

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JANUARY 28, 1920

Number 1897

Fe 7 '20 ER

LET every American, every lover of liberty, every well-wisher of his posterity, swear by the blood of the Revolution never to violate in the least [particular the laws of the country and never to tolerate their violation by others. Let reverence for the laws be breathed by every American mother to the lisping babe that prattles on her lap; let it be taught in the schools, in seminaries and in colleges; let it be written in primers, in spelling books, and in almanacs; let it be preached from the pulpits, proclaimed in legislative halls and enforced in courts of justice. And, in short, let it become the political religion of the Nation; and let the old and the young, the rich and the poor, the grave and the gay of all sexes and tongues and colors and conditions, sacrifice unceasingly upon its altars.

Abraham Lincoln.

Public Reference Library
Library St

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

Do you realize how many more sales you can make by explaining to your customers the wonderful power of—

Fleischmann's Yeast?

It is the best known skin clarifier.

THE FLEISCHMANN COMPANY

Judson Grocer Co.

Wholesale Distributors

of

Pure Food Products

Grand Rapids, Michigan

Lily White

"The Flour the Best Cooks Use"

Retains all the natural, delicious flavor of the wheat berry, which in turn is imparted to the bread baked from it.

Making LILY WHITE FLOUR is more than just grinding up the wheat; it is more than merely taking out the bran and middlings. In fact, making LILY WHITE FLOUR is the work of an expert. The wheat used is the very choicest obtainable, which is cleaned four times, scoured three times and actually washed before going onto the rolls for the first break.

Every atom of undesirable material and dirt is eliminated from LILY WHITE FLOUR, and the natural flavor of the grain is retained, making it possible to produce such delicious bread.

Your money back if you do not like it *better*.

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.

SNOW BOY

Washing Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

25 boxes @ \$5.85—5 boxes FREE, Net \$4.87

10 boxes @ 5.90—2 boxes FREE, Net 4.91

5 boxes @ 5.95—1 box FREE, Net 4.95

2½ boxes @ 6.00—½ box FREE, Net 5.00

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots of not less than 5 boxes.

All orders at above prices must be for immediate delivery.

This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

DEAL 1925

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

MICHIGAN TRADESMAN

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JANUARY 28, 1920

Number 1897

MICHIGAN TRADESMAN

(Unlike any other paper.)
Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids,
E. A. STOWE, Editor.

Subscription Price.

Two dollars per year, if paid strictly
in advance.

Three dollars per year, if not paid in
advance.

Canadian subscriptions, \$3.04 per year,
payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents;
issues a month or more old, 10 cents;
issues a year or more old, 25 cents; issues
five years or more old, \$1.

Entered at the Postoffice of Grand
Rapids under Act of March 3, 1879.

PRODUCTION INCREASING.

By extending longer discounts the leading factors in the production of dress gingham have given jobbers a better opportunity for merchandising and have given encouragement to the legitimate function of a jobber in placing advance orders. Prices are very high, measured by other times, but some of the largest distributors have stated that they were not as high as they were prepared to see for fall delivery. In any event, the buyers who have been placing anticipatory requests for goods have manifested an absorbing power for merchandise quite out of the ordinary, and certainly far beyond what was anticipated by those who looked for a restriction of consumption due to high prices.

The cotton flannel business for fall is being closed in very quickly. The largest producers have sold more than they can turn out and will be forced to cut down orders. Production is still unable to keep up with the demand as manifested by the laying down of orders by reputable buyers.

It is stated that bleached cottons will be revised upward in some instances where prices have been held below the parity of value on gray cloths. The gray cloth markets are showing hesitation, and those factors who depend upon free access to bank capital for the conduct of their future business are taking warning from the rise in rates in the Federal reserve banks. High money is certain, ultimately, to mean tight money, and prudent bankers know that high interest rates mean in their last analysis an added question concerning the ability to pay the principal.

A resistance that is ominous is being shown in the silk markets. Retailers are not ordering silks as freely as they did last year, and silk manufacturers, called on to pay extraordinary prices for raws held in this country in abundance, are not as willing as they were to go on paying without regard to cost.

The status of the woolen industry would be clearer if it were certain that the worst is over in dealing with labor. But it is known that radical elements control labor unionism in clothing and fabric manufacture and an outbreak is predicted. This will not be troublesome to the leaders of the workers in many instances, as they very frankly state their belief in a limitation of production as a means of economic war. There is less of a desire to push prices up than there was, and it remains with the retail trade to determine whether such advances as are now talked of are going to be permitted.

The Federal Bureau of Chemistry is informed that large quantities of teas grown on the island of Java from seed produced in Ceylon and India have recently been imported into this country. These teas are similar to Ceylon and India teas, and apparently have to some extent been labeled and sold as Ceylon and India teas. The regulations for the enforcement of the Food and Drugs Act prohibit the use of a geographical name in connection with a food or drug product not manufactured or produced in the place indicated, when such name may give a false impression of the origin of the article. Teas grown in Java should not be labeled with other geographical names, regardless of their similarity to teas produced in other countries.

TRIBUTE TO THE KNOCKER.

After God had finished the rattlesnake, the toad and the vampire, he had some awful "substance" left with which he made a "knocker." A knocker is a two-legged animal with a corkscrew soul, a water-sogged brain and a combination backbone made of jelly and glue. Where other people have their hearts, he carries a tumor of rotten principles. When the knocker comes down the street, honest men turn their backs, the angels weep tears in heaven and the devil shuts the gates of hell to keep him out. No man has a right to knock so long as there is a pool of water deep enough to drown his body in or a rope to hang his carcass with. Judas Iscariot was a gentleman compared to a knocker, for after betraying his Master he had enough character to hang himself, and a knocker has not.

Joseph Brown has retired from the management of the Grand Rapids Salvage Co. to engage in the paper stock and metal business on his own account. He has admitted his two sons, Emanuel and Louis, to the partnership, which will be known as Joe Brown & Sons. The new firm will be located at 435 to 441 South Ionia avenue.

WHY SO ONE SIDED?

The Federal Court in Grand Rapids starts to-day on the trial of a cause which involves the good name of more than a hundred men, the utilization of a thousand witnesses and the expenditure of several hundred thousand dollars. The chief defendant is taken from his seat in the United States Senate, where the country just now needs men of his type to solve the perplexing problems which have been precipitated by the war and the absence and illness of the Chief Executive of the Nation. This man threw himself into war work with all the energy he could command and gave his two sons to the service of the country at a time when America needed all the young men who were able to do their duty.

In the city of Detroit sits a man who uttered and spread broadcast over the Nation disloyal sentiments at the beginning of the war; who went the limit to keep his only son from doing his duty during the greatest crisis which ever confronted the American people; who probably expended, either personally or by proxy, twice as much money to seek an election to the United States Senate as his successful and patriotic opponent; who used the power of money to intimidate banks and bankers; who held a club over his hundreds of agents and forced them to support his candidacy on penalty of removal. Henry Ford sits back in his easy chair and smiles sardonically over the fact that his friendship with the Chief Executive of the Nation enables him to punish his enemies through the employment of Government machinery and the expenditure of the people's money clandestinely used by political partisans to obtain dark lantern testimony before the most infamous judicial tribunal ever tolerated in a free country—the grand jury system.

Is this fair play?

Lincoln and Roosevelt would scorn to resort to such underhanded methods to punish a political foe and pay a political debt. Unfortunately, the spirit of fairness and the theory of the square deal are not now very much in evidence in Washington.

The Demand for Uniform Food Law.

There has always been a pretty strong tendency toward uniformity of food, feed and drug laws, with respect to adulteration and misbranding. These terms have been defined in almost verbatim language not only by the States and the United States but also by the great powers of the world. The wonder is that there is so much uniformity rather than so little uniformity.

Lack of uniformity obtains almost

solely in connection with questions that are generally conceived to be debatable. The laws regulating the production, handling and sale of milk are notable exceptions. Put in consideration of the fact that milk is almost a purely local problem, milk laws for one locality must of necessity be made to fit that locality.

But even the lack of uniformity in these laws, as in other laws regulating particular foodstuffs, is for the most part more apparent than real. Most of these special laws are but the "explanations" or "interpretations" of general food and drug laws. These special laws are more easily and economically administered, and therefore should be encouraged within limits.

The Forces for Uniformity.

In addition to the influence of the trade interested in interstate commerce, the influence and effect of numerous associations have done and are doing much to bring about uniformity.

So-called model food laws, model drug laws, model milk laws, model cold storage laws and others have been written by some of these associations for the consideration and guidance of legislative bodies.

Food and drug control officials cannot, with propriety, do more than make recommendations to the proper authorities concerning the laws which they are administering. They do not want to be accused of being lobbyists, nor do they want to exercise the legislative function. But they can with propriety, in co-operation with each other, do much for legitimate uniformity by the adoption of uniform general policies of food and drug law administration.

Their great opportunity lies more in this than in any direct effort to put verbatim laws on the statute books.

J. S. Abbott, Chief Federal Food Inspection Board.

The United States now develops something over five million horsepower from its waters, or much more than any other country in the world. In proportion to population and industry, however, we lag far behind Canada and Scandinavia, while Italy and France are exhibiting much more alertness to their opportunities. The new French law for the harnessing of the Rhone is expected to give, for an expenditure of a half-billion dollars, energy equivalent to 760,000 horsepower. We need a well-rounded development of our power resources. Recent events have shown that the tax upon our oil and coal must be lessened or we shall face serious hardships.

An honest man is hurt by praise unjustly bestowed.

Annual Round-Up of the Worden Forces.

The annual round-up of the executive, office and traveling forces of the Worden Grocer Company was held at the Peninsular Club last Saturday afternoon. After an ample dinner had been discussed and the cigars passed, President Rouse introduced several speakers, all of whom made most interesting remarks, as follows: Lieut. Ferry K. Heath, Charles W. Garfield, Wm. S. Cooke, M. R. Carrier and H. U. Biggar. Lieut. Heath told of his experiences as an executive officer for the U. S. Grain Corporation in Finland. The roster of those present is as follows:

Guests of Honor.
Ferry K. Heath.
Heber A. Knott.
Clarence J. Farley.
E. A. Stowe.
W. Carl Battis.
L. F. Pye.
John J. Green.
Directors.
Chas. W. Garfield.
Wm. H. Gay.
N. Fred Avery.
Van Cleve Ganson.
Officers.
Guy W. Rouse, President.
R. J. Prendergast, Vice-President.
H. P. Wincheter, Secretary.
T. J. Barker, Treasurer.
Grand Rapids House.
D. F. Helmer, manager of coffee department.
Chester V. Fuller, coffee salesman.
E. J. Hart, manager tea department.
J. J. McMahon manager cigar department.
Saul J. Benyas, cigar salesman.
C. P. Ryan, cigar salesman.
Kent Buttars, cigar salesman.
Carl Fink, cigar salesman.
Glenn Merveau, cigar salesman.

Olaf Pohnson, cigar salesman.
Jos. L. Petz, cigar salesman.
E. J. Watson, cigar salesman.
L. L. Colton, cigar salesman.
W. H. Wheeler, cigar salesman.
T. B. Carlile, buyer.
J. W. Quinn, house salesman.
R. Simms, house salesman.
L. R. Vercoe, house salesman.
W. H. Wheeler, house salesman.
A. C. Walker, cashier.
L. T. Hanson, shipping clerk.
A. P. Anderson, traveling salesman.
F. E. Beardslee, traveling salesman.
L. Berles, traveling salesman.
E. C. Below, traveling salesman.
Wm. DeKuiper, traveling salesman.
E. A. Crandall, traveling salesman.
Arie Donker, traveling salesman.
P. F. Dykema, traveling salesman.
Geo. W. Haskell, traveling salesman.
J. J. Hartger, traveling salesman.
W. W. Hubbard, Jr., traveling salesman.
Will Jones, traveling salesman.
V. M. Johnson, traveling salesman.
E. E. Kraai, traveling salesman.
A. Loughery, traveling salesman.
G. A. Lindemulder, traveling salesman.
A. E. Motley, traveling salesman.
W. E. Sawyer, traveling salesman.
P. Van Ess, traveling salesman.
A. VerMerris, traveling salesman.
Dick Warner, traveling salesman.
G. A. Winchester, traveling salesman.
Kalamazoo Branch.
Wm. S. Cooke, Manager.
G. R. Clark, Assistant Manager.
Charles McCarthy, Office Manager.
F. A. Saville.
J. P. Bosker.
H. Brakeman.
A. M. Hall.
D. G. Fox.
C. B. Cook.
H. Bauer.
J. J. Linihan.
M. J. Scott.
W. J. Borden.

J. T. Trowbridge.
A. F. Schwalm.
Lansing Branch.
M. R. Carrier, Manager.
H. U. Biggar, Assistant Manager.
David W. Caldwell, Credit Manager.
W. Erle Lemon.
George H. Higgs.
Rosell S. Loyd.
Charles Christopher.
George H. Russell.
Andrew C. Barber.
Mervin J. Boyer.
Victor E. Stephens.
Fred H. Warner.
Laurence A. Wright.
Peter Sumner.
Music was furnished by
James Francis Campbell.
George A. Murphy.
Harold Tower.

Glen Finch and His New Line.

Mears, Jan. 27—Glen Finch is on the road again with a different kind of ware. No matter what kind of goods he sells Glen is always there. He used to sell Hood rubbers, to cover the feet of man. Now he is trying to cover the other end and he will do it if he can. Glen called on me one day last week, the fourth day he was out. Is he acquainted with his line? He is, without a doubt. Can't see how he learned so much in so short a time as that, but Glen is not solid ivory beneath his Fedora hat. That guy can stop up both his ears and close his good right eye and quicker than seat distinguish a Rockford sock from a Teck tie. His goods are swell, but, best of all, is his line of ladies' hose. I guess he shows them first of all in every place he goes. Now this may be because hosiery is nearer to the feet and closer to the rubbers he sold from Ionia street. He goes after stocking sales like a baby after milk and calls each pair by their first name, especially those made of silk.

Chronic Kicker.

Gabby Gleanings From Grand Rapids

Grand Rapids, Jan. 27—The Executive Committee of the Michigan State Pharmaceutical Association will hold a meeting in the Hotel Mertens Friday afternoon. The committee is composed of the following gentlemen: E. W. Austin, Midland, chairman; D. G. Look, Lowell; D. D. Alton, Fremont; George H. Grommet, Detroit; J. H. Webster, Detroit; C. E. Wilkinson, Lansing; F. J. Wheaton, Jackson. At 6:30 p. m. the Committee will be the guests of the Michigan Pharmaceutical Travelers' Association at a dinner at the same hotel.

Irrepressible Walter E. Mellinger, formerly of Grand Rapids, but now a resident of East San Diego, California, has announced his candidacy for the office of assemblyman from the 80th district. The district comprises all of San Diego county outside of the city itself. Mr. Mellinger has been a resident of East San Diego for three years, during which time he has taken an active part in civic affairs. During his terms as secretary of the San Diego County Farm Bureau Fair he has come in close contact with the growers and has made a study of the needs and possibilities of the agricultural section of this county.

J. S. MacGlashan, for many years with the Pratt & Farmer Co., N. Y., is now located in Chicago and identified with the house of Worms & Loeb. Mr. MacGlashan has many friends in Michigan who will be glad to learn that he has moved West.

Wilson Hutchins has been elected Assistant Treasurer of the Hazeltine & Perkins Drug Co., a new office created by the stockholders at the annual meeting this month. The new official has received a careful training for the position and enters upon his new duties full of hope and promise.

The Ways and Means Committee of Absal Guild, A. M. O. B., had a

Coffee Announcement

We are very much pleased to tell our customers that we have at last completed the improvements in our Coffee Plant.

We have doubled our capacity which now gives us an output of roasted coffee per day that will take care of the demand.

In addition to this we have installed the most complete packaging equipment that is made, and no amount of money can purchase a better plant than we have now.

Beginning this morning our roasters will be in operation and we can fill your orders as fast as you require the goods, and of course our usual high standards of quality will be maintained regardless of market conditions.

