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# MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 15, 1919

Number 1882

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## In the Hollow of His Hand!

**S**UPPOSE the farmer should unionize himself? He is not an underling yet. He is a man of mettle and strength. He is intelligent—knows the law of mutual fair dealing and of justice. Suppose a wave of solidarity should sweep through his ranks and he should by concert of understanding refuse to bring his stuff to town? He is the best prepared man on earth for a general strike. He would not ask for much but to be let alone. He could supply himself with food. He could dig a hole in the ground and get his coal. He could skin a sheep and crawl into the hide. Ought he to do it? No. Ought he to be allowed? No. He would exercise, then, clearly an unsocial power. It would have in it the revolutionary threat. It would be against public policy. He would make little children cry for bread. It would be the last act where the tragedy of labor had turned into fury. It would be a power exercised without any national adjudication of its righteousness. It would be a power which takes itself for granted, as Germany does to-day. No class has the right to that sort of projection of power into the industrial life of the nation. It might reach its aim, but it would destroy social order, exactly as the labor unions have destroyed everything worth having which we have been fighting for in this country during the past hundred years.

*William Riley Halstead.*



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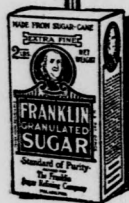
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DEAL 1925

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

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 15, 1919

Number 1882

**MICHIGAN TRADESMAN**(Unlike any other paper.)  
Each Issue Complete In Itself.DEVOTED TO THE BEST INTERESTS  
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five years or more old, \$1.Entered at the Postoffice of Grand  
Rapids under Act of March 3, 1879.**HANG HIM TO THE LAMP POST**

The man who advocates any reduction of the hours of labor in this crisis is either pro-German or a sneak with German money in his pocket. In either case he is not an American in any sense of the word, because Americanism means progression and reduction of output at this time means paying into the hands of the common enemy of humanity, Germany, whose people are working 14 hours per day to re-establish the dominance, commercially, which they undertook to acquire by gun and bayonet. Evidence is not lacking that the labor union leaders who are conducting the present propaganda for a 6 and 8 hour work day and a 5 day working week are actuated solely by a desire to destroy the commercial supremacy of America in the markets of the world. Stamp the fiend who cherishes such an ambition as a German spy or German hireling who should be hanged to the nearest lamp post.

**PURE FABRIC LEGISLATION.**

There is, of course, no novelty in the movement for so-called "pure fabric" legislation. It followed the enactment of laws for pure foods and drugs. But the regulation of the former is not quite so easy as the latter classes of things. There has recently been renewed agitation of an organized character in aid of a Pure Fabric bill now before Congress. The principal movers in the matter are the wool growers and a company which manufactures fabrics of virgin wool exclusively. They received some support during the last week from the laundrymen, who say their troubles are added to by mercerized cotton masquerading as silk or linen. There is much to say in favor of the proposition that buyers should have a guaranty of the kind of thing they pay for. But some of the arguments in favor of the Pure Fabric bill are not calculated to help much. Take, for instance, a leaflet now circulating which was gotten up by the woolen

manufacturer above referred to. It is directed against the use of shoddy, or reworked wool. The texts on which it is based are two in number, viz: "1. The world's supply and production of virgin wool are greatly inadequate for the world's need; and, 2, men and capital will not engage in sheep husbandry because it is not sufficiently profitable." From these postulates comes the demand that legislation should be had providing for the marking on fabrics, and garments made of them, the statement whether they are wholly of virgin wool or of a mixture of that and reworked wool.

In examining the contention, the fact will be conceded that there is not enough wool grown in any one year to supply the world's demand for the period. That would seem to the average man a good enough reason for encouraging the use of renovated wool. Otherwise, not only would there be incentive to use that very inferior substitute, cotton, but there would be so much of an advance in the price of virgin wool as to put it beyond the reach of any except the very wealthy. Incidentally, perhaps, it is the latter result which the wool growers are after. They are, frankly and openly, after higher prices for their product and this is their avowed reason for seeking a tariff on imports of wool.

Thanking the American people for their undertaking to raise \$500,000 to rebuild the library of Louvain University, Cardinal Mercier tells them that its destruction, with the utter exhaustion of the university's funds, has been perhaps his greatest sorrow and anxiety. But there are offers of help from the whole world. An international committee for the restoration of Louvain has been formed in Europe, and subordinate national committees like that headed by President Butler here have sprung up in many lands. Venizelos has asked the Greek Parliament to found a chair in the history of Byzantine civilization; it is reported that the Spanish will found a chair in the history of Spanish art and the French in the history of French art; American donors expect to establish a chair of international law, and Englishmen to restore one of the technical institutes of Louvain. The American-built library will be decorated, under the international committee, by frescoes representing the university's history. A movement in Britain to obtain books for the library has by now furnished a large collection. A greater Louvain University, with a far wider fame, will rise from the ruins of the war.

The motto of some men is, "Give me liberty, or give me debt!"

**SILENCE IS A REST.**

When old Commodore Vanderbilt, the founder of the Vanderbilt fortune, was asked the secret of business success, he replied shortly, "Keep your mouth shut."

Talking too much has been the ruin of more than one man in business and elsewhere. The time to speak and the time to keep silent are observed by only the wisest. Perhaps it is because talking is extremely easy and keeping still a matter of considerable difficulty.

In fact, one runs into paradox by pointing out the value of silence. It has been said that Thomas Carlyle wrote thirty volumes on the doctrine of silence. England had thirty million people, mostly fools, Carlyle said, a chief reason for the statement being that the English were inclined to be loquacious.

But Carlyle did not know how to be silent, although he was remarkable for his conversational powers. The story is told that on the occasion of a visit by Emerson to the Carlyle home in Scotland, the two men sat for a whole evening without uttering a single word. When the visitor rose to go, each of the two declared that a pleasant and profitable time had been had.

One of the best lessons a certain man ever obtained from a book was gained when, on visiting a friend's home, he picked up a volume entitled, "An Essay on Silence." Opening the covers with eager interest, the visitor turned page after page only to find them absolutely blank. There was not a word in the book, but it spoke volumes.

The chief value of silence is that it forces thinking, where thinking is possible, and where thought is impossible there is the immense relief to the innocent bystander. Keeping quiet for five minutes of waking hours would be the death of many of us. You try it.

More than ever before is felt the need in this country of having increased access to foreign markets. The home market, large as it is, was outgrown long ago. Expansion in the foreign field was long hampered by the mistaken notion, which was embodied in a policy, that it was hurtful to have commodities imported in payment of exports. Carried to its extreme, it would mean that this country should have large exports but no imports except gold. During the war there was a vast expansion of the exports, and the imports of gold were immense, with the result that there was a vast piling up of bullion in the bank vaults and an inflation of prices which is universally regarded as bad. But, even before the war, when the

so-called balance of trade was in favor of this country to the extent of several hundred million dollars a year, the flow of specie was rather away from this country than toward it. At present, and for some time to come, exports to the formerly belligerent nations of Europe can not be expected to be paid for in cash. It is to be either a question of credit or of taking commodities in return or a mixture of both. At the start it will be mainly credit until the European countries have their industries in order and producing. It is to the advantage of this country that those industries be set agoing as speedily as possible, because only in that way will there be increased outlets for the productions of the United States. And such outlets are essential, in view of the recently increased capacity of production here, if employment in this country is to be maintained with its resultant prosperity.

The scheme devised by the University of Wisconsin to have incoming students sleep on cots in the gymnasium until they can secure permanent quarters is another lesson learned from the war. Three years ago students entered college with the idea that leather chairs, polychrome cushions and private quarters were indispensable. In the meantime a great number have found that about the only real prerequisite to sound and refreshing sleep is a tired body. Supplied with this, they lay down in dug-outs or under pup-tents or out in the open and slept the sleep of heroes. The whole housing question, until it has been solved by reviving industry, will have to be met with the ingenuity indigenous to an open mind. Norway claims to have been the first to hit upon the Wisconsin idea. Immediately after the outbreak of the war travel became so common and strangers so numerous in Norway that Christiania set aside a part of its central station for cots to be used by all who had not been able to engage a room. The plan was extremely successful. The hotels of France also changed their larger dining rooms and ballrooms into "dormitories" so that they were able to accommodate five times as many guests as in the days when space was abundant. If the war has taught us that we do not need to take up so much room, we are just that much better off for it.

To enable those unacquainted with any sign language to converse with deaf mutes a Frenchman has invented a device resembling a typewriter which raises letters to spell words as keys are pressed.



### UNREASONING CLAMOR.

#### Senator Fernald Condemns Present Predatory Activities.

There is a great deal for thoughtful business men to weigh carefully in the things which Senator Fernald said to the paint and varnish men at their annual convention at White Sulphur Springs, N. Y., the other day. Not only is it time for business men to get into public affairs in the interests of safe and sane legislation, but the peril he points out is something which most thoughtful people have taken into consideration all too lightly.

While there is a great deal of controversy as to who won the war—food, ships, labor or the farmers—it is pretty well known that had it not been for the American business man, with his familiarity with doing big things and his experience in executive management, there would have been about as much muddling as has characterized governmental management of everything else. The fact that hundreds of large trade leaders rushed to Washington at the critical moment—and this is especially true of the Hoover regime—gave Uncle Sam a tremendous start in beating Germany at the old game of bending every line of industry and commerce to nationalistic ends.

At the same time it showed these same hundreds of business men something of the troubles of governmental operation and also how great a power they can exercise when properly coordinated and directed as a composite force. The regret is that more of the lesson has not been made permanent and that business men have "backslid" into their own private ruts and left the Government just as it was before—the plaything of the politician, reformer and theorist. In the face of this unhappy reversion there is timeliness in what the Senator says.

The time is especially compelling for the serious consideration of the food trader in particular. The Senator calls attention to the spirit of unrest that has grown and fermented until it has grown to menacing proportions. Most of it is due to the unbridled preaching of discontent and pessimism by rattle-brained theorists, although there is much of genuine groundwork for it in the very tangible growth in the high cost of living, and, unhappily, the average man thinks that the h. c. l. is synonymous with food, rather than applicable to everything else as well. Wherefore, the grocer is in for a new performance as "the goat" unless common sense is reasserted.

Many a time, in these columns, the alarm has been sounded against the silence and reticence of the business man in not offsetting the fallacious reasoning of the designing agitator and the mistaken popular leader alike. Too often the fever has been allowed to run its course until it culminated in Congress or some of the forty-eight legislatures and resulted in either absurd laws or the defeat of ridiculous propositions. And the defeat was rarely, if ever, placed on the absurdity and error of the proposition, but upon the power of the "Food Trust" to defeat the will of the people.

And now it has taken the form of laws for a wide variety of taxation schemes, which add to the burdens of the business man and only increase the h. c. l. And, as the Senator points out, they have been the favorite propagating ground of the predatory Socialist and Anarchist, until the suspicion is not wholly unreasonable that the plan is definitely to rob the business man indirectly of his wealth and his chance for honest living. The ramifications of this intent are too wide for discussion here, but they deserve attention.

One need not be a pessimist to see this. On the contrary, a courageous

man finds much that is encouraging in the present climatic conditions, for a great deal of the truth is coming out of the crucible. Governmental ownership is a great deal more moribund than it was before the war gave us a chance to try it out. And the fifty-seven varieties of marketing experimentation are daily proving their futility to displace the business man and his tried methods of distribution.

But there are also an unusual number of annoyances coming out in the way of extreme schemes for displacing "the things which are." The Federal Trade Commission is running far ahead of the average in the radicalism of its views, while the various city and State market commissioners—the Dr. Days and Weinstocks and Dillons and "Red Mikes"—are daily hatching out fresh forms of unfair competition. Of course, they are all predicated on the public need for relief from the h. c. l.—a wholly commendable end—but just why the convenience and economy of a minority should be served at the cost of legitimate business serving all the people is not clear.

The grocer rarely complained of the army sales of food surplus, so long as they were legitimately reduction sales of the accumulated surplus; in fact, he lent a hand in carrying them out. Nor did the grocers prove slow in helping check the profiteer or in conserving foodstuffs. Nor are they lacking in the spirit of laudable and legitimate charity, but when the city market commissioner plans to use city money to buy food from the big packers as a regular function and sell it at cost—which means at a loss, because the clerical work, interest and other overhead charges are foisted on the food but on the taxpayers—they protest that it is unjust and unfair competition.

The grocer, if he be a profiteer, should be dealt with accordingly and punished, but that he should be driven out of his legitimate field of service by the unfair use of public funds, which he as a taxpayer is charged with helping raise, is very much open to protest. And it appears logically a part of the very unrest and predatory attitude against the business man of which Senator Fernald complains. As he says, it is not a partisan issue but something for business men of all shades of political opinion to be thinking about.

#### Class Legislation Is the Bane of the Age.

Grandville, Oct. 14—In a republic like ours which is supposed to seek the greatest good for the greatest number, it is a little unique to have legislators working tooth and nail to secure the enactment of laws detrimental to the public at large, yet securing for a certain class freedom from the operation of law.

We see this in many labor enactments that discriminate against our common citizenship to play favor for organized labor. The intent of all this is to bid for labor support at the polls. It is a very unjust proceeding, and is sure in time to react most unpleasantly against the sponsors for this one-sided legislation.

The law that is right and proper to be enacted for labor is right and proper for capital, for farmer, school teacher or artist and politician. One law—that of exact justice—is all that is necessary for the low-born ditch-digger and the highbrowed professor. One law for all, playing no favorites, is the only way to carry on this Government and give peace and contentment to a law-abiding citizenry.

Anti-trust laws aimed at certain big corporations have, no doubt, some good points, yet when certain societies are exempt from the operation of such laws, an injustice is done that smacks of unjust discrimination. Why exempt labor unions from the

## The House of Service and Satisfaction

The big business in spices is from now until January 1.

Thanksgiving and Christmas feasting will take a lot of spices and those grocers who sell Quaker Spices will do a big business.

The superior strength and fire flavor of Quaker Spices work all the time to produce consumer calls for this staple article.

We work to increase the business of those who sell Quaker and this surely is worth the slight effort that it takes for you to say "Send me Quaker."

It is for your interest to buy Quaker for these sell easier, more rapidly and give better satisfaction than any other brand.

Better get the best than have some smart salesman get the best of you.

Better have sellers than stickers.

Yours for Quality and Service.

**WORDEN GROCER COMPANY**

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS



working of these laws? There can be but one answer, which is that the makers of these laws fear the power of said labor organizations to work havoc with the political fortunes of the legislators. Then, too, the farmers are exempt. When you come to count the rural vote in connection with that of the labor union you have an army of ballot-wielders to contend with, whereas the wicked corporations are comparatively few in number, and not to be in any wise feared at the ballot box. How beautifully indeed do our free institutions work out along these lines!

In State assemblies as well as in the greater Congress at Washington these unjust, partisan, illogical enactments are met with, as for instance right here in our own State of Michigan, when a representative of the farming interests (for they are "interests" as well as the giant corporations) introduced a bill not long ago in the Legislature for the enactment of a law requiring the building throughout the State of warehouses and elevators for the express use of the farmers, the expense of building the same to come out of the pocket of the general taxpayer.

Could anything be more brazenly unjust than this? And yet it had the backing of certain State farm organizations and was actually pushed with the idea that the Legislature, with the fear of the farmer vote before its eyes, would let it slide into enactment.

Undoubtedly, it would have been declared unconstitutional had it been cowardly enacted into law, yet it was no more an injustice to the body politic than are dozens of other enactments now upon the statute books, and which are being enforced against the best and truest interests of the whole people.

Class legislation was frowned upon in an early day by the founders of the

Republic, as it should now be frowned upon by every honest citizen in the land.

Why, let me ask, should labor organizations be exempt from certain anti-trust laws, when everybody knows that the greatest, most dangerous and most arrogant trust ever organized in America is this same labor union combine?

One law for labor, another law for capital, still another for the farmer, and what is the result? A conglomeration of miserable patchwork unfitted for any practical use, and a threat against the honest citizenship of the whole land. The law which arrests and fines a monied profiteer while excusing the forcing up of wages to an altitude far beyond the capacity of a man's earning power, thus increasing the high cost of all commodities is an unjust law and should be wiped off the statute book at the earliest practical moment.

The monied profiteer should be punished where he wickedly forces prices beyond the reach of the poor and needy. At the same time the labor union which accomplishes the same end through a different mode of procedure should find the heavy hand of the law restraining it as well.

One law for all. No legislation for this class or that, but one deal for all, rich or poor, high or low—justice and justice only for every man, woman and child who lives under the aegis of America's flag. So-called labor laws, anti-trust and granger enactments are all wrong, and serve only to breed discontent and hatred of all law. In fact, the numerous outbreaks of the mob may oftentimes be directly traced to this inequality in our law-making system.

It is an axiom that law should be no respecter of persons. If it were not the beginning of the millennium might possibly soon be looked for.

Old Timer.

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Are now ready for inspection. A post card, or phone call, will bring any or all of these lines to your place of business for your approval.

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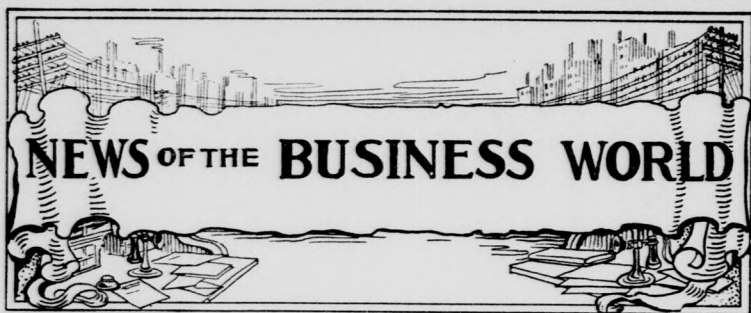
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CHICAGO



### Movement of Merchants.

Webberville—Charles Goyt has engaged in the meat business.

Dowagiac—The Walter Martin Bakery succeeds the Martin Baking Co.

Bronson—William Todd has opened a grocery store and meat market.

Wyman—Alfred T. Hansen succeeds George Gilbert & Son in general trade.

Bronson—The Conover Cash & Carry Grocery store opened for business, Oct. 13.

Springport—Scott Lane has added a stock of talking machines to his general stock.

Manton—The Farmers State Bank has increased its capital stock from \$20,000 to \$25,000.

Montague—The Farmers State Bank has increased its capital stock from \$20,000 to \$25,000.

Chesaning—The Chesaning State Bank has increased its capitalization from \$25,000 to \$50,000.

Litchfield—Thieves entered the F. A. Gordon general store, Oct. 13, carrying away considerable stock.

Ironwood—The Merchants & Miners State Bank has increased its capital stock from \$50,000 to \$100,000.

Birch Run—Thieves entered the general store of W. P. McGregor, Jr., and carried away stock to the amount of about \$200.

Charlotte—Thieves entered the bakery and grocery store of Warren Shaull, Oct. 11, carrying away considerable stock.

Jackson—O. C. Edgerton has sold his automobile accessories and tire stock to D. V. Washburn, who will continue the business.

Gladwin—The Gladwin Co-Operative Association has purchased the C. A. McGeorge & Son grain elevator, Consideration, \$25,000.

Wayland—L. A. Carner is building a garage and automobile repair shop on the site of the Tourist hotel, which he recently purchased.

Mason—W. W. Baldwin has sold his grocery stock and store building to J. C. Holiday, recently of Potterville, who has taken possession.

Marquette—The Misses Marie Chiconsky and Alice Porter have engaged in the ice cream and confectionery business on South Front street.

St. Louis—Mrs. W. P. Andrews has sold the Park House to a stock company who will continue the hotel under the management of James Stafford.

Springport—Mr. Derlink has purchased a piece of land on Mechanic street and is constructing a garage, which will be ready for occupancy about Jan. 1.

Ishpeming—Olaf Paulson is closing out his stock of groceries at Calumet and will open a bakery here at the corner of Bank and Second streets, Nov. 1.

Howell—The Peoples' State Bank of Howell is being organized with an authorized capital stock of \$100,000, most of which has already been subscribed.

Comstock Park—J. A. Childs has sold his hardware stock to Harry E. Morris and John E. Morris, who will continue the business under the style of Morris Bros.

Coral—A. N. Shook has sold his interest in the garage of Thalen & Shook to his partner, who will continue the business under the name of William Thalen.

Adrian—Morse's Jewelry Shop has been incorporated with an authorized capital stock of \$8,000, of which amount \$4,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Fourteenth Avenue Pharmacy has been incorporated with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed and paid in in cash.

Detroit—The Detroit Talking Machine Co. has been incorporated with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in cash.

Morrice—L. E. Sutherland has purchased the B. F. Rann store building and will occupy it with his own restaurant and grocery stock as soon as it has been thoroughly remodeled.

Detroit—The Sampson Accessory Co. has been incorporated with an authorized capital stock of \$6,500, all of which has been subscribed, \$1,700 paid in in cash and \$3,000 in property.

Owosso—Guy A. Davids, President of the Crowe Implement Co., has sold his interest in the stock to Karl Welte, Oliver Elliott and E. B. Hart. The business will be continued under the same style.

Menominee—The Commercial Bank of Menominee has increased its capital stock from \$65,000 to \$100,000.

Flint—The Mercer Drug Stores has increased its capitalization from \$100,000 to \$250,000.

Summit City—Mrs. L. W. Rose, who has conducted a general store near here for a number of years, has sold her farm, cider mill and store to B. C. Austin, recently of Chicago, who has taken possession.

Adrian—George A. Wilcox, President of the Wilcox Hardware Co., one of the oldest business houses in Lenawee county, died last Wednesday after an extended illness. He entered the hardware business in 1873.

Owosso—Paul Siess, who conducts a cigar store and billiard parlor at 113 West Main street, has sold it to Eli Kerby and son, of Elsie, who will continue the business under the style of Kerby & Son.

Lowell—E. E. Brown has sold his implement stock to Tom Watson, recently of Greenville, who has admitted his son to partnership and will continue the business under the style of Watson & Son.

Pontiac—The Lynch-NeNevens Sales Co. has been incorporated to deal in automobiles, accessories and parts, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$2,500 paid in in cash.

Belding—The Belding Hardware Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$1,000 in cash and \$14,000 in property.

Jackson—E. C. Godfrey, well-known among Indiana and Southern Michigan retailers, has resigned his connection with the H. I. Isbell Co., of Elkhart, Ind., and has engaged in the wholesale lumber business for himself, with headquarters at this place. Mr. Godfrey has been with the Isbell organization for the last twelve years, calling on the yard and factory trade in Michigan, and he will be perfectly at home in his new field.

### Manufacturing Matters.

St. Johns—W. J. Murray succeeds D. C. Thomas in the baking business.

Durand—The Durand Hoop Co. is building a large addition to its plant.

Morenci—The National Dairy Co. has opened a branch condensary at Camden.

Manistee—The Winner Cigar Co., of Chicago, has opened a branch factory here.

Jackson—The Kunz Radiator Co. will engage in business about Nov. 1 on Washington street.

Detroit—The Model Body Corporation has increased its capital stock from \$10,000 to \$25,000.

Howell—The Howell Electric Motors Co. has increased its capital stock from \$100,000 to \$200,000.

Saginaw—The Lenmar Manufacturing Co. is building a four-story, 82 x 24 feet addition to its plant.

Caro—The Miller Auto Top Co. has changed its name to the Miller Top & Body Manufacturing Co.

