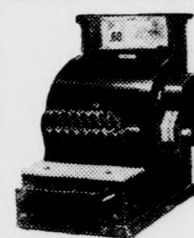
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THE O'DONNELL INVESTMENT CO.,
105 N. CLARK ST.,
CHICAGO.

SALES SERVICE SYSTEM

For Sale Cheap—A good fireproof Metzgar 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

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 BALLS to mix with gasoline makes gasoline 3 cents per gallon and will start motor at zero weather. Price, \$1. Both for \$1.90, prepaid. Address R. J. Bernecker, 502 Brockway St., Saginaw, Michigan. 507



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for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

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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.

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

Fall term opens Sept. 27.

Write for bulletin.

C. P. Steimle,
Secretary.

IS IT BASED ON BLUFF?

No Legal Authority For Eleven Cent Sugar.

Three Rivers, Oct. 3—I have been for some time a subscriber and reader of your paper and have enjoyed the way you tackle the right side of a scrap. Perhaps you can give me some advice or consolation in a dilemma in which I find myself.

A short time ago I received a letter from the Western branch of the Department of Justice in your city, stating it has been informed that I was charging 12 cents per pound for sugar and asking for my reasons and excuses for so doing. I replied that the cost of my sugar (from \$10.30 to \$10.50 f. o. b.) was both reason and excuse and that I was following the general custom. I also asked what profit per pound was considered allowable.

In reply, I was again informed that the retail price of sugar is 11 cents, except in 2 pound cartons, which may retail for 23 cents. Nothing is said of any profit or of cost price.

During the war, we had sugar cards and were allotted so much sugar which we must retail at a set price, but we could do this, as the cost was also set.

Is the retail grocer the Government goat?

I suppose I can sell the supply of sugar on hand at 11 cents and then stay out. The idea of working for nothing is already too familiar to have any added appeal. What would you do in my case?

H. G. Phillips.

On receipt of the above letter, the Tradesman called on District Attorney Walker in relation to the matter at issue. Mr. Walker handed out the following correspondence and requested its publication in the Tradesman:

Grand Rapids, Sept. 26—I am informed that you have been selling sugar at 12 cents. The Government price is 11 cents a pound, with the single exception of 23 cents for 2 pound package bought of the jobber. Let me hear from you at once as to what the facts are, what excuse you have, if any, and whether you will abide by the Government price?

Myron H. Walker,
United States Attorney.

Three Rivers, Sept. 27—In reply to yours in regard to selling sugar at 12 cents, will say that sugar has been costing me from \$10.10 to \$10.48 f. o. b. Elkhart or Kalamazoo. I have had no notice of a set Government price of 11 cents, but was under the impression I should make a profit of 1 cent per pound over cost. The sugar I received on my last shipment cost \$10 f. o. b. Elkhart. At what price must I sell same delivered to my customers? I have been following the lead of the largest stores here on the sugar question.

It is my purpose to obey the Government in this matter and any other and I hope to be able to sell sugar so at least to come out whole.

I have had one shipment of sugar at \$9.00. This sugar I sold at 11 cents. I have tried to gauge my selling price of sugar in relation to what it cost me.

H. G. Phillips.

Grand Rapids, Sept. 30—The retail price of white granulated sugar until further notice is as follows:

Bulk sugar and package sugar, 11 cents a pound, except only that where the retailer has to buy from the jobber sugar in two pound packages he may retail the two pound package at 23 cents.

It does seem that you must have read in the daily paper, at least, notice

to the effect that the Government retail price of sugar was 11 cents.

You say you have followed the lead of the largest stores here on the sugar question. If these stores are retailing sugar above the prices that I have herein named, I wish to be notified and will take the matter up with them at once, for it is the purpose of the Government to treat all alike.

Myron H. Walker,
United States Attorney.

On being asked for his authority for promulgating a 11 cent price on granulated sugar, Mr. Walker handed the Tradesman the following letter from the Department of Justice, addressed "To All United States District Attorneys":

Washington, Aug. 9—For your information in connection with profiteering and hoarding, you are advised that all dealers in sugar, except retailers doing a gross business of \$100,000 or less annually, are still subject to license under the Food Control Act. In addition to the provisions of the law itself, the regulations governing dealers in sugar prohibit the licensee from charging an exorbitant, unreasonable or unfair commission, profit or storage charge. They also provide that resales within the same trade without reasonable justification, if tending to result in a higher market price to the retailers or consumers, will be dealt with as an unfair practice.