We wish to take this opportunity of thanking you for your patience, and the consumer for his patience in waiting for the plant to be rebuilt and started in operation, and we can again assure you that from now on we shall be able to deliver each day such quantities of freshly roasted coffee as your trade demands.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS

luncheon and meeting Saturday and gave out the following news for the meeting to be held Saturday, Feb. 21. The business session will be called at 2:30 in the afternoon and there will be a class for initiation. Just what will be the nature of the entertainment features, they are not yet ready to give out, but as they meet again next Saturday to bring their plans to maturity, more details will be given in next week's issue of the Tradesman. They promise the entire day will be a hum dinger. We do not know just what the word means, but they say it stands for something good in Bagdad, so let's watch for next week's issue and see what is in store for all Bagmen. They did say there would be a dandy Royal easy chair given to someone to lug home.

Returned war workers from Turkey report that the Turkish women are rapidly making the transformation from trousers to skirts, which latter is becoming the badge and emblem of authority the world over, and will bear double significance in newly epantsimated Turkey.

When the Kentucky professor announced his discovery of a way to turn lead into gold he found nobody listening. His audience was busy searching for somebody who knows how to turn gold into ham and pants and eggs and shoes.

Keeping books on the family expenses is very fine for arriving at the amount of the grocery, laundry and milk bills, but it offers no clew concerning the money that ought to be left but isn't.

W. J. Kneisly has taken the State agency of the Dayton Display Fixture Co., Dayton, Ohio. He will make his headquarters in Detroit, but is devoting a month or so to the Grand Rapids trade, with headquarters at the Cody Hotel.

Walter S. Lawton, chairman of the Transportation Committee of Grand Rapids Council has sent a letter read-

ing as follows to J. D. McDonald, G. P. A., Chicago; H. E. Whittenberger, Federal Manager, Detroit, and H. D. Corcoran, General Superintendent, Detroit: "Five hundred commercial travelers living in Grand Rapids and members of Grand Rapids Council respectfully petition you to use your influence in the restoring of passenger trains formerly run and known as Nos. 20, 21, 22 and 55. With the coming of spring and summer traffic we cannot but believe that the enormous freight and passenger business which is awaiting that service, not only out of Grand Rapids and intervening points, but from the Saginaw Valley as well, would amply justify the return of these trains. We would also call your attention to the leaving time of train No. 58 out of Grand Rapids, which makes it almost impossible for many of our members to reach on account of local street car service, and also the late arrival at night of train No. 57."

The manager of a New York hotel has the doorman hand all motorists a small booklet which contains a small map of the vicinity with a black line showing the direct way to the garage. The driver, after the party has registered, if unfamiliar with the city, uses the booklet as a guide. He is, therefore, spared the inconvenience of finding out for himself "how to get to the nearest garage." Guests are naturally appreciative of this service.

The hotel and garage in this case happen to be under the same management, but where management is separate the same plan could be used to mutual advantage.

It is fine to know that the coal miners and operators are once more mining and operating to normal capacity, and to feel that we may get through the winter in comparative comfort. Indeed, such is the national faith in the coal industry now that we imagine the May and June sales

of coal for next winter will break all records for summer buying in that commodity.

In France, if there are six children in a family, the whole family, including the parents, may travel on half fare. In this country, if there are six children, father sends mother and the children on ahead and pays full fare for himself on the next train to avoid helping care for the children.

The Rohn-Ryan Shoe Co., Milwaukee manufacturer of men's welts, will be represented in Michigan and Northern Indiana by Warren B. George, for the past ten years with the Rich Shoe Co. Mr. George entered the Rich organization as manager and buyer for the Julia Marlowe shoe store which the company formerly conducted on Grand avenue, Milwaukee, and for the past seven years sold Julia Marlowe shoes in Michigan and Indiana.

Miss Elizabeth Porter, who has gained an enviable reputation as the manager of a ladies' ready-to-wear house in Kalamazoo under the style of the E. A. Porter Co., will open a similar store in Grand Rapids in about two weeks, occupying one of the stores in the Monument Square building on West Park street, under the style of the Porter Shop. Miss Porter will devote two days a week to her Grand Rapids establishment, which will be under the direct personal management of her niece. For years many Grand Rapids ladies have purchased most of their garments of Miss Porter because of her remarkable judgment and excellent taste. Her advent in the Grand Rapids field will be the occasion of much rejoicing by this class.

W. E. Wallace, who is road representative for the local branch of Burrham, Stoepel & Co., was married last Saturday to Mrs. Florence Dolan, at the home of her mother, Mrs. Minnie L. Hodges, 458 Glenwood

avenue. Mr. Wallace has been making his headquarters in Kalamazoo, but from now on he will be located at the home of Mrs. Hodges.

John Seven, who has been engaged in the wall paper business at 636 Wealthy street thirty years—twenty-seven years as retailer and three years as jobber—has sold the stock to his son, John H. Seven, and L. E. Cole, who will continue the business at the same location under the style of the John Seven Co. Mr. Seven has been associated with his father for the past eight years. Mr. Cole has been on the road four years for the J. B. Pearce Co., wall paper jobbers, Cleveland, Ohio, covering Michigan trade. John H. Seven will be office manager of the business, while Mr. Cole and C. B. Seven will cover the retail trade of Michigan regularly. The house has secured the Michigan agency for the Benjamin-Moore line of paints.

James M. Golding (A. Krolik & Co.), Detroit, spent Sunday in Lakeview and came around by Grand Rapids to call on his many friends in trade. Mr. Golding looks better than he has for years—which is saying something, because he always was a good looker. He is very happy in his present position, which has greatly increased in dimensions and usefulness under his adroit and energetic management.

Addition to Factory Building.

F. A. Patrick & Co., Duluth, manufacturers of the well-known line of Patrick mackinaws, are building a large addition to their factory on West Superior street. The new building will be three stories, of fire proof construction, and will increase the floor space of the plant sixty per cent.

Mr Retailer:

Table Talk Coffee is Good.

Blended with a view of pleasing the Largest number of Consumers.

Recommend Table Talk Coffee

WATCH YOUR BUSINESS GROW



ASK OUR SALESMAN

He Can Tell You "O" How Good It Is

HE HAS TRIED IT
WON'T YOU?

SOLD BY ALL OUR HOUSES

NATIONAL GROCER COMPANY

Detroit
Cadillac

Grand Rapids
Port Huron

Saginaw
Escanaba

Bay City
Sault St. Marie

Jackson
Lansing

Traverse City
Decatur, Ill.

South Bend, Ind.



Movement of Merchants.

Edgerton—Bemis & Stanton have purchased John Glanville's grocery stock.

Ishpeming—Ed. D. Berg has opened a cash and carry meat market at 215 Cleveland avenue.

Marquette—Gust Erickson has engaged in the meat business at the corner of Crescent and North Third streets.

Reed City—E. A. Conklin and W. J. Cornell have formed a co-partnership to handle Buick cars in this territory.

Leonidas—C. R. White has sold his grain elevators to Frank C. Wolf, recently of Wolcottville, Ind., who has taken possession.

Fremont—Angus Stewart has sold his drug stock to George Baars, who has been the registered pharmacist at the store for several years.

Shepardsville—The grain elevator of A. B. Bullard & Son was burned to the ground Jan. 21, causing a loss of more than \$4,000, which is partially covered by insurance.

Jackson—Charles H. Manzer, grocer at 221 East Main street, has sold his stock and store fixtures to Joseph O'Laughlin, who will continue the business as a branch to his Michigan avenue grocery store.

Battle Creek—Mrs. George Sterling, of Portland, Oregon, has sold her interest in the department store of the Sterling Bros. Co., to Martin S. Smith, for the past fifteen years associated with Crowley-Milner Co. of Detroit.

Reed City—G. J. Gingrich has sold his stock of groceries and store fixtures to Stanley Voelker, who served in France eight months in the army of occupation. Later he accompanied Gen. Pershing on his trip to England and The United States.

Manufacturing Matters.

Albion—Reed & Reed will assume management of the Federal Bakery.

Ithaca—Winget & McKenn have purchased the bakery business of C. Beechler.

Lansing—The Dudley Paper Co. has increased its capital stock from \$100,000 to \$140,000.

Lowell—The name of the Cox Grocery Co. has been changed to the Kuhn Grocery Co.

Muskegon—The Maring Wire Co. has increased its capital stock from \$50,000 to \$100,000.

Muskegon—The Superior Seating Co. has changed its name to the Superior Cabinet Co.

Petoskey—The Blackmer Rotary Pump Co. has begun to pour metal at its new foundry.

Greenville—The Regle Brass Co. has moved its post office from Battle Creek to Greenville.

Lansing—The Republic Motor Sales Co. has increased its capitalization from \$50,000 to \$75,000.

Cherry Home—The Francis H. Haserot Co. has increased its capital stock from \$25,000 to \$50,000.

Comstock Park—The Hachmuth Pure Food Co. has increased its capital stock from \$50,000 to \$75,000.

Lansing—Stephen Gauss, who is erecting a bread factory and bakery on Clark street, will open it for business about Feb. 21.

Muskegon—The Non-Breakable Toy Co. has purchased that part of the brick building which it has been occupying for the past two years.

Cadillac—C. A. Saunders has been named managing director of the newly organized Detroit Veneer & Panel Co. Operations will be begun shortly.

Allegan—L. A. Holley has sold his interest in the Allegan Milling Co. to the other stockholders and will go South for the benefit of the health of Mrs. Holley.

Cadillac—The Cadillac Metal Parts Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Port Huron—The Ansala Co. of Chicago, has purchased a site here on which it will erect a plant to manufacture its products, consisting of timers, anti-freeze and other auto accessories.

Manistique—The Cloverland Garage & Machine Works has been incorporated with an authorized capital stock of \$75,000, of which amount \$40,000 has been subscribed and paid in in cash.

Lansing—The Lansing Sausage Works has been organized by Anton Greilich, of Owosso, who has purchased the Gilkey property at 519 River street and will remodel it and open the factory for business about Feb. 20.

What the National Retail Grocers Strive for.

Secretary Leon M. Hattenbach of Denver, of the National Association of Retail Grocers, is issuing his usual call for the per capita dues of 25c per member to all local and State bodies and urging large delegations to the National Convention at Atlanta in May. In reciting the hopes and efforts of the association for the past year he enumerates the following as leading enterprises:

Enactment into law of price standardization measures such as the Stephens-Ashurst bill to protect the independent retailers and the consuming

public against the evils and burdens of ruinous competition, unfair advertising and price-cutting of branded merchandise as a bait for illegitimate practices.

Elimination of preferred treatment of chain stores, mail order houses and other large quantity buying concerns to the detriment of the independent retailers.

Elimination of gift enterprise schemes, such as trading stamps, premiums, coupons, rebates, free deals, etc.

Repeal or amendment of the National Bankruptcy law.

Establishment of credit-rating bureaus by every local association for the protection of the dealers against delinquent debtors.

Garnishment laws in every State for the protection of the dealer and the honest debtor.

Perpetuation of an harmonious reciprocal relationship between manufacturers, wholesalers, retailers and consumers, assuring all a square deal and protection against many trade evils that now threaten the welfare of the independent dealers and the consuming public.

Elevation of the standard of the retail grocery and meat business, as well as all merchandising business.

Obtaining shorter working hours and Sunday closing.

Protection of the retailer against obnoxious and burdensome legislation, national State and local, and the enactment into law of beneficial measures for the protection of the retailers.

May Grow Our Own Figs.

It is not impossible that this country will soon produce all the figs it needs. This statement is made by the Chief of the Bureau of Plant Industry, United States Department of Agriculture, in the report on the progress of Smyrna fig culture in California. Much of the success of this enterprise has been due to the fact that the department has been able to maintain a caprifig orchard at Loomis, from which caprifigs have been distributed free to growers. Before this distribution was arranged for many small growers of Smyrna figs became discouraged and some even dug up their orchards. The relationship between these two varieties is that the Smyrna fig is fertilized by an insect which lives on the caprifig. When Smyrna figs and caprifigs are planted together the caprifigs do not bear enough fruits to caprify the crop properly until several years after the trees begin to bear. For this reason a young orchard is dependent on importing the needed caprifigs during the first few years. It was to supply this need that the fig orchard at Loomis was leased by the department. Many new varieties of caprifigs have been brought to light, some of them very important in commercial Smyrna fig culture. Many thousands of seedling figs have been distributed to co-operators in the fig-growing regions of California, Arizona and Texas, and some promising new varieties have been originated by a proper selection of male pollen.

In the fall of 1917 the fig insect was established in some old seedling caprifig trees in Brunswick, Ga., and since then a number of caprifig trees have been similarly treated. The result is that it has been possible to caprify and bring into bearing many sterile Smyrna fig trees growing in the southeastern States. Some of these trees bear a very high grade of fruit, promising for use as fresh fruit or for canning. It is still doubtful whether figs can be grown in the southeastern United States to advantage in a commercial way, but it is a matter of much interest and of some economic significance that many old sterile fig trees in this region are really Smyrna seedlings. Approximately half of the trees are Smyrna figs, and the others are caprifig varieties.

Making Sure of Twine.

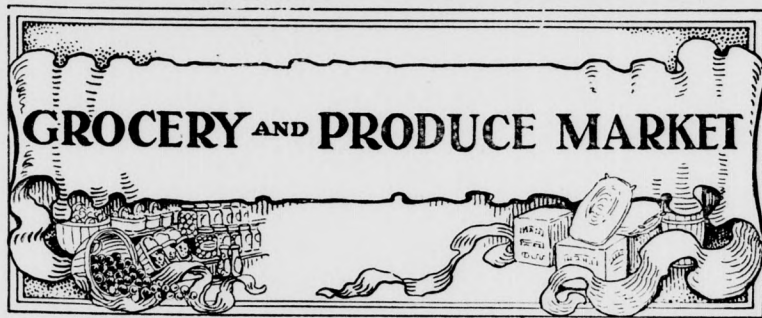
The United States has long depended for much of its supply of binder twine on henequen from Yucatan. The uncertainty of the supply during the past several years has caused serious anxiety lest there should not be enough binder twine to harvest the increasing crops of grain in this country, and the United States Department of Agriculture has been making diligent efforts to find new sources of supply or new regions where binder-twine fibres may be produced. The chief of the Bureau of Plant Industry reports encouraging results. The conditions in limited areas in extreme southern Florida and on the larger keys, are regarded as suitable for the production of sisal and henequen fibres, provided the cost of land and of labor is not too high to permit successful competition.

Henequen has been cultivated successfully for several years in Cuba and the plantations are being increased, but thus far they produce scarcely enough fibre to supply the cordage mills on the island. Conditions are regarded as favorable for the production of binder twine fibres in limited areas in Haiti and over a much larger area in southern Santo Domingo. Experimental plantings in Porto Rico have resulted in the establishment of a commercial plantation near Yauco and trial plantings near Quebradallas and on Mona Island have given promising growth. In the Virgin Islands excellent conditions for the cultivation of sisal have been found on St. Croix. In the Philippines the introduction of modern fibre-cleaning machines has resulted in increased plantings of sisal and private capital has bought and installed machines to develop the industry in a large scale.

C. C. Mather, dry goods merchant of Cedar Springs, was in Grand Rapids Tuesday. His wife is at Blodgett hospital, where she underwent a slight operation. She is doing nicely.

A. L. Davenport, Sales Manager for Burnham, Stoepel & Co., visited the local branch office, 48 Ionia avenue, Thursday.

Charlotte—C. A. Murray has sold his grocery stock to Floyd Raymond, who has taken possession.



Review of the Produce Market.

Apples—Northern Spy, \$3.50@4; Greenings, \$3; Baldwins, \$3; Russets, \$2.50; Starkks, \$2.50.

Butter—The market is active, with a good consumptive demand, at an advance of about 1c per pound over the middle of last week. The advance is due entirely to short supply of fancy butter. The quality arriving is fully up to the standard for the season. The make is about normal and we do not look for much change from the present conditions for the next few days. A great deal depends on weather conditions. Local dealers hold extra creamery at 63c and firsts at 60c. Prints, 3c per lb. additional. Jobbers pay 55c for No. 1 dairy in jars and 40c for packing stock.

Cabbage—\$7 per 100 lbs. for home grown; California, \$6 per crate of 70 lbs.

Cauliflower—\$2.75 per doz. for California.

Celery—60@75c per bunch.

Cocoanuts—\$2 per doz. or \$15 per sack of 100.

Cranberries—Late Howes command \$10 per bbl. and \$5.25 per ½ bbl.