Adrian—The Schwarze Electric Co., manufacturing electric horns for automobiles, is opening a branch factory in Hudson.

Muskegon—The Muskegon Extract Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and \$500 paid in in cash.

Detroit—The We'lls Manufacturing Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

Detroit—The Empire Silk & Woolen Co. has been incorporated with an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed and paid in in cash.

Ypsilanti—The Apex Motor Co., of Detroit, is building a large modern plant on River street and will remove its machinery and stock here as soon as the building is completed.

Detroit—The Federal Tool Co. has been incorporated with an authorized capital stock of \$72,000, of which amount \$36,000 has been subscribed \$13,999.96 paid in in cash and \$7,000 in property.

Sault Ste. Marie—The Loucks Manufacturing Co. has been organized to manufacture and sell a general line of machinery, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Traverse City—The Johnson-Randall Co. has been incorporated to manufacture and sell refrigerators, humidors, incubators, etc., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Detroit—The Michigan File Renewing Corporation has been organized to manufacture and sell files, etc., with an authorized capital stock of \$5,000, of which amount \$2,600 has been subscribed and paid in, \$2,100 in cash and \$500 in property.

Detroit—Zink & Young, Inc., has been organized to deal in building materials and builders' supplies, with an authorized capital stock of \$10,000, of which amount \$5,100 has been subscribed, \$1,000 paid in in cash and \$1,100 in property.

Ironwood—Cole-Coudrie Shovel Co. has been incorporated to manufacture and sell pneumatic and steam shovels, with an authorized capital stock of \$10,000, of which amount \$6,800 has been subscribed, \$400 paid in in cash and \$5,200 in property.

Detroit—The Leathercraft Co. has been organized to manufacture and sell at wholesale and retail, leather specialties, with an authorized capital stock of \$25,000, of which amount \$12,400 has been subscribed, \$2,000 paid in in cash and \$4,000 in property.

Lansing—The Prudden Wheel Co. has acquired the controlling interest in the Weis & Lesh Manufacturing Co., spoke manufacturer, which has plants at Memphis and Jackson, Tennessee, a number of other mills through the South and large tracts of timber.

Detroit—The Knight Co., manufacturer of automobile accessories, attachments, etc., has merged its business into a stock company under the style of the Knight Metal Products Co., with an authorized capital stock of \$500,000, of which amount \$360,000 has been subscribed and paid in, \$5,000 in cash and \$355,000 in property.

One of the reasons that people trade with mail order houses and go to the larger towns is not price, but assortment. Where you have lines criss-crossing you have a partial assortment—a little of everything but not much of anything. You should not carry too many lines and be unable to give what may be required in any one of them.

If you can not boast of a distinguished ancestor, why not try John Adams's plan, and make a distinguished ancestor of yourself?





### Review of the Produce Market.

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

Bananas—\$8.25 per 100 lbs.  
Beets—\$1 per bu.

Butter—The market is firm, quotations ranging about 2c higher than last week. The receipts of fresh-made creamery are extremely light for this time of year and the market is particularly firm on strictly fancy butter. We look for continued firm market, and do not see any relief until the receipts increase considerably. There is an active demand for all grades at this time. Local dealers hold fancy creamery at 64c in tubs and 66c in prints. Jobbers pay 50c for No. 1 dairy in jars and 40c for packing stock.

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

Carrots—\$1.10 per bu.

Celery—35c per bunch; jumbo, 50c.

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

Cranberries—Early Black Cape Cod, \$10.25 per bbl. and \$5.25 per ½ bbl.

Cucumbers—Hot house, \$2 per doz.

Egg Plant—\$1.50 per doz.

Eggs—The market is very firm, strictly fancy eggs being in very light supply. There is a good demand for eggs at this writing and quotations will probably hold firm during the next few weeks. Local jobbers are paying 53c for candled, fresh, loss off, including cases.

Garlic—60c per lb.

Grapes—California Malagas and Tokays, \$3 per case; Concord and Wordens, \$3.50 per doz. for 4 lb. baskets; 36c per 7 lb. basket.

Grape Fruit—\$5.50 per case for either Cuban or Floridas.

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

Lemons—California, \$9 for 360s and \$9.50 for 300s or 240s.

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, \$2.50 per crate for either 50s or 72s; home grown, \$2.75 per bu.

Oranges—Late Valencias, \$6.25@6.75; Sunkist Valencias, \$6.50@7.

Peppers—Red, 25c per doz.; Green, \$1 per bu.

Pears—California Bartletts, \$5.50 per box; Keefers, \$2.

Plums—\$3.25 per box for California.

Potatoes—Home grown, \$1.30@1.40 per bu.; Baking from Idaho, \$4.25 per box.

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

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

Squash—\$2 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.

### General Conditions In Wheat and Flour.

Written for the Tradesman.

There has been no material change in market conditions during the past week although premiums on choice grades of Kansas hard and spring wheat are gradually growing greater.

Soft red wheat has remained about stationary, having scored an advance of only about 2 cents per bushel. However, the heavy movement is over and grain experts predict the choicer grades of soft red winter will also be selling at a considerable premium over the Government price between now and spring. In fact, advices are to the effect that the movement of winter wheat will drop off in the near future, and this, of course, means firmer markets.

As far as flour is concerned, short Kansas and spring patents have advanced in price again, spring patents selling as high as \$13.50 per barrel, carlots, Michigan points.

The retail and elevator trade advises the farmer is beginning to buy his flour in larger volume, which has not been true up to the present time, those who have been in the habit of laying in winter stocks of flour evidently having not been convinced until very recently that flour will hold in price. Probably some of this sentiment was created by the talk of "reducing the high cost of living," etc., but, with bread the cheapest food product on the market and the cutting down of early estimates of the American crop, there has been no doubt in the minds of those well informed on the subject that wheat and flour would remain firm.

Evidently the consumer has arrived at the same conclusion and is now stocking up as usual, and undoubtedly he is using good judgment in so doing for we believe both wheat and flour will bring more money instead of less, although we have sufficient stocks of both wheat and flour in this country to forestall any radical advances. We look for a steady hardening of values.

Lloyd E. Smith.

N. L. Gage has engaged in the hardware business at Houghton Lake. The Michigan Hardware Co. furnished the stock.

### The Grocery Market.

Sugar—The sugar market continues unchanged. It is certain that if the Government was not sitting on the lid prices would be cents a pound higher than they are now. The demand for sugar is coming not only from consumers, but from manufacturers, some of whom are in danger of being compelled to close. The candy manufacturers are beginning to get ready for the holiday business and, with continued scarcity in sight, are at their wits ends to know what to do. It is probable that the old sugar ration plan will come back in a short time. There is great conflict in the newspaper reports about sugar, some claiming there is no shortage at all. The fact is, however, that there is a very decided shortage both of raw and refined sugar. Raw sugar shows no change. The demand for fruits for preserving has been almost reduced to nothing this year because of the lack of sugar.

Tea—The market shows no change for the week. There is a steady every day demand, but only for a little more than actual wants. The bulk of the demand is for black teas. Holders are still confident of an advancing market, but the trade do not seem so sure of it and are not willing to gamble at all.

Coffee—The market shows a little advance for the week, particularly on Rios 7s, which are about ½@1c higher than the week before. Santos 4s remain unchanged. The advance is due to various reports from Brazil, but did not result in any increase in the demand, which is still exceedingly dull. At the close the market for Brazil's is fairly steady and very quiet. Mild coffees show no particular change for the week.

Canned Fruits—There was nothing new in this line. The market is weaker in general, and the trade generally looks for further declines.

Canned Vegetables—Tomato pack is now practically over, with a certainty of a very small pack, but in spite of this the market for canned tomatoes continues to weaken. Offers of Maryland 3s have been made during the week as low as \$1.75, in a large way, and there have been rumors of offers as low as \$1.65. Nobody seems to be able to understand the inconsistency of the present situation. Corn is dull, especially Western brands, with no change in price. If the present dullness continues there may be a decline. Peas are in quiet demand at unchanged prices.

Canned Fish—California sardines, 1s, ovals, in tomato sauce, are moving fairly well at previous quotations. Maine sardines are keeping up a steady, moderate sale, including small export orders for various countries. The shortage of cans is in evidence, but no advance in prices has followed. A few Maine packers of some consequence have shut down, with empty storehouses. Not much interest is shown in salmon. Some red rolling is offered at \$3.50, New York, but the market is thought by some brokers to be above this. Government red, subject to release, is available at \$3.40, New York. Clear white tuna,

½s, is quoted at \$9.75 on the spot, blue fin at \$8.75. Crabmeat and lobster are available on the spot at previous quotations.

Dried Fruits—No particular change can be reported in this market. Prunes continue high and some new prunes are being offered for resale, but the trade are not especially interested. There is no change in any other line of dried fruits, everything being firm.

Sugar Syrups—Offerings are limited in number and quantity, but demand is not urgent and prices remain as heretofore quoted.

Molasses—The firm tone of the market for grocery grades is maintained, supplies being small and demand fairly active.

Cheese—The market is steady to firm, with a fairly active demand for the different grades and styles and receipts are considerably higher than corresponding time last year. We look for continued firm market in this commodity and cannot see any lower prices in the immediate future.

Rice—The movement into domestic channels of consumption is regulated by the wants of the moment, buyers maintaining a policy of postponing larger operations in the expectation of a decline when supplies come forward more freely. Export business also is of limited extent, partly because the foreign kinds that are most wanted for Europe are in small supply and partly for the reason that holders' ideas of prices are out of line with those of most buyers.

Provisions—The market on lard is firm, quotations are about the same as previous quotations. It is in fair supply, with an active demand. The market on lard substitute is steady. There is an ample supply to meet the requirements at this time, which are good and heavy. We do not look for any material change in this commodity. The market on smoked meats is steady and quotations have declined about 1 cent per pound, due to a decrease in the demand and a slight increase in the supply. The market on dried beef is very firm, due to a good demand and extremely light supply. The market on barreled pork is firm and unchanged. The market on canned meats is steady, with quotations about the same as previous quotations. There is an adequate supply to meet the present demand.

Salt Fish—There has been no reported change in the market during the week. Mackerel is scarce and firm, but without any material advance. Codfish high and unchanged.

C. L. Rufison, formerly salesman for the National Grocer Co., has engaged in the grocery business at 757 Oakdale avenue, succeeding Geer's grocery.

Weiss & Sneller have engaged in the grocery business at Atwood. The stock was furnished by the Judson Grocer Company.

E. A. Bowles has opened a grocery store at Ganges. The Judson Grocer Company furnished the stock.

C. Homan succeeds Joseph Pennington in the baking business at 407 Leonard street, N. W.

## DETROIT DETONATIONS.

## Late Mercantile News From Michigan's Metropolis.

Detroit, Oct. 14—E. H. Warner, former department manager for Buraham, Stoepel & Co., now New York resident buyer for the same house, was in Detroit last week on business.

That alluring prospects are held out for those who engage in the retail dry goods and kindred lines in Detroit is vouched for by the large number who have opened stores in this city during the last twelve months and the number whose names are being added daily to the classified business section.

Mrs. Henry Ewald has opened a dry goods store at 1482 West Warren avenue.

Peter Vlastic, who has been engaged in business at 1209 Russell street, for a number of years, left a few days ago for a trip to Serbia, where he will visit his parents.

Claude Armstrong, department manager for the J. L. Hudson Co., left Sunday for a trip to the Eastern markets.

Trouig Gray has engaged in the hardware and plumbing business at 367 Holbrook avenue.

The all powerful janitors of Detroit are being organized by an A. F. & L. agent prior to being inducted into the parent body. If the organization as a whole can wield the proportionate power of the individual units, it will make Hercules dwindle to a piker weakling by comparison.

F. S. Rogers, Jackson, was a Detroit business visitor last week.

Henry Sarbinowski has installed modern front in his department stores on Michigan and Livernois.

H. L. Proper, former traveling salesman, now engaged in the dry goods business in Eaton Rapids, was in Detroit last week in the interests of his store.

William Pollock, former Kercheval avenue merchant, has assumed charge of the gloves, laces and notions department of the Emporium, State and Farmer streets.

E. Rosecrans, of Rosecrans & Son, dry goods merchants of Tecumseh, visited Detroit on a buying trip last week.

Whitson & McDonald have purchased the dry goods stock of Fred Coke, 1600 Fort street, W., and have assumed charge.

Leotich & Belbia opened an up-to-date jewelry store at 1147 Russell street last week.

H. D. Ginsburg, general merchant of Deerfield, called on the various Detroit jobbers last week.

J. H. Rodgers, in the billing department of A. Krolik & Co., has opened a bazaar store at 660 Maybury avenue. Mr. Rodgers will remain in his present position and will turn the active management of the store over to a competent manager.

E. Withey, well-known as a former veteran grocery traveling salesman for a local firm, has purchased a cigar and confectionery store at West Fort street, near Junction.

L. H. Weldin, Battle Creek business man, was in Detroit on business last week.

A. W. Strutz, dry goods and furnishing goods, 577 Baker has installed a new front, remodeled the interior and built an addition to his store.

C. J. Cronin, President of the department store conducted under the style of the Cronin Co., Alpena, was in Detroit last week.

Rose Beneteau has engaged in the dry goods business at 982 Beaubien street.

Demery & Co., Woodward and Milwaukee, have remodeled their store and built an addition to the rear. The firm will open a branch store at Twenty-third and Michigan about Dec. 1. Mr. Demery, more familiarly known as "Mike," will be remembered

by the retail trade throughout the State as a former salesman representing an Eastern veiling concern. Since engaging in business a few years ago he has been very successful and, with the exception of the down town section, conducts one of the largest and most prosperous dry goods and furnishing goods stores in the city.

William Lehman, sales manager for A. Krolik & Co., was called to his home in Akron, Mich., last week on account of the death of his father, Daniel Lehman, a retired farmer and one of the best known citizens in that locality, where he spent the greater part of his life. He was 85 years old.

I. Nurko, pioneer Boyne City general merchant, was a Detroit business visitor last week.

T. J. Foley has opened a confectionery and soda fountain at 1463 Gratiot avenue.

The committee in charge of the campaign of Stanley J. Hitchings for Grand Sentinel of the United Commercial Travelers of Michigan is allowing no herbage to develop under their pedal extremities, in spite of the fact that they have every assurance of enough support to elect their candidate. The Grand Council has endorsed Mr. Hitchings and both local councils are unanimously in favor of his election to the Grand office at the convention to be held in Detroit next June. James Jonas is chairman of the campaign committee.

Among the buyers who visited the local markets last week was George Orr, manager of the Lauer department store, Monroe.

F. Neubauer has engaged in the dry goods business at 2267 Van Dyke road. His store is of the modern type and the stock is generally up to the minute.

Joe Nemethy, one of the best known advertising men in the city, has been appointed sales manager of the Chepe-Stevens Paper Co.

Sam Fredenthal has purchased the dry goods stock of A. Ouellette, 278 Holden avenue, and has assumed charge.

A jewelry store has been opened by Ann Lewis at 33 State street. This is the first exclusive jewelry store opened and conducted in this city by a woman.

"No Profiteering In the Coffee Trade" is the caption over a story in the Tradesman last week. There is no profiteering in any line of merchandise—and every profiteer is willing to admit it.

The Kronik Kicker of Mears referred with cutting sarcasm last week to the Muskegon newspaper that boosted the mail order houses gratis, while it advertised the local stores at the usual rates. Now, Ches., don't you know that the avowed duty of a newspaper is to publish the news, regardless of whom it helps or hurts—with the exception, of course, of the newspaper.

George G. Sergeant, formerly department manager for the Grand Rapids Dry Goods Co., has become affiliated with A. Krolik & Co.

Stock & Nathan have purchased the clothing and furnishing goods stock of M. Belaisky, 1478 Woodward avenue. Since taking charge of the business the interior of the store has been remodeled in up-to-date style and a modern front installed.

Detroit Council, No. 9, United Commercial Travelers, holds its regular monthly meeting Saturday evening, Oct. 18. The Council, under the guidance of Senior Counselor J. W. Grether, has been making rapid strides in point of membership and scope of its activities. Several candidates will be initiated. Visiting U. C. T. members are cordially invited to attend the meeting.

B. Maso will open a shoe store at 145 Oakland avenue, about Nov. 1.

Harry Rosenberg, 1438 Michigan avenue, who has earned the sobriquet "King of Michigan avenue mer-

# An Important Statement to Wholesale Grocers

All the factors of progressive, profitable merchandising are distinctly associated with the marketing of Armour's Guaranteed Cereals—consisting of Armour's Oats, Corn Flakes, Macaroni Products and Pancake Flour.

We invite inquiries on our Sales Policy, Prices and Terms from Wholesalers interested in a permanent opportunity to distribute our lines of nationally-known package cereals. Note these favorable points:

- Assurance of continuous supply
- A consistent policy of fair profits and fair dealing
- First quality goods only
- Products backed by continuous, sales-building advertising.

## Armour Grain Company

G. E. MARCY, President

Chicago



chants," has leased the adjoining store and has installed a new front that combines every feature of modern display windows. Mr. Rosenberg conducts a department store.

Leo Koffman has been appointed special city salesman for Burnham, Stoepel & Co. and will represent the notion department.

Fruition of plans for the twenty-two story, 1,000 room Detroit-Biltmore Hotel will be welcomed by the city and its thousands of regular visitors. The property to be occupied by the building is the entire block bounded by Madison and Adams avenues and Witherell and John R. streets. Detroit is sorely in need of several large hotels which it has bright prospects of securing.

H. Berman, 1919 Michigan avenue, is building a large store on the property adjoining his present location. When completed it will be one of the most modern dry goods stores in that section of the city. Mr. Berman expects to occupy the new quarters about Nov. 1.

Larry Meir has opened an exclusive men's wear store at 1275 Harper avenue.

The Falls Tire Co. has opened a salesroom at 77 Woodward avenue, which will be used as a distributing point for their tires in Michigan.

Ball & Futernick will open a fruit and vegetable market at 2184 Jos. Campau, Hamtramck, this week.

Louis Ulanoff has tendered his resignation as department manager for A. Krolik & Co. and will become affiliated with I. Seifer, 561 Hastings street, jobber of lace curtains, draperies, etc. The firm will be known as Seifer & Ulanoff and has leased the four-story building at 177 Jefferson avenue, E., which will be occupied when alterations are completed. With the affiliation of Mr. Ulanoff, the firm has many ambitious plans that should make its future one of steady growth and prosperity.

The Castle Co., 11 Grand River avenue, had a window broken last Thursday. Hardly had the sound of falling glass died away before "Jimmie" Jonas, of Jonas & Appel, sign painters, 65 Shelby street, appeared on the job to have the company sign for a sign.

Brown & Potak have opened the Oakman department store at 1361 Oakman boulevard.

E. Jackson, 1990 Forest avenue, E., has sold his stock of dry goods to Gerardin & Hicks.

O. A. Montgomery has purchased the remainder of the stock at 2052 Fort street, W., owned by A. Marshick, and will conduct a general dry goods store at that location. Mr. Marshick will move his family South where he expects to enter in the real estate business.

The Karavan restaurant has leased the adjoining store, which is being altered and will be opened as an addition to the restaurant at 180 Jefferson avenue, E.

F. J. Zielinski, of Manistee, was in Detroit last week. Mr. Zielinski is proprietor of a large department store.

J. Markes & Co. will open a restaurant at 117 Woodward avenue, on or about Nov. 15.

Kwaslow & Kollier have opened a dry goods store at 454 Hastings street.

B. Rush has opened a clothing and men's furnishing goods store at 1157 Aubin avenue. J. Bielfield, who formerly occupied this store, has moved his stock of clothing, furnishings and dry goods to a store on Jos. Campau near Holbrook, Hamtramck.

Greenbaum & Silverman will move from their present location at 2113 Jos. Campau avenue to 389-391 Clay avenue as soon as alterations are completed. James M. Golding.

We always feel sorry for the dignified man when the taffy is being passed.

#### Causes of High Cost of Living.

Saugatuck, Oct. 14—The high cost of living is due principally to the high cost of production. The high cost of production is due to the scarcity of labor and to its high cost when it can be obtained. The scarcity of labor cannot be made up for without importing it, unless what we have already can be kept at work and not out on strike. The necessity of higher wages will be obviated when the cost of living is reduced, but this is impossible unless the cost of production is reduced also, which means lower instead of higher wages. If these self-evident facts could be brought home to all American citizens, the solution would be easy and prompt. The remedy is, of course, to sit tight, stay on your job and not ask for a reduction in hours until the country has had time to recover from the war. Labor must be paid liberally for production, considered in relation to quality as well as to quantity, and not for time idled.

Germany is the first nation to see the logic of this reasoning. In fact, already the laborers have been suggesting that until their country has been restored to normal conditions they work fourteen hours per day, instead of the proper limit of ten hours.

It is a lamentable fact that the country which is the greatest enemy of civilization has the greatest amount of horse sense and patriotism. Unless our people and those of the Allied nations can soon get this fact into their heads it will not be long before Germany is again the best organized and most commercially strong nation in the world. The rest of it will follow and Germany will again be the menace of us all.

Our soldiers went to war at \$1 a day, risking or sacrificing all they held dear. Cannot those who stayed at home be patriotic enough to refuse to strike—at least until prosperity has been restored?

Most of those who strike do so without considering these points of view. They seem to regard the matter as simply one between employe and employer. They do not stop to think that every strike reduces the amount of production and helps put up the price of living for every one, themselves included.

In public utilities the people as well as labor and capital are interested, and arbitration should be made obligatory. In private enterprises the people are not directly concerned and can hardly enforce arbitration, but surely some method should be sought and must be found to prevent the waste of time and money, inseparable from them.

Those who think that war is over have missed their guess. With Germany supreme again, after having accomplished the Germanization of Russia, which she is fast attaining, and with Japan as an ally, which she will surely be if we cannot bind her to us, what hope is there for the remainder of the world?

To become commercially strong by energy and industry and to adopt preparedness in its fullest sense are all that can save us from the otherwise inevitable. W. P. Eno.

#### Educated Men Needed.

A business man from the United States, now in Hawaii, advises American firms contemplating sending representatives there to send men with a good business experience and, preferably, with a college education, and not under 30 years old. The Japanese are exceedingly polite and courteous in all their business dealings and they like to deal with men possessing the same qualities.

Most women would rather patch up a quarrel than darn stockings.

## The Goods to Sell Are the Goods People Want

There is no profit in storing goods the people do not want.

When almost every discriminating hotel, restaurant and housekeeper in Michigan are using our Lighthouse and Red Cap brands, it is a mistake for you to accept any substitute and attempt to force it onto unwilling customers.

Some customers may accept it as you accept it, not realizing the difference in quality, but as you were disappointed in its selling quality, so they will be disappointed in its eating quality.

Your success and ours in business depends upon the service we render the people—satisfied customers are essential to growth.

"Please the People" is a motto that should be in every store.

Give the people what they want and they will become your life-long friends, as well as profitable customers.

## NATIONAL GROCER COMPANY

Grand Rapids  
Lansing  
Cadillac  
Traverse City

**WAY OUT OF SUGAR BUNGLER.**

Manifestly, someone has bungled the sugar situation, but the game of "passing the buck" is so popular as to make any adjudication as to who did it unsatisfactory, to say the least. As it is, there is a very difficult situation throughout the East and West alike, but with a general hope, and some reason for it, that another month will see us "over the bunch." Meanwhile, the eaters of sugar will be forced to go slow.