The United States Food Administration has taken the position that sugar should not retail for more than 11 cents, and where it is retailing for more it indicates that either the wholesaler or retailer is making an unreasonable profit.

You may be able through these license regulations and the power of the Food Administration to procure the cancellation of licenses to reach some cases that would be more difficult to reach through enforcement of the criminal provisions of the Food Control Act. A. Mitchel Palmer,
Attorney General.

It will be noted that the sugar restriction applies to all dealers in sugar, except retailers doing a gross business of \$100,000 or less annually.

As less than one retail dealer in 500 does a business of more than \$100,000 per year, and the licensing system of the Government applies only to dealers doing more than \$100,000 per year, the Tradesman naturally assumes that the action of Attorney General Palmer is based on bluff, pure and simple, because no warrant for his action can be detected in any act of Congress the Tradesman has been able to discover. It will probably not be well for any dealer to defy the Attorney General, because he has a way of finding people guilty without giving them the formality of a trial and pronouncing judgment on them before their cases have been submitted to a jury.

It hardly needed Judge Gary's detailed citation of wages in the steel industry to prove that underpayment was not one of the "intolerable" grievances. From the beginning it has been no secret that not wages but union domination is the issue. But if the strikers' moral case is weakened by the showing of a high rate of pay for unskilled as well as skilled labor, their leaders will hardly make moan over the fact. Years of good pay have left the workers in a position to keep up a long fight.

MUST BEAT GERMANY TO IT.

If the Allies keep a sufficiently secure grip on Germany, they will be able to get as much of the treaty demands as the Germans will be able to furnish. They can not get more, and could not have got more by any wording of the treaty. Those who think that we have been too severe should remember that the obligations imposed by the treaty are often very vague and subject to variation; and that what the Allies have apparently done is to provide for the collection of all that conceivably can be got, intending to make no more than it is possible to exact without killing the cow which is giving the milk.

The danger is not that Germany will be overcropped, but that allied inattention or internal discord will permit Germany to regain a position of power from which the German people can successfully refuse to live up to the terms of the treaty. Germany is probably making better progress to-day than any of the allied countries back toward normal production. She may quite possibly get on her industrial feet sooner. This will enable her to make an early "bid" for the expansion of her commercial domain.

Fields for that expansion we have most thoughtfully provided in abundance. We are leaving totally disorganized and tremendously hungry Russia open to her enterprise. She will get it, body and bones, if we do not beat her to it with financial and mechanical help. Most of the new little nations around here are swept clean of industries and supplies, and must be fed by Germany or by us. Germany is much the nearer, and we are hardly able to supply ourselves. Austria is a derelict. We have kept her out of Germany politically, how about economically? We have shut off the Bagdad route and taken away Germany's never profitable African colonies; but we have left her a route to the East ten times as wide and wealthy as that to the desert metropolis of Bagdad, and given her economic "colonies" worth a hundred times her African experiments.

SILK HOSIERY IN THE LEAD.

The domestic hosiery market is almost a silk hosiery market. In all quarters of the trade the talk is almost entirely silks and mills that have

never made silks before are figuring how they can make a shift and make what the trade seems to want rather than sell what they make. A selling agent is telling a story of a mill that is considering changing over to make nothing but silk hosiery, so convinced are they that the future of the market lies in that direction. Others, while they are not considering such a move, are putting all of their expansion thought on silks.

That the market is strong can be obtained from the fact that one selling agent that sells silks along with a well known line of cottons said, in discussing the situation, that he could sell \$1,000,000 worth of silk hosiery in a week or ten days if he could get the merchandise. With him it was simply a case of inability to get what buyers want. And this remark was made on top of as large a business as he ever did.

Low end hosiery is moving fast enough to give some life to that phase of the industry but the market lacks any semblance of a boom market. Mills for the most part are taken care of far enough ahead to enable them to work to as near capacity as conditions will permit. One or two lines that were opened at prices that were a little under the market have come back and appear to be firm at the higher levels that were reported last week. There continues, however, some little variation in prices in low end lines.

In retail quarters business seems to be good, with the bulk of the volume of sales resulting from silks. Both men's and women's silk hosiery is selling at retail in a way that was not dreamed of a few years ago and there does not seem to be any end to the demand. There appears to be a genuine boom on in retail quarters for silk hosiery with the higher priced lines apparently in the lead.

The Standard Builders' Supply & Fuel Co. has merged its business into a stock company under the style of the Standard Fuel & Supply Co., with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in, \$5,700 in cash and \$4,300 in property.

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