Cucumbers—Hot house, \$4 per doz.

Eggs—The market on new-laid eggs is firm at the moment, after a decline of about 5c per dozen during the past two or three days. The receipts are being absorbed on arrival and the future market depends considerably on weather conditions. Storage eggs are steady at prices about 1c per doz. below a week ago, very little fancy stock remaining in storage. Local jobbers pay 55c for strictly fresh. Cold storage stocks are steady at 53c for candled firsts, 45c for seconds and 42c for checks.

Grapes—California Emperors, \$8.25 per keg; Spanish Malagas, \$10@12 per keg.

Grape Fruit—\$4.25@4.50 per case for all sizes of Florida.

Green Onions—Shallots, \$1.20 per doz.

Green Peppers—90c per basket.

Lemons—California, \$7 for 300s and \$5 for 240s and 360s.

Lettuce—Iceberg, \$5.50 per crate of 3 to 4 doz. heads; hot house leaf, 22c per lb.

Onions—California Australian Brown, \$6.50 per 100 lb. sack; Spanish, \$3.25 per crate for either 50s or 72s; home grown, \$6.25 per 100 lb. sack.

Oranges—Navals, \$6@6.25 for fancy and \$5.25@5.75 for choice.

Potatoes—Home grown, \$2.75@3 per bu. Baking from Idaho, \$4.50 per box.

Radishes—Hot house, 45c per doz. bunches.

Squash—\$2 per 100 lbs. for Hubbard.

Sweet Potatoes—\$3 per hamper for kiln dried Delawares.

Tomatoes—\$1.40 per 5 lb. basket from Florida.

The Grocery Market.

Sugar—Jobbers are now able to fill orders more satisfactorily, because they have lately received more liberal supplies from Michigan refineries and several cars of cane sugar from the East. The Federal Commission has taken steps to end the practice some dealers have of making combination sales with sugar. Buyers who have come from the country to order goods, and then put in the proviso that so much sugar must be included, are said not to have much success with the jobbers, who have been prorating sugar against orders for some time. It is believed that retail merchants generally are dealing fairly with their customers and taking only a fair profit, although instances are reported frequently of what is called profiteering by the complainants.

Tea—There have been no special developments in the tea market during the week. Business is still fair as January business goes, without any change whatever in price. Here and there a weak holder develops, who is willing to sell some tea at a shade off, but generally speaking, the undertone is strong. Concessions appear to be confined to Ceylons and Indias, but are by no means general.

Coffee—Although the coffee market has been exceedingly dull during the week, both as to spot and future, there has been no decline in actual coffee except a shade off in Rios 7s, which probably will be not affect the jobbing price. There is, however, a rather decided slump in the price of futures, which may affect actual coffee a little later. At the moment the feeling is rather soft. Santos grades remain unchanged for the week. Milds are about where they have been for some time.

Canned Fruits—California peaches and pears are in somewhat better demand and steady. Buyers are not willing to pay asking prices except in a small way. Apricots are dull. Apples are at a standstill, while pineapple shows a fair jobbing demand.

Canned Vegetables—The market is long on enquiries, but short on actual sales. That explains the situation in a nutshell. Conditions in the spot market are really no better than a month ago. Tomatoes moved slowly without change in prices. The jobbing trade is not buying except in a small way. Corn is lifeless for

all offerings. There is some enquiry for fancy peas, but standards are neglected. Futures have made no new developments. Other vegetables are dull.

Canned Fish—There is some business doing in canned fish. Domestic sardines, speaking now of the Maine brands, are working up a little on account of good export demand and the market is about 75c per case higher than the lowest point. There is also a slight improvement in the domestic business. Salmon is also wanted to some extent and prices are just about where they have been, with Red Alaska the firmest thing in the line. Pinks are inclined to be weak, with the market in buyers' favor; the same applies to chums.

Dried Fruits—The raisin situation shows a runaway market, as there was such a stampede to buy that values hardened all along the line. Spot stocks were entirely inadequate, so that transit cars and resales in other markets were in strong demand. The outlet seems unimpaired and is phenomenally large. Some express the belief that the market has been advanced toward dangerous prices, while others can see nothing but a growing shortage and high values. Any change in the prohibition programme would seriously affect the situation, as a large part of the demand is due to the use of raisins for wine making purposes. At the moment the market is decidedly active and strong in all descriptions. Currants are attractive to buyers as a raisin substitute and the demand has shown considerable increase of late, resulting in a firmer and advancing market. Dried black grapes are active for the same reason. Prunes were quiet all week and easy, the smaller sizes inclining toward weakness. Large stock held firm, but showed a limited demand. Peaches, apricots, pears and apples are all moving in a small way, as asking prices are above the level buyers are willing to pay. The entire line is dull, but not weak. California lima beans are held at firmer figures on the Coast, but there is no great amount of local business under way.

Sugar Syrups—There is not much demand at present, but enough to take care of such stocks as become available from time to time. Quotations are nominally unchanged, varying slightly as to seller and conditions of sale.

Molasses—Small arrivals afford barely enough to supply current demands and prices are kept on a firm basis.

Sauerkraut—The demand for both bulk and canned continues heavy from all sections, while stocks at shipping points are being rapidly reduced. The market is active and displays an upward tendency.

Rice—Arrivals so far this week have been of fair volume, but stocks are not allowed to accumulate. While buyers are not anticipating their future requirements, as the high prices existing imply the tying up of a good deal of capital if much stock is carried, they are constantly in the market, with the result that the

movement of rice, although in small lots, is at all times free.

Olives—The market is steadily advancing on glass and bulk stocks, in line with the situation abroad. The crop is short and Seville is inclined to hold for advances over 100 pesetas on Queens and 140 pesetas on stuffed. The jobbing trade so far this month has bought more freely than is usually the case in January. Realizing the shortage, distributors are doing their best to cover at least a portion of their season's requirements.

Pickles—Firmness is reflected in all grades and sizes. Small and large sour pickles are under normal and are held at stiff prices. Sweet pickles are growing scarcer as the surplus put up before the sugar shortage is being reduced. Packers are unable to keep up with their orders on the restricted current production. Primary markets are all active and firm. Dills are active for the season.

Tobacco—Liggett & Myers advise that until further notice they will prepay freight on drop shipments of 67 pounds or more of their listed brands of tobacco, little cigars and cigaret papers, and allow as free goods two plugs of Star and Horseshoe, or 12 tins of Velvet or 6 of King Pin or 24 cuts of King Pin. Free goods will be allowed on the same basis on each additional 34 pounds.

Cheese—The market is dull, with quotations remaining about the same as last week, with a light consumptive demand and practically no demand for export. If we do have any change in the price of cheese, it is likely to be a slight decline.

Provisions—The consumptive demand for everything in the smoked meat line remains light. There is considerable smoked meat being exported and also considerable lard and lard substitute being exported. The market is firm on the present basis of quotations, but not likely to change in the immediate future. Canned meats, dried beef and barreled pork are all in light supply, firm and the local consumptive demand is light.

Salt Fish—No increase in the demand has developed as yet on account of the approach of Lent. Demand for salt fish is fair at unchanged quotations. Herring seems to be wanted—this applying to all grades, but the situation is inclined to be soft.

The Emma Bliss Co. has merged its children's garment manufacturing business into a stock company under the style of the Bliss Manufacturing Co. with an authorized capital stock of \$25,000, all of which has been subscribed, \$2,500 paid in in cash and \$12,500 in property.

Saginaw—The McConnell Brown Glove Co. has been organized to manufacture and sell gloves and mittens made from woolen yarn or cotton fabric, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$5,000 paid in in cash.

E. Van Zoren succeeds Joseph Potts in the grocery business at 1009 Kalamazoo avenue.

WAR DEPARTMENT

Quartermaster Corps

Sale of Foodstuffs

Canned Tomatoes! Pepper! Ginger!

The Surplus Property Division, Office of the Quartermaster General of the Army, offers for sale the articles described in this advertisement. Informal bids on this merchandise will be accepted at any of the offices named in this advertisement until 3:00 P. M. (Eastern Time) February 14th. No special bid form is necessary. No deposit is required. Complete conditions of sale are embodied in this advertisement.

Surplus Subsistence List No. 3

Bids on this list close February 14th

<p style="text-align: center;">Item No. S-303.</p> <p>500,000 No. 2 Cans Tomatoes.</p> <p>Various packers. Commercial packed 24 cans to case. Stored at Baltimore, Md. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-307.</p> <p>87,000 No. 10 Cans Tomatoes.</p> <p>Various packers. Commercial packing 12 cans to case. Stored at Boston, Mass. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-311.</p> <p>200,000 No. 2 Cans Tomatoes.</p> <p>Various packers. Commercial packing 24 cans to case. Stored at Jeffersonville, Ind. Minimum bid considered 10 cases.</p>
<p style="text-align: center;">Item No. S-304.</p> <p>3,600,000 No. 3 Cans Tomatoes.</p> <p>Various packers. Commercial packing 24 cans to case. Stored at Baltimore, Md. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-308.</p> <p>1,800,000 No. 2 Cans Tomatoes.</p> <p>Various packers. Commercial packing 24 cans to case. Stored at Atlanta, Ga. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-312.</p> <p>170,000 No. 3 Cans Tomatoes.</p> <p>Various packers. Commercial packing 24 cans to case. Stored at Jeffersonville, Ind. Minimum bid considered 10 cases.</p>
<p style="text-align: center;">Item No. S-305.</p> <p>380,000 No. 10 Cans Tomatoes.</p> <p>Various packers. Commercial packing 12 cans to case. Stored at Baltimore, Md. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-309.</p> <p>66,000 No. 3 Cans Tomatoes.</p> <p>Various packers. Commercial packing 24 cans to case. Stored at Atlanta, Ga. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-313.</p> <p>53,842 No. 10 Cans Tomatoes.</p> <p>Various packers. Commercial packing 12 cans to case. Stored at Jeffersonville, Ind. Minimum bid considered 10 cases.</p>
<p style="text-align: center;">Item No. S-306.</p> <p>360,000 No. 2½ Cans Tomatoes.</p> <p>Various packers. Commercial packing 24 cans to case. Stored at Boston, Mass. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-310.</p> <p>120,000 No. 10 Cans Tomatoes.</p> <p>Various packers. Commercial packing 12 cans to case. Stored at Atlanta, Ga. Minimum bid considered 10 cases.</p>	<p style="text-align: center;">Item No. S-314.</p> <p>600,000 No. 2 Cans Tomatoes.</p> <p>Various packers. Commercial packing 24 cans to case. Stored at Chicago, Ill. Minimum bid considered 10 cases.</p>

WAR DEPARTMENT—Quartermaster Corps Sale of Foodstuffs Bids Close Feb. 14th

Item No. S-315.

350,000 No. 2½ Cans Tomatoes.

Various packers. Commercial packing 24 cans to case. Stored at San Antonio, Tex. Minimum bid considered 10 cases.

Item No. S-316.

57,000 No. 10 Cans Tomatoes.

Various packers. Commercial packing 12 cans to case. Stored at San Antonio, Tex. Minimum bid considered 10 cases.

Item No. S-317.

674,328 No. 2 Cans Tomatoes.

Various packers. Commercial packing 24 cans to case. Stored at Newport News, Va. Minimum bid considered 10 cases.

Item No. S-318.

2,160 No. 2½ Cans Tomatoes.

Various packers. Commercial packing 24 cans to case. Stored at Newport News, Va. Minimum bid considered 10 cases.

Item No. S-319.

1,550,005 No. 3 Cans Tomatoes.

Various packers. Commercial packing 24 cans to case. Stored at Newport News, Va. Minimum bid considered 10 cases.

Item No. S-320.

23,448 No. 10 Cans Tomatoes.

Various packers. Commercial packing 12 cans to case. Stored at Newport News, Va. Minimum bid considered 10 cases.

Item No. S-321.

44,016, 4 oz. Cans, Ginger.

Manufactured by the Woolson Spice Co. Packed 48 4 oz. cans to case. Stored at Brooklyn, N. Y. Minimum bid considered, 1 case.

Item No. S-322.

194,016, 4 oz. Cans, Pepper, Black.

Manufactured by Woolson Spice Co. Packed 48 4 oz. cans to case. Stored at Port Newark, N. J. Minimum bid considered 1 case.

Item No. S-323.

31,824, 4 oz. Cans, Pepper, Black.

31,392 cans manufactured by Woolson Spice Co. and 432 cans manufactured by Hanley & Kinsella Coffee Co. Packed 48 4 oz. cans to case. Stored at Baltimore, Md. Minimum bid considered one case.

SPECIAL NOTICE—The Government purchased and accepted these products as standard or better. No guarantee will be given except as to size and that the products comply with the food laws.

INSPECTION—Goods are sold "as is" at storage point. Samples of practically all articles are displayed at Zone Supply Offices and at the Surplus Property Division, Munitions Building, Washington, D. C.

NEGOTIATIONS—No special form is required for the submission of a bid. Bids may be made by letter or telegram.

All bids must be submitted by 3:00 P. M. (EASTERN TIME) February 14th. They should be addressed to the Zone Supply Officer at the nearest address:

Army Supply Base, Boston, Mass.; 461 8th Avenue, New York City; 21st Street and Oregon Avenue, Philadelphia, Pa.; Coca-Cola Building, Baltimore, Md.; Transportation Building, Atlanta, Ga.; Army Building, 15th and Dodge Streets, Omaha, Neb.; Ft. Mason, San Francisco, Cal.; 17th and F Streets, N. W., Washington, D. C.; Newport News, Va.; Jeffersonville, Ind.; 1819 West 39th Street, Chicago, Ill.; 2nd and Arsenal Streets, St. Louis, Mo.; Audubon Building, New Orleans, La.; San Antonio, Tex.; New Cumberland, Pa.; Columbus, Ohio; or to Surplus Property Division, Munitions Bldg., Washington, D. C.

Bids must be for goods at point of storage, as set forth in the specifications of materials advertised.

Each lot offered is identified by a number. Bids should include the lot number or numbers on which the bid is made. Bids may be made for any quantity greater than that stipulated as minimum bid which will be considered, or for the total quantity in any lot. In bidding stipulate price bid per article (for example, beef per hundred pounds; tomatoes, pepper and ginger, per can) instead of for total quantity desired. No bid stipulating "all or none" of any lot will be considered, unless that bid is the highest. No deposit is required with the submission of a bid.

NOTIFICATION—Successful bidders will be notified by mail on or before February 19th, and advised of the quantity awarded to each. A deposit of 10 per cent of the amount due under each award must be made immediately upon receipt of notification.

DELIVERY—The articles offered are for spot delivery. Purchasers will be permitted to leave stocks which they may acquire in Government storage for a period of 30 days after receipt of notification. Goods, so held, will be held subject to purchasers' risk.

IMPORTANT—The War Department reserves the right to reject any part or all of any bid or bids. Inquiries relative to sales conditions or stocks offered should be addressed to the nearest Zone Supply Office.

ACTION—Take advantage of the extremely unusual opportunities presented in this advertisement. Give careful consideration to each item listed in this and succeeding sales. Every item listed is available for immediate delivery.

Item No. S-301.

3,000,000 Pounds Beef, Fresh, Frozen.

Packed by Swift & Co. Dressed as follows: Including all the best cuts; hanging tenderloin and kidney fat removed; no carcass to weigh less than 450 pounds when trimmed; necks to be cut off perpendicularly to the line of the vertebrae, leaving but three cervical vertebrae on the carcass; the shanks of fore quarters to be cut off two inches above knee joint and of hind quarters at the hock joint (commercial cut) and to compensate for the shank bone thus allowed to remain 3½ pounds will be deducted from the weight of each hind quarter. Put in freezer between January 1st and May 10th, 1919. Equal quantity of hind and fore quarters. Stored at Chicago, Ill. Minimum bid considered 30,000 pounds.

Item No. S-302.

2,000,000 Pounds Beef, Fresh, Frozen.

Packed by Swift, Armour, Wilson and Morris. Dressed as follows: including all the best cuts; hanging tenderloin and kidney fat removed; no carcass to weigh less than 450 pounds when trimmed; necks to be cut off perpendicularly to the line of the vertebrae, leaving but three cervical vertebrae on the carcass; the shanks of fore quarters to be cut off two inches above knee joint and of hind quarters at the hock joint (commercial cut) and to compensate for the shank bone thus allowed to remain 3½ pounds will be deducted from the weight of each hind quarter. Put in freezer between January 1st and May 10th, 1919. Equal quantities of hind and fore quarters. Stored at New York City. Minimum bid considered 30,000 pounds.