As nearly as can be learned, the key to the situation was the delivery of sugar to England under her arrangement with the Sugar Equalization Board. England did not take her allotments when she was expected to and finished sugars piled up in refiners' hands, at a time when no one wanted to buy. The slump in demand forced the refiners to "get from under" by forcing sales, and for a while sugar was far too plentiful in the trade for comfort and was wastefully consumed. By the time the real pressure of need commenced, England had been allowed to take her belated allotments, the ship strike was on, the preserving season was at hand and the depleted stocks were inadequate to meet the extreme pressure of the time.

The joker is that in accommodating England, America got herself "in Dutch" as to sugar. And now we find, by way of cheerful contrast, that England has on hand almost half a million tons (464,000 tons), as against 131,000 tons five years ago now. Still, there is hope of relief in the fact that beet slicing is just starting in the West and cane grinding in Louisiana is about to start in the South, and if these two sources of new supply will take care of their own field, Eastern refiners can worry through until new Cuban raws begin to arrive. But prices are not cheerful in the outlook, and it might not be a bad idea to start a still hunt for cached sugar in speculators' hands, out of the surplus of five or six months ago.

**BUY RATHER CAUTIOUSLY.**

Some steadying and more of a disposition to contract ahead have been features of the primary markets during the past week. Opinion seems to be veering around to the conviction that the worst of the uncertainty about world conditions is over and that trade will soon be running in new channels of permanency. The turn of the year, it is believed, will witness the alignment of the new order of things. Disturbing factors like the big strikes precipitated by venal and unscrupulous union labor leaders solely to secure the recognition of the union and the debasement of the worker to the rank of slave and serf, which loom up large for the time being, are regarded as mere temporary incidents which always mark a period of rising prices and prosperous conditions of industry. Producers are still emboldened not only to talk of higher price levels, but their commitments are on such bases for the early part of the coming year. It seems to be taken for

granted that the buying public will stand for them, even though this be accompanied by a lot of criticism or grumbling. Retailers, however, who are in closer touch with the ultimate consumers, are by no means so sanguine, and their experiences thus far this fall incline them to believe that buying will be checked by raises in price. Recently it has been noticed that bargain sales are the ones which mostly attract. So, some of the retailers are advising others in their respective lines to buy rather cautiously for future requirements until the inclination of customers is more clearly apparent.

**SELLS HOSIERY BY THE LEG.**

The rumored change in the method of selling hosiery has taken place. In a window display in one of the Woolworth 5 and 10 cent stores hosiery for the whole family is offered at 10 cents per leg or 20 cents per pair. The display included men's, women's and children's cotton hosiery at this price. Mention is made that other lines at 10 cents per pair are to be found in the hosiery department.

This change has been rumored in the hosiery trade for some time. A year or two ago, in fact, it was brought up, but the founder of the Woolworth stores did not want to make what he felt would be an unwise change. Conditions, however, have materially changed and the growing difficulty of obtaining suitable merchandise to retail at 10c per pair has all but forced a change. About a year ago it is reported that the Woolworth stores were retailing men's cotton hosiery at 10 cents per pair that cost \$1.42 per dozen. This showed a loss, and since then prices have further advanced, which has made the proposition even more impossible as a continuous merchandising proposition.

It is too early to tell what will happen or how the plan will work, but it is believed that with the reputation for the maximum quality for the price the Woolworth stores will be able to merchandise hosiery at 20 cents per pair without any difficulty. Mills and selling agents are watching this with more interest.

One of the reasons asserted by the Germans in 1914 for declaring war on France was that a French aviator had dropped bombs on Nuremberg on August 2. A court-martial now shows that a French firm had placed a machine in the hands of an aviator who was to make a flight from Paris to Constantinople. Engine trouble obliged him to land in Bavaria. This was at the end of July. He was later released by the German authorities, who told him he might return by way of Nuremberg, which he did on August 1. While flying over the city he was fired at several times. In his "Don Carlos" Schiller wrote three lines that have since become winged words with his compatriots: "While the carnival lasts we honor the lie; with ridiculous seriousness we remain loyal to our role not to disturb the sweet intoxication of the crowd."

**JEANS NOW ON TOP.**

Bleached jeans have been quite as standard in domestic cotton goods stock as sugar in a grocery store, and when jeans are mentioned the jobber immediately thinks of Wamsutta and Lonsdale as typifying what is wanted. Goods of this class are not made in large volume compared with muslins and prints, yet, for more than one generation, known under various names, they have been used in homes for all sorts of purposes.

A few years ago someone invented what has come to be known as the middy blouse. The demand for this style of garment has grown so fast that the established manufacturers of jeans have since had all the work they could swing to. In the past few months the demand for certain brands has grown to the proportion of a craze.

A price of 38 cents per yard for the better qualities is no longer a stopping place for buyers. That price was named on a standard cloth last week and buyers rushed in to place orders that cannot possibly be filled within at least four months and, perhaps, not for six months. In instances where buyers wanted the goods badly they offered a higher price if a guarantee of delivery was assured.

A few years ago the underwear manufacturers began to use them in conjunction with knit seams. The business that resulted then was thought to be large. But it was only a trifle compared with what has come forward since girls and women began to know the comforts of a loose blouse that will wash and always look stylish.

**TWO VIEWS OF STOCK TURN.**

A curious anomaly in mercantile economics is presented in two recently prominent views of stock turnover. All through the war grocers were urged to buy small lots and turn them over rapidly; partly to prevent unnecessary hoarding in any one man's hands and partly because such small buying would keep investments small and relieve the trade of unnecessary profits to meet the burden. In fact, the Food Administration limited supplies to sixty days.

In precisely the same way the recent Harvard studies into the retail grocery business show that rapid turnover is an indication of prosperity and good merchandising. In 1918 they found that stock-turn ranged from 1.8 times a year to 27.07 times a year in retail grocery stores. The common figure was 7.9 times. Over one-fourth of the stores turned their stock in 1918 less than six times a year, and a substantial number of these less than four times a year.

Judging from the reports the Bureau received from retail grocers during the last five years, net profit in the stores with an annual rate of stock-turn higher than ten was about two and one-half times as great in percentage of net sales as in all of the stores with a stock-turn of less than six times a year. The total expense, furthermore, in stores with a high rate of stock-turn was substan-

tially less than the total expense in stores with a low rate of stock-turn. The difference in the total expense between the two groups of stores was generally about 3 per cent. of net sales. The store with the lowest total expense had a stock-turn of 18.4 times a year.

But the Federal Trade Commission, inferentially at least, is penalizing stock turnover, but undertaking to hold the packers down to a fair return on their "capital" and criticizing them for making the profits on the necessary inflation of their capital by borrowed money. If profits are to be judged by the legitimacy of actual capital in the business and regarding profits made on its repeated involution in stock as profiteering, there will remain mighty little incentive to do a large business on small capital.

President Eliot's prominence at the Industrial Conference recalls the fact that in a speech last March he dealt with a topic to which time has given added interest. Deprecating the tendency to demand unduly short hours, he pointed out that not only is a full output economically desirable, but that the advance of civilization has been accompanied by an advance in habits of steady work, and that the best occupations are those which stimulate those engaged in them to exert their very fullest effort. Every man choosing his occupation should ask what it would offer "in variety, interest, and instructiveness as life goes on, not in how few hours in a week he can earn his livelihood in it." Another Harvard man, William James, recognized that some occupations are so dreary that men can find little interest in them. He recommended drafting youths for them as a possible equivalent for war. But it is not in the callings to which he referred that we hear the demand for the eight-hour day and five-day week. Is it because their occupations are lacking in all interest that we find some men talking as if even a six-hour day would be desirable? How altered would be the world's outlook if it could regularly produce men who would work as many hours a day, days a week, and years in a lifetime as Charles W. Eliot!

The adoption of national prohibition by plebiscite in Norway is the outcome of a long campaign. It was at the beginning of the reign of Haakon VII, in 1905, that the temperance movement became really strong. There are modifying elements in the new law that should assure its success. It applies only to whisky, brandy and other strong liquors. Sober-minded Norwegians have had sufficient evidence of the undesirable effects of these upon their country and will be willing to see them prohibited, especially since wines and beers are not affected. It would seem that partial prohibition in this country, and indeed also in France, has influenced the Norwegians in their choice. If Scandinavia as a whole adopts prohibition "with reservations," this type will have gained additional strength.





## Every 2 minutes a National Cash Register leaves the factory

*Consider for a moment just what this means*

**I**T MEANS that every two minutes a wide-awake merchant somewhere in the world is installing a modern National Cash Register.

It means that during every ten-hour working day, more than three hundred merchants are convinced that they can conduct their business better with a National Cash Register.

**There is a National Cash Register especially adapted for your business. Write today for full information.**

It means that every month in the year more than seven thousand stores are adopting the safe, economical, efficient National Cash Register System.

It means that wherever cash is handled or merchandise sold, the National Cash Register System has come to be recognized as the quickest, most accurate, most economical method of making and recording transactions.

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

**Developing Order-Takers Into Salesmen.**

Written for the Tradesman.

If there are any statistics showing what percentage of men entering the retail shoe trade fail, I do not recall having seen them; but the percentage must be high, for out of every one hundred men going into the retail game in all lines, ninety-five lose out. And poor salesmanship is admittedly a prolific source of such failures.

What is salesmanship? And what kind of a bird is a real salesman? A popular and simple definition of salesmanship is the power to persuade others to purchase, at a fair profit to the seller, that which is offered for sale. And the man who possesses this power is a salesman. There are two things that must be distinctly borne in mind as we contemplate this transaction involving a change of ownership of the commodity or commodities in question; the buyer is persuaded to buy, and he is persuaded to buy at a price that leaves the seller a fair profit—and this asking price, it is of course assumed, is fixed by the seller.

Selling merchandise at a figure appreciably below a reasonable retail valuation manifestly does not involve a high degree of salesmanship. Anybody can get rid of merchandise, or practically anything else for that matter, if he is willing to cut the price until the buyer can no longer refrain from buying.

So an order-taker is one kind of a bird, but a bona fide salesman—a chap with powers of persuasion—belongs in quite another category.

Clerking appeals to many young people of both sexes because it looks to be so simple and easy. It looks as if anybody could do it. It does not seem to require any special study or training. I mean it seems this way to a casual observer who hasn't given the matter any special thought. And that is no doubt the reason so many of our stores to-day are cluttered up with mere order-takers instead of being manned by real salespeople.

More is involved than merely becoming familiar with the location of the stock and familiarizing oneself with prices. That of course is an important beginning, but it is only a beginning. It has often been pointed out that anybody can make a sale when the customer's mind is definitely made up as to what he wants, and comes in and asks for such and such an article at such and such a price, but real salesmanship is required where the customer isn't decided, or where the customer is clearly mistaken. In such cases the customer must be informed and won over. And sometimes this involves the removal of prejudice and the overcoming of mental difficulties and the exerting of psychic pressure upon a human will—the will of the other fellow.

Is that always a simple and easy matter? It is not. It is one of the most delicate and difficult things one can do. And very often a whole lot depends upon how it is done.

That's the reason salesmanship is now regarded by the best authorities as the practice of an art resting upon

scientific principles. And nobody understands all this better than the most progressive and up-to-date shoe dealers of to-day.

For that reason shoe merchants are paying more attention now than formerly to the selection of their employes. Making the right selections—i. e. getting the right sort of young people—is the first step towards success in training efficient salespeople. You cannot mold good salesmen out of blockheads. The fellow that loves to watch the clock and possesses an uncanny faculty for shirking his work, and the chap who has absolutely no heart-interest in the sort of business you are attempting to run—cannot be developed into a good salesman. Upon such gentry you are simply wasting valuable time and worrying yourself to no purpose.

It would seem that the clerk who applies for a position in a shoe store ought to have some inherent love of the game in the fiber of his make-up. If he hasn't, he can hardly hope to succeed; and the sooner he understands this elemental matter, the better for all parties concerned—himself included.

I have had shoe clerks who were waiting on me tell me they loathed and despised the business, that they were only laying low waiting for something better; that they were using the shoe store as a steppingstone. Can you beat it? Fine chance for fellows like that to make good as shoe store salesmen!

In addition to this primary love of the business, the applicant for a clerkship in the shoe store ought to have honesty, tact, politeness, and the determination to stick to it until he has made himself efficient.

No matter how capable a youngster may be, if you cannot trust him, you can't use him. But in thinking of honesty, I would have you think not simply of the larger feature of its contents which center about the cash register. The man who refrains from stealing your money, but doesn't hesitate to steal your time, is not, according to my idea, an honest man. It may not occur to him that he is dishonest, but he is. Honesty, as I am using the phrase in this connection, means absolute loyalty to the concern, and requires of a clerk that he put his best into the selling aggregation of which, by his own free will and accord, he is a part.

And tact—what a wonderful quality it is! It involves common sense, special training, independent thinking, and quick action. By virtue of tact one can easily grasp a new and unexpected situation, and know by a sort of intuitionism what ought to be done under the circumstances. By virtue of tact the keen salesman turns the argument in his own favor, allays prejudice, and lubricates the rough going by the oil of explanation. But

**Mayer HONORBILT SHOES**  
The Line That Satisfies



**A CLEVER MODEL IN STOCK ON OUR CITY LAST**



8753  
B-E  
\$6.70

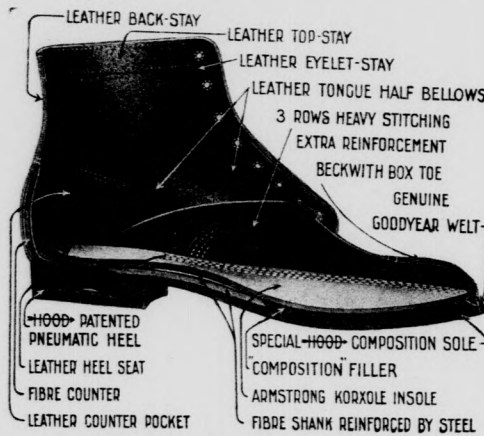
Mahdi Side Vamp and Top  
9 Iron Oak Bottom  
Same as Blucher on our "Pep" last  
8752 C-E, \$6.70



**RINDGE, KALMBACH, LOGIE CO.**  
Grand Rapids, Mich.



**Everybody knows that Chrome Elk Leather is "GOOD Stuff"**



No. 470

**While they last \$4.75**

Consider this price.  
Isn't it a \$100 per pair under the present market price?

In this strong  
**Hood Elk Leather Shoe**  
we offer an  
**EXTRA VALUE**

Goodyear Welt  
Genuine Chocolate Chrome Elk

Hood Tire Fibre Sole  
Soft Uppers  
Smooth Insoles  
Flexible  
Easy Strong

**Grand Rapids Shoe & Rubber Co.**  
The Michigan People Grand Rapids



tact is a thing one has or has not—at least the rudiments of tact must be in one's make-up before ever one can shine as a tactician.

And then a salesman must have persistence; i. e. he must be continually in the game. He cannot afford to become discouraged and let up.

These are a few of the more obvious good qualities that go to make a real salesman.

But it rarely ever happens that these qualities are evenly developed in a young and inexperienced salesman. And here is where skill as a sales manager comes in; for the men must not only be selected, they must also be trained.

And the shoe dealer who understands the art of converting new recruits into effective salesmen is laying the right sort of a foundation for his business. Cid McKay.

**New Fire Law In Ohio.**

The law passed by the last Ohio General Assembly placing hotels and restaurants under the supervision of the State Fire Marshal's office became effective August 14. Following are some rules given out by State Fire Marshal Fleming for their regulation:

The provision of the National Electrical Code shall govern all electric wiring.

There must be two separate and distinct means of egress from each department. Fire escapes must, of course, be provided.

If any room in a hotel, being remodeled, is used for a workshop it

must be enclosed in fireproof walls.

No gas or oil floor heater is permitted.

In new buildings of five stories or more standard standpipes must be provided. Each floor must be equipped with lines of hose.

Standard fire extinguishers must be placed on all floors.

Each hotel must have its own fire alarm.

No rubber gas tube connections are allowed.

Open lights must be protected by globes.

**Colorado Rates Ordered Cut.**

C. W. Fairchild, Insurance Commissioner of Colorado, advises all fire insurance rating bureaus and fire insurance companies doing business in the State of Colorado that he finds after a thorough investigation that "the rates now charged for fire insurance are excessive and unreasonable, in that the results of such business as shown by sworn statements indicate an underwriting profit in an unreasonable amount." He therefore orders the companies "to reduce said rates in such percentage as will bring about a reduction in premiums by an amount of not less than \$250,000 per annum, such reduction to be effective on and after September 1, 1919."

A device has been patented by a citizen of Colombia to enable light locomotives to be used as stationary engines without alteration, except substituting gear wheels on their front axles.

# SIZE UP

those Hi-Cuts. Now is the time and Hirth-Krause Rouge Rex the kind.

The Leather from which Rouge Rex Shoes are made is tanned in our own tannery.

Our stock is now complete, order today. Prices are high but they must go higher.

## Hirth-Krause Co.

Tanners and Shoe Manufacturers

GRAND RAPIDS, MICHIGAN

**Supply "H. B. Hard Pan" to your out door customer. He needs the best in service shoes. Reasonably priced—satisfaction giving shoes for the man who works. You can recommend and sell "H. B. Hard Pan" shoes to your trade as the best, because they are the best service giving shoes. Stock and push them. They will build for you an ever increasing business among the substantial people of your community.**

### Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

## Michigan Shoe Dealers Mutual Fire Insurance Company

Fremont, Mich.

### Note Our Net Gain in Insurance and Assets During September

Amount at risk September 1 1919 .....	\$2,894,925.00
Amount of new business in September .....	169,650.00
Total .....	\$3,064,575.00
Cash on hand September 1, 1919 .....	\$20,297.29
Cash received in September, 1919 .....	3,662.26
Total .....	\$23,959.55
Cash paid out in September, 1919 .....	3,304.65
Cash on hand October 1, 1919 .....	\$20,654.90

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

No membership fee charges.

No surcharge.

GEO. BODE, Secretary.



**Time For Americans To Get To Work.**

Now is the time for all good men to come to the aid of their country.

Now, as never before, the country needs the help of all good men and women. Our sons have bled for democracy and the spirit of militarism has been crushed, but Germany has shaken loose the shackles of war and is preparing for another and greater conquest. Not a conquest of blood, but a conquest for world commerce. The entire German nation is lined up solid, man, woman and child. Mechanics are volunteering to work extra hours. The railway workers of Wurtemberg have offered to work ten hours overtime a week to transport coal. Workers in the lignite fields of Bernberg, Saxony, have agreed to work Sundays, and so it goes throughout the entire country, everyone doing his bit and his utmost. The country folk and city folk are depriving themselves of many luxuries and necessities of life in order to pay the national debt, and to provide merchandise with which to flood the markets of the world. A shipload of German toys has at this early post-war date arrived at an Atlantic port. Other shiploads of German merchandise are on the sea.

Previous to the war, 70 per cent. of all Russian hides for our country reached here after first being handled by German commission merchants, which gives some idea of the enterprise of Germany as a merchant. It is a safe bet that most of the Russian hides available at this time have been corralled by the same German brokers, and if we expect to get Russian hides we must first pay commission to German merchants.

The treaty hasn't been signed yet. We are technically at war with Germany and Germany is already bending every energy to prepare for another war of resentment and revenge with sword and bayonet. She is, moreover, possessed with an immense power to war commercially, and is leaving no stone unturned in order to achieve an ultimate commercial victory, and the people of the entire country are with her. The war time slogan, "Deutschland Uber Alles," is now the slogan of Germany's self-imposed commercial war. Instead of confining working hours to eight hours a day, five days per week, the German people are working fourteen hours a day, six days per week.

And on this side, German agents, with the assistance of foreign soviet, socialists, anarchists, bolsheviks and venal and unscrupulous union labor leaders have scattered wide the seeds

of discontent. The obnoxious weeds of strife and strikes are choking the life of American business.

Now is the time to issue a call to the patriots of the country to stand by America.

Now is the time to enlist the support of the Salvation Army, the Knights of Columbus, the Jewish Welfare and Y. M. C. A.

Now is the time to flood the country with literature summarizing and calling attention to the German commercial war, to spend millions or more for posters for enlightenment, by the best artists the country affords.

Fill the columns of the daily press and the business press with the patriotic appeal, for we are facing a business crisis, a social crisis, and a possible political and internal crisis, all of which tends to threaten the very existence of our great and glorious country.

Let us all get in the game and beat Germany at her own game, as we did in the game of war. Let us complete the victory which is justly ours.

To win commercial victory it is necessary that labor do its share. Strikes, lockouts, threats of tying up factories, demands for increase wages and shorter working hours is playing into the hands of Germany. Increased production is the great need of the hour.

We all desire to see labor well paid. It is well paid to-day, but with higher wages has come a reduction in working hours and a resultant decrease in production. We can maintain our commercial supremacy and ensure prosperity for all America if we all "get in the game and work." Let's do it!

A haul of fish may appropriately be called the net proceeds.

**Kent State Bank**

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000

Surplus and Profits - \$700,000

Resources

10 Million Dollars

3 1/2 Per Cent.

Paid on Certificates of Deposit

The Home for Savings

**Our Foreign Trade Department Is Prepared To**



Make Foreign Credit Investigations.

Negotiate and handle for collection Foreign Bills and Drafts.

Make cable payments and sell Drafts and Post Remittances on all parts of the world.

Supply information regarding Foreign Markets, Foreign Credits, Shipping Conditions and Documents, Consular Regulations, Export and Import Insurance Regulations and on other matters appertaining to Foreign Business.

Issue Travelers' Letters of Credit.

Issue Commercial Letters of Credit and grant Acceptance Credits.

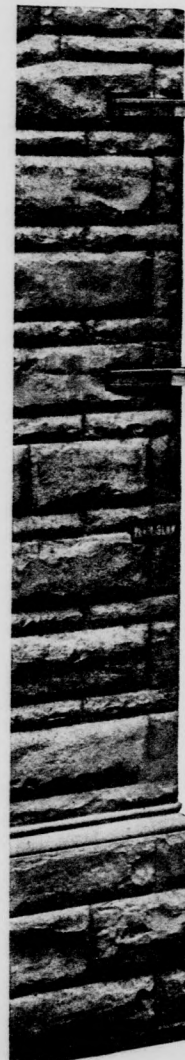
**WE ARE READY TO SERVE YOU.**

**THE OLD NATIONAL BANK**

MONROE AT PEARL



GRAND RAPIDS



KEEP UP WITH THE TIMES



"THE CLOCK CORNER"  
PEARL & OTTAWA

The time to ask questions is now!

Was your neighbor an old man? No Sudden? It's always sudden. How did he leave her situated? Does she KNOW what he owned? Was there a will found?

Did you ask the Michigan Trust Company? It may be among the hundreds there. Is yours made? A will on file relieves uncertainty.

This Company is the best possible Executor a man can have, or woman either.

Wills received on deposit without charge.

**THE MICHIGAN TRUST CO.**  
OF GRAND RAPIDS



**Say Closed Shop Is Un-American.**

By a unanimous vote, the New York Board of Trade and Transportation, at its annual meeting last week, backed up the stand of Judge Gary in the steel strike and declared for the open shop resolutions to this effect having been presented by the executive committee. The following statement was prepared by the committee and presented to the meeting:

"The New York Board of Trade and Transportation records its approval and endorsement of the position of the United States Steel Corporation expressed by its chairman, Judge E. H. Gary, as to the demands of labor unions through representatives who instigated and led the strike of workmen employed by that corporation. The board commends this position as a courageous and patriotic one in the interest of all workers, employers and employes alike, and of the people of the United States, especially at this crisis of unrest and unsettled conditions growing out of the world war.