SURPLUS PROPERTY DIVISION,

Office of the Quartermaster General, Director of Purchase & Storage, Munitions Bldg., Washington, D. C.

FEELING OF INSTABILITY.

Whatever variance of opinion there may be as to present business conditions, no one could truthfully describe them as being monotonous. This applies equally well to those affecting trade in foreign markets as it does to those that influence it here. There is everywhere the feeling of instability, with the universal belief that levels of prices have reached the danger point, but with no one apparently able to predict when the inevitable break will come. While this state of affairs may be mentally stimulating to those once referred to by the late President Harrison as "students of maxims rather than of markets," it is disquieting to those who have to risk their money and their credit on an outcome that is uncertain in the extreme. The disquieting elements in the situation are becoming more patent, and not the least of these is the growing disinclination of the banks and other lending institutions to aid in carrying merchandise as the prices keep rising. These concerns are well aware that the ability to pay will be finally dependent on the ability and willingness of the general public to do so. Already there have been many evidences that people generally are beginning to curtail in their purchases, despite the fact that a fair percentage still stick to extravagance in buying. But an analysis seems to show that the amount of sales expressed in terms of the dollar does not truly represent what is and has been happening. Expressed in terms of quantity, curtailment of buying has already come, and many retailers have given it as their opinion that this conditions will be accentuated as the year goes on.

VANISHING TIMBER SUPPLY.

Timber supplies constantly grow shorter, lumber prices constantly go higher, but few legislators yet realize the seriousness of the situation facing the country. The meeting of the American Forestry Association in New York last week did well to adopt a plan offered by Chief Forester Graves for Federal and State co-operation in preserving and developing woodlands. In steady succession our different sections are divesting themselves of once splendid forests as the New England and North Atlantic States long ago did. The Lake States a generation ago produced more lumber than any equal area in the world's history, but now import the greater part of what they use. The Southern pine lands have for twenty years led in high-grade timber production, but within ten years they will have been in large part exhausted. The Pacific Coast still has much timber, but is supplying it to the insistent consumers east of the Rockies, and even to Europe.

Four-fifths of our timber lands are privately owned, much of them in remarkably huge parcels—1,800 owners control nearly 80,000,000 acres; and private exploiters are too often wasteful in consumption, indifferent to replacement. It takes at least fifty years to mature a timber crop, and for our shortsightedness to-day our

grandchildren will pay heavily. Yet such immense areas in the United States are unfit for anything but woodland that if our states and National Government will combine to reforest devastated lands, to protect natural growth or cut-over sections, and to compel adoption of scientific lumbering, the country can largely provide for future needs.

EFFORTS TO REDUCE PRICES.

Efforts towards reducing prices continue unabated in the efforts to reduce the high cost of living. Attention is more diverted now, however, toward reductions in the prices of things to wear than in those of eatables. The conferences at Washington between Mr. Figg, the special assistant to the Attorney General, and the retailers have been of a friendly character. A general disposition was shown to help out in procuring reduction of prices and to put a stop to the endless bidding up of them. The eradication of the speculative element is one of the things aimed at. Another, and a very serious matter, is that of stopping the continued incitement toward higher labor costs. It is charged, and with much evidence to support it, that several classes of manufacturers have been none too eager in opposing higher prices so long as they could get the retailers to pay them and have them in turn pass them on to the consumers. They have been especially interested in getting out goods for delivery, and, in order to do this, have not hesitated to lure away workmen from competitive shops by the offer of higher wages. This has led not only to higher labor costs but has disorganized labor conditions and has had a material effect in elevating prices. It worked all right for some manufacturers and would continue to do so just as long as retailers and consumers were willing to pay the high prices which this course made necessary. But retailers have been receiving their warning that the customers are rebelling, and they have now taken the stand that, in the future, extra labor costs must be borne by the manufacturers. If they stick to this quick results will come.

There is danger both of exaggerating and underrating the woes of China. More than a million men were under arms last fall. Yet the forces are almost purely mercenary, the Chinese people of both sections being largely indifferent. The Chinaman is indomitably pacific, and the armies do little more than look at one another; most so-called battles involve much more noise than blood. On the other hand, the troops have an eye to loot and devour whole regions, while the political condition of the country is in many ways pitiful. Without the civil war the maladministration, unchecked pestilences, and banditry would be bad enough, and the conflict makes them worse. The Western Powers should feel a keen responsibility to assist in the rescue of China. The clearing up of the Shantung question and the employment of capital in development are the two primary steps.

FAIR PRICE FOOLISHNESS.

All through the war one of the reasons why "regulation" succeeded was the spirit of fairness and patriotism on the part of the men regulated; especially in the case of the grocer. When "Fair Price" committees later came into control of the reformers, and their motives of reform went far wild of the necessities or the truth, it was inevitable that there would come about controversy and an ultimate test as to just what rights such committees have to compel obedience. Out in Topeka, Kan., there was a price committee which set "fair" prices just about to their own liking and tried to force grocers to comply.

Five grocers refused to obey and figured out the list of 103 articles, showing that on a tangible overhead cost of doing business of 18 per cent. they would actually lose money on eighty-six of them. Wherefore they asked the local court to enjoin the committee from enforcing its list. For instance, the fresh egg price was 50 cents a dozen at retail, when it was plainly shown that at that time the retailer could not buy such eggs for less than 60 cents wholesale. All the committee would say was that "it had a theory to work out" in its price operations. Whereupon the court played its own theory by issuing the injunction asked for.

LINEN MARKET IS QUIET.

The linen trade has remained quiet among importers during the week, although there are orders pending which could be put through if manufacturers on the other side would take them. As it stands, however, Irish and Scotch mills are well sold ahead on nearly all lines and the present scarcity of raw material makes it impossible to expand production.

Efforts being made in various parts of the world to develop flax culture will probably bear fruit within the next two years in a greater availability of raw material, but it is so far too distant to count upon. The opening of trade with Russia may result in the acquisition of more Russian flax, and development of East African lands for flax growing may be heard more of next season.

Retailers find good absorbing power among their customers and many are conserving their stocks against the high replacement cost.

The United States is a free gold market. Gold is in such demand that a considerable premium is paid for it in London. Many of the nations have an embargo on the exports of yellow metal. Holland and other countries are exacting a premium for the use of gold in the arts. It is reported that Spain has been selling sterling in this market in order to receive gold in payment of debts due Spain from Great Britain. We have been paying our trade balance to the Argentine in gold. A gold settlement fund cannot function properly if one of the members pays in gold and another in I. O. U's. The stronger members of the clearing house have got to lend their credit to the weaker members until the latter can establish their clearances in

the usual way. The American dollar has a purchasing premium of 28 per cent. in England, 97 per cent. in France, 150 per cent. in Italy and 980 per cent. in Germany. It is absurd, of course, to think that those countries would not pay a higher premium in their paper currency for purchase of gold outright. As a matter of fact, exchanges on these countries have lost all relation to the gold standard for the time being. If the exchanges represented the ability of Europe to pay its debts in gold the effect on the international money markets would be most disastrous. We are banking on the collective ability of these nations to produce and on their ability to pay in goods.

Butte is probably the only city in the world that can boast of houses built of silver and manganese, almost as good as a gingerbread residence or an Arabian Nights palace walled with gems. Should the steel industry attain the magnitude which economists presage, these homes may tempt the assayer. The outcroppings of an unusually long and rich ledge of manganese and silver have been used for building stone in Butte for some time. The rock is beautifully colored and of a weight and hardness destined to withstand any weather, having been baked in earth's own brick-ovens. It shows evidences of the intense heat to which it was subjected before a cataclysm of nature threw it to the surface. This ledge was the original guide of the prospector to the spot which later proved to be the entrance to that vast treasure-house of silver called the Trevonia mine, tapping perhaps the longest lode ever worked. The Trevonia brought Butte back from a deserted village—after placer mining had become a thing of the past and gold-seekers had drifted further West—to the prosperous city that saw new millions drawn from the depths.

Whenever Canada wishes to make Americans jealous she can call attention to the success of her land-settlement scheme for soldiers. Thus far 338,000 soldiers have returned from overseas, and 33,496—one in ten—have qualified for Dominion assistance in farming. Another 10,000 have filed applications, and this spring a widespread movement to the land is expected. In all, it is believed that eventually 50,000 veterans will have become farmers with government assistance. The real test of the scheme will come when the settlers lose their first enthusiasm and are faced by the inevitable hardships of the pioneer. However, the Dominion and Provincial governments have tried especially to attract experienced men; have required the inexperienced to take thorough training; and by settlement in communities the provision of standardized houses at low rates in some places, and arrangements for continued help when needed, have guarded against failure. While our Congress has done nothing, Canada has at once rewarded her fighters, brought millions of acres under cultivation, and contributed to the reduction of food costs.

Quality is Always Maintained

OUR rigid policy of using only the best leathers and employing only expert shoemakers has kept, and will continue to keep, the quality of *Honorbilt Shoes* at the high mark. The style, fit, comfort and reserve wear *insure maximum satisfaction.*



Such high standards of manufacture offer protection and profits to the dealer carrying the *Honorbilt* line. It will pay you to investigate our proposition. It obligates you in no way. *Prepare now for a year of bigger business.*

Send for our catalog showing the Honorbilt quality line for men, women and children.

F. Mayer Boot & Shoe Co.
MILWAUKEE, WIS.

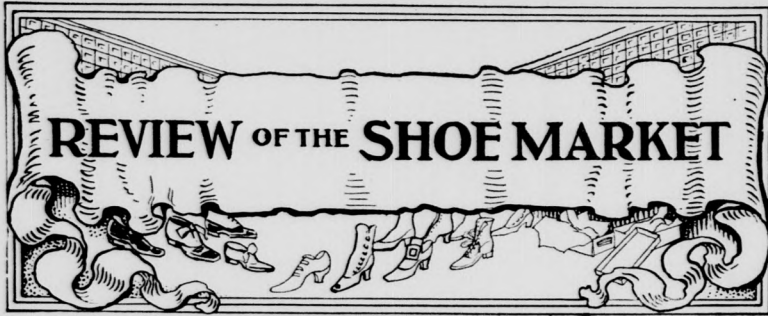


No. 48—Glazed Dongola Martha Washington Lace, 8 inch High Cut, Plain Narrow Recede Toe, 2 inch Louis Leather Heel, Turn Sole, A-D, 2½-8.
No. 49—Brown, Same as No. 48.



No. 716—Vici Kid Blucher, Tip, Medium Recede Toe, ¾ inch wide Square Heel, Single Sole, Welt, C-B, 5-11.





Michigan Retail Shoe Dealers' Association.

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

Shoe Dealer's Service His Best Asset.
 Written for the Tradesman.

Between the old rule-of-thumb methods which used to prevail in the business world and the present-day policy of scientific merchandising there is a vast difference. It may be connoted in the single word—service.

The old-fashioned merchant used to think that all that was expected of him was to buy certain lines, add his gross profit on same, mark each item, pass them on to his customers, and then forget it. That was pretty much the beginning, the middle and the end of his merchandising philosophy and practice. Of service he knew little and thought less.

Of course here were brilliant exceptions. Always, and in every field of human endeavor, these exceptions will be found. In shoe retailing, the exceptions to the general run of shoe dealers were those born merchandisers; men who instinctively knew the fundamentals of merchandising, and unconsciously practiced them in so far as circumstances allowed. It was what I may call the unconscious cerebration of such men—happy accidents as Emerson would say—that eventually hardened into business customs, and from which laws and principles have been evolved and finally formulated.

But Mr. Average Shoe Dealer of other days was pretty apt to be thinking only of immediate results. He was after the business of to-day, but not greatly concerned about trade for to-morrow—probably taking literally the admonition, "Take no thought for your life etc." Consequently it was considered both good ethics and good business to talk a man into buying a pair of shoes a full size too small for his feet, if one could get away with it. Unload, pass 'em on—to whom it matters not, get rid of your goods and acquire the coin of the net profits—that was the way it was being done in those halcyon days.

The business ethics of the times was just about neck-and-neck with ethics in general. It was a vast improvement—the ethics of that period—over the ethics of the Stone Age, but science was in its swaddling-clothes and nobody dreamt that there was a science of business. It was a sort of merry tit-for-tat time. It was dog-eat-dog. Service in those piping days? Well, hardly.

But now everybody realizes that the expansion of business rests upon

the basis of service. Not only its expansion, but we may say its very life and perpetuity. The law of service has become a very law of life. Without it, your business institution of to-day is running on a flat wheel. It can't run far.

Service includes a great many things—far more than can be touched upon in this place, even in the most casual way. We can hit only a few high points.

For one thing, it involves consideration for the consumer's rights. Service, from the dealer's standpoint, looks mainly towards the customer. The shoe dealer should think of him (the customer) at every step of the process. What does he want in the way of shoes? What is he able to pay for? How much value per pair can I get him to see and want? How can I show him the difference between good shoes and poor ones? Between the best and the next best? How can I help him to get the maximum of value out of his individual footwear purchases? How can I impress it upon him to take care of shoes, once he buys a pair? And a whole lot more of the same kind.

Instead of being simply a business man interested in the acquisition of a certain amount of money per year—the more the better—because of the fact that one has shoes to sell to people who must buy shoes, the modern idea is to look upon shoe retailing as a function. The shoe dealer serves a need in the social and economic worlds. And this shoe retailing function, when one comes to look into it, involves a great many things. The shoe dealer stands between the customer and a great many possible sources of footwear mis-information and mistakes in buying. Since a pair of shoes is a much more complex thing than, say a hat or a shirt; and since the man who makes a mistake in buying footwear is liable to pay

Shoes
 that meet the demands of fashion.

Shoes
 that best serve the man who works.

HIRTH-KRAUSE SHOES
 Tanners and Shoe Manufacturers

REAL PROFITS are made and a permanent business established by the merchant who handles the H. B. HARD PAN as his standard work shoe.

H. B. HARD PAN are strong, sturdy shoes for the man who works. YOU can recommend and sell them as the best—because they are the best service giving shoe.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Prepare for the Spring Rush by placing your order now for Women's, Miss and Children's light weight rubbers.

All orders for Rubbers in Stock shipped **SAME DAY** as received.

Defenders 1st Quality



Light Weight High Instep Over

- Women's Defender Vogue—City—Opera \$0.75
- In the following lasts and heels: Vogue (new last for new extreme high heel.) City (for 12-8 heels Cuban or Military.) Opera for low heel and full toe.
- Misses—Opera, 11-265
- Children's—Opera, 5-10½, 6-10½, 7-10¾55

SEND YOUR ORDERS TO-DAY

Hood Rubber Products Co., Inc.
 Succ. Grand Rapids Shoe & Rubber Co.
 The Michigan People Grand Rapids

the price in temporary, or even permanent, injuries to his feet; and since the cost of a pair of shoes is considerable—so that a foolish buy hurts the pocket-book—for all these reasons, and a great many more that might be enumerated, the shoe dealer must be a man of footwear sense to fit in; i. e. he must have a lot of knowledge about shoes and the human foot and how to fit shoes right, and all that sort of thing.

A few years ago the shoe trade publications got to talking about shoe retailing as a semi-profession. It is rather a cumbersome phrase, but it's not so bad at that. It expresses, at all events, a big truth. Selling shoes right is not a boy's job, nor a task for just anybody. It requires intelligence, imagination, and conscience. It also involves experience and technical training—training, I mean, in the art of fitting. Selling shoes is a merchandising proposition plus. It's this plus something the trade chaps had in mind when they got to talking about the trade as a semi-profession.

Now the man who wants to make the most of the game of shoe retailing will naturally think of all this; and everything that he considers and approves and sooner or later tries to work out in his own establishment, will fall under the head of service. That's what it is; he's simply trying to serve his constituency.

It will prompt him to regard the rights of other people. And it will make him want to do the right thing by little people.

Some shoe dealers were talking about their mistakes the other day. It's a good thing now and then to talk about mistakes as well as successes—though the latter is the easier topic, of course. Each man in the group of half a dozen recounted some costly mistake that he had made—and they were all men of middle life or beyond. I was especially impressed with the confession of one of the older men in the crowd. He has a big store handling men's and women's lines. He said:

"My biggest mistake as a dealer has been that I haven't tried to cultivate the kids. I don't know why—maybe it's because I haven't any of my own. And when I was a younger man, I supposed my time was too valuable to waste on getting acquainted with them and trying to master the art of pleasing the little fellows.

"It was a pity. I see it now. But of course I didn't see it at the time. I guess it's too late now. And that's the reason we do not handle footwear for children. We got started wrong. And it was my fault. My partner—you know I used to have a partner—years ago wanted to take on juvenile lines; but I wouldn't let him. I'd be better off to-day financially, if I'd listened to his advice; and I guess I'd been better off in other ways, too; for little people are the best people after all."

Cid McKay.

It is usually better to concede a lot of non-essential things than to waste time arguing about them.

MICHIGAN'S METROPOLIS.

Late News From the City of the Straits.

Detroit, Jan. 27—James Wilson, Manager of Burnham, Stoepel & Co., is very ill at his residence, 107 East Ferry avenue.

L. P. Laurandau, buyer for A. Krolik & Co., is in Nw York.

Percy C. Palmer, department manager for Burnham, Stoepel & Co., is in New York.

Mrs. James Golding has gone to Lakeview to assist in running the general store of A. M. Goldstein. The latter is very ill in Chicago and Mrs. Goldstein is constantly at his bedside.

The Hudson Lumber Co. has acquired twenty acres located on Warren avenue at the Pennsylvania and Pere Marquette railroads. It is estimated that the purchase price approximated \$130,000. Leinbach-Humphrey Co. acted as agents for all parties concerned.


Charles D. Vail, who for years represented the Vassar Swiss Underwear Co., Chicago, in the principal cities of Ohio, Indiana and Michigan, died recently at his home in Detroit. He was born in 1848 at DeRuyter, New York, and his first employment was in the haberdashery shop of Blackman & Company, Syracuse, N. Y. Here was laid the foundation of his life work, which was devoted to haberdashery. The merchandising of men's goods was his chief study. Later he purchased a store in Bay City and through his ability raised the appreciation of better-grade merchandise with even the rough and rugged lumber jacks by selling the very best goods in those early days. After thirty-six years he gave up this business and became identified with the Vassar Co., with which he was associated to the end of his life. He left a wife and two daughters and a host of friends.

Plans have been accepted for the development at a cost of \$2,000,000 the property at the northwest corner of Grand River avenue and Grand boulevard west. A syndicate has been formed of New York capitalists, with whom are associated Charles F. Clippert, Thomas P. Peniman, George H. Lescher, Thomas J. Thompson, George J. Finn, Herman F. Schneider, William Wreford, John Atkinson, Walter Haas, Harry Blickman, as Detroit representatives Mr. Haas is acting as attorney for the syndicate. The development contemplates a theater and office building. The theater will hold 3,600 people. A frontage of 419 feet on Grand River avenue and 131 feet on Grand boulevard west yields some wonderful store and office space which is renting very rapidly. There will be a dance hall on the second floor in addition to office space. One of the features in connection with property is the fact that the theater and office building takes only part of the property, a piece 150 by 200 feet at the corner of Dexter boulevard and Lothrop avenue, being available for a big apartment house later on. Temporarily this space will be covered with asphalt to provide parking space for theater patrons.

WM. D. BATT
FURS

Hides, Wool and Tallow


28-30 Louis St.
GRAND RAPIDS, MICHIGAN




OXFORDS

ARE THE STYLE LEADERS

HAVE YOU BOUGHT YOURS?






8762—Dark Russia Calf Bal. Oxford,	102 Last	A-D.....	\$8.15
8763—Mahogany Side Bal. Oxford	103 Last	B-E.....	7.25
8749—Gun Metal Veal Bal. Oxford	105 Last	C-E.....	7.25


ORDER NOW FOR MARCH DELIVERY

Rindge, Kalmbach, Logie Co.

10 to 22 Ionia Ave. N. W.

GRAND RAPIDS, MICHIGAN





Ha-Ka-Rac







Our salesmen are now on the road with our complete line of Knit Goods. Please do not buy until you have made an inspection of our line.

PERRY GLOVE & MITTEN CO.
PERRY, MICH.



Make Commercial Bribery Illegal.

W. B. Colver of the Federal Trade Commission, in an address before the Purchasing Agents' Association of New York, urged the enactment of a Federal law to prevent what is called "commercial bribery," advocated the revision of a certain type of "blue sky" legislation and called for the abolition of the Federal Excess Income Tax.

"Seventeen or eighteen of the States now have laws on commercial bribery," he said, but so far as I know they are wholly or partly dead letters in nearly all of the States, and for this reason the business man going into competition in a State where there is no such law says that he is under a handicap; that he cannot meet his competitor on the same grounds his competitors can occupy, because the State laws against commercial bribery are not equally enforced. We feel that if the Federal law was made the groundwork for the whole country and everybody applied it the same throughout the States it would save millions of dollars yearly for the business public and more than that for the consuming public.

"Let me tell you what I mean by commercial bribery. Some of the people who commented on our work said that we were trying to prevent a man from giving his customer a cigar or before the first of last July buying him a drink or taking him to a theater. That is not it at all.

"For instance, there is one concern in Chicago, and I won't mention its name, whose president has an account of \$8,000 a year for perfumery. That is the way it goes through the books. He said it was for Christmas presents but couldn't explain exactly why he spent about a twelfth of the 'perfumery' money in February. That was too much to get by on even the theory of doing Christmas shopping early. Of course, it wasn't perfumery at all.

"There was another concern where we found that the secret commissions given to the employes of customers and customers of competitors amounted in two years to something like \$1,400,000, and the customers of course paid it all; and the customers pay for that 'perfumery' I mentioned—all of it, and then he passes it on to his customer and finally you or I or some other ultimate consumer pays for this 'perfumery,' but we don't know it and we don't even smell it."

With respect to blue sky laws, he stressed the importance of enforced publicity.

"When a security is issued," he said, "there should be made public a prospectus which should contain an exact statement of facts, and especial-

ly should it show just how much money is actually going into the enterprise, and how much is going to the broker and how much is going to the underlying syndicate and how much is going to advertising, and how much is going to leading citizens who sign letters of recommendation."

Relative to the excess profits tax, he asserted, "It is one of the foundation stones upon which the present intolerable price structure has been raised, and which works such hardships upon the consuming public, and so, of course, upon business concerns.

"Since, as a matter of fact, the excess profits tax was created as an equalizer, in cases of price fixation, and for no other reason, and since prices are no longer being fixed, even that reason for its continuance is gone, and I am waiting for somebody to give me a reason for continuing it. Nobody can say that it continues because we need the money, because we can find ways to provide the money without losing 80 per cent. of the money that is collected from the public as a tax.

"Leaky as tax methods may be, I do not go along with this 80 per cent. loss, in getting 20 per cent. into the treasury, thus extracting from the public, you and I and all of us 80 per cent. in the process. That is all wrong."

Customers Pay for Advertising.

Written for the Tradesman.

Your customers pay for your advertising. Are you giving them full value for their money? Perhaps this is a new way to look at the matter, but who can say it is not the right way?

All intelligent and reasonable people admit that there are legitimate expenses which must be paid for out of a margin above wholesale prices, but many there be who look upon advertising as largely unnecessary. Beyond a certain limited space or expenditure they look upon it as extravagance—as money wasted—and they say: "We pay for it, but it does us no good." And this leads them to more closely scan the prices and quality of goods offered by those who advertise largely, or else it keeps them away from such stores.

How important that every merchant be careful to exclude from his advertisements statements which tend to create doubt or distrust.

Minion.

Moral sentiment, if not the law, ought to have its say about the employer who leaves his money where clerks can help themselves if they want to do so.



OPERATING MARGIN

THE necessities of war and the prevalent high prices caused a wide gap between manufacturing costs and selling prices, known as "operating margin." This gap has started to grow smaller, resulting in a slight increase in business failures. The present condition makes it imperative that every business man keep posted. Reading our monthly Digest of Trade will assist the man who is looking for dependable basic information on business conditions. You don't have to be a customer of this bank to get these reports—they are yours when you want them.

THE OLD NATIONAL BANK

Monroe at Pearl

Grand Rapids

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	13,167,100.00

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

Reply From Hon. Milo D. Campbell.

Coldwater, Jan. 20—I am in receipt of your letter of Jan. 19 and make it the first to answer.

I am quite sure that "misunderstanding" arising from brevity of statement has led you to differ with me about the third plank of my platform.

"The right of collective bargaining for both farm and industrial labor."

This is a subject that cannot be discussed in a paragraph. I have not changed a whit in my position and do not believe you differ with me.

By collective bargaining, I do not espouse the closed shop, nor the right of organized labor or the organized farmer to say to the employer and the buyer of products, that they must deal with the representative.

I conceive that each has the right to collect in unions and, when collected, to agree among themselves what their products or their labor ought to be worth, to select representatives to present their offer to buyers of labor or products.

But here the right of collective bargaining ends.

It is just as much the right of the employer and of the buyer of products to refuse to deal with the agents as it was their right to get together collectively.

I do not seek anything unAmerican nor would I stand for it.

Through the corporations of this country, there has been sold and collected gross at least \$125,000,000,000 during the year 1919.

This is shown by the estimates of the Revenue Department upon income taxes.

Every dollar of this is through collective bargaining, for every corporation is a collective bargaining institution created by the State.

We have two corporations in Michigan that have grown within the last fifteen years from almost nothing until their market value is one fourth the total value of the entire State. All through collective bargaining.

Our progress as a Nation has been largely founded upon this principle. Space will not permit me to explain fully. But this collective bargaining by the corporation cannot be allowed through law or other means to impose any mandatory duty upon the purchaser of labor or commodities to buy.

There must be the right to farmers to get together in the marketing of their products. This is to the interest of the consumer as well as the producer.

Every grocer in the country fixes the price of butter, eggs, sugar and staple products by some sort of understanding with his brother grocers.

Newspapers raise the price of the morning and evening papers on the same day by some sort of understanding. These things must be to save from ruin and failures.

The farmers cannot incorporate their business. The seven millions of them scattered out over three millions of square miles cannot be run together into corporations. They must be allowed to get together into small groups and sell by the carload or in quantities their products. As the law is now, if a half dozen farmers should collect their products and appoint an agent to sell them at a price fixed by the farmers talking the matter over, they could all be sent to jail.

There will soon come community buying, and with community buying there must be community selling units in the country, to save the expense in between.

Every manufacturer buys labor saving machinery and there should be accorded to the farmer and the consumer the right to employ the same means.

I am eternally opposed to the red element in this country and believe that the great majority of laboring men are opposed to it as well.

I shall not deviate from my set-

tled convictions along the line of Americanism, the maintenance of order, the enforcement of property rights and personal rights. The Governorship will have no attraction, if to secure it I must surrender my convictions along these lines.

But the right of the laboring man must always be held sacred. Let us hope the sweat shop, the small wage, the forcing of girls and women into lives of immorality through small pay for services may never return.

Some time, I want to talk to you about a broader way of adjusting these important differences between labor and capital, a method by which both the employer and labor will reach a satisfactory basis; an American way and one that will not menace the country with paralysis, the pangs of cold or hunger. I believe this is the end to be sought and am confident that it can be attained.

I appreciate your letter, and the more so because I know your genuine Americanism.

Milton D. Campbell.

Penny Postage for Drop Letters.

There is a big drive on to secure the passage of a penny drop-letter postage bill at the present session. Senator Dial of South Carolina has introduced such a measure and is urging early consideration.

The Senate Post Office Committee is being importuned to report favorably at an early date, but has decided to wait until the annual post office appropriation bill has been completed. The committee is alive to the fact that you cannot spend the same dollar twice, and apparently is decidedly skeptical as to the substantial character of Mr. Burleson's latest "surplus."

Speaking of surpluses, Mr. Hines, our accomplished Director General of Railroads, has just pricked another bubble. In an official statement he admits that the two-million-dollar railroad surplus for October was not a surplus at all, but really a deficit.

The slight mistake occurred through comparing the earnings for the month with one-twelfth of the annual Government guaranty. The statistician overlooked the fact that during the fall months all the railroads must earn a great deal more than during the winter and spring in order to break even.

Thus another happy dream is shattered.

It is easier to break the will of a dead man than it is to break the will of a live woman.

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital \$500,000
Surplus and Profits - \$750,000

Resources

11½ Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings

The
Public Accounting Department

of

THE
MICHIGAN TRUST
COMPANY

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

Installs General and Cost Account-
ing Systems.

Makes Audits and Investigations for
any purpose desired.

Room 211

Michigan Trust Company Building

Citz. 4271

Bell M. 408

Grand Rapids, Michigan

Riches Bring Responsibilities

The accumulation of riches brings with it many responsibilities that often involve much routine and detail work when time is most valuable.

Under a Living Trust Agreement with the GRAND RAPIDS TRUST COMPANY you can keep and control your wealth while shifting the burden of care to us.

Such an agreement enables you to know that whatever demands are made upon you, the carrying out of the details can be entrusted to our care with the certain knowledge that everything will be attended to promptly and efficiently.

Our officers will be pleased to talk the matter over with you in strict confidence.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

The Small Merchant and the Income Tax.

Just how a small merchant or shopkeeper, who has no real bookkeeping methods, should proceed in figuring his annual profit or loss for the purposes of the income tax is explained in a statement issued to-day by the Bureau of Internal Revenue.

The experience of the bureau is that most shopkeepers have at hand, or can construct with reasonable accuracy, the data necessary for properly computing the net income for each year.

While the rule-of-thumb is employed in many instances where the shopkeeper does all the work and hires no help, the principles adopted by the Government can be made applicable to nearly every case of this kind. If some evening after locking the door he will spend an hour or two with an income tax blank on the counter and the thought in his head that this income tax is a great American duty to perform he will learn something, even if the result of his honest computations is that he owes no return or tax to the Government.

He will discover that the Government plan is applicable to his business in its method of getting at the result of the year's transactions. He will more clearly see his relationship as the little brother of the great city merchant who sells in millions instead of hundreds of dollars. And he will realize that there is a tangible relation between his little shop and a country-wide American law.

The data which he will need is contained in the gross sales, the purchases of the year, the inventories at beginning and end of the year, and the selling expenses of the shop.

The gross sales over the counter are known to every progressive store or shopkeeper. In many cases he has his cash-register memoranda. Even if he has no register, he usually has some other records of his intake.

Aside from cash sales, most small stores have running accounts with customers. In the case of a brand new business it is important that accounts receivable for goods or services furnished during the taxable year be added to the cash receipts, the result to be taken as the gross sales of the year.

In the case of a long-established business in which the balances due from customers will average about the same amount each year, the storekeeper has the privilege of figuring his net income on a "cash basis." That is, by ignoring the balances due him from customers and including in his cash receipts the total of intake regardless of when his goods were sold, he will arrive, by proceeding along the steps prescribed by the bureau, at an acceptable computation of the net result of the year's transactions.

In any case where both the cash intake and the accounts receivable created during the year are taken into consideration as the gross sales, the storekeeper should guard against duplication of the same income by omitting the payments received on back accounts that were taken up in prior years as accrued income.

There are, therefore, two methods of arriving at gross sales for the year. On the one hand is the "cash basis," which is more practical for a long-established store, and on the other hand is the "accrual basis," which is more accurate from an accounting standpoint as showing the correct earnings of the store during the year.

The purchases of goods and supplies during the year are obtainable from the inward invoices, which most shopkeepers retain for their own use in fixing retail prices. Invoices of goods not received at the end of the year should be included, and in these cases such goods must be included in the inventory for the end of the year; for, although in transit, the title to the goods has passed to the shopkeeper and they are considered as on hand. Goods or local products re-

ceived in exchange for other goods should not be included; neither should cash purchases be considered if the intake for the year is figured on the basis of the daily gain shown in the cash drawer.

The construction of inventories of goods on hand unsold at the beginning and at the end of the year is not a difficult matter in small merchandising. The stock on hand is generally well known to the owner, who, if he is wide-awake, keeps an eagle eye on his shelves and storehouse. The pricing of this stock is the thing that he must be most careful about, particularly in these years of fluctuating costs. The pricing should be by one of two methods: (1) Cost in each item or (2) cost or market whichever is lower on each item. In either case he can not value the stock at any price higher than cost and by the second method the shopkeeper may use market price if it is lower than his actual purchase price, on any or all items.