"The Board of Trade and Transportation disclaims emphatically any antagonism to trade unions, so called. On the contrary, it believes such organizations have been and may be of great benefit when and if carried on with due regard to the right of any workman to join in their membership, or not, as he may choose. It believes it a violation of the public principles of American citizenship to endeavor to enforce membership of their body or to foreclose by strike or other arbitrary or violent means the employment of any workman in any establishment because of non-membership.

"In brief, the New York Board of Trade and Transportation believes that the so-called 'closed shop' as un-American and subversive of the independence and welfare of the American workman himself and of the progress of American industries at large. It believes that the attempt to impose limitations on the individual liberty of workmen through the instrumentality of agitators euphemis-

tically called 'organizers' and 'walking delegates,' who extort or collect money from workmen, often under threat, for the privilege of employment, should be prohibited by law and made a penal offense.

"We call upon the workmen of America to repudiate these so-called leaders and to join in the efforts now being made to promote harmony and co-operation in industrial relations, without which the expansion of American trade, now opening to us on a world-wide scale, will be impossible, and for the higher object of the best interests of American citizenship.

The great deeds of the world, the triumphs of the race, have not been accomplished by men who were content merely to hold their own or "just to get along," but by men who were dominated by their purpose, filled with an overmastering enthusiasm which swept everything before it as a mountain torrent sweeps aside or overleaps every obstacle that would bar its progress in its mad rush to the sea.

Be diligent in keeping your accounts. It is better to charge an item twice than to forget to charge it once. This is the true principle of double entry.



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

**33,000**   
 Satisfied  
Customers

know that we  
specialize in  
*accommodation  
and service.*

THE BANK WHERE YOU FEEL AT HOME

**GRAND RAPIDS SAVINGS BANK**

WE WILL APPRECIATE YOUR ACCOUNT  
TRY US!

**Fourth National Bank**

United States Depository



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

**Savings Deposits**

**Commercial Deposits**

**3**

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

**3½**

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
**\$580,000**

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

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



CAMPAU SQUARE

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

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

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

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

**An Individual Executor May  
Change His Mind**

It often happens that an individual named Executor of a Will, after thinking the matter over, declines to act. The estate is then left like a ship without a pilot.

The farsighted man of affairs will provide for the protection and business management of his estate by naming the GRAND RAPIDS TRUST COMPANY as Executor. They are never sick or away from home at a time when there is important business to transact.

**GRAND RAPIDS TRUST COMPANY**

OTTAWA AT FOUNTAIN BOTH PHONES 4391

Confidential consultation, without obligation, is invited.

## GERMAN COMPETITION.

## How the Teuton Proposes to Achieve Revenge.

Grandville, Oct. 14—It becomes more evident as time passes that the world war was ended too soon. The fact that Germany is picking up rapidly since the armistice goes to show that in a way, at least, she and not the Allies was the gainer in the struggle for the mastery of the world.

Months ago men of National reputation became convinced that the granting of an armistice at the time the Allies did was a grave mistake. Now everybody sees it and notes the fact that Germany is on the rising tide of recuperation. Her factories are in splendid condition for the resumption of business. Her fields, unharmed by the cash of war, smile up to the sun ready to yield bountiful crops to the tiller of the soil.

Already are German agents going about among the nations of the earth seeking a renewal of old business ties, the making of new ones, proclaiming the fact that the old stand is now open to business and that Germany is once more ready to manufacture articles of everyday necessity for all the world.

Not handicapped as are England and the United States by labor unions demanding short hours and increased pay, the German workman is not only willing but anxious to get back to work, even gladly toiling from thirteen to fourteen hours per day, that prosperity may once more return to the Fatherland. In this way one German workman will produce nearly double the short-houred American or English laborer can, hampered, as he is, by infamous union restrictions which lower his efficiency and reduce his output about 50 per cent.

Consequently, with German made goods again flooding the markets of the world, at a much lower price than our own workman can produce them, what will the outcome be? It does not require an expert at figures to work such an example in simple arithmetic.

Germany licked? Germany humbled in the dust, feebly pleading for mercy? Don't fool yourself for a minute, Mr. American. A more robust and confident workman than the German right now cannot be found in all the world. He has come up smiling after failure to trounce the world, yet not having himself been very seriously handicapped in the outcome.

Right now the labor situation in Germany is much more encouraging to the Teutonic government than is the labor situation in England and the United States. And it is well that we of America take heed of what is going on and make a note of it. Short hours, high wages, numerous strikes make for reduced production, while steady work, full hours and dogged determination to win will give the Germans a big advantage of which the one-time allied nations must take heed and govern themselves accordingly if they would not be bowled over by the detested yet unlicked foreigner of Hunland.

Even now the German military contingent in Russia has joined the bolshevist forces. General Vonder Goltz has identified himself with Muscovite interests the better to promote the German programme which is to make up for losses on the Western front by additions to German territory in the East. Russia is fertile soil for Hun propaganda just now and it may turn out as a certain German suspect in the war time said to the writer, that the Muscovite and Teuton would eventually become one, an undivided nation, strong enough to defy a world in arms.

Although German military men thought to conquer the world when on that day in 1914 they launched the great offensive at France through

Belgium, and although they failed of their great objective, they yet came out of the hellstorm of war unbroken in spirit, unharmed so far as German homes and cities were concerned, and are ready to begin anew the building up of the empire to even greater proportions than ever before. We here in the United States are aiding them in the accomplishment of this object just as fully as would have been the case had we kept out of the conflict entirely.

Germany, in the industrial field, is even more dangerous to the prosperity of our country than she was in time of war. Whatever burdens the so-called league of nations may put upon the Teutons, these will be cast aside in good time, and the fulfillment of the peace terms will be left to the hectic imagination of those nations which were simple enough to again trust to German honor, which never existed.

All this talk about binding Germany in a league that will prevent future wars is as silly as trying to dam the flow of Niagara with bales of straw. It cannot be done and many one-time adherents to the covenant have come to so regard it. Germany, supposed to be thoroughly humbled by losing out in the world war, has come up smiling, ready to try titles in the world of business endeavor with all the other nations of the world.

She will make good, too, unless America pursues a different course than has been done since the last gun was fired on the battle line one year ago come November.

"There will never be another war." Such is the promise made America, providing she consents to sign away her rights to constitutional government at the covenant table of continental Europe. We do not look for anything of this kind now, however, since people began to look more carefully into the inwardness of the scheme to make the American Republic a catspaw to pull a lot of red-hot chestnuts out of the European fire.

It is certainly the part of wisdom to take into account the fact that Germany is far from being a weak and prostrate nation because of her defeat in the world war. Prostrate she may pretend to be; may, in fact, whine a little in order to gain the sympathy of her enemies, but as for being anyway helpless that is another story.

As truly as the sun shines in heaven there will be another war. Germany will not start it in a day, a week or a year. She has a lot of careful, painstaking work before her against that other day, but the day of revenge is sure to come. All the signatures of the nations of Europe and America signed to a compact, covenant, treaty or what not, will not postpone this war for a single day.

Germany will be vastly bigger, stronger and even better prepared for a cataclysm when the time comes than she was in 1914. It is not supposable that she will again make the mistake of assailing Belgium in order to penetrate to the heart of her world-long enemy, France. That she will be ready to strike at many points at once, from land, from sea and from the sky goes without saying.

At such a time she will be reinforced by the whole of Russia. The nation of the Muscovite is still scarcely out of the cave man condition, while Germany has schools and colleges for the education of all. An educated people are far more formidable, even though bestial as are the Germans, than those not yet out of the jungle of superstition and gross animalism.

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

**7% FIRST MORTGAGES****On High Grade and Improved Property**

Why receive only 6% when we will place your money on the best grade of Detroit real estate, with new houses on, in best residential districts and net you seven (7) per cent., payable semi-annually, with principal and interest collected and guaranteed by us.

You pay more for your living expenses—why not get more for your interest money?

**Seven Per Cent Interest and Absolute Safety**

Call or Write Us About Safe Investments  
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**Bankers Land and Investment Corporation**

The Million Dollar Housing Corporation

143 Griswold St. Main 2530 Detroit, Mich.

**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.

F R E M O N T .

M I C H I G A N

**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.



With unlicked Germany once more in the saddle, with the United States, through her striking workmen, playing into the hands of the enemy, the outlook for continued peace and prosperity in this country is not the brightest.

The question of what we must do to be saved may well be asked. There can be only one answer to this. Although it was a sorry day for the world when the Allied armies under Foch halted at the Rhine, granting an armistice to a people well deserving extermination, yet there is hope for America if the wild-eyed union agitators are banished from labor counsels and a sensible course pursued that will serve to keep the factory fires burning and the output up to the highest limit of production. Shall it be so? Old Timer.

**Insists On Making League a Party Measure.**

West Olive, Oct. 13—I would like

to ask Mr. Haskins, of Howard City, and Old Timer, of Grandville, what the United States fought for in the war if it was not for a league of nations? We didn't have to go across the ocean to protect ourselves from Germany. We could have increased our army and navy and fortified our coast and boundaries so that we would be impregnable to foreign invasion. But no, we fought for humanity and to end war for all time. If Mr. Haskins and Old Timer claim that we didn't fight for a league of nations, they have to admit that we joined so that England and France would be victorious and thereby return the money to Wall Street that they borrowed. For this reason the big interest party, or Republican party, advocated our declaring war long before we took this step. They didn't mention Washington's famous advice about non-interference in European affairs then. Why didn't they quote him then, as they do now, Old Timer?

How can they say that in the future we can live apart from European entanglement when fifty thousand of our boys lie buried in France?

Mr. Lodge, in condemning the league, said that although we wanted no voice in European affairs, if "humanity called again, as it did in the past, we would answer." Now, answer this, Mr. Haskins and Old Timer: If he concedes that we should join in an European war if conditions warrant it, why should we not join with them in the first place and try to prevent war? Wouldn't it be better to join with European nations and preserve peace than to settle things afterward, as we just got through doing?

It is shown by their attitude during 1915 and 1916 that the Republican party favored our interference in European affairs. Now they have turned around completely and advocate the exact opposite. This is also

shown by the fact that Senators La Follette and Newberry, Republicans, both voted for a.l of the Fall amendment a few days ago. Senator La Follette has always and does yet advocate National isolation. In 1915, however, he wouldn't be one of the sheep and follow the moneyed leaders of the party and for this reason was practically blackballed from the ranks.

Mr. Haskins hints at the treaty "smacking of scheming intrigues." I challenge you, Mr. Haskins, to state wherein this occurs. You cannot give one statement or one proposal that cannot be explained in the league covenant or treaty that bears out your statement.

Mr. Wilson is not playing politics. The whole Republican opposition is a political move. How can you otherwise account, Mr. Haskins, for their complete change of platform between 1917 and 1919? Philip B. Orton.

# Petoskey Portland Cement Company

Capital Stock \$1,500,000

All Common Stock.

Fully-Paid and Non-Assessable.

No Preferred Stock.

No Watered Stock.

No Bonds.

No Debts.

The stock of the above company is being offered to investors as an unusual investment opportunity because of the extraordinary advantages possessed by the company for the manufacture of cement.

## Determining Factors in the Success of a Cement Plant

Amount of raw materials available, chemical composition of materials, physical character of materials, location with respect to market, fuel supplies, transportation routes, management.

The Company owns sufficient raw materials above lake level to maintain a large cement plant for 100 years or more.

The chemical and physical aspects of the material have been proven excellent by the fact that the use of the material has produced one of the best Portland Cements of Michigan for over 12 years besides the limestone has been and is being used by iron furnaces, foundries, road commissions, sulphite mills, etc.

By means of two railroads and water transportation it will have the best possible distribution for its finished products; the railroads enabling it to take care of its large local market and by water transportation it can reach all of the great consuming centers of the Great Lakes, and by means of water transportation it can bring coal to its plants at a much cheaper rate than by rail.

The management of the Company is in very able and safe hands.

It can therefore be at once recognized that the Petoskey Portland Cement Co. possesses every natural and elementary advantage in favor of success. This fact in turn is evidence that as an investment the stock of this Company possesses great possibilities.

## Safeguards of the Investment

In considering this stock as an investment from the angle of safety, understand that there is no prospecting or experimenting to be done, because the rock business alone has proven itself a very profitable business and the Newaygo Portland Cement Co. has proven beyond question that a very high grade Portland Cement can be manufactured from the raw materials furnished it by the Petoskey Portland Cement Co.

Money secured from the sale of stock is not expended in experimenting but goes directly into expansion of the crushed stone business to a large scale by the building of a dock, now under construction, and a large additional crusher and the remaining capital will build a modern cement plant of 2,400 barrels per day capacity. It is therefore evident that all money subscribed goes directly into Dividend-Earning-Equipment.

Further it can be said upon the authority of reliable geologists that the Company's raw materials alone are worth three times the entire capitalization of the Company.

To the man who appreciates the Great Reconstruction Era ahead and also the Great Concrete Road building boom, the offering of this stock will appear as a real opportunity to participate in the great profits of the future.

The Company's large new crusher is now being built.

We invite your thorough investigation through all reliable sources.

**F. A. Sawall Company, Inc.**

405-6-7 Murray Building

GRAND RAPIDS, MICHIGAN

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.

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 Co.

Name .....

Address .....

### Making a Play-Room for the Children.

Written for the Tradesman.

When we stop to consider the places where we enjoy ourselves most, we are likely to remember that they are those places where we have had our own things about us—the things that belong to us alone, whether they be pictures, or books, or trees, or flowers. And as this is true of us, so is it true of the child. He, too, likes his own things in his own room, and, like most other human beings, he likes to have them where he can find them as he wants them, and can get them without calling upon others to hand them down from high mantel-pieces or dark closet shelves. So, then, it is well to have one room in the house that can be devoted to the children.

I realize, of course, that in many households a separate nursery is an impossibility, yet almost always there is some room, or part of a room, that may be used as a nursery. An end of an attic, if you have one, is a wonderful place for such a purpose. Or even a part of a city woodshed can, at a pinch, be dedicated to the children; although hardly practicable in very cold weather.

Think how you would feel if you had to play in a busy garage, or in a great electric light plant. That is just the way a child feels when he is set down in a room where there are so many "grown-up" things that he can not understand. To be sure, if he is a normal child he will try to find out all he can about these things, handling them if he can reach them, asking questions if he can't. Many misguided people call this "meddling," and punish the child; while all the time it is their own fault. They seem to expect a child to sit about like a dummy, incurious, twiddling his thumbs, while he "behaves himself" like a sick puppy or a vegetable.

The nursery should be simply furnished, in keeping with the small occupants. Tables and chairs should be heavy enough so they will not be easily tipped over, yet not so heavy as to be out of proportion to the child. If the child is little, perhaps a small railed enclosure in the middle will be a great convenience. There he may sit with his toys about him with the moral certainty that he will be there when he is wanted. At the same time he should not be made to feel that he is a prisoner.

The wallpaper of the nursery should be of a restful tone. Bright reds and blues, while pretty enough to the adult eye, will tend to make a nervous child. Have the walls, then a soft green or tan, with pretty trimmings. At about the level of the child's eyes a "Kate Greenaway" border—or some of the pretty new ones—may be placed. These can be had of any dealer in wallpaper. Perhaps a better thing, if the mother or older sisters can find the time to make it, is a border of pictures cut from the covers of magazines—animals and children. The paper-stores now have wonderful things for just this purpose.

A window-box is an excellent ad-

dition to the playroom, for there the small one can sit on rainy days and watch the world under its umbrellas go by outside. The space beneath may be used for toys; a veritable treasure-chest it will soon become if the occupant of the room is a proper child.

Dainty curtains of some easily washable material will make the room cozy. Despise not the humble cheesecloth for curtains. It is at once cheap and in good taste.

Do not forget a small bookcase. It may now be used only for picture books and toy animals, but your child grows fast—much faster than you realize—and before you know it he will be having real books. All the furniture must be kept spotlessly clean, even to the last corner, for that is exactly the first place the child will poke into.

Fortunate is the child who can have a fireplace in his nursery, for an open fire is just the thing to take the chill off on a damp, rainy day or on winter mornings after the window has been open all night, as, of course, it should be. If the fire is properly screened no danger from flying sparks need be apprehended, and the child may soon be taught not to go too near. The leaping flames or the red, glowing embers will make him enjoy being kept in on days when it is too wet to play out of doors. And before bedtime he can lie in front of it and tell himself long child stories or listen to his mother's tales of princes and princesses in far-away lands.

If you need a shelter for the crib or to keep out the draught from the window, and have the frame of an old Japanese screen, try this way of making one for the nursery: Cover the frame with green denim and then paste or pin on it pictures of people and animals cut from magazines. It will be very charming when it is done.

I have heard women say that they would never use pictures of animals any wider than a cow in their nurseries. "It will frighten the children," they say. I had to laugh when I heard the small son of one of those same women say that he hoped no great big mouse would eat him if he went to the country.

It is hardly necessary to say that pictures of animals won't make children afraid if they are explained. They will, on the other hand, make a good basis on which to begin nature-study.

Now the natural result of making the nursery an attractive place is that you will want to be there with your children, if you are a proper mother, which I hope you are. I heard a woman say the other day:

"I don't go into the nursery much. It disturbs the children so!"

I looked her over, and didn't blame the children! They would be disturbed if any other kind of strange animal came suddenly into the room. For this lady, much esteemed in various social quarters, was of the type that hardly could recognize her own offspring if she met them in the park;



Not only

## Perfect Display

With

## Dayton Display Fixtures

for Fruits and Vegetables

but a Guarantee to

- increase sales
- improve store's looks
- attract new customers
- save time and labor
- quicken turnover
- prevent spoilage
- earn more profits

### CAN YOU ASK MORE?

Many users say they have  
"Doubled Their Business"

Get the facts. Send for literature today. Find out how big a gold mine you will have in Dayton Display Fixtures.

*The Dayton Display Fixture Co.*  
DAYTON, OHIO



# The Sign of a Better Method



Make live profit-earning lines out of items you have been accustomed to regard as "accommodation" goods.

EMCO Standard Wire-End Dishes—EMCO Clothespins—EMCO Toothpicks—EMCO Picnic Plates, are good lines for any retailer.

EMCO products are manufactured and distributed in accordance with a policy that gives first recognition to the retailer.

EMCO Standard Wire End Dishes give him a sanitary, tidy, economical package for his bulk foods. They give class and distinction to his bulk food lines.

EMCO Clothespins give him a stable profit-making package of the grand old necessity.

EMCO Toothpicks in sanitary packages can be sold to every home in town.

EMCO Picnic Plates are universal in their appeal to the consumer.

You should be handling all the EMCO lines.

Ask your jobber or the

**ESCANABA MANUFACTURING COMPANY**

ESCANABA, MICHIGAN

probably she couldn't do it then if she didn't recognize the nurse!

Fitting up a nursery is a delightful occupation. How delightful it is you would scarcely guess if you never tried it. For instance, a friend of mine was having a house built, leaving most of it to the architect—even to the location of the closets—which showed that she couldn't be entirely normal. "And, oh yes!" she remarked, almost as an after-thought, "Have a nursery fitted up, too."

"Leave your nursery to be furnished by the architect!" I almost shrieked at her. "You wouldn't call a steam-fitter if your baby was sick, would you? You're missing half the fun if you don't fix up the nursery yourself!"

She was doubtful, but at last consented to try it. Now if you want to find her, she is always there; and I am convinced that she has made a better mother from that time on.

You can tell a man by the company he keeps, and you can tell a mother by the way she provides for her children. Prudence Bradish.

[Copyrighted, 1919.]

#### Cotton Supplies and Prices.

Much of the market rise in cotton quotations during the past week seems to have had a substantial basis, or at least good reasons could be—and were—advanced to account for it. To begin with, the reports, official and other, showed retrogression in the crop. At the same time the actual buying of cotton in the growing districts by both domestic and foreign spinners showed an increase. This was especially notable in the case of the purchases for foreign account, not only because of the fall in sterling exchange, but also because of the disparity between the prices of spots and futures. Still the fact remains that exports so far have not reached the quantity expected, although they are about one-sixth more than they were at this period last year. Great hopes are based on the expected demand from Germany, which, it is believed, will come as soon as the Peace Treaty is ratified and suitable financial arrangements are made providing for payment. The goods market showed signs of great firmness during the week, with prices advancing, and with a strong demand from converters and printers. Mills

are contracting in quantity well on through next spring. The opening of prints and percales for spring, which were had during the week, were quite successful. Part of this result was doubtless due to the fact that advances in price which were expected did not take place. Knit goods of every description are more than holding their own. The statement is reiterated that they will be none too plentiful, although both hosiery and underwear are offered freely for export.

#### As to Wool and Woolens.

Interest continues in the forthcoming auction sales of Australian and New Zealand wool which are scheduled to take place early in December in Boston. The wool dealers there show some opposition to the plan of having the British Government continue these sales monthly thereafter as has been proposed. This is quite natural, since it deprives the dealers of a chance of making profits for themselves. They would cheerfully join the domestic wool growers in urging that a tariff be placed on imports of foreign wool were it not that there is no chance whatever of such a measure becoming a law for about two years to come, and, furthermore, such an attitude on their part would antagonize the manufacturers of woolens. Before such a law could be enacted, also, the British government will have ceased to be the owner of wools for sale. In the last week of this month about 3,000,000 pounds of privately owned wool will be auctioned off in Philadelphia. Such sales there have hitherto not been attended with much success, and it is still to be demonstrated whether they will be a permanent matter. Reports from the mills continue to show increasing activity. The latest of these is of the date of Sept. 2. The amount of idle machinery keeps growing less with each succeeding month, and more machines are being run on double shifts. The goods market has been without special feature during the last week. Manufacturers of garments are said to be urging an early opening of offerings for next fall. They would like to get a line on prices as well as to feel assured that there will be no lack of supplies.

Don't fail to put your hand in your pocket when you feel for the poor.

# Holiday Goods

After reading over our list of Christmas goods, without a doubt you will find some items you are in need of.

Ladies Fancy Aprons  
Fancy Towels  
Leather Goods  
Boudoir Caps  
Box Stationery  
Mens Garters and Suspenders  
Mens Arm Bands  
Watches and Jewelry  
Toys and Dolls  
Perfumes  
Store Decorations

Hair Bow Ribbons (plain or fancy)  
Narrow Ribbons for tying purposes  
Ladies and Gents Handkerchiefs  
Cambries and Linen  
Handkerchiefs in fancy boxes  
Initial Handkerchiefs  
Ladies and Gents Neckwear  
Ladies and Gents Scarfs  
Art Goods, stamped or finished

If you can't arrange to come into the house to select your numbers, we will gladly submit samples. But don't delay, take this up with us at once.

Quality Merchandise—Right Prices—Prompt Service

## Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids

:::

Michigan

# Vassar SWEATERS

We regard the really extraordinary increase in the demand for sweaters bearing the Vassar label as a tribute to the conscientious effort we have made to have every article worthy of that label.

Every sweater we make represents a combination of good material, excellent style and skilled workmanship.

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

### To Dealers Only

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

Wholesale Dry Goods &  
General Merchandise

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



# "APEX" UNDERWEAR For the Whole Family



"APEX" Underwear is a COMPLETE LINE, one that enables you to meet any possible underwear demand.