In pricing inventories there is another important rule of the Government to be observed; that is where goods are so intermingled that they can not be identified with specific invoices they are deemed to be the most recently purchased, and the latest invoice prices on those particular items should be used.


As to selling expenses, these are easily figured, for a shopkeeper keeps a close watch on his till and knows what it has cost to pay his help, to light and heat his store, to pay his rent, if any, and to maintain his delivery service. Then there is the telephone, telegraph, postage, expressage, freight, and repairs. He is also to include interest paid on borrowed money, taxes on his business property and a reasonable allowance for wear and tear on his fixtures, wages, horses, delivery auto, or any machinery or other equipment which he owns and uses in the business.

With the above data at hand, any small dealer may make the same computation as his big-town fellow merchant to figure the net income of the business. The procedure is as follows:

Add the inventory for the beginning of the year to the purchases for the year; from this sum subtract the inventory for the end of the year, and the balance is the cost of goods sold. Taking this cost from the gross sales for the year he reaches a figure which is his gross operating profit for the year. From this gross profit he is allowed to deduct his selling expenses. The result is net profit, to which he should add any interest or other business income not included in his gross sales, and the result will be the amount which he will consider as his business net income.

By pursuing the above method the shopkeeper eliminates consideration of his own salary or withdrawals from the business. If he made withdrawals from the business, whether daily, weekly, monthly, annually or irregularly, in the form of cash or in goods for his home consumption, this amount must either be added back into the net income as computed by the method explained above or he should consider it as a salary withdrawn, and therefore taxable income. The point to be borne in mind is that Mr. Storekeeper is taxable on his entire income, whether withdrawn or not.

A merchant may have withdrawn a considerable amount of money from his business and yet have actually suffered a net loss in his year's transactions, his shelves having been depleted of their stocks. On the other hand, a million merchants are building up and extending their businesses, withdrawing only enough for living expenses. Their goods for sale, piled up at high purchase prices, may contain a goodly income earned during the year in the business done over the counter. Whether the earnings are put back into goods or are placed in the bank, or whether they



Fourth National Bank

United States Depository

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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

Petoskey Portland Cement Company

Authorized Capital Stock \$1,500,000

All Common Stock
Fully Paid and Non-Assessable

No Preferred Stock
No Bonds

This Company is almost completely financed and will within a week or so start work on its cement plant.

The future of the Cement industry never was as bright as is shown by the fact that the United States Government will spend \$1,000,000,000 in 1920 for good roads besides what will be spent by the states, counties and townships.

Building permits from one end of the United States to the other show that a very great building boom is under way.

This all has a direct bearing on the cement industry as there is no construction work of any kind these days that does not call for cement.

The Petoskey Portland Cement Company is building a 2,500 barrel per day cement plant and has sufficient raw material to maintain a large cement plant for over 100 years.

Those purchasing stock in this Company have the strongest kind of reason to expect substantial dividends and they will not be disappointed.

Investigate his stock at once.

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

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.

are used to maintain the shopkeeper and his family or withdrawn by him for other purposes, the net result of the year's business must be identified and considered in its entirety when the income-tax season arrives.

It is also pointed out by the Internal Revenue Bureau that if the shop or store is operated by a partnership a return must be made on Form 1065, regardless of the amount of its net income his share of the net profits, whether distributed to him or not, together with his other taxable income.

If the store is incorporated a return must be made annually on Form 1120, regardless of the amount of its net income.

If operated by one proprietor he must consider the net income of the store, together with all of his taxable income from other sources, in determining whether a return is required. And, if he must file a return, Form 1040 or 1040-A should be prepared with due care and accuracy and filed on or before March 15.

In addition to the above returns there is another return required if any employee, landlord, mortgagee, or other person, or any fiduciary or partnership was paid in wages, salary, commission, bonus, rent, interest, or other determinable income, a total amount of \$1,000 or over during the year 1919. Forms 1099 and 1096 are furnished for this purpose.

Vital Topics to be Discussed Next Month.

Cadillac, Jan. 27—Since the last issue of the Tradesman the question has come up relative to statements made in certain publications that are circulated in our schools wherein retailers in foods are referred to as being more to blame for the high prices than any other agency; and the statement contains the astounding information that the profits of the retailer are from 200 to 300 per cent. more than the wholesalers' prices. The article further states that the profits of the retail meat dealer are greater

than the combined profits of the farmer who grows the animals, the packers, the commission men, the railroads and the storage men. If this statement is true, Mr. Meat Dealer, we have no reason to say a word in your defense; but if this statement is not true, then we should make the author produce his authority and the Association stands ready to run down these alarmists who publish such misleading articles, more particularly in school papers.

The convention which will be held at Grand Rapids, Feb. 24-26, acts as a clearing house for the problems which affect your business and it will at this particular time give you a new conception of the importance of the business man in politics. There will be three days filled to overflowing on such subjects as these:

1. Why business men must work hand in hand if the commercial and industrial fabric of the country is to come out of the reconstruction period on a better foundation.

2. The necessity for fewer non-essential office holders and more producers.

3. The best way to conduct a retail meat and grocery business.

4. The importance of using more fruits and the profits to be gained by selling them.

5. Why reconstruction of business conditions should enable you to sell sugar and flour at a profit.

6. The importance of co-operation from an association standpoint will impart a new viewpoint of this important question.

7. "How My Fire Loss Was Adjusted" is a subject that will be presented by one who has had the experience.

Watch for the complete program and, in the meantime, send in your questions for the committees to act on in order that we may get through with the business within the three days arranged for. J. M. Bothwell, Sec'y Retail Grocers and General Merchants Ass'n.

DICKINSON'S



SEEDS

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

Domino Golden Syrup

fills an appreciated place in your customers' daily menu. It has so many uses—as a table syrup over griddle cakes, waffles and fried mush, and in the kitchen for candies, cookies, baked beans, muffins, puddings and sauces.

Domino Golden Syrup means quality to the housewife because she is familiar with Domino Package Sugars. It is a product of pure cane sugar, and of pleasing consistency.

American Sugar Refining Company

"Sweeten it with Domino"

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

USE RED CROWN GASOLINE

It starts easily even in the coldest weather.

And it will deliver all the power your engine was designed to develop.

For sale everywhere.

STANDARD OIL COMPANY

(INDIANA)

Chicago

Illinois



Necessity of Intelligent Understanding of Child Life.

Written for the Tradesman.

Here is a letter that I received just before Christmas. It speaks for itself:

Dear Prudence Bradish—I read the article on Bad Temper and Tantrums in Children and am writing this in answer to it. I cannot help thinking of the child you depicted as having tantrums, a bad temper! I feel very truly that there is no such child, or rather I should say, no such child would be possible under the right influences.

I know a darling child who is being daily put into a nervous, irritable state (tantrums, if you will) by her own mother. This mother in losing her own temper vents her feelings on the child, and when the latter was only two years old she had her little hands tied behind her back and was made to get down on her knees and beg her mother's pardon for simply showing in different childish ways (such as not obeying immediately when her mother called her, etc.) her nervous irritability caused by her mother's lack of self-control and vicious temper.

This heartrending tragedy is going on, day by day. Nothing can be done to the cruel mother, who claims the

right to do as she pleases with her own child. There are no marks to prove this kind of violence, excepting a poor, nervous, frightened child, who jumps at her mother's approach, and who is happy only when her mother is away.

I am sure there are instances of a similar kind—so, for the sake of these helpless little ones, and especially at this Christmastide, I beg of you to write a series of articles, condemning such practices, such mothers, and so help save the children.

A Friend of Children.

I cannot say this letter greatly surprised me, because I know of such cases within my own circle of acquaintances. Why is it that mothers are so blind to the real child-life, the real child-mind, over which they have such tremendous power to make or mar? Too busy, too tired, or half-sick or nervous themselves?

In the cases where the children are not welcome when they come it takes years often to bring about anything like a right relationship between mother and child. Sometimes the relationship never becomes even nominally right. The mother is cold and cruel through all the childhood and

never wins anything resembling love. When the time comes that she knows her need of that love it is too late.

"Bestow a wise love upon thy child," ought to be hung up before the eyes of every mother. A wise love, thoughtful, considerate, well-poised. A sentimental, ostentatious affection, that takes no thought of consequences—all gush and kisses at one moment, nervous, irritable, inconsistent the next—is wholly bad for the child, and for the mother, too.

Do not take yourself too seriously; have a sense of humor and proportion with your child. Do not treat its little mistakes, mishaps and foibles as if they were the deliberate offences of an adult. Children are made nervous by the treatment they get at home more than by anything else. Watch your own fussing of the child; probably that alone accounts for his being cross! Or is the child simply imitating you?

Another letter which I recently received expresses the wish that women might understand child-nature; that there might be fewer punishments, fewer bad nervous days for both mothers and children. Here is a part of this letter:

I am a feminist, was a suffragist for many years. It seems, however, that I am what would be termed 'old-fashioned' in my ideas of the duties of motherhood. When I read your article ('Tt Home to the Children') I was delighted to find my ideas so identically expressed.

I would be delighted to see more women take a deep interest in the study of childhood, its joys and sorrows,

trials and tribulations—just as serious as our own.

"The little flowers of the earth—my heart goes out to them. I fear we women are so busy in this reconstruction period getting adjusted to the great changes after the world war that we are forgetting the grandest, noblest, most important work of all—mothering our young with love and sympathy."

It is just an intelligent understanding of child-life that is needed, a spiritual understanding of soul needs that leads to the right sort of freedom and comradeship. Even an adult cannot develop to full capacity without an atmosphere of understanding and freedom. Everything you do, mental, moral, physical, in caring for the well-being of your child marks his life. He is developing, like a flower, and you can give him freedom to open out like a full-blown rose or you can warp or even trample. Before long you will see the results, and then it will be too late to change them.

Prudence Bradish.

(Copyrighted 1919.)

The Ten Commandments of Advertising.

- Be human.
- Be interesting.
- Be easy to understand.
- Be easy to read.
- Be humorous, when you can.
- Be unusual.
- Be unexpected.
- Be tempting.
- Be subtle.
- Be positive.

ASK YOUR JOBBER FOR

Hart Brand Canned Foods

HIGHEST QUALITY

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

Quality Guaranteed

The HART BRANDS are Trade Winners and Trade Makers

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

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

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

Michigan Factories at

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

Do You Know Everything?

EVERYTHING about your business that you ought to know in order to make this your banner year? Everything about the fundamentals of merchandising? Everything about the perplexing civic and economic problems which are before the nation today?

If you do, the Presidential chair is too small for you.

If you don't, you ought without fail to attend the

NORTHWESTERN "PRODUCTION PLUS" CONVENTION

It will be held at *Duluth* on *February 11* and *12*, under the auspices of the *Associated Advertising Clubs of Minnesota*.

The same class of alert business men who last year heard the inspiring addresses and discussions at the *Better Business Convention* in Minneapolis will this year meet for equally valuable and interesting expressions of clear thinking by men of national importance.

We consider it a privilege, on behalf of the Advertising Clubs of Minnesota to urge all of our friends in the Northwest to attend the convention.

Tuesday and Wednesday, February 11 and 12

Write Us For Full Particulars and Reservations.

F. A. PATRICK & CO.

Manufacturers and Wholesalers of Dry Goods

DULUTH

Shoot Him Because He's Only an American.

Grandville, Jan. 27—The apathy of our Government toward the spoliation of Americans in Mexico is something that passeth understanding. There is, there can be no politics in it. It is simply a matter of Americanism, pure and simple, without regard to party affiliations whatever.

Why the administration at Washington has failed to protect American citizens in their rights on Mexican soil—and on United States soil for that matter—is beyond the comprehension of the most ordinary citizen. It is known to be a fact that Carranza soldiers have murdered Americans in cold blood and nothing done about it.

The American Senate is investigating. Some of the evidence that has come to light is startling enough to give pause to all other questions for the time being and attract our attention to the Rio Grande, and beyond, where this lawlessness is still going on without let or hindrance.

The present administration is certainly to blame for treating this matter with an air of inconsequential indifference. It is no small matter that Americans are foully murdered, others driven from their homes which are confiscated to the uses of a merciless banditti, even though some of these Mexicans train under the head of Carranzitas. Whatever their name they are no less outlaws and murderers, and a government that will pay no heed to the call of its maimed and wounded citizens across the border is not fit to class itself as among the civilized nations of the earth.

Our glorious deeds of valor across the sea are being in a measure discounted by the supineness on our southern border. After aiding in doing to death the most absolute monarchy in all Europe, it seems the very height of absurdity as well as topnotch pusillanimity to permit American men and women to be done to death within sight of the old flag on the Rio Grande. How long, oh Lord, how long are these things to be?

Testimony of Americans driven out of Mexico before the Senate committee is of such a nature as to cause the blood of every American to boil with indignation that such things are suffered by the greatest republic on earth.

The testimony of witnesses goes to show that Carranza's toops are no whit better than the outlaws who follow the lead of Villa. Two Americans, F. J. Roney and Earle Bowles, were both killed by Carranza soldiers within Carranza lines. What has been done by our Government about this? Nothing. Two cattlemen from a border town were seized, roped and dragged to death by Mexicans. Anything done about it by

the present administration? Absolutely nothing.

One hundred Oklahoma families colonized in the Tamico district. These fled, leaving all their property behind at the instance and advice of the American consul at Tampico, suffering untold indignities, abuses and robberies.

This is not mere hearsay but is substantiated by the best of evidence. These Americans must feel proud of their country that will accept such diabolism as a matter of course, seeming rather to raise a great hullabaloo over a league of nations compact than to protect their own citizens who are being robbed and murdered by the score all along the southwest border.

Perhaps by the time every American is murdered or driven out of our sister republic we shall be in a mood to ask why, and seek redress for the most infamous state of affairs that ever existed within the confines of a Christian nation.

Some people are mad enough to fight over clinching the treaty of European peace. None seem imbued with the fighting spirit over the villainous surrender the United States has made to Mexico. Our statesman said at the late Jackson dinner, in Washington that his party was known for its firm stand in defense of American citizens in foreign lands. Doubtless this gentleman does not consider our Southern neighbor as a foreign land. If he does, then his flamboyant outburst was the acme of humor, and on a very serious subject at that.

The American who steps foot on the south bank of the Rio Grande leaves hope behind; leaves his nationality behind, and stands on a par with the wild coyote of the plains, fit subject for the death shot of any passing Greaser. Once upon a time the story is told of an American who fell among Mexican bandits. They decided to set him up for a mark, but bethinking him of a small American flag, he produced this, throwing the banner of Stripes and Stars across his breast. "Shoot!" exclaimed he, "shoot, but remember your shot will pierce the heart of my country and that country will exact even-handed justice for my murder!"

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.

Laces and Embroidery

A complete assortment of all best selling edges, flouncing, insertions, etc., either open stock or assorted lots at very reasonable prices.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



Fruits Come in Jiffy-Jell

Jiffy-Jell desserts are real-fruit dainties.

Each package contains a bottle of liquid fruit essence.

We crush the fruit, condense the juice and seal it. So you get the fresh-fruit taste.

The flavors are rich and abundant. Jiffy-Jell desserts seem filled with fruit.

Yet the whole desserts costs less than the fruit alone would cost to give an equal flavor.

Millions Enjoy Them

Millions have adopted these new-grade quick gelatine desserts.

Compare them with the old styles. Jiffy-Jell will bring you a new conception of these healthful, economical dainties.

Lime-fruit flavor makes tart, green salad jell. Mint flavor makes mint jell to serve with meats.



10 Flavors in Glass Vials

A Bottle in Each Package

Strawberry	Cherry	Loganberry
Pineapple	Lemon	Raspberry
Orange	Coffee	Lime—Mint

Jiffy Dessert Co.

Waukesha, Wis.

The name of America was potent then and the Mexicans set the prisoner free. Such an act now would only arouse laughter, and the sneer, "He's only an American," hasten the death shots.

Because we are truly a great and powerful Nation is no excuse for toadying to a fourth-rate power like Mexico. Why must we continue inactive while our brothers and sisters, even little children, are being slain to make a Greaser holiday?

The unctuous imbecility of the present administration, so far as protecting the lives and liberties of its citizens are concerned, is most mortifying. With sworn evidence piling up on every hand; with maimed and broken wrecks of Mexican devilshness visible to the eye, the authorities at Washington continue to close their eyes to all that is going on below the Rio Grande.

Old Timer.

Why Co-Operative Stores are Doomed.

Retailers need waste no worry on the epidemic of co-operative store propositions which the United States is experiencing to-day if the National Association of Credit Men has the situation sized up correctly.

In a recent bulletin to its members the Association warns them that such organizations are an exotic growth in this country and that a negligible proportion of them is likely to survive. It consequently warns its members to be very stringent in their credit examinations of such enterprises.

Characterizing the principle of the co-operative store as fundamentally unsound, the bulletin says in part:

"The buying and selling of commodities in such manner as to give steady profit requires training and skill, and with everything extremely complex as to-day, the business of buying and selling presents problems whose solution calls for talent that is deserving of proper remuneration.

"When farmers or men of other crafts combine for the purpose of buying and selling merchandise for their own requirements and thus eliminating the retailer's profit, conducting thereby a co-operative enterprise, we have an institution surrounded by serious hazards, the rule being that the enterprise fails despite the attractiveness of the theory of the co-operative store on paper.

"The rarity of success in co-operative stores is especially marked in this country because of our peculiar personal initiative, and our intensive specialization, which has resulted in building up large businesses in the various lines the principals of which become highly trained and can fairly demand a proper compensation for skill in management and economics. Such skill can rarely be had when different lines are intermingled, so that the hope of saving by eliminating a class which has been found to be generally useful in the conomic framework is doomed from the start.

Credits to co-operative stores are thus treated by the association:

"The co-operative enterprise should always be critically scanned by the credit grantor, for there seems to be no well-defined place for it in our commercial system. With the principles of the square deal established for the buyer and seller of commodities, whether it be farmer or operator in any line, each should be left to its own function.

"Every line makes the utmost demands upon its workers nowadays, and division of energy means lessened skill all around. Past history and sound business judgment are to the effect that co-operative stores are rarely conducted with profit—rarely approach the glowing expectations of their members."

Afraid to Branch Out.

"Afraid to branch out!" Would this not make a fitting epitaph for thousands of people who have made a botch of their lives? They didn't dare to branch out; they were afraid to attempt the thing they felt they could do best, and so they postponed doing it until the habit of putting off had become stronger than the determination to get ahead.

Think of the millions of people in the world who are satisfied to go through life carrying out other people's orders, who are underlings instead of masters, simply because they have never had the courage to branch out for themselves. Instead of developing their individuality and standing for something on their own account, they are carrying out other people's ideas.

Think of the men of marvelous ability who are, to-day, plodding along in mediocrity, dissatisfied with what they are doing, but who have not dare enough in them to break away and enter wider fields of endeavor!

Playing Square.

Written for the Tradesman.
The best thing which we do today
Is not expressed in cash
Nor in the gain we turn our way
Because we hold the lash.

There is a thing a man can do,
Unconsciously perhaps,
Which rolls up big the revenue:
Be square with other chaps.

It's possible to play the game
Of life so all can win
For honors are about the same
When tricks don't enter in.

The good old game of being square
All men should play to-day
But some we fear are playing where
'Twere better they stay away.

In after years count up your pile
When former friends you meet
Who pay you off with smile on smile
Because you didn't cheat.
Charels A. Heath.

Following the Precepts of the Prophet

The prophet of old said, "Your young men shall see visions and your old men shall dream dreams." We need them both. We need the visions of the to-morrows and the dreams of yesterdays. We need the dreams of yesterday that we can gather up the wealth of the experiences of the past, so that we do not enter the future unprepared. We need those visions and we need those dreams.

Acting on the precepts of the prophet, we have reluctantly relinquished Christian Bertsch and Wm. M. Lemke from our Board of Directors and added thereto three of our department heads, as follows:

- Cady S. Simkins, manager piece goods department.
- Frank J. Siebel, sales manager.
- Frank J. Neuman, credit manager.

These men are well known to the customers of our house and their election to the Board of Directors is a recognition of the splendid service they have rendered us in the past and the increased usefulness they will be to the company and its customers in the future.

The entire Board is now as follows:

- Guy W. Rouse, President Worden Grocer Co.
- Lee M. Hutchins, Treasurer Hazeltine & Perkins Drug Co.
- Robert W. Irwin, President Irwin Furniture Co.
- Heber A. Knott, Manager Corl, Knott & Co.
- Charles W. Garfield, Chairman Grand Rapids Savings Bank.
- E. A. Stowe, President Tradesman Company.
- Clarence J. Farley, President Grand Rapids Dry Goods Co.
- Frank J. Neuman.
- C. S. Simkins.
- Frank J. Seibel.

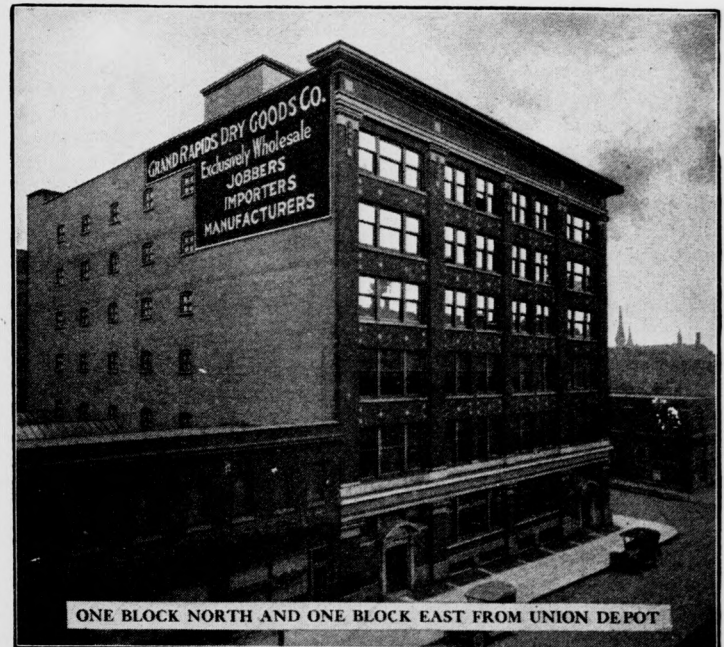
The new alignment of officers is as follows:

- President—C. J. Farley.
- Vice-President—C. S. Simkins.
- Secretary—F. J. Seibel.
- Treasurer—F. J. Neuman.
- Chairman of the Board—E. A. Stowe.

Our sales for 1919 show an increase of 56 per cent. over the volume for 1918. From present indications, we shall make a corresponding increase during 1920 over the remarkable record of 1919.

We are now making many material changes in the building we acquired last September and by June 1 at the latest we expect to be able to show our customers one of the largest and most complete dry goods establishments in the country.

E. A. STOWE,
Chairman of the Board.



Grand Rapids Dry Goods Co.

It is evident that the Merchants of Michigan are pleased that there is to be a House in Grand Rapids "think around" and catering to

M E N

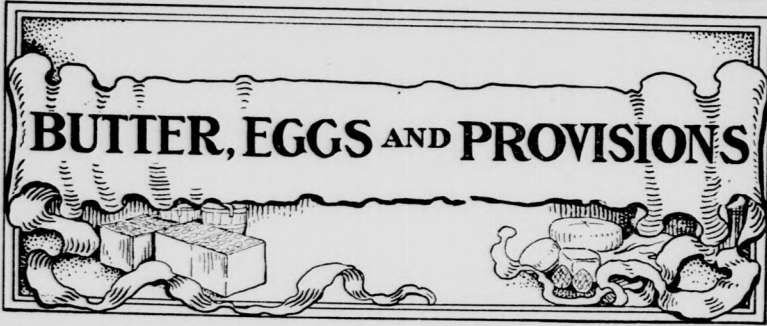
Daniel T. Patton & Company

Wholesale Men's Wear

59-65 Market Ave. N. W.

Grand Rapids

THE MEN'S FURNISHING GOODS HOUSE OF MICHIGAN



Michigan Poultry, Butter and Egg Association.
 President—J. W. Lyons, Jackson.
 Vice-President—Patrick Hurley, Detroit.
 Secretary and Treasurer—D. A. Bentley, Saginaw.
 Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Use of Deceptive Containers Scored.

State laws requiring the candling of eggs near the source of production, ensuring the correct labeling of stock feeds as to ingredients, and bringing about more effective control of the soft drink industry, mark the chief steps in food legislation during the last year, although even more than the usual number of bills looking to the more effective control of the manufacture and sale of foods were introduced in Congress and in those state legislatures that were in session.

State legislation requiring the candling of eggs is largely the result of work on the conservation of eggs during the war, which was the outcome of recommendations of the Food Administration made by the Food Research Laboratory of the Bureau of Chemistry. Candling of all eggs as near as possible to the source of production was required under authority of the food control act during the war. This requirement was enforced through collaboration of the Food Administration, the Bureau of Chemistry, and State food officials. The results were so gratifying, both in the improved quality of the eggs on the market and in the prevention of loss from spoilage, that many of the states are taking up the matter as a permanent feature of their food control work. Some of the states are accomplishing it by regulation under existing statutes; others have passed laws especially for the purpose.

Candling eggs near the source of production prevents loss by separating out for local consumption those eggs which because of cracks, loss of bloom, wetness, incipient spoilage, or other defects, are likely to spoil in the channels of commerce before reaching the final consumers. Such eggs are edible if used at once, but they will not stand transportation. The elimination at the point of production of eggs which are not at all suitable for food saves transportation and storage charges which would accrue if the spoiled eggs were sent into the channels of commerce before being rejected.

Legislation looking towards the control of commercial stock feeds has been under consideration. Proposals have been made to confer authority to fix standards of classification

for the various grades to require a statement on the label or invoice of the kinds of ingredients used and the percentage by weight of the ingredients of little feeding value, and to prohibit misbranding and adulteration. The high cost of all feeding stuffs has increased the temptation for dishonest dealers to use cheaper substances of little or no feeding value for the more costly ingredients of known worth. In many such instances claims of high feeding value are made on the labels by the manufacturers. Federal and State food officials are co-operating to correct these abuses insofar as possible under existing legislation. The new State laws will aid materially in this work in the states where they are applicable. Additional Federal and State legislation is necessary in order to control fully traffic in adulterated and misbranded commercial feeds.

Since the prohibition laws have given added importance to the soft drink industry, the market has been flooded with a great variety of concoctions, some of which are unobjectionable, but many have no merit, and a few may be harmful to health. Any kind of a mixture sold as a soft drink may become harmful to health if not put up and handled in a sanitary manner. Some of the bills introduced in State legislatures on this subject provide a State license system for soft drink manufacturers and bottlers as a means of sanitary control. Some such provision is necessary for an effective control of this important industry.

With the exception of prohibition laws, and war time emergency legislation aimed at price control, there has been little Federal legislation regarding food during the last year.

Carl L. Alsberg,
 Chief Bureau of Chemistry.

**USE
 "SUNSHINE"
 FLOUR**

A perfectly blended flour of standard quality at a reasonable price.

Buckwheat Flour

Graham and Corn Meal

J. F. Eesley Milling Co.
 The Sunshine Mills
 PLAINWELL, MICHIGAN



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

PIOWATY
QUALITY SERVICE PRICES
 THE HIGHEST THE BEST ARE CONSISTENT

Michigan's Leading Distributors of
FRUITS AND VEGETABLES

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

Kent Storage Company

Wholesale Dealers in

BUTTER | EGGS | CHEESE
PRODUCE

We are always in the market to BUY or SELL the above products. Always pay full market for Packing Stock Butter date of arrival.

Phone, write or wire us.

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

Only One Way to Do Business To-Day.

To-day, when grocers are constantly being accused by uninformed lime-lighters of belonging to the profiteering class, they can ill-afford to take chances by winking at sharp practices, trust tricks, and any kind of commercial camouflage that is intended to slip something over on their patrons.

"Caveat emptor" may still retain some legal standing but has no place in the policy of the honest business man. Modern business is no battle of wits. Instead, it is an offer to serve, backed up by a pledge of good faith. Most goods are sold nowadays on the money-back guarantee and every sale carries at least an implied guarantee.

To fail an iota is cheating. Giving customers full value is nothing more than what they have a right to expect. It is not what a dealer says to his trade but what they say to him that finally fixes his rank.

The grocer who has a reputation for fair dealing secured it by dealing frankly. It pays to assume the customers' viewpoint and to protect them and their interests in every question. Jekyll-Hyde policies won't stand the scrutiny of 20th century housewives. A grocer cannot hope to get a woman's patronage unless he has her confidence.

The quickest way to bankruptcy courts is to disregard others' rights. The greatest business axiom ever uttered is the Golden Rule. Gains made without regard for the Golden Rule wither in the till. A grocer cannot be fair to himself and his neighbors unless he is clean and above-board in his methods. No grocer should make a proposition that he cannot endorse and that he would be ashamed to explain to his customers if called upon to do so.

Unfortunately, there are a few big concerns in this country possessed with the idea they are big enough and strong enough to defy the rules of honest merchandising so long as they manage to keep out of jail. Never before was there a more urgent need for dealers who will play the business game on straightforward business lines.

Nothing could crush unfair business methods more quickly or accomplish a great purification of the commercial atmosphere and contribute more to the uplifting and standing of business ethics in this country than a calm and firm refusal to be a party to the petty larceny plans of unscrupulous manufacturers.

K. K. Bell.

Employers' "Sell at Cost" Plan Fails.

Should employers conduct food stores to lower the cost of living to their employes? This question has agitated the minds of the heads of big business in practically every section of the country and in every line of business, including the banks and insurance companies. To the uninitiated the idea always makes a strong appeal of offering a medium to employes whereby they can secure foods and other merchandise at cost. Those who have tried the experiment, how-

ever, have proven conclusively to themselves and their employes that the plan does not work out, although it seems to, beautifully, on paper.

Selling goods at cost must always include the cost of the merchandise, plus transportation, plus the cost of drayage, warehousing, handling, storekeeping and selling. Many firms, while admitting that freight and cost of handling rightfully belong to the cost of the goods, mislead themselves by withholding some of the charges, such as rent, light, heat, power, etc., believing these items would lift a large part of the high cost of living. But the saving, even when these items are charged up to advertising or to some other branch of the business, can rarely be noticed by the consumer.

Few people outside of the grocery business realize how efficiently the average chain store and other large grocery business is managed. It is often the opinion of men engaged in other lines of business that there is a big profit in the grocery business and therefore an attractive field for every large employer of labor to open a grocery and general supply store and sell at cost. But those who have tried the experiment have bought and paid for the answer.

Employes do not patronize these selling at cost stores, preferring to purchase in the regular channels because they have found by experience that they can purchase the same goods for less money; and the goods employes want are not carried in the at cost to employes' stores.

Gerald Byrne.

People will buy more in a store that is light, cheerful and comfortable because they feel more like buying, and because clerks feel more like selling.

**OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS**

Jisch-Hine Co.

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

Salesbooks
THAT GIVE
100 PER CENT PLUS SERVICE
ALL KINDS, SIZES, COLORS, AND
GRADES. ASK FOR SAMPLES AND
PRICES.

**THE MCCASKEY REGISTER CO.
ALLIANCE, OHIO**



**WE ARE HEADQUARTERS
WHOLESALE
Fruits and
Vegetables**

Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company
GRAND RAPIDS :: MICHIGAN



In all sizes from
8 oz. to 100 lbs.

"Bel-Car-Mo"

—The last word in fresh,
pure, clean, sanitarily
packed Peanut Butter.

Quality and economy that
builds confidence in the
store that sells it.

Order from your jobber.

Improved
"Taylor-Made"
Honey Comb Chocolate Chips



You've tried the rest
Now Buy
the Best

W. E. TAYLOR, Maker
Battle Creek, Michigan

CUMMER'S
"Humpty Dumpty"
REGISTERED U. S. PATENT OFFICE

The Best, Cheapest
and Most
Convenient Egg Carrier In Existence



Made in
3, 6, 9, 12, 15 and 30
Dozen Sizes

Sold by

All Wholesale Grocers. If your dealers do not have them, enquire of the CUMMER MFG. CO., Cadillac, Mich., manufacturers.