"APEX" is open for comparison. Give it a side-by-side comparison with any other similar grade. This will convince you that "APEX" is head-and-shoulders above ordinary underwear.

**THE ADRIAN  
KNITTING CO.**  
ADRIAN, MICH.



# Another Big City Day Sale

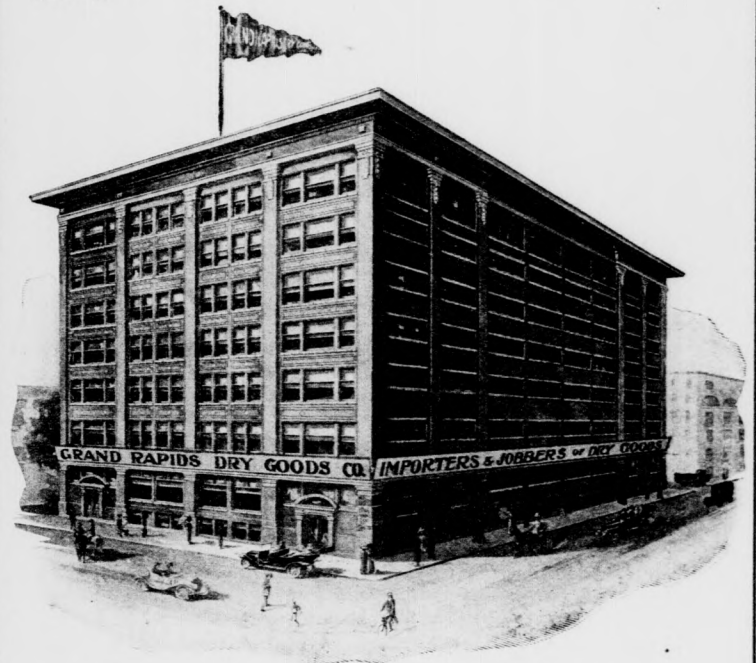
With merchandising conditions as they are, the best way is to buy your merchandise right and then sell it as soon as you can. This will give you a reasonable profit, a good turn-over and stimulate your business by bringing new trade and wonderful increases on account of your ability to sell right.

Following our wonderfully successful \$100,000 CITY DAY, September 10th, we have again made several good purchases and on Wednesday, October 29th we will again offer a great many good Specials to you for that day only. The date of this sale, is just about the time you will have cleaned up some of your early purchases and will be ready for more fall merchandise for November and December. We intend to keep banging away at you until there is not a merchant in the territory but that realizes he can always make money by trading with us. Plan now to visit us on Wednesday, October 29th. In next week's ad. we will tell you what some of the merchandise on sale will be. It will include staples such as Blankets, Heavy Underwear, etc.

We are sending copies of this ad. to merchants in territory which we have not covered heretofore but which we soon expect to cover. We would appreciate a visit from any of them who are interested in buying merchandise right and getting acquainted with us.

Send us your PHONE or MAIL orders and don't forget to ask our salesman to show you the SPECIALS he is offering.

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



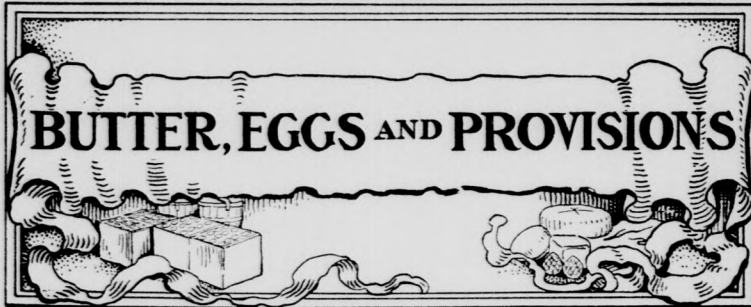
**Grand Rapids Dry Goods Co.**  
Grand Rapids, Mich.

Distributors of

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

Exclusively Wholesale

No Retail Connections



**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.

#### Change in Relative Value of Eggs and Wages.

According to history, the Roman Emperor Diocletian, 1,600 years ago, fixed the price of eggs at 5 cents a dozen, and the wages of unskilled labor at 15 cents a day. The prices of other articles of food were proportional to these, and a Roman laboring man could thus, if he wished to, buy three dozen eggs a day. Along in the seventies here in America the wage of unskilled labor had climbed to a dollar a day, and eggs in the season of their plenty sold for 12 cents a dozen. The laboring man had scored again, for he could then take eight dozen eggs home with him at sunset if he so desired.

During the last few years it has been a neck-and-neck, nip-and-tuck, race between eggs and wages and their relative position has not greatly changed. Eggs, "State fresh" and "Western fresh," are now quoted at about 50 cents a dozen although the "actually fresh" are somewhat more. As for wages, it is not clear what the average for unskilled labor is. But if it be about \$4.00, the toiler can still accumulate eight dozen eggs a day, whereas if it is only \$3.50 or thereabout the agile egg is beating him in the race. Skilled labor, however, has left the hopelessly distanced egg at the quarter pole, and even half skilled labor has left it far behind.

The Window Cleaners' Union of New York City has formulated its demand for \$36.00 a week is equivalent to twelve dozen eggs a day, and

the modest ultimatum of drivers of retail milk wagons is for \$50.00 a week, a 2 per cent. commission on sales, a six-hour day, with time and a half for overtime, and double pay for overtime on Sundays. This would probably figure to something like \$56 for the seven days, equal to sixteen dozen eggs, which would keep 192 egg-a-day hens, if there is such a productive bird, at work throughout the year.

It thus appears that since Diocletian's day wages, measured in the necessities of life, have increased about five-fold, and the world is clearly moving toward a state of affairs when the manual workers will have all the eggs and none will be left for the nonproducer—doctor, lawyer, merchant, priest, and other physical drones of the human family who work with nothing but their brains.

#### Pineapple Evaporating in South Africa.

Preparations are under way for the installation of a pineapple evaporation plant at Grahamstown, Cape Province, South Africa. The plant is to be erected by an English company, a representative of which is now on the ground. It is understood that contracts are shortly being let to local contractors for the building required for the plant.

No information is available as to the organization of the company or as to the method of operation. Grahamstown is the center of a pineapple growing district, and great interest is shown in the new plant, inasmuch as a local organization known as the African Canning & Packing Co. is at present engaged in growing pineapples on a 5,000-acre plantation in that vicinity and is erecting a plant at Port Elizabeth to handle the crop, which was expected to be ready this month.



**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

**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



WE ARE HEADQUARTERS  
 WHOLESALE

## Fruits and Vegetables

Prompt Service Right Prices  
 Courteous Treatment

**Vinkemulder Company**

GRAND RAPIDS

:-:

MICHIGAN



**Sends "Auto Store" to Customers' Homes.**

Service is the big word in retailing nowadays, and H. A. Weiman, of Dallas, Texas, has just raised the word to the n-th power. Weiman, owner of the Four Seasons Grocery Co., put a condensed edition of his stock on a specially designed automobile van and operates it on a strict schedule from house to house. It is not a huckster wagon at all except for the common characteristic that it takes his wares to the consumer for selection. It is a self-service, portable store, and remains in front of a given home for one minute only.

If the housewife has not completed her selection in that time she is free to remain inside the store, perhaps completing her shopping and settling with the cashier half a block away. The body of the "store" is six feet wide and fourteen feet long, and is built on a Dodge chassis.

**The Poor Fish.**

"I hear you are going to marry Archie Blueblood?" said one society woman to another. "Is it true?"

"Marry him?" exclaimed the other. "Not likely. What on earth could I do with him? He's rejected from the army, he can't ride, he can't play tennis, golf, nor, for that matter, can he even drive a motor-car!"

"Oh!" said the friend, "but he can swim beautifully, you know."

"Swim, indeed! Now, I ask you, would you like a husband you had to keep in an aquarium?"



**DOMINO  
Golden Syrup**

**A delicious syrup with a cane flavor of the highest food value. It represents an all-year-round sale, for it is just as good on fruits and ice cream as on waffles, muffins and hot cakes.**

**In sanitary cans—18 oz. and 25 oz.**

**American Sugar Refining Company**

*"Sweeten it with Domino"*

**Granulated, Tablet, Powdered, Confectioners, Brown,  
Golden Syrup.**



**"Bel-Car-Mo"**

*is a delicious blend of Spanish and Virginia Peanuts, hygienically processed into a healthful, wholesome Peanut Butter that everybody appreciates.*

*A product that Pleases the consumer.*

*Order from your jobber.*

**The Successful Merchant Is One Who Sells**

**OHIO BLUE TIP MATCHES**

**WHY?**

**BECAUSE:** He gives value to the **Purchaser.**

**BECAUSE:** That means a **Satisfied Customer.**

**BECAUSE:** A satisfied customer means a **Repeater.**

**BECAUSE:** They sell faster, making a quick **Turnover.**

**BECAUSE:** Quick turnovers make **Profits.**

**BECAUSE:** Profits, plus Satisfied Customers, make **SUCCESS.**

If that is not evidence sufficient to convince you, please remove all doubt by ordering a trial shipment from your jobber. One trial makes you a satisfied customer of ours.

**THE OHIO MATCH COMPANY**

### Making Preparations For the Holiday Campaign.

Written for the Tradesman.

The shrewd hardware dealer is the one who looks a long way ahead, and makes his preparations accordingly. The holiday season, starting before Thanksgiving and reaching its culmination on Christmas Eve, represents a period more than usually busy in the average hardware store; and it behooves the dealer to lay plans very carefully before hand and to stimulate seasonal business by launching his holiday campaign early.

There was a time when "Do Your Christmas Shopping Early" was the slogan of the day. Through the local press the public was appealed to on humanitarian grounds to buy early and save the poor, tired clerk the agony of "the last awful week." These appeals were well meant, but unfortunately they were usually ineffective. Often they were made too late; often the appeal, made but once, was for that very reason ineffective.

Some years ago the retailers in a certain Ontario town tried an experiment. Disregarding the sentimental, humanitarian phase of the matter altogether, they approached the subject from a different angle. "If we want people to buy earlier," they said, in effect. "We've got to start selling earlier." They had usually left their Christmas advertising and their Christmas displays until a couple of weeks before the holiday, and the main Christmas display and the bulk of the Christmas advertising were alike left to the last two or three days before Christmas.

This year they started to talk Christmas toward the end of November. They sent out special Christmas circulars several weeks ahead of the usual time. Most of the stores concerned in the effort put on striking Christmas displays on the first of December instead of the 15th or 20th. Christmas advertising in the newspapers was begun the last week in November. The Christmas buying started about a week later than the campaign itself—that is, it first became substantially noticeable at that stage. And that was about a week or ten days earlier than the Christmas buying has usually started.

There was no humanitarian appeal involved in this campaign. The argument was simple and selfish. "Come early and avoid the rush. Pick your Christmas gifts before everything is picked over—we'll put away anything for a small deposit." "The early customer gets the best service—why wait until the stores are crowded?" That was the line of argument which, used by a group of aggressive merchants, brought out a great number of Christmas buyers long ahead of the usual time.

It is a curious but quite logical fact that the response to advertising is rarely immediate. An advertisement has to be repeated, an argument in black and white has to be dinned into the reader's mind, before action will eventuate. Hence, if you want results for a certain day you should figure to launch your advertising several days ahead of that day. The

average individual requires a bit of educating; or wants time to turn a proposition over in his mind—and then he needs to be reminded of it.

Hence the value of an early start in your Christmas selling campaign. It spreads the selling over a longer period, and either enables a smaller staff to handle the same amount of business, or else brings you a greater aggregate of business with the same staff. Sometimes it brings you more business with a smaller staff.

The special advertising for the Thanksgiving Holiday, the last Thursday in November, paves the way to a certain extent for the Christmas campaign. You cannot talk Christmas very well before Thanksgiving; but the one campaign merges logically into the other.

But, while the Christmas advertising need not be launched until after Thanksgiving, a great deal of preparatory work can be done right now, although it is only the middle of October.

In times like these, when it is difficult to get prompt deliveries, the shrewd retailer orders a long way ahead of time. By this time the greater part of your special Christmas stock, if not actually on hand, will be safely on the way. It will pay you to spend a little time getting acquainted with your Christmas lines, and sizing up their possibilities. This is the stuff you have to advertise, through the medium of newspaper space and window displays.

Some thought should be given now to special store arrangements. These need not be elaborate; although elaborate arrangements and extra fancy decorations quite often help seasonable business to a marked degree. But the point is: if you are going to rearrange the store interior, and provide anything extra in the way of seasonable decorations, now is the time to plan your Christmas arrangements and decorations. Put your ideas on paper, sketch your proposed rearrangements; then it will be a comparatively easy matter at the right moment to put these ideas into effect with the minimum expenditure of time and effort.

So, too, it will pay you to spend a little time thinking up your special Christmas window displays. Some merchants make a practice of clipping display suggestions from trade papers and making notes of ideas that occur to them at odd moments. If you have any material of this sort, get it out now. Get some paper, and work

### Sand Lime Brick

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

**Brick is Everlasting**

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

### Boston Straight and Trans Michigan Cigars

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

Bell Phone 596 Citz. Phone 61366

### Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising  
Expert Merchandising

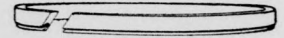
209-210-211 Murray B'g  
GRAND RAPIDS, MICHIGAN

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

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

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

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



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.

## Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

**HARNESS, HORSE COLLARS**

Jobbers in

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

GRAND RAPIDS, MICHIGAN



out your displays, at least in outline. Talk over your ideas with your salespeople. They may be able to offer helpful suggestions.

Then, look up everything you need in the way of accessories—stands, forms, materials for background, and other items. If you have a Santa Claus dummy, get him out of storage and retouch him. Later, when the store is crowded with Christmas goods and Christmas customers, it will be difficult to find these things when you need them, if you don't take the precaution to locate them now.

There is, also, the matter of advertising. A great deal of your newspaper advertising and other printed matter can be put on paper weeks ahead of time. You know right now what lines you intend to feature; or, if you don't know, you should get acquainted with your stock and find out. If anything unexpected occurs to render advisable a change in your plans, it is an easy matter to adjust your advertising "copy;" far easier than to write your advertising when the busy stage of the Christmas season is upon you.

Many hardware dealers sent out circular letters to a selected prospect list, dealing with Christmas lines. A letter of this sort should be mailed shortly after Thanksgiving. It can be put together now. Emphasize the advisability of buying early—getting the first and best selection from the stock—getting the best service from the salespeople.

To clinch your advertising, it will pay you to prepare a list of suggested gifts. You can approach this from one angle or from several. With most customers the primary difficulty is to find something suitable for a specific person. So, you can classify your suggestions thus: For mother—for father—for daughter—for Him—for Her—for baby—and so forth.

With other customers, the great thing is to get something to fit the purse. So, you can in another list suggest articles at specific prices—ranging all the way from five cents to \$500.

In compiling these lists, don't limit yourself to what are primarily gift lines. There are lots of items in the stock suitable for gift purposes, yet not usually thought of in that connection. You can suggest a kitchen range, a complete set of aluminum ware, even paint, for the house delivered to-day for use next spring. The very oddity of a suggestion will often make a sale. The trend is more and more toward practical gifts, and you will find it advantageous to take advantage of this fact in compiling your lists of suggestions. Don't neglect the ornamental, but feature the practical.

This sort of preliminary preparation in October and November will make December an easier month for you.  
Victor Lauriston.

That Brand Whitlock is going back to Belgium, now as Ambassador, is a piece of news that will nowhere give more satisfaction than in Brussels. There had been intimations that Mr.

Whitlock might be sent to Italy in succession to Ambassador Page. This was spoken of as a "promotion" that he had earned. But what he has richly earned, and what must be his most prized possession, is the affectionate gratitude of the Belgian people; and it would have been a thousand pities to send him away from its renewed manifestations. Most touching are the proofs which Mr. Whitlock records in his fascinating book on Belgium of the endless ingenuity with which her people evaded the German regulations and testified year after year their thanks to the American Minister. Mr. Whitlock modestly passes all this on to the American nation and Government whose sympathy and aid meant both life and hope to Belgium; but there can be no doubt that his winning personality and splendid services had much to do with it. His return will be very like that of a man to his own family. In the rapid recuperation of Belgium he will take a keen joy, as will all Americans.

## Nippy Mornings

usher in the pancake season and pancakes call for syrup.



## Mapleine

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

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

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

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

## OFFICE OUTFITTERS

LOOSE LEAF SPECIALISTS

*THE Tisch-Hine Co.*

237-239 Pearl St. (near the bridge) Grand Rapids



## SIDNEY ELEVATORS

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

Sidney Elevator Mfg. Co., Sidney, Ohio

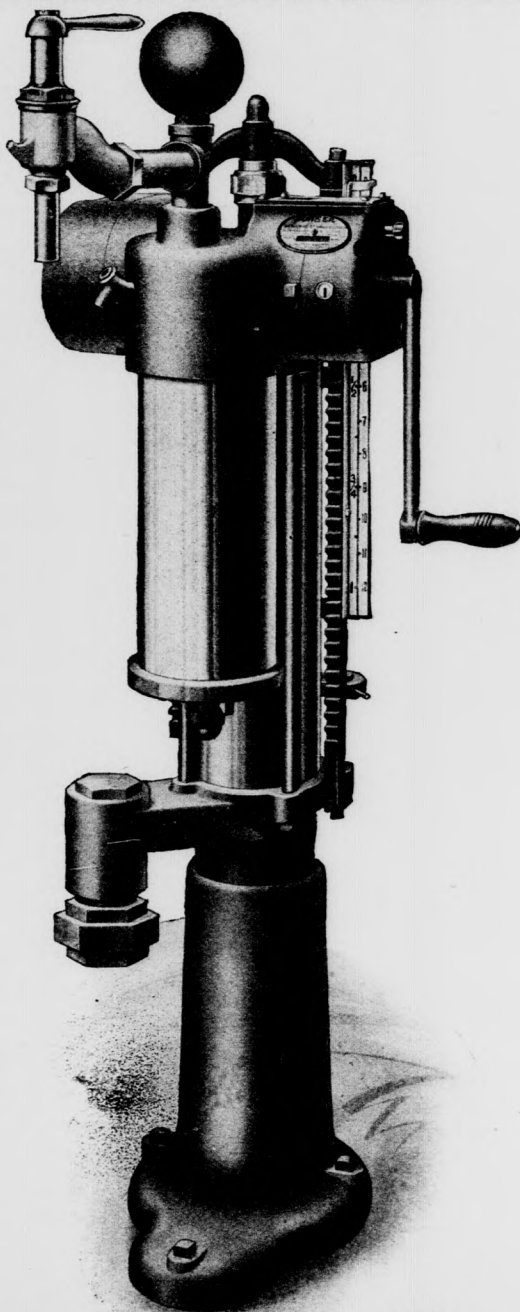


## Rebuilt Cash Register Co.

(Incorporated)

122 North Washington Ave. Saginaw, Mich.

We buy, sell, exchange and rebuild all makes. Not a member of any association or trust. Our prices and terms are right. Our Motto:—Service Satisfaction.



BOWSER FIG. 103



## Thousands of Footsteps You Might Have Saved!

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

## Bowser Oil and Gasoline System

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

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

Canadian Office and Factory, Toronto, Ontario

Sales Offices in All Centers

Representatives Everywhere



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

#### The Man Who Keeps Company With "Mr. Can't."

I can't! The man who thinks he can't is usually right. About sixty-five per cent. of the young salesmen start out with "Can't" lurking somewhere in their systems. It seems to be natural. The young salesman works hard, covers his territory diligently, but gets no orders. He sits alone in the office of a hotel at night, dejected and downcast; he writes long letters to his firm telling them all about it. The "firm" shakes his head, looks at the expense account, and begins to form impressions. Then he writes stinging letters.

I remember the first stinging letter I received. I was in a little town in Georgia, a long way from home. I wanted to get back. I wanted home and mother. I was knocked out. Then I sold a good bill of goods; or, rather, I had a good order given to me. This was a life-saver. It put the kibosh on "can't" and made me resent the ugly, discouraging letter from the firm. Old boy Courage came to the front. A very pleasant letter came from the firm, and I was on my way with plenty of pep and power.

On the next trip, I had a run of hard luck; I went along for a week without doing any business. I showed my samples, persisted, worked days, traveled nights; but no orders, until I was "lun beat" and Mr. Can't came along and renewed my acquaintance.

He was my closest companion. I lugged him around with my samples, and it was a heavy burden. Then I received a bully letter from the "old man."

"Don't worry, keep going," said he.

Well! I kicked old Mr. Can't out of my company, the sun came out, the flowers seemed to spring up, the storm passed, and I was in good company again. I had banished Can't and adopted Can, all because the boss sent me a word of comfort and hope.

I have often wondered what a poor devil does who works for a kicker, a nagger, a faultfinder. One of those "successful merchants" who could not sell gold dollars for sixty cents, but

who can take the heart and soul out of his men by faultfinding and nagging. I have often wondered, also, how so many firms put up with the lazy loafer who spends his time in "movie" shows or the weak loblolly who always has a plausible excuse.

Selling goods is a fifty-fifty proposition—fifty per cent. salesman; fifty per cent. sales direction. When a salesman gets into a rut he should go home, scrape off the barnacles, clean up and get a fresh start. When a salesman has a run of hard luck the firm would do well to write him a kindly letter inviting him to come in and take a new lease on life. There is nothing that helps so much as a fresh dose of hope and courage. Some will take it themselves, others must have it given to them. Try to learn how to take it yourself.

The best way to begin is to never say die. Keep plugging until that life-saving order comes along, which usually brings hope and courage and speed and pep with it.

H. R. Wardell.

#### Apportioning Trip Expenses.

All of the sales representatives in the Middle, Southern and Eastern States of an Eastern machine-building company make two trips a year to the home office and factory. Much as the general sales manager would like to have the Western representatives do likewise, the expense is almost prohibitive.

Three sales turns represent this manufacturer on the Western Coast, each of which handles the products of other Eastern manufacturers. The sales manager asked the representatives to suggest to these other manufacturers that all co-operate and share the expenses of the representative's annual trip East. All of them accepted the suggestion gladly.

The expenses of the trip are apportioned among the firms according to the total sales of the previous year made by that particular representative. The time is allotted in the same way, the concern bearing the largest part of the expense having the representative at its plant for the longest time.

And the trips themselves have proved valuable to salesman and concerns. While en route the men make stops at points where their concerns are not represented. They not only make sales, but also get in touch with other sales organizations and exchange helps, methods and suggestions to their mutual advantage.

T. F. Moriarty.

Toil is work into which you do not put any enthusiasm.

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

**MERTENS**  
GRAND RAPIDS  
Rates \$1.00  
With Shower \$1.50  
Meals 50c  
WIRE for RESERVATION  
A Hotel to which a man may send his family

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

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

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

**CODY HOTEL**  
GRAND RAPIDS  
RATES \$1 without bath  
\$1.50 up with bath  
CAFETERIA IN CONNECTION

## 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

*Michigan Business University*

"The Quality School"

A. E. HOWELL, Manager

110-118 Pearl St Grand Rapids, Mich  
School the year round. Catalog free.

## Michigan State Normal College Ypsilanti, Michigan

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

Fall term opens Sept. 27.

Write for bulletin.

C. P. Steimle,  
Secretary.

Assets \$3,099,500.00



Insurance in Force \$55,088,000.00

## MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

## Service to Policy Holders

\$4,274,473.84

Paid Policy Holders Since Organization

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

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

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

SURPLUS TO POLICY HOLDERS \$477,509.40

## 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



**SUCCESSFUL SALESMAN.****Alva Cruzen, Representing Hazeltine & Perkins Drug Co.**

A distinguishing feature of American business is the presence in positions of authority and responsibility of very young men. This being comparatively speaking a young Nation, and its industrial development being likewise the accomplishment of a few decades, it has seemed natural and appropriate that this development should be in the hands of young men. America affords numerous demonstrations of the fact that responsibility brings into action latent abilities. With all due reference to age as the possessor of the wisdom that is the result of long experience, and to that balanced judgment that is the distinctive quality of the man of knowledge, there can be no denying the fact that when extensive experience is crowded into a few years and when special and detailed knowledge is acquired in the practical school of business the product may readily be a man of wisdom, judgment and executive ability of a very high order.



Alva Cruzen.

Alva Cruzen was born on a farm near Waverly, Minn., July 1, 1881, his antecedents on both sides being American for several generations. He attended common school until he was 18 years of age, when he devoted one year to the study of the preparatory course in McAllister College, St. Paul. In 1900 he started clerking in the general store of J. J. Leuzinger, at Waverly. He remained in this position until Oct. 1, 1903, when he engaged in business at Frederic, Wis., under the firm name of Perra & Cruzen. He subsequently purchased the interest of his partner and continued the business until July, 1909, when he sold out and went on the road for H. Niedecken Company, wholesale stationers and jobbers of druggists' sundries at Milwaukee. His territory included all of Western Michigan, with headquarters at Traverse City. He remained with this house until Sept. 30 of this year, when he resigned to accept a more lucrative position as sundry and stationery salesman for the Hazeltine & Perkins Drug Co., covering practically the same territory as before. Although he owns a home at Traverse City, he has concluded to remove to Grand Rapids, having taken up his residence at the Taylor apartments,

255 Lagrave avenue. He will remain in the house until Jan. 1, during which time he will be pleased to meet any of his customers.

Mr. Cruzen was married in the fall of 1903 to Miss Verna Hewett, of Howard Lake, Minn. She died Aug. 26, 1908, and June 14, 1910, he married Mrs. J. Eleanor Turner, of Plymouth, Wis. Mrs. Cruzen had two children—a son who has since graduated from West Point and is now a first lieutenant on the Mexican border and a daughter who is attending the Traverse City high school.

Mr. Cruzen is a member of the Central Methodist church of Traverse City and a member of Traverse City Council, No. 361, U. C. T. He attributes his success to hard work and his determination to deal fairly and justly with all his customers at all times. He is a gentleman of pleasing personality and excellent address and, as he is a constant student of the lines he carries and the customers he sells, he will, undoubtedly, achieve a signal success in his new connection.

**Conditions in the South.**

Camp Hill, Ala., Oct. 13—Everywhere there is violence. It is but a short stride from the Boston police strike to the mob at Omaha. The striking steel workers are not much better than the mob at Montgomery. The parlor Socialist has for years preached sedition and every sort of revolution. We are now reaping the results in these United States. This is the time when every man's utterance should be sure, and it should be moderate.

Here in the South it is the most trying time that I have ever known in my twenty-two years' residence. Too much foolish talk has been indulged in, both North and South. At a critical time in the career of Booker Washington he said to me that his wisest and best friend was the white man in the South. And among these friends he prayed that he might draw his last breath. Here he died, greatly honored and loved by both races. I came South years ago. I have seen the negro in his upward progress all these years. I have long since come to believe with all my soul that the average white man is just and honorable and kind to the average negro. It is little short of an imposition for union labor assassins to come down here and try to organize the negro so that he may get more rights. In this community I am the only Northern man. I could not ask for kinder neighbors, nor men with a finer sense of justice. There has never been a mob here. There will never be a mob anywhere if men will speak in moderation and act with that charity which an honest man must possess. Let us hail no man as leader who preaches hatred and revolution.

Lyman Ward.

Principal Southern Industrial Institute.

**High Cost of Living.**

A seedsman received repeated orders for pea seed from one customer. At last he sent a letter with the order, asking: "What are you doing with so much pea seed? I ship order today, but are you planting your whole county to peas?"

The answer was: "We are not planting them at all. We are using them for soup."

Andrew Lorens has engaged in the grocery business at Manistee. The Worden Grocer Company furnished the stock.

**Bottom Facts From Booming Boyne City.**

Boyne City, Oct. 14—O. D. Willson (Boyne avenue green house) has made a very fine addition to his plant in the construction of a house 28 x 50 feet for housing his growing stock for the winter. If he is able to give as good service during the winter as he has the season just past, Boyne City will be well taken care of in regard to flowers.

We are congratulating Kalkaska on the beat they put over on us in securing the continuation of the Kalkaska Handle Co. at its old stand. They are lucky in that "Doc" is so firmly rooted in Kalkaska soil that the best place in Michigan was unable to rout him out and transplant him to woodlands new. Kalkaska always did have a bunch of live ones. Good luck to them! Anyway we had a lot of fun out of it and our bunch showed what they could do on short notice.

The Traction Engine Co. is rapidly adding to its force and is beginning to show the activity that only the lack of material prevented before. This 44 hour a week stuff is not the kind of Americanism that has made this Nation what it is and will surely undermine the prosperity that we have been used to and have counted on for the future. J. O. Heintz, the general manager, has shown a persistence and initiative that speaks well for the future of the company, not only in insisting on perfection in design, but in getting results in the face of most discouraging conditions of market and transportation.

It is rumored that the White Bros. Lumber Co. will soon be released from the receivership under which the business has been conducted for the past five years. It is to be hoped that the company will be in a position to carry forward the many projects for the betterment of Boyne City that were under way. The members of the company are to be congratulated that the work of a life time of strenuous endeavor has not been lost.

The Business Girls' Club of Boyne City held a very fine reception and banquet at the Wolverine Hotel last Tuesday night, Oct. 7. Mrs. Minnie Walker, with the Boyne City Chemical Co., presided at the gathering which was composed of 82 girls, women and Bergy, Ackerman, Merrill, Ekstrom, Metcalf and Harris. J. S. Bergy, mayor, acted as toastmaster and the gentlemen mentioned gave short addresses which met the approval of the audience, if applause is any criterion to go by. This club was organized as a women's branch of the Chamber of Commerce and the members have a lively appreciation of the obligations and opportunities presented to them for the betterment of conditions in the city. They are a wide awake bunch and not a bit hard to look at. Maxy.

**Late News From the Celery City.**

Kalamazoo, Oct. 14—M. Ruster & Sons, the enterprising grocers and butchers of East Vine street, have recently added to their line of fixtures a new United States slicing machine.

The second meeting of the fall season held by U. C. T. Council, No. 156, was attended by about fifty travelers and two candidates were ushered into the mysteries of the order. After a short business session, a light luncheon was served by the entertainment committee. An invitation from Coldwater was accepted and it is hoped that about twenty of the boys will drive over from here next Saturday and give Coldwater the "once over."

A. H. Upon has recently sold his stock of groceries at Recreation Park to J. L. Gunneth, who moved his store from Alcott street to the new location, merging the stocks together, giving him a full and complete assortment with which to supply his trade.

Geer & Hudson have recently purchased the stock of groceries and fix-

tures from Claude Romence, at 324 Burdick street, and will continue the business at the same location. Frank Geer has been associated with Hershfield's clothing and men's furnishing goods store for the past five or six years and Harold Hudson has been associated with a retail clothing house at Decatur.

Wednesday the Kiwanis Club will hold a noonday luncheon at the library. Box lunches will be in order for all in attendance.

The Wolverine Motor Car Co. has been taken over by the Scott Motor Car Co., at 432 West Main street, with a capital stock of \$250,000.

John Armenis, of the Paris cafe, has sold his interest to his brother, Peter, and Michael Mouras. John is the proud father of a new daughter who arrived at Borgess hospital last week. F. A. Saville.

**"National Blouse Week."**

Many of the most prominent actresses in the American profession have volunteered to assist in demonstrating the supremacy of American-made waists over those of other countries, in conjunction with National Blouse Week, which will be held from Nov. 10 to 15, by appearing in their various roles attired in some of the most handsome blouses produced by the American manufacturers. Some of these blouses retail in the exclusive shops at \$150 and up.

During the "week" in question waists ranging in price from 98 cents to \$200 at retail will be displayed by the various department stores and specialty shops. In a statement issued yesterday by Executive Director M. Mosesso of the United Waist League of America, which has the matter in charge, it was asserted that more than 18,000 retailers, from Maine to California, as well as over 400 manufacturers, will participate in the showing. The movement is said to be the largest ever undertaken by manufacturers, wholesalers, and retailers of women's outer garments.

**When You Are Beaten.**

You are beaten, my friend, when you show the white feather, when you throw up your hands and quit.

You are beaten when you refuse to go on because you can't see your goal.

You are beaten when you say, "What's the use? This is too hard a road to travel. I am going to quit and try something else."

You are beaten when you cease to try to do your best, when you are daunted by the difficulties which confront you.

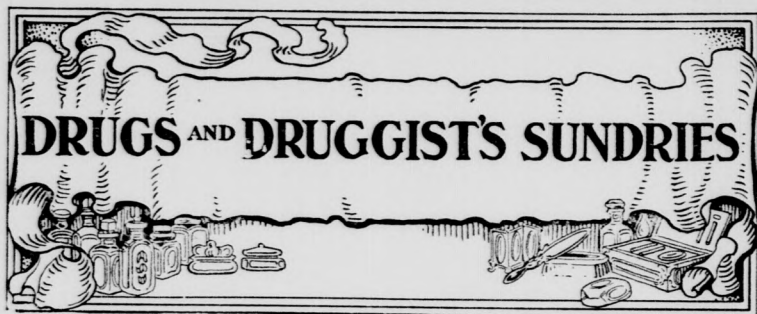
You are beaten when your courage weakens.

You are beaten when you think you are, and not before. Defeat doesn't mean anything to the determined soul; it is only a halting on the way.

We know a business man who has made it a life rule to make every failure, every setback, a new departure. His setback only strengthens his determination to win out. When anything happens to him in business he just pushes ahead with more determination than ever. This is the spirit that wins.

Everything depends upon when you are beaten, when you give up.

A woman seldom means all the mean things she says.



#### Wart Eradicators.

Everyone is probably familiar with the application of silver nitrate in sticks, concentrated nitric acid, creosote, carbolic acid, or salicylic acid in any of the forms of corn cures. Glacial acetic and dichloroacetic acid are frequently employed, while some add salicylic acid in the proportion of 1 to 16 concentrated acetic acid. Another escharotic solution consists of chromic acid 1 part, water 5 parts. Unna recommends mercurial plaster containing 5 per cent. of arsenic. It is also recommended to shave off the wart to the quick and then to apply a compress wet with a saturated solution of ammonium chlorid. A corrosive collodion for warts consists of 1 part of mercuric chlorid dissolved in 20 parts of collodion. Other applications are: concentrated hydrochloric acid, solution of antimony chlorid, solution of mercuric nitrate, potassium bichromate, arsenic oleate, copper oleate and formaldehyde. Castor oil and oil of cinnamon are also useful. All of these remedies must be applied once or twice daily until the wart disappears. The outer hard thick layer of cuticle should always be removed before applying anything whatever.

An ointment sometimes recommended is the following:

Verdigris ..... 50 Gr.  
Savin, powder ..... 50 Gr.  
Soap Cerate ..... 1 av. oz.

The following powder is said to be very effective:

Calomel ..... 30 gr.  
Boric Acid ..... 15 gr.  
Salicylic acid ..... 5 gr.  
Cinnabar ..... 3 gr.

Rub into the wart two or three times a day.

Children's warts appearing principally on hands may be removed by applying during several days solution of soda or potassa, and then covering them with collodion containing tannin.

The same treatment applies for common warts.

#### Wilkinson's Scabies Ointment.

Prepared chalk ..... 10 grams  
Sublimed sulphur ..... 15 grams  
Empyreumatic oil of birch 15 grams  
Green soap ..... 30 grams  
Lard ..... 30 grams

Mix. Apply locally morning and night after first washing the affected parts with hot soap water and afterward drying thoroughly.

#### Calcium Carbide.

Calcium carbide figures prominently in both domestic and foreign trade. It results when a mixture of

lime and coke is heated to a high temperature by an electric current passed directly through the mixture in a specially designed furnace. The carbide is drawn from the furnace in the molten state and after cooling is sold in the form of lumps of powder. Its chief use depends upon its action with water producing acetylene and upon its direct union with nitrogen at a moderately high temperature which produces the fertilizer calcium cyanamid.

In 1917 the production in the United States was considerably in excess of 50,000 tons, of which 15,000 were exported. The foreign demand at this time was greater than this, but owing to heavy and growing domestic needs for "essential" industries the manufacturers by agreement exported only as directed by the War Industries Board. Large quantities were purchased by the War Department for use in portable lamps in the trenches and elsewhere, by the Navy Department for welding in the shipyards, by the nitrate plants for the fixation of nitrogen as calcium cyanamid, and by some explosive factories for the manufacture of acetone.

#### Locks the Door.

One drug store, in conducting a sale, locked the door as soon as thirty people were inside. A clerk was stationed at the inside of the door and a boy at the outside of the door. The clerk on the inside of the door allowed any customer to go out as soon as he had completed his desired purchases, and as the customers made their exit a like number were admitted. The boy on the outside of the store advised the clerk on the inside of the store to admit without delay anyone desiring to have a prescription filled. People passing, seeing the crowd on the outside of the store waiting to get in, naturally became curious and thought that the attractions inside were very special. The advertising value of this plan could not be measured in dollars and cents, but the actual sales resulting from it were measured in dollars and not cents.

#### Finger Nail Tint.

By varying the amount of eosin in the subjoined formula any desired tint may be secured:

Eosin ..... 10 grs.  
White wax ..... ½ dr.  
Spermaceti ..... ½ dr.  
Soft paraffin ..... 1 oz.  
Alcohol ..... a sufficient quantity

Dissolve the eosin in as little alcohol as will suffice, melt the other ingredients together, add the solution and stir until cool.



## Toilet and Bath



## Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design

## 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



Would you rather ride in a nice smooth, easy-going automobile or in an old-fashioned horse-drawn vehicle? It wouldn't take you one minute to make your decision—would it?



150 Account Roll-top Fire-proof Metzgar

**Consider This Also**

If you had an important engagement to fill, involving several hundreds of dollars—a fifteen-mile drive before you and only a short time to make it in, you wouldn't take chances of letting the other fellow beat you out by using the slowest means of locomotion to get to the meeting place would you?

Perhaps you don't realize it but you are in a race with your competitors on every inch of the road of your business career and if you don't measure up to the situation with the most safe, accurate and rapid means of doing business you are going to let the other fellow outdistance you.

You can't do a 2 by 4 business and make money.

You must have volume.

You can't secure that volume needed only by following the lines of least resistance.

You must make it easy for your goods to be bought and delivered to your customers' homes.

But you must protect yourself against unnecessary loss in extending judicious cred't, and the simple, safe way to do this is to install a Metzgar System.

Our catalog is free and gives full information.

We can also save you money on our complete line of duplicate and triplicate salesbooks.

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

**Red Crown Gasoline for Power**

The modern motor and improved carburetors have demonstrated beyond question that gasoline made especially for motor fuel—as Red Crown is made—will give the most power—the most speed and the most miles per gallon. Red Crown, like your automobile, is built to specifications and Red Crown specifications have been worked out by the most eminent petroleum chemists and automobile engineers available.

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

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

For sale everywhere and by all agents and agencies of

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

**WHOLESALE DRUG PRICE CURRENT**

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

Acids		Cotton Seed		Capsicum	
Boric (Powd.)	18@ 25	2 50@2 70	2 50@12 75	Cardamon	@1 95
Boric (Xtal)	18@ 25	Eigeron	11 50@11 75	Cardamon, Comp.	@1 35
Carbolic	25@ 25	Cubeb	13 50@13 75	Catechu	@1 50
Citric	1 18@1 25	Eucalyptus	1 25@1 35	Cinchona	@1 80
Muriatic	3 1/4@ 5	Hemlock, pure	2 00@2 25	Colchicum	@2 40
Nitric	10@ 15	Juniper Berries	16 00@16 25	Cubeb	@2 60
Oxalic	31@ 40	Juniper Wood	3 00@3 25	Digitalis	@1 60
Sulphuric	3 1/4@ 5	Lard, extra	2 00@2 20	Gentian	@1 20
Tartaric	1 04@1 10	Lard, No. 1	1 60@1 80	Ginger	@1 50
Ammonia		Lavender Flow	11 00@11 25	Guaiaac	@2 55
Water, 26 deg.	10@ 20	Lavender, Gar'n	1 50@1 75	Guaiaac, Ammon.	@2 40
Water, 18 deg.	9 1/2@ 17	Lemon	2 25@2 50	Iodine	@1 50
Water, 14 deg.	9@ 18	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@6 00	Opium, Deodorz'd	@4 50
Tolu	2 25@2 50	Olive, Malaga,		Rhubarb	@1 80
Barks		yellow	3 75@4 00	Paints	
Cassia (ordinary)	45@ 50	Olive, Malaga,		Lead, red dry	13@13 1/2
Cassia (Saigon)	90@1 00	green	3 75@4 00	Lead, white dry	13@13 1/2
Sassafras (pow. 70c)	@ 65	Orange, Sweet	4 25@4 50	Lead, white oil	13@13 1/2
Soap Cut (powd.)		Origanum, pure	@2 30	Ochre, yellow bbl.	@ 2
40c	30@ 35	Origanum, com'l	1 00@1 25	Ochre, yellow less	2 1/2@ 5
Berries		Pennyroyal	2 50@2 75	Putty	@ 8
Cubeb	1 75@1 80	Peppermint	9 00@9 25	Red Venet'n Am.	2 1/2@ 5
Fish	90@1 00	Rose, pure	38 00@40 00	Red Venet'n Eng.	3@ 6
Juniper	12 1/2@ 20	Rosemary, Flws	2 00@2 25	Vermillion, Amer.	25@ 30
Prickley Ash	@ 20	Sandalwood, B.		Whiting, bbl.	@ 2 1/2
Extracts		Sassafras, trus	3 00@3 25	L. H. P. Prep.	3 75@4 00
Licorice	60@ 65	Sassafras, artifi'l	90@1 20	Miscellaneous	
Licorice powd.	1 25@1 50	Spearment	13 50@13 75	Acetanalid	60@ 75
Flowers		Tansy	2 40@2 60	Alum	15@ 18
Arnica	75@ 80	Tar, USP	48@ 60	Alum, powdered and	
Chamomile (Ger.)	75@ 80	Turpentine, bbls.	@1 74 1/4	ground	16@ 20
Chamomile Rom.	1 00@1 20	Turpentine, less	1 85@1 90	Bismuth, Subni-	
Gums		Wintergreen, tr.	12 00@12 25	trate	4 02@4 10
Acacia, 1st	60@ 65	Wintergreen, sweet		Borax xtal or	
Acacia, 2nd	55@ 60	birch	7 50@7 75	powdered	10@ 15
Acacia, Sorts	35@ 40	Wintergreen, art	90@1 20	Cantharades po	2 00@6 50
Acacia, powdered	45@ 50	Wormseed	6 50@6 75	Calomel	2 27@2 35
Aloes (Barb. Pow)	30@ 40	Wormwood	9 00@9 25	Capsicum	38@ 45
Aloes (Cape Pow.)	30@ 35	Potassium		Carmine	6 50@7 00
Aloes (Soc Pow)	1 40@1 50	Bicarbonate	55@ 60	Cassia Buds	50@ 60
Asafoetida	4 50@5 00	Bichromate	37 1/2@ 50	Cloves	57@ 65
Pow.	@7 50	Brom.de	85@ 95	Chalk Prepared	12@ 15
Camphor	4 20@4 25	Carbonate	92@1 00	Chalk Precipitated	12@ 15
Guaiaac	@2 25	Chlorate, gran'r	70@ 75	Chloroform	45@ 55
Guaiaac, powdered	@2 50	Chlorate, xtal or		Chloral Hydrate	1 70@2 10
Kino	@ 85	powd.	45@ 50	Cocaine	12 30@12 85
Kino, powdered	@1 00	Cyanide	32 1/2@ 50	Cocoa Butter	65@ 75
Myrrh	@1 40	Iodide	4 29@4 44	Corks, Lst, less	50%
Myrrh, Pow.	@1 50	Permanganate	75@1 00	Copperas, bbls.	@ 03
Opium	11 50@12 00	Prussiate, yellow	80@ 90	Copperas, less	3 1/4@ 8
Opium, powd.	12 50@12 80	Prussiate, red	1 85@2 00	Copperas, powd.	4 1/2@ 10
Opium, gran.	13 50@13 80	Sulphate	@ 85	Corrosive Sublm	2 11@2 20
Shellac	1 30@1 40	Roots		Cream Tartar	@ 70 75
Shellac Bleached	1 40@1 50	Alkanet	3 75@4 00	Cuttlebone	1 00@1 10
Tragacanth	4 50@5 00	Blood, powdered	60@ 75	Dextrine	10 1/2@ 15
Tragacanth powder	@4 00	Calamus	60@2 50	Lovet's Powder	5 75@6 00
Turpentine	15@ 25	Elecampane, pwd	22@ 25	Emery, All Nos.	10@ 15
Insecticides		Gentian, powd.	25@ 30	Emery, Powdered	8@ 10
Arsenic	13 1/2@ 20	Ginger, African,		Epsom Salts, bbls.	@3 1/4
Blue Vitriol, bbl.	@ 11	powdered	29@ 36	Epsom Salts, less	4@ 10
Blue Vitriol less	12@ 17	Ginger, Jamaica	35@ 40	Ergot	@4 75
Bordeaux Mix Dry	20@ 37	powdered	35@ 40	Ergot, powdered	@4 75
Diaboro, White		Ginger, Jamaica,		Flake White	15@ 20
powdered	38@ 45	powdered	35@ 40	Formaldehyde, lb.	27@ 31
Insect Powder	55@1 00	Goldenseal, pow.	8 00@8 20	Gelatine	1 55@1 75
Lead, Arsenate Po	32@ 49	Ipecac, powd.	4 50@5 00	Glassware, full case	58%
Lime and Sulphur		Licorice, powd.	35@ 40	Glassware, less	50%
Solution, gal.	20@ 25	Licorice, powd.	40@ 50	Glauber Salts, bbl.	@ 2 1/2
Paris Green	46@ 52	Orris, powdered	40@ 45	Glauber Salts less	3 1/4@ 3
Ice Cream		Poke, powdered	25@ 30	Glue, Brown Grd.	20@ 30
Piper Ice Cream Co.,		Rhubarb	@2 00	Glue, White	30@ 35
Kalamazoo		Rhubarb, powd.	2 50@2 75	Glue, White Grd.	30@ 35
Bulk, Vanilla	1 10	Rosinwood, powd.	30@ 35	Glycerine	26@ 40
Bulk, Chocolate	1 20	Sarsaparilla, Hond.		Hops	85@1 00
Bulk, Caramel	1 20	ground	1 25@1 40	Iodine	5 85@6 10
Bulk, Grape-Nut	1 20	Sarsaparilla Mexican,		Iodoform	6 90@7 20
Bulk, Strawberry	1 30	ground	75@ 80	Lyco podium	2 25@2 50
Bulk, Tutti Fruiti	1 30	Squills	35@ 40	Mace	8 1/2@ 9 1/2
Brick, Vanilla	1 20	Squills, powdered	60@ 70	Mace, powdered	95@1 00
Brick, Chocolate	1 60	Tumeric, powd.	25@ 30	Menthol	12 00@12 25
Brick, Caramel	1 60	Valerian, powd.	@2 00	Morphine	12 05@12 60
Brick, Strawberry	1 60	Seeds		Nux Vomica	@ 30
Brick, Tutti Fruiti	1 60	Anise	42@ 45	Nux Vomica, pow.	20@ 30
Brick any combination	1 60	Anise, powdered	47@ 50	Pepper black, pow.	37@ 40
Leaves		Bird's Is	13@ 19	Pepper, white	@ 50
Buchu	@3 00	Canary	28@ 35	Pitch, Burgundy	@ 15
Buchu, powdered	@3 25	Caraway, Po.	75 60@65	Quassia	12@ 15
Sage, bulk	67@ 70	Cardamon	2 00@2 25	Quinine	1 80@2 30
Sage, 1/2 loose	72@ 75	Celery, powd.	80@ 70@ 75	Rochelle Salts	55@ 60
Sage, powdered	55@ 60	Dill	25@ 30	Saccharine	@ 40
Senna, Alex	1 40@1 60	Fennel	30@ 40	Salt Peter	20@ 30
Senna, Tinn.	30@ 35	Flax	12 1/2@ 18	Seidlitz Mixture	43@ 50
Senna, Tinn. pow.	35@ 40	Flax, ground	12 1/2@ 18	Soap, green	20@ 30
Uva Ursi	25@ 30	Foenugreek pow.	15@ 25	Soap mott castile	22 1/2@ 25
Oils		Hemp	12 1/2@ 18	Soap, white castile	@24 00
Almonds, Bitter,		Lobelia	70@ 75	Soap, white castile	
true	15 00@16 00	Mustard, yellow	45@ 50	less, per bar	@2 60
Almonds, Bitter,		Mustard, black	36@ 40	Soda Ash	4 1/2@ 19
artificial	7 00@7 20	Poppy	@1 00	Soda Bicarbonate	3 1/2@ 10
Almonds, Sweet,		Quince	1 50@1 75	Soda, Sal	2 1/2@ 5
true	1 75@2 00	Rape	15@ 20	Spirits Camphor	@3 00
Almonds, Sweet,		Sabadilla	@ 35	Sulphur, roll	4 1/2@ 10
imitation	75@1 00	Sabadilla, powd.	30@ 35	Sulphur, Subl.	4 1/2@ 10
Amber, crude	3 00@3 25	Sunflower	15@ 25	Tamarinds	25@ 30
Amber, rectified	3 50@3 75	Worm American	@ 45	Tartar Emetic	1 03@1 10
Anise	2 50@2 75	Worm Levant	1 65@1 75	Turpentine, Ven.	50@6 00
Bergamont	8 50@9 75	Tinctures		Vanilla Ex. pure	1 50@2 00
Cajeput	1 75@2 00	Aconite	@1 70	Witch Hazel	1 25@1 75
Cassia	4 50@4 75	Aloes	@1 20	Zinc Sulphate	10@ 15
Castor	2 25@2 50	Arnica	@1 60		
Cedar Leaf	3 25@3 50	Asafoetida	@3 90		
Citronella	80@1 20	Belladonna	@1 40		
Cloves	4 00@4 25	Benzoiln	@1 80		
Cocanut	40@ 60	Benzoiln Compo'd	@3 00		
Cod Liver	5 60@5 75	Buchu	@3 70		
Croton	3 00@3 25	Cantharadies	@3 90		

# GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
<p>Chocolates Cocoa Paper</p> <p><b>AMMONIA</b> 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 2 70</p> <p><b>AXLE GREASE</b> Mica, 25 lb. pail 1 60</p> <p><b>BAKED GOODS</b> <b>Loose-Wiles Brands</b> Crispy Crackers 18 L. W. Soda Crackers 17 L. W. Butter Crackers 17 Graham Crackers 18 Fig Sm Bar 18 L. W. Ginger Snaps 17 Honey Girl Plain 23 Honey Girl Iced 24 Coconut Taft 27 Vanilla Wafer 35 Subject to quantity discount.</p> <p><b>BLUING</b> Jennings' Condensed Pearl Small, 3 doz. box 2 35 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</p> <p><b>BREAKFAST FOODS</b> Cracked Wheat, 24-2 4 60 Cream of Wheat 7 50 Pillsbury's Best Corn 2 25 Quaker Puffed Rice 4 85 Quaker Puffed Wheat 4 30 Quaker Branst Biscuit 1 99 Quaker Corn Flakes 3 35 Ralston Purina 4 00 Ralston Branos 2 20 Ralston Food, large 3 35 Ralston Food, small 2 35 Saxon Wheat Food 4 80 Shred Wheat Biscuit 4 50 Triscuit, 18 2 25</p> <p><b>Kellogg's Brands</b> Toasted Corn Flakes 4 20 Toasted Corn Flakes Individual 2 00 Krumbs 4 20 Krumbs, Indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60</p> <p><b>BROOMS</b> Fancy Parlor, 25 lb. 9 50 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 09 Common, 23 lb. 4 25 Special, 23 lb. 5 50 Warehouse, 34 lb. 9 00</p> <p><b>BRUSHES</b> <b>Scrub</b> Solid Back, 8 in. 1 50 Solid Back, 11 in. 1 75 Pointed Ends 1 25</p> <p><b>Stove</b> No. 1 1 10 No. 2 1 35</p> <p><b>Shoe</b> No. 1 90 No. 2 1 25 No. 3 2 00</p> <p><b>BUTTER COLOR</b> Dandelion, 25c size 2 00 Perfection, per doz. 1 30</p> <p><b>CANDLES</b> Paraffine, 6s 17 Paraffine, 12s 17 Wicking 40</p> <p><b>CANNED GOODS</b> <b>Apples</b> 3 lb. Standards @ 2 00 No. 10 @ 7 50</p> <p><b>Blackberries</b> 2 lb. 1 00 Standard No. 10 15 00</p> <p><b>Beans—Baked</b> 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 35</p> <p><b>Beans—Canned</b> 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</p> <p><b>Clam Bouillon</b> Burnham's 7 oz. 2 50</p> <p><b>Corn</b> Standard 1 55 Country Gentleman 1 75 Maine 2 00</p> <p><b>Hominy</b> Van Camp 1 35 Jackson 1 20</p> <p><b>Lobster</b> 1/4 lb. 2 45 1/2 lb. 4 60</p> <p><b>Mackerel</b> Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75</p> <p><b>Mushrooms</b> Buttons, 1s, per case 1 25</p> <p><b>Plums</b> California, No. 3 2 40</p> <p><b>Pears in Syrup</b> Michigan 1 75 California 2 35</p> <p><b>Peas</b> Marrowfat 1 75@1 90 Early June 1 65@1 90 Early June sifted 1 80@2 25</p> <p><b>Peaches</b> California, No. 2 1/2 4 75 California, No. 1 2 40 Pie, gallons 7 50@9 50</p> <p><b>Pineapple</b> Grated, No. 2 4 00 Shred No. 2 Extra 4 75</p> <p><b>Pumpkin</b> Van Camp, No. 3 1 35 Van Camp, No. 10 4 50 Lake Shore, No. 3 1 35 Vesper, No. 10 3 90</p> <p><b>Salmon</b> 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</p> <p><b>Sardines</b> 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</p> <p><b>Strawberries</b> Standard, No. 2 4 25 Fancy, No. 2 4 50</p> <p><b>Tomatoes</b> No. 2 1 35@1 60 No. 3 2 00@2 35 No. 10 7 00</p> <p><b>CATSUP</b> Snider's, 8 oz. 1 85 Snider's, 16 oz. 3 00 Royal Red, 19 oz. 1 35 Nedrow, 10 1/2 oz. 1 40 Nedrow gal. glass jar 11 50</p> <p><b>CHEESE</b> Brick 37 Wisconsin Flats 35 Longhorn 36 Michigan Full Cream 33</p>	<p><b>CHEWING GUM</b> 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</p> <p><b>COFFEE ROASTED</b> <b>Bulk</b> Rio 26@28 Santos 37@40 Maracabo 43 Mexican 43 Gutamala 42 Java 50 Mocha 50 Bogota 43 Peaberry 41</p> <p><b>Package Coffee</b> New York Basis Arbuckle 42 00</p> <p><b>McLaughlin's XXXX</b> McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin &amp; Co., Chicago.</p> <p><b>Coffee Extracts</b> N. Y., per 100 9 1/2 Frank's 250 packages 14 50</p> <p><b>CONDENSED MILK</b> Eagle, 4 doz. 11 00 Leader, 4 doz. 8 50 Hummel's 50 1 lb. 10</p> <p><b>EVAPORATED MILK</b> Carnation, Tall, 4 doz. 7 50 Carnation, Baby 8 doz. 7 00 Pet, Tall 7 50 Pet, Baby 5 25 Van Camp, Tall 7 25 Van Camp, Baby 6 25 Dundee, Tall, 4 doz. 7 15 Dundee, Baby, 8 doz. 6 60 Silver Cow, Tall 4 doz. 7 50 Silver Cow Baby 6 doz. 5 25</p> <p><b>MILK COMPOUND</b> Hebe, Tall, 6 doz. 5 75 Hebe, Baby, 8 doz. 5 50 Caroline, Tall, 4 doz. 5 50</p> <p><b>CONFECTIONERY</b> <b>Stick Candy</b> Horehound 26 Standard 26 Jumbo 28</p> <p><b>Mixed Candy</b> <b>Pails</b> Broken 27 Cut Loaf 27 Grocers 21 Kindergarten 30 Leader 27 Novelty 28 Premio Creams 35 Royal 25 X L O 25</p> <p><b>Specialties</b> <b>Pails</b> Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Cocoanut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 32 Fudge, Walnut Choc. 32 Fudge, Choc. Peanut 30 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 25 5 lb. box 2 15 Lozenges, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, Baskets 27 Nut Butter Puffs 30</p> <p><b>Chocolates</b> <b>Pails</b> Assorted Choc. 35 Amazon Caramels 37 Champion 31 Choc. Chips, Eureka 40 Klondike Chocolates 39 Nabobs 39 Nbble Sticks, box 2 50 Nut Wafers 39 Ocoro Choc. Caramels 38 Peanut Clusters 45 Quintette 35 Regina 30</p> <p><b>Pop Corn Goods</b> Cracker-Jack Prize 6 60 Checkers Prize 6 60</p> <p><b>Cough Drops</b> <b>Boxes</b> Bunte 1 30 Putnam Menthol 1 50 Smith Bros. 1 50</p> <p><b>COCOA</b> 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 42 Hersheys, 1/2s 40 Huyler 36 Lowney, 1/4s 45 Lowney, 1/2s 43 Lowney, 3/4s 43 Lowney, 5 lb. cans 42 Van Houten, 1/4s 12 Van Houten, 1/2s 18 Van Houten, 1s 36 Wan-Eta 65 Webb 36 Wilbur, 1/2s 33 Wilbur, 1/4s 33</p> <p><b>CIGARS</b> <b>Peter Dornbos Brands</b> 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</p> <p><b>National Grocer Co. Brands</b> 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 Cdm. Monarch, 50, wood, per 100 5 60 Odin, Monarch, 25 tin 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</p> <p><b>Worden Grocer Co. Brands</b> Charles the 8th 70 00 Partello 47 00 Qualex 50 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</p> <p><b>CLOTHES LINE</b> 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</p>

<p><b>COCOANUT</b> 1/4s, 5 lb. case Dunham 43 1/4s, 5 lb. case 43 1/4s &amp; 1/2s, 15 lb. case 43 6 and 12c pkg. in pails 4 75 Bulk, pails 32 Bulk, barrels 30 24 8 oz. pkgs., per case 5 30 48 4 oz. pkgs. per case 5 40</p> <p><b>COFFEE ROASTED</b> <b>Bulk</b> Rio 26@28 Santos 37@40 Maracabo 43 Mexican 43 Gutamala 42 Java 50 Mocha 50 Bogota 43 Peaberry 41</p> <p><b>Package Coffee</b> New York Basis Arbuckle 42 00</p> <p><b>McLaughlin's XXXX</b> McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin &amp; Co., Chicago.</p> <p><b>Coffee Extracts</b> N. Y., per 100 9 1/2 Frank's 250 packages 14 50</p> <p><b>CONDENSED MILK</b> Eagle, 4 doz. 11 00 Leader, 4 doz. 8 50 Hummel's 50 1 lb. 10</p> <p><b>EVAPORATED MILK</b> Carnation, Tall, 4 doz. 7 50 Carnation, Baby 8 doz. 7 00 Pet, Tall 7 50 Pet, Baby 5 25 Van Camp, Tall 7 25 Van Camp, Baby 6 25 Dundee, Tall, 4 doz. 7 15 Dundee, Baby, 8 doz. 6 60 Silver Cow, Tall 4 doz. 7 50 Silver Cow Baby 6 doz. 5 25</p> <p><b>MILK COMPOUND</b> Hebe, Tall, 6 doz. 5 75 Hebe, Baby, 8 doz. 5 50 Caroline, Tall, 4 doz. 5 50</p> <p><b>CONFECTIONERY</b> <b>Stick Candy</b> Horehound 26 Standard 26 Jumbo 28</p> <p><b>Mixed Candy</b> <b>Pails</b> Broken 27 Cut Loaf 27 Grocers 21 Kindergarten 30 Leader 27 Novelty 28 Premio Creams 35 Royal 25 X L O 25</p> <p><b>Specialties</b> <b>Pails</b> Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Cocoanut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 32 Fudge, Walnut Choc. 32 Fudge, Choc. Peanut 30 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 25 5 lb. box 2 15 Lozenges, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, Baskets 27 Nut Butter Puffs 30</p> <p><b>Chocolates</b> <b>Pails</b> Assorted Choc. 35 Amazon Caramels 37 Champion 31 Choc. Chips, Eureka 40 Klondike Chocolates 39 Nabobs 39 Nbble Sticks, box 2 50 Nut Wafers 39 Ocoro Choc. Caramels 38 Peanut Clusters 45 Quintette 35 Regina 30</p> <p><b>Pop Corn Goods</b> Cracker-Jack Prize 6 60 Checkers Prize 6 60</p> <p><b>Cough Drops</b> <b>Boxes</b> Bunte 1 30 Putnam Menthol 1 50 Smith Bros. 1 50</p> <p><b>COCOA</b> 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 42 Hersheys, 1/2s 40 Huyler 36 Lowney, 1/4s 45 Lowney, 1/2s 43 Lowney, 3/4s 43 Lowney, 5 lb. cans 42 Van Houten, 1/4s 12 Van Houten, 1/2s 18 Van Houten, 1s 36 Wan-Eta 65 Webb 36 Wilbur, 1/2s 33 Wilbur, 1/4s 33</p>	<p><b>COOKING COMPOUNDS</b> <b>Mazola</b> Pints, tin, 2 doz. 8 50 Quarts, tin, 1 doz. 8 00 1/2 Gal. tins, 1 doz. 15 25 Gal. tins, 1/2 doz. 14 80 5 Gal. tins, 1/2 doz. 20 00</p> <p><b>COUPON BOOKS</b> 50 Economic grade 2 25 100 Economic grade 3 75 500 Economic grade 17 00 1,900 Economic grade 30 00 Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.</p> <p><b>CREAM OF TARTAR</b> 6 lb. boxes 65 3 lb. boxes 66</p> <p><b>DRIED FRUITS</b> <b>Apples</b> Evap'd, Choice, blk 22</p> <p><b>Citron</b> 10 lb. box 43</p> <p><b>Peel</b> Lemon, American 31 Orange, American 32</p> <p><b>Raisins</b> Choice S'ded, 1 lb. pkg. 16 Fancy S'ded 1 lb. pkg. 17 1/2 Thompson Seedless, 1 lb. pkg 20 Thompson Seedless, bulk 19</p> <p><b>FARINACEOUS GOODS</b> <b>Beans</b> Med. Hand Picked 9 1/2 California Limas 16 Brown, Holland 8</p> <p><b>Farina</b> 25 1 b. packages 2 80 Bulk, per 100 lbs. 80</p> <p><b>Hominy</b> Pearl, 100 lb. sack 5 25</p> <p><b>Macaroni</b> Domestic, 10 lb. box 1 10 Domestic, broken bbls. 8 1/2 Skinner's 24s, case 1 37 1/2 Golden Age, 2 doz. 1 90 Foulds, 2 doz. 1 90</p> <p><b>Pearl Barley</b> Chester 5 75</p> <p><b>Peas</b> Scotch, lb. 7 1/2 Split, lb. 10</p> <p><b>Sago</b> East India 15</p> <p><b>Tapioca</b> Pearl, 100 lb. sacks 12 Minute, Substitute, 8 oz., 3 doz. 4 00 Dromedary Instant, 3 doz., per case 2 70</p> <p><b>FISHING TACKLE</b> <b>Cotton Lines</b> No. 2, 15 feet 1 45 No. 3, 15 feet 1 70 No. 4, 15 feet 1 85 No. 5, 15 feet 2 15 No. 6, 15 feet 2 45</p> <p><b>Linen Lines</b> Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00</p> <p><b>Floats</b> No. 1 1/2, per gross 1 50 No. 2, per gross 1 75 No. 2 1/2, per gross 2 25</p> <p><b>Hooks—Kirby</b> Size 1-12, per 1,000 84 Size 1-0, per 1,000 96 Size 2-0, per 1,000 1 15 Size 3-0, per 1,000 1 37 Size 4-0, per 1,000 1 65 Size 5-0, per 1,000 1 97</p> <p><b>Sinkers</b> No. 1, per gross 65 No. 2, per gross 72 No. 3, per gross 85 No. 4, per gross 1 10 No. 5, per gross 1 45 No. 6, per gross 1 85 No. 7, per gross 2 30 No. 8, per gross 2 81 No. 9, per gross 4 67</p> <p><b>FLAVORING EXTRACTS</b> <b>Jennings D C Brand</b> Pure Vanilla Terpeneless Pure Lemon Per Doz. 7 Dram 15 Cent 1 25 1 1/2 Ounce 30 Cent 1 80 2 Ounce 35 Cent 2 75 2 1/2 Ounce 35 Cent 2 85 2 3/4 Ounce 45 Cent 3 10 4 Ounce 55 Cent 5 20 8 Ounce 90 Cent 8 50 7 Dram Assorted 1 35 1 1/2 Ounce Assorted 2 20</p> <p><b>Moore's D U Brand</b> Per Doz. 1 oz. Vanilla 15 Cent 1 30 1 1/2 oz. Vanilla 25 Cent 2 00 3 oz. Vanilla 35 Cent 3 00 1 oz. Lemon 15 Cent 1 30 1 1/2 oz. Lemon 25 Cent 2 00 3 oz. Lemon 35 Cent 3 00</p> <p><b>FLOUR AND FEED</b> <b>Valley City Milling Co.</b> Lily White 12 90 Graham 25 lb. per cwt 5 25 Rowena Bolted Meal, 25 lbs., per cwt. 4 10 Golden Granulated Meal, 25 lbs., per cwt. 4 40 Rowena Pancake 5 lb. Compound 5 60 Rowena Buckwheat Compound 6 00 Rowena Corn Flour, <b>Watson Higgins Milling Co.</b> New Perfection, 1/4s 12 65</p> <p><b>Meal</b> Bolted 4 90 Golden Granulated 5 10</p> <p><b>Wheat</b> Red 2 13 White 2 11</p> <p><b>Oats</b> Michigan Carlots 83 Less than Carlots 85</p> <p><b>Corn</b> Carlots 2 05 Less than carlots 2 10</p> <p><b>Hay</b> Carlots 32 34 Less than carlots 34 56</p> <p><b>Feed</b> Street Car Feed 78 00 No. 1 Corn &amp; Oat Fd 78 00 Cracked Corn 84 00 Coarse Corn Meal 84 00</p> <p><b>FRUIT JARS</b> Mason, 1/2 pts., gro. 8 00 Mason, pts., per gro. 8 40 Mason, qts., per gro. 8 75 Mason, 1/2 gal. gro. 11 00 Mason, can tops, gro. 2 85 Ideal Glass Top, pts. 9 50 Ideal Glass Top, qts. 9 90 Ideal Glass Top 1/2 gallon 12 00</p> <p><b>GELATINE</b> Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60</p>
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HIDES AND PELTS

Table listing various hide and pelt items such as Green, Cured, and Old Wool with their respective prices.

Sweet Small

Table listing Sweet Small items like Barrels and Half barrels with prices.

PIPES

Table listing Pipe items like Cob with prices.

PLAYING CARDS

Table listing Playing Cards items like No. 90 Steamboat with prices.

POTASH

Table listing Potash items like Babbitt's with prices.

PROVISIONS

Barreled Pork

Table listing Barreled Pork items like Clear Back and Short Cut with prices.

Dry Salt Meats

Table listing Dry Salt Meats items like S P Bellies with prices.

Lard

Table listing Lard items like Pure in tiers and Compound Lard with prices.

JELLY

Table listing Jelly items like Pure, per pail with prices.

JELLY GLASSES

Table listing Jelly Glasses items like 8 oz., per doz. with prices.

MAPLEINE

Table listing Mapleine items like 2 oz. bottles with prices.

MINCE MEAT

Table listing Mince Meat items like None Such with prices.

MOLASSES

Table listing Molasses items like Fancy Open Kettle with prices.

NUTS—Whole

Table listing various nut items like Almonds, Peanuts, and Walnuts with prices.

Shelled

Table listing Shelled nut items like Almonds and Peanuts with prices.

OLIVES

Table listing Olive items like Bulk and Stuffed with prices.

PETROLEUM PRODUCTS

Table listing Petroleum products like Perfection and Gas Machine Gasoline with prices.

PICKLES

Table listing Pickle items like Barrels and Half barrels with prices.

Gherkins

Table listing Gherkin items like Barrels and Half barrels with prices.

SALERATUS

Table listing Saleratus items like Packed 60 lbs. in box with prices.

SAL SODA

Table listing Sal Soda items like Granulated, bbls. with prices.

SALT

Table listing Salt items like Solar Rock and Common with prices.

SALT FISH

Table listing Salt Fish items like Middles and Tablets with prices.

Holland Herring

Table listing Holland Herring items like Standards and Y. M. with prices.

Herring

Table listing Herring items like K K K K Norway and Cut Lunch with prices.

Trout

Table listing Trout items like No. 1, 100 lbs. with prices.

Mackerel

Table listing Mackerel items like Mess, 100 lbs. with prices.

Lake Herring

Table listing Lake Herring items like 1/2 bbl., 100 lbs. with prices.

SEEDS

Table listing various seed items like Anise, Canary, and Cardomom with prices.

SHOE BLACKING

Table listing Shoe Blacking items like Handy Box and Bixby's with prices.

SNUFF

Table listing Snuff items like Swedish Rapee and Norkoping with prices.

SOAP

Table listing Soap items like James S. Kirk & Company and Jap Rose with prices.

Lautz Bros. & Co.

Table listing Lautz Bros. & Co. items like Aeme and Climax with prices.

Proctor & Gamble Co.

Table listing Proctor & Gamble Co. items like Lenox and Ivory with prices.

Swift & Company

Table listing Swift & Company items like Classic and White Laundry with prices.

Tradesman Company

Table listing Tradesman Company items like Black Hawk and Snow Maid with prices.

Washing Powders

Table listing Washing Powder items like Snow Boy with prices.

Soap Powders

Table listing Soap Powder items like Johnson's Fine and Nine O'Clock with prices.

SODA

Table listing Soda items like Bi Carb. Kegs with prices.

SPICES

Whole Spices

Table listing Whole Spice items like Allspice and Cloves with prices.

Pure Ground in Bulk

Table listing Pure Ground in Bulk items like Allspice and Mustard with prices.

Seasoning

Table listing Seasoning items like Chili Powder and Celery Salt with prices.

STARCH

Table listing Starch items like Kingsford and Muzzy with prices.

Kingsford

Table listing Kingsford items like Gloss and Silver with prices.

Muzzy

Table listing Muzzy items like 48 lb. packages and 12 lb. packages with prices.

SYRUPS

Table listing Syrup items like Barrels and Blue Karo with prices.

Pure Cane

Table listing Pure Cane items like Fair and Good with prices.

TABLE SAUCES

Table listing Table Sauce items like Lea & Perrin and Royal Mint with prices.

TEA

Table listing Tea items like Medium and Choice with prices.

Gunpowder

Table listing Gunpowder items like Moyune and Young Hyson with prices.

Oolong

Table listing Oolong items like Formosa, Medium with prices.

English Breakfast

Table listing English Breakfast items like Congou, Medium with prices.

Ceylon

Table listing Ceylon items like Pekoe, Medium with prices.

TWINE

Table listing Twine items like Cotton, 3 ply cone with prices.

VINEGAR

Table listing Vinegar items like Cider and White Wine with prices.

WOODENWARE

Table listing Woodenware items like Bushels and Market with prices.

Butter Plates

Table listing Butter Plate items like Wire End and 1/2 lb. with prices.

Churns

Table listing Churn items like Barrel and Stone with prices.

Clothes Pins

Table listing Clothes Pin items like Round Head and 4 1/2 inch with prices.

Egg Cases

Table listing Egg Case items like No. 1, Star and No. 2, Star with prices.

Faucets

Table listing Faucet items like Cork lined, 3 in. and Cork lined, 9 in. with prices.

Mop Sticks

Table listing Mop Stick items like Trojan spring and Eclipse patent with prices.

Pails

Table listing Pail items like 10 qt. Galvanized and 12 qt. Galvanized with prices.

Toothpicks

Table listing Toothpick items like Ideal with prices.

Traps

Table listing Trap items like Mouse, wood, 4 holes and Mouse, tin, 5 holes with prices.

Tubs

Table listing Tub items like No. 1 Fibre and No. 2 Fibre with prices.

Washboards

Table listing Washboard items like Banner Globe and Brass, Single with prices.

Window Cleaners

Table listing Window Cleaner items like 12 in. and 14 in. with prices.

Wood Bowls

Table listing Wood Bowl items like 13 in. Butter and 15 in. Butter with prices.

WRAPPING PAPER

Table listing Wrapping Paper items like Fibre, Manila, white and Kraft with prices.

YEAST CAKE

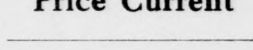
Table listing Yeast Cake items like Magic, 3 doz. and Sunlight, 3 doz. with prices.

YEAST-COMPRESSED

Table listing Yeast-Compressed items like Fleischman, per doz. with prices.

SPECIAL Price Current

AXLE GREASE



25 lb. pails, per doz. .18 8¢

WICKING

Table listing Wicking items like No. 0, per gross and No. 1, per gross with prices.

WOODENWARE Baskets

Table listing Woodenware Basket items like Bushels, wire handles and Market, drop handle with prices.

KITCHEN KLENZER



HURTS ONLY DIRT TRY IT



PEANUT BUTTER



Bel-Car-Mo Brand

Table listing Bel-Car-Mo Peanut Butter items like 8 oz., 2 doz. in case and 24 1 lb. pails with prices.

SALT Morton's Salt



Washboards

Table listing Washboard items like Banner Globe and Brass, Single with prices.

Window Cleaners

Table listing Window Cleaner items like 12 in. and 14 in. with prices.

Wood Bowls

Table listing Wood Bowl items like 13 in. Butter and 15 in. Butter with prices.

Per case, 24 2 lbs. .1 80

Five case lots .1 70

### Collapse of the United Grocers' Corporation.

Some months ago the Tradesman was importuned by C. C. Truax to accept advertising for the United Grocers' Corporation, of Toledo, which was exploiting stock in a proposed co-operative wholesale grocery house to be located in Toledo. The Tradesman declined to give space to the undertaking, because the promoters promised too much to make this proposition look attractive. Many Michigan merchants made investments in this project, to their present disgust. The following letter from a Toledo attorney indicates how the stockholders of the United have been most grossly deceived and disappointed in C. C. Truax, who has deliberately and for his own selfish purposes, wrecked the enterprise. He has juggled it and manipulated it, and stock jobbed it, and "reorganized" it, and squeezed it until it is nothing but a last year's bird's nest without a trace of eggs in it. Truax, however, would probably be found sitting on the eggs:

Toledo, Ohio, Oct. 9.—The United Grocers' Corporation, in which you were or now are a stockholder, declared a 1 per cent dividend upon its common stock in March, 1917, and 1 per cent in April, 1917. It also in March, 1917, declared a 7 per cent dividend upon its preferred stock and also 7 per cent in April, 1917. These dividends were only paid to a few stockholders. Have you received yours? If not, now is the time to collect the same. The fact that you may have exchanged your United Grocers' stock for Consolidated makes no difference.

In September, 1917, the Consolidated Manufacturers' Corporation purchased all the assets of the United Grocers' Corporation, and as a part of the consideration for the purchase of said assets, the Consolidated Manufacturers' Corporation assumed and agreed to pay the dividends which had been declared by the United Grocers' Corporation. The United Grocers' Corporation thereupon went out of business.

The Consolidated Manufacturers' Corporation became so heavily indebted that its affairs were turned over to a Creditors' Committee in April, 1919, which committee assumed the handling and conducting of its business.

A few days prior to turning the same over to the Creditors' Committee, C. C. Truax secured a transfer of all the property and assets of the United Food Products Manufacturing Co. to himself without any consideration therefor, except the payment of the debts against the Food

Products Co., which amounted to about \$94,000, and the surrender of the stock he held in the Consolidated, which of course was worthless.

The property and assets of the United Food Products Manufacturing Co. are valued at something like \$325,000. A few days prior to the transfer of this property to Mr. Truax, he (Truax) transferred about \$50,000 worth of personal property belonging to the Consolidated to the United Food Products Co. without any consideration whatever for the same.

Demand has been made upon Walter G. Kirkbride, chairman of the Creditors' Committee, to recover this property back for the benefit of the creditors and stockholders of the Consolidated, a copy of which demand is enclosed herewith, which is self-explanatory. No action has yet been taken by Mr. Kirkbride, and I believe none will be taken by him on account of certain business relations between Mr. Truax and himself. It is up to the creditors and stockholders to act. A petition in bankruptcy should be filed. This would undoubtedly bring back this property to the Consolidated and would clean up this dirty mess.

I do not like to go into this matter alone and devote my time, pay expenses and attorney fees out of my own pocket, while the other creditors and stockholders will get as much out of the proceedings as I will myself. If you will sign and return to me the enclosed letter, I will take full and personal charge of this matter, employ attorneys and pay all expenses for 50 per cent. of any money which I may collect for you. You will be at no expense or trouble whatever, further than signing and mailing this letter to me. Immediate action should be taken to obtain the best results.

S. R. Williams.

### Mutterings From Magnetic Marquette.

Marquette, Oct. 14.—Mr. and Mrs. Carl E. Orwant, formerly of Grand Rapids, have located in Marquette, as Upper Peninsula representative for the Grand Rapids Dry Goods Co. Mr. Orwant is not a stranger in this territory, he having an extensive acquaintance among the merchants and grocery jobbers through having covered it for the W. K. Kellogg Corn Flake Co., and we sure welcome him and his delightful wife among us. Being personally acquainted with Mr. and Mrs. Orwant, the writer will deem it a pleasure to introduce them around. Welcome!

L. Lowenstein has purchased the grocery stock and fixtures from Mrs. L. P. Cray, Washington street, Marquette, and will continue the business in connection with a meat department which he will add.

Even with Harry Annen present, the White Sox lost. How naughty of them!

The Alger county fair, held at Chatham, proved a wonderful success in

GENUINE

# Buckwheat Flour

ABSOLUTELY PURE

J. F. Eesley Milling Co.

THE SUNSHINE MILLS

PLAINWELL, MICHIGAN

# MATCHES

All Types and Sizes to Suit Every Requirement

American Safety Strike  
Anywhere Match

The Most Popular  
Home and Smoker's Match

American Strike-on-Box Match  
Both square and round splints

Diamond Book Match  
An excellent advertising medium with advertising on cover as well as on each match.

Made in America, by Americans, of American Materials, for American Users.

We pay City, County, State and Federal Taxes.

Why not patronize Home Industry?

The Diamond Match Co.



## Our Sea Food Products

DEALERS  
HOTELS  
CLUBS  
INSTITUTIONS

THE REQUIRED GRADE FOR EACH

Fish, Oysters,  
Clams, Lobsters

SHATTUCK & JONES, BOSTON

INCORPORATED



every way. The exhibits were certainly very fine and the officers are to be complimented on the interest created and shown by Alger county residents. Wednesday, Oct. 8, was Munising day and the greater portion of the population attended. And say how those Alger county ladies can feed! It was a pleasure to indulge. Visitors from neighboring counties were much in evidence and many expressed themselves as surprised at the fine showing of farm produce exhibited by the farmers, thereby establishing the fact that Cloverland is in its infancy and good results can be expected from its fine fertile soil. Here's hoping Alger county fair in 1920 will be even greater!

H. Hendrickson has resigned as manager of the People's Co-operative Store Co., of Negaunee.

Gosh, we got some sugar this week. Hope there will be more soon!

Business is good.

H. R. Goodman.

Money has never yet been known to buy happiness. No one has ever yet found happiness by chasing it over the earth. It is not in our food, it is not in our drink, it is not in our clothes or material possessions; it is not in excitement or a constant round of pleasure. Happiness is born of right living. It is the child of right thinking, and right acting, of helpful service. A selfish life never knows real happiness.

**Grand Rapids Forcing Tomato**

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

**Reed & Cheney Company**  
Grand Rapids, Michigan

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

**TAKING INVENTORY**

Ask about our way  
**BARLOW BROS.** Grand Rapids, Mich.

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

**Merchant Millers**

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



**New Perfection Flour**

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks

**Lily White**

"The Flour the Best Cooks Use"

There is probably no other flour that really equals its all-around goodness.

All inferior materials are eliminated from LILY WHITE.

It is all clean, pure, wholesome flour. Thirty-five years of expert, conscientious milling experience are behind it.

LILY WHITE has won its fame on its merits. And we intend to keep its quality, so that it will continue to be "The flour the best cooks use."

Its satisfaction is backed with a money-back guarantee.

**VALLEY CITY MILLING CO.**

Grand Rapids, Mich.

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

**BUSINESS WANTS DEPARTMENT**

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

**JEWELRY STORE** For Sale—Good, paying, in Southwest Kansas; population of city, 6,000; stock and fixtures, which are up-to-date, will invoice \$7,000; will take \$5,000 to handle; this is a bargain; will pay to investigate; write for particulars. Address V. J. Tiefenbach, Dodge City, Kansas. 525

**FOR SALE**—Half or whole interest in only hardware stock in town of 250. Business requires more help. Owner has other business also. \$4,000 to \$8,000 required. Burtrum Hardware Co., Burtrum, Minnesota. 526

**For Sale**—Stock of shoes, rubbers, hosiery, groceries and general merchandise. Cheap rent. Best location in country town. A very desirable investment. Look this one up. Address No. 527, care Michigan Tradesman. 527

**WANTED**—Partner and manager in the new system of Federal bakeries in the states of Kansas and Missouri. Call or write B. M. Rollins, 522 Minnesota Ave., Kansas City, Kansas. 528

**For Sale**—A clean, up-to-date stock of general merchandise; doing a business of over \$100,000 this year; located in the heart of the fruit belt of Michigan, in a very thickly populated and prosperous community. If interested, write or come and see the stock. Reason for selling, have been in the store thirty years and wish to retire. Address No. 529, care Michigan Tradesman. 529

**Hotel To Rent**—On account failing health, will lease for term of years to right party, my hotel at Wayland, Michigan. Furnishings to be purchased outright. Fine location on Dixie Highway. Splendid building. Good business. August Hardy, Wayland, Michigan. 530

**For Sale**—A real live drug store in small town; stock and fixtures invoice about \$4,500; building, \$1,500. A good chance to make money. Address No. 531, care Michigan Tradesman. 531

**Wanted**—Position in small town in general or dry goods store. Have had charge gent's furnishings. Know all departments in general store. Splendid stock-keeper. W. C. Rice, 308 Randolph St., Detroit, Michigan. 532

**For Sale**—Vulcanizing and automobile tire business, doing good business. Sell entire business or one-half interest. Located in business section. W. Van Dam, 14 Jefferson St., Muskegon, Mich. 533

**WANTED**—A CAPABLE WAREHOUSE FOREMAN for a wholesale grocery house in Northern Indiana. Must understand the handling of men and the proper care of a merchandise stock. Best of references required. Address No. 534, care Michigan Tradesman. 534

**RESTAURANT and Bakery For Sale or Lease**—Established business; in lively Western Kansas railroad junction, town of 1,800; will send invoice of fixtures; must sacrifice on account of ill health; bargain if sold at once. Box 124, Downs, Kansas. 535

**Wanted At Once**—A good tinner and furnace man. Good job for the right man. Steady work. J. M. Shaw, Williamsburg, Iowa. 536

**BASEMENT FOR RENT**—New basement, 25 x 125 feet, in established ladies' specialty store, in best business block. Will rent as bargain basement or for holiday season as toy department. ASTRICH'S, Harrisburg, Penn. 537

**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. 538

**Wanted**—Electric coffee grinder, large refrigerators, National registers, Burroughs adding machines, computing scales, safe. All A-1 condition. 736 West Shiawassee St., Lansing, Michigan. 539

**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

**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 furnishing 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

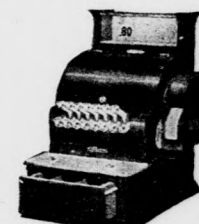
**Will pay cash for whole or part stocks of merchandise.** Louis Levinsohn, Saginaw Michigan. 477

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

**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

**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



**Vogt's Rebuilt Cash Registers**

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

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

**Cash Registers (all makes) bought sold, exchanged and repaired.** REBUILT CASH REGISTER CO., Incorporated, 121 North Washington Ave., Saginaw, Michigan. 128

**GARAGE For Sale**—Doing good business; will invoice for cash; not large stock. B. C. Bennett, Sheridan, Missouri. 514

**For Sale**—Store building and dwelling at Cressey, 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

**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

**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 Cheap**—A good fireproof Metzger credit register. Three months in use. Enquire Louis Rockstein, Alma, Michigan. 496

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

**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.



### THE TRAP IS LAID.

It is a rather disconcerting fact that the insecurity of human life seems to increase with every forward step of the world. The time saving and the labor saving device introduces no economies in the matter of making safe the human element. The combined inventive genius of man may, it seems, finally make itself out to be a multiplied Frankenstein and produce a monster that will constantly threaten to devour the race.

One cannot walk the streets of a modern city without reflecting at almost every turn that he is taking his life into his hands, that death from the air, from some neglected scaffold or window, from a collision at his side, from an unprotected opening, or from failure to look in four directions when a corner is reached, is a momentary possibility.

Constant alertness is demanded of every person who would walk or travel in any way a single block in the city of to-day. Once let the faculty of watchfulness relax, let the mind follow out a "train of thought" or instinct replace conscious effort in directing every movement, and the trap is sprung. One misstep is all that is necessary to meet fatal consequences.

As matters stand, it is a race between individual cultivation of the habit of self-protection against constantly increasing hazards and, perhaps, odds.

Sometimes, after the fatal accident has occurred, the death trap at a crossing is removed or its dangers lessened; the scaffold is made a little more secure, or stricter traffic rules are made for the corners. Moves of this kind can increase the chance of a safe trip for a block; but not even this increased chance is given in frequent cases.

The trap is laid for all of us. We cannot be sure at any time that, if we forget the death dealing devices around us, it will not be our foot that is caught at the railway crossing while the fast express thunders down upon us with its headlight glaring in our face and illuminating the way straight to eternity. Nor can we be sure that as we go watchfully about our daily tasks some monster from the air, a mass of wreckage and flames, will not crash down upon us and crush us as the foot of a giant crushes an ant, or maim and scar us for life.

Truly, the way of man's devices is past finding out, and the life of a human being who flings himself daily into the maelstrom of modern progress is a gamb'le and a laughing sight for the gods above the melee.

### BEING GOOD WITHOUT PAY.

Perhaps the strongest test that is ever put to a man is the call to follow a strict conscience and a clearly recognized principle when there is no prospect of a reward; when the prospect rather is a completely uncertain result or equally certain disaster. Only the bravest can face this outlook.

The test has been made especially hard for the fearful because practical-

ly all teaching, religious and otherwise, has emphasized strongly the doctrine of compensation and has made pay of some kind a lure to right action. It pays to be good, or be good and you will be happy, is the common doctrine and belief.

This belief cannot always be sanctioned by the facts of life. Often being good in a real way is the shortest cut to what the world calls failure. The eyes of the wicked too often stand out with fatness so far as the affairs of this world go, and the unction that punishment will come to these in another world is not always flattering to the righteous soul.

There is need of emphasis on another kind of doctrine. Stevenson declared that the creeds had all been emasculated by the idea of a reward. They were not inviting to the strong. Men of courage do not want to be soothed or assured of an easy course with a certain rest and reward in the end. They want to hear a call to adventure, to risk, to uncertainty and all they ask is an even chance to survive death or disaster as a result of the fight. In short, the heart of brave men is in the struggle and not in the victory.

They are stung by the insinuation of the question in the Old Testament drama, "Doth Job fear God for naught?" The man of Uz proved he could be righteous when it did not pay and when complete disaster seemed to threaten. Men of heroic mold glory in such a test.

Teaching that is most needful for the future will include an appeal that makes goodness of any kind not a thing to be rewarded as a child is paid for keeping within bounds, but an endeavor beset with difficulties, inviting because it is hard and promising because it involves a struggle.

That the \$5,125,000 in gold, delivered one day last week at New York on consignment from Germany to pay for American foodstuffs, contained part of the actual gold coin paid to Germany by France in 1871, may or may not be true. The probabilities point in that direction; for the consignment included French napoleons and British sovereigns with the Mint date 1870, and it is not at all likely that gold coin of that date could now have been obtained by Germany from any other source. It is well known that the 5,000,000,000 francs indemnity then paid by France included 273,000,000 francs of French gold shipped to Berlin from Paris. A good deal of English gold was also sent from England, to meet the large exchange drafts on London, which France turned over to Germany against the war indemnity. It is also a matter of common knowledge that some \$30,000,000 of the gold thus received by Germany was lodged in the Spandau Castle "war chest," where it remained undisturbed, even on the Government's accounts, until, at the outbreak of this war, it was "covered into" the Reichsbank's gold reserve.

It is easy to understand why a little learning is a dangerous thing when you meet a man who thinks he knows it all.

### Germany Amassing Resources to Strike Another Blow.

The reading of present conditions in Germany which Henry Morgenthau offers the American public is somewhat startling and disconcerting to most of us, who had come to regard Germany as denatured, demoralized and impoverished. He depicts her as uncrushed and far from humble, even with her army pared down and her fleet destroyed. She is amassing resources that are still considerable for the striking of another blow, and her hope is quite as much in the want of cohesive purpose among her foes as in the political solidarity of her own unchastened and unrepentant people.

Germany's failure to subdue the world to her own uses leaves her without a friend, and ready—as the Ishmaelite among the nations—to employ the covert weapons of guile and dissimulation where brute force openly employed availed her nothing. The little countries which she once pretended to protect now need more than ever the guardianship of a steadfast alliance of the greater powers. They are fiercely quarreling over the division of the spoils, and thus playing directly into the rapacious maw of the phoenix of German imperialism.

Dissensions in the camp of those who stood together at Armageddon are only helping Germany's game. There is no doubt that this must be for the present a waiting game; but there is a great deal that Germany can do while she is marking time. She can be sowing the dragon's teeth of murderous mischief in neighboring lands, even if of her own motion she can conduct no offensive military campaigns.

America, with the perspective of distance and her men and her resources, lately mobilized, still at her beck and call, is in a position to frustrate the German machinations. America is the hope of the world, not merely as a market, but as a watchtower; not as a granary, but as an armory; not as a playground or a workroom, but as a bristling fortress. We are not looking for more fighting, for we are heartily sick of warfare, but we are vigilant for any effort the Germans may make toward a resumption of the effort to police the earth from Berlin and have no civilization that is not made in Germany. The legitimate expansion of trade in its natural channels is a very different matter from the deliberate confiscation of all commerce and all property on the theory of the divine right of Kaisers and the exalted majesty of supermen. —Philadelphia Public Ledger.

### Will the Sugar Supply Hold Out?

Sugar continues to loom large as the ruling item in the grocer's considerations. With the average grocer the outlook is about as black as at any time during the war in the way of a sugar famine, and some of the best informed authorities look for even harsher conditions rather than easier within the next few weeks.

A fortnight ago there was a strong hope that the Sugar Equalization Board be rehabilitated in power as a means for saving the situation, but

now the opinion seems to prevail that it is too late to accomplish much in that direction, as much of the Cuban crop has already been sold and at such prices as to make the present levels out of all consideration for any remaining stocks. While reports vary, the general understanding is that over a million tons of the new crop have already been sold at well above 7½ cents, which would mean a cost landed in New York, of about 85½ cents, as against the present fixed price of 7.28 cents. Fifteen-cent sugar is freely talked of at retail.

The scarcity, which has been growing more severe every day of late, has led to a wide range of accusation and recrimination and "passing the buck" as to causes. The only point on which all hands seem to agree is that the Sugar Equalization Board made a sad error of judgment when it allowed England to do about as she pleased in taking her allotments, so as to bring her heaviest drafts against supply at a time when America could ill afford to let it go. And this charge is offset by the claim of the refiners that, in the meantime, the temporary plenty encouraged a prodigal use of sugar here.

It was a great surprise to the French to learn that candy was issued to our soldiers as rations; it was a greater surprise to see that the candy was packed in substantial tin boxes. Indeed, our canning system impressed them as much as anything we had, despite the fact that it left indestructible rubbish in its wake. Now that they have learned about it, the question arises: What will the French can? A real French meal is unthinkable without potatoes and mushrooms; but these do not require preservation by artificial means. It is the same with lettuce and the greens of salads. Tomatoes and corn do not flourish in France; nor do peaches and pears. Oranges and lemons come from the colonies. Grapes are made into wine. And as to the meats, even in peace times France generally consumed as she produced. So that if the French are, as reported, planning to adopt the American canning system it is evident that we have changed their menu, which is about the greatest influence one country can have on another.

## Stock Salesmen Wanted

To sell stock in a very good investment proposition. An excellent opportunity for men of any selling experience whatever to make good money. Come in and talk it over.

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