1, folded flat; 2, set up closed; 3, set up open; 4, half dozen complete, ready for shipment.



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

Largest Exhibit Ever Held in Grand Rapids.

When the Michigan Retail Hardware Association met in Grand Rapids, four years ago, there were 102 exhibits of goods in the exhibition hall. So far this year Local Secretary Judson has sold 150 spaces, with every prospect that the entire allotment of 162 spaces will be placed before the end of the present week. The exhibitors already booked are as follows:

Allith-Prouty, Dansville, Ill.
 Automatic Elec. Washer, Newton, Iowa.
 American Steel & Wire Co., Chicago.
 Automatic Cradle Mfg. Co., Stevens Point, Wis.
 Allen, S. L. & Co., Philadelphia.
 Aluminum Goods Mfg. Co., Manitowoc, Wis.
 Atlantic Stamping Co., Rochester, N. Y.
 Aluminum Cooking Utensil Co., New Kensington, Pa.
 Atkins Saw Co., Indianapolis, Ind.
 Buhl Sons Co., Detroit.
 Barrett Co., Chicago.
 Bostwick-Braun Co., Toledo.
 Barlow-Seeling, Ripon, Wis.
 Brown & Sehler, Grand Rapids.
 Beckman Co., Indianapolis, Ind.
 Wm. Bingham Co., Cleveland.
 Beecher, Peck & Lewis, Detroit.
 Burgess Battery Co., Chicago.
 Burlington Blanket Co., Burlington, Wis.
 Cleveland Metal Products Co., Cleveland.
 Crane & Co., Grand Rapids.
 Certain-Teed Products, Grand Rapids.
 Champion Spark Plug Co., Toledo.
 DeLaval Separator, New York City.
 Detroit Automatic Scale Co., Detroit.
 R. E. Dietz Co., New York City.
 Henry Disston & Sons, Philadelphia.
 Evinrude Motor Co., Milwaukee.
 Engman Matthews Range Co., South Bend, Ind.
 H. Eikenhout & Sons, Grand Rapids.
 Edwards & Chamberlin, Kalamazoo.
 Federal Sign System, Detroit.
 Follansbee Bros., Pittsburgh.
 Flint-Walling Mfg. Co., Kendallville, Ind.
 Gas Oil Stove Co., Detroit.
 Goodyear Tire & Rubber Co., Detroit.
 L. Gould Co., Chicago.
 Excelsior Furnace Co., Chicago.
 Hercules Gas Engine Co., Evansville, Ind.
 Hopson Co., Grand Rapids.
 Hazen Mfg. Co., Homer, Mich.
 Heystek & Canfield Co., Grand Rapids.
 Homer Furnace Co., Homer, Mich.
 Holland Ladder Co., Holland, Mich.
 Independent Stove Co., Owosso, Mich.
 International Seeder Co., Liberty Mills, Ind.
 W. B. Jarvis & Co., Grand Rapids.
 Jackson Stove & Stamping Co., Jackson.

Jackson Prison, Jackson.
 Luther Grinder Co., Milwaukee.
 H. Leonard & Sons, Grand Rapids.
 Litscher Electric Co., Grand Rapids.

Louden Mfg. Co., Fairfield, Iowa.
 McLaren-Sleight Co., Chicago.
 Michigan Ladder Co., Ypsilanti.
 Mueller Furnace Co., Milwaukee.
 Milwaukee Corrugating Co., Milwaukee.

Majestic Mfg. Co., St. Louis.
 Malleable Iron Range Co., Beaver Dam, Wis.

Michigan Hardware Co., Grand Rapids.

Martin-Senour Co., Chicago.
 Malleable Steel Range Co., South Bend, Ind.

Maytag Mfg. Co., Newton, Iowa.
 Morley Bros., Saginaw.
 Monitor Stove Co., Cincinnati.
 Northland Ski Mfg. Co., St. Paul, Minn.

National Brass Co., Grand Rapids.
 New Process Stove Co., Toledo.
 Norton Door Check, Chicago.

Patek Bros., Milwaukee.
 Pioneer Broom Co., Amsterdam, N. Y.

Perfection Mfg. Co., Minneapolis.
 Pyrex, Corning, N. Y.
 Rich Pump Co., Cincinnati.

Remington Arms Co., New York City.
 Rochester Stamping Co., Rochester, N. Y.

Roseberry-Henry, Grand Rapids.
 Reed Mfg. Co., Newark, N. J.
 Rubber City Clearing House, Detroit.

Richards-Wilcox Mfg. Co., Aurora, Ill.

M. F. Steelwagen, Minneapolis.
 Simmons Hardware Co., Toledo.

Simplicity Wheel Co., Grand Rapids.
 Stanley Works, New Britain, Conn.

R. J. Schwab & Sons, Milwaukee.
 Shakespeare Co., Kalamazoo.
 Sharpless Separator Co., Chicago.

Schwartzberg-Glasser Co., Grand Rapids.
 Standart Bros., Detroit.

Sherwin-Williams Co., Chicago.
 Sharpleigh Hardware, St. Louis.
 Saginaw Hardware, Saginaw.

Simonds Mfg. Co., Chicago.
 Smith-Lockwood Mfg. Co., Omaha, Neb.

Standard Varnish Co., New York City.
 Toledo Cooker Co., Toledo.

United Engine Co., Lansing.
 Union Steel Products Co., Albion.
 Van Camp Hardware Co., Indianapolis, Ind.

Vaughn-Bushnell Co., Chicago.
 Victor Mfg. Co., Leavenworth Kas.
 Valspar Varnish Co., Detroit.

Wagner Mfg. Co., Sidney, Ohio.
 Warren Paint Co., Chicago.
 White Lily Mfg. Co., Davenport, Iowa.

Wilmette Tool Co., Wilmette, Ill.
 Western Cartridge Co., Alton, Ill.

There are more opportunities, in every line, to-day than ever before. Success is largely a question of choosing an opportunity in the right line and realizing on it first. Pioneers in every line have certain difficulties to overcome. But in the end the big rewards are theirs. Everything comes to the man who does things and lets the other fellow do the waiting.

Foster, Stevens & Co.

Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N. W.
Grand Rapids, Mich.

Michigan Hardware Co.

Exclusively Wholesale

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

TOLEDO SCALES

Honest weight. No springs. For the Grocer, Butcher and Manufacturer. We have a few used scales at bargain prices. Computing scales of all kinds repaired and adjusted.
 W. J. KLING,
 843 Sigsbee St. Grand Rapids, Mich.

TAKING INVENTORY

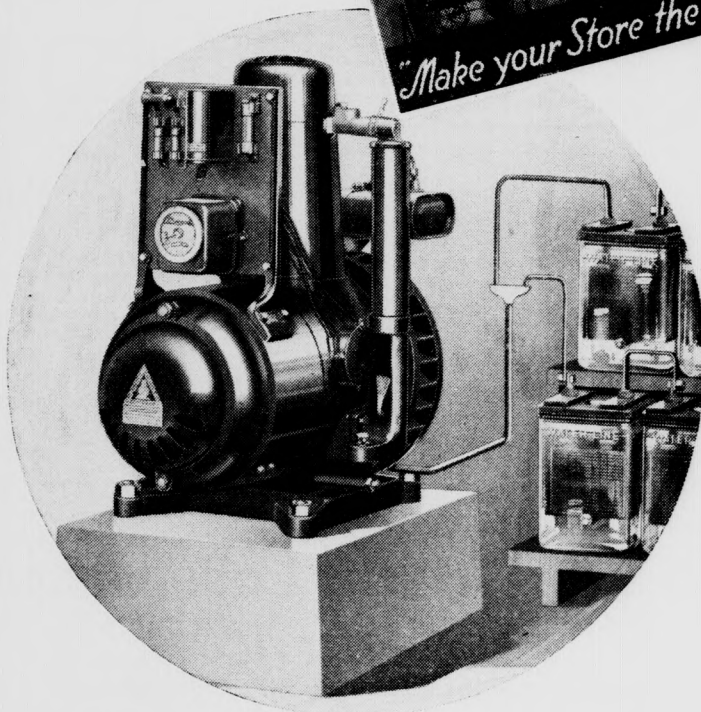
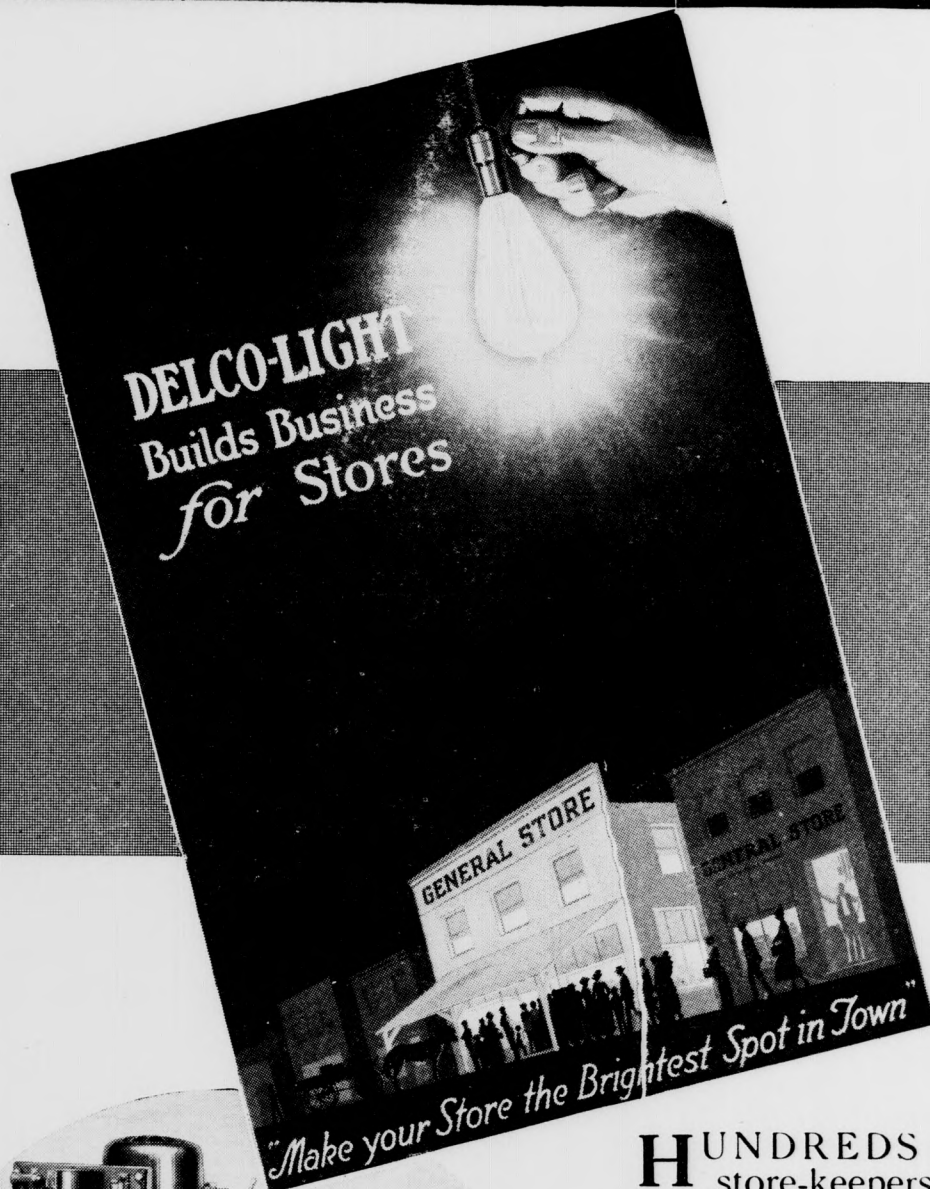
Ask about our way
BARLOW BROS. Grand Rapids, Mich.

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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



**Toilet
 and
 Bath**



HUNDREDS of progressive store-keepers are increasing their profits by the use of Delco-Light electric service in their stores.

At night and on dark days the goods on their counters and shelves are as well displayed as they could be in the brightest of daylight. In the evenings their store windows, lighted electrically by Delco-Light, attract trade,—bring dollars into the store.

The Store Booklet tells how Delco-Light does these things and why it is the electric light and power plant for your store.

Tear off the coupon at the bottom of this page and mail it today.

DELCO-LIGHT COMPANY
MAKERS OF DELCO-LIGHT PRODUCTS
DAYTON, OHIO

DELCO-LIGHT COMPANY
DAYTON, OHIO

Gentlemen:

I am interested in electric service for my store. Please send me your "Store Booklet" immediately.

It is understood that this request places me under no obligation.

Name _____

Street and Number _____

or R. F. D. _____

Town _____ State _____



Grand Council of Michigan U. C. T.
 Grand Counselor—C. C. Starkweather, Detroit.
 Grand Junior Counselor—H. D. Ranney, Saginaw.
 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.

Rules for the Guidance of Traveling Salesmen.

No. 1. No salesman is compelled to laugh more than three times at a buyer's stock joke.

No. 2. Salesmen reporting to their offices during the dull season before twelve noon are entitled to a thirty per cent. increase.

No. 3. The company must provide salesmen with a modern desk and chair and not compel them to use a shipping case.

No. 4. Stenographers shall take letters, both social and business, any time the salesmen elect to dictate, and not say they are too busy.

No. 5. While on the road salesmen can touch the house as well as be in touch with the house.

No. 6. Salesmen coming in off the road on Friday are not expected to report until Monday.

No. 7. Salesmen agree to attend all the firm's banquets, but reserve the right to leave before the speeches start.

No. 8. The firm is to pay all card losses when buyers sit in the game.

No. 9. All personal mail is to be held at the office pending the salesmen's return and not sent to their home addresses.

No. 10. No money is to be drawn by the salesman's wife unless the order is O. K.'d by him.

No. 11. Salesmen are not required to wear the firm's merchandise.

No. 12. Salesmen have the right to criticize the advertising and say it is putrid without being discharged.

No. 13. Salesmen are not expected to make much ado over the boss's relatives unless they really care to.

No. 14. Salesmen are not compelled to "Yes" the boss.

No. 15. Salesmen are essentially salesmen and not entry clerks when off the road.

No. 16. When salesmen introduce customers to the boss he is expected to make a fuss over them, also tell what a great fellow the salesman is and how they couldn't dispense with his services.

No. 17. Salesmen with a following are not to be followed from the office.

No. 18. Salesmen who turn in early every night are not expected to meet any prominent buyers.

No. 19. Salesmen are not to be

classified as order-takers, yet a salesman can take an order without being called an order-taker.

No. 20. A man who takes more orders from the house than he does from the trade cannot be classed as a salesman.

No. 21. For all time: A salesman is one who sells; one who is sold is a diplomat.

J. Harry Connor.

Commandments of Salesmanship.

Think Success—Success begins in the mind. Why think fifty cents, when it is just as easy to think fifty dollars? Tell success stories, not incidents of failure and hard luck. Radiate prosperity. Feel prosperous. It's catching. Keep your chin up.

Be Human.—The reason you are hired to sell goods is that you are a human being. Otherwise your employer would have sent a catalogue. So be a human being, likable, engaging, full of human electricity. For I patronize as a rule the salesman I like.

Selling goods is the greatest business in the world. It takes all there is in a man. You need to know psychology, you need tact, intelligence, self-control, courage, persistence and inexhaustible good humor. It is not a job for a second rater. You simply have to make good or go under.

I admire a good salesman because I never was able to sell anything in my life. But I'm a good buyer.

Frank Crane.

A Glimpse of Georgia.

Written for the Tradesman.
 What are those things a fellow sees
 I wonder if they're Georgia's trees
 With kinky tops of tangled hair
 They look to me like darkies there.

Their bodies seem so short and thick
 Some bent like leaning on a stick
 Some poor, some slim, some ragged—tall
 I think they're darkies after all.

They're gnarled and knotted in their form
 Though tempest lashed survived the storm.

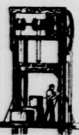
Old patriachs they seem to me
 Who long have had their liberty.

A glimpse of Georgia in the gray
 So fascinates at dawn of day
 That there I know a fellow sees
 Real darkies turning into trees.

Charles A. Heath.

Bowser Oil Storage Outfits keep oils without loss, measure accurate quantities. Write for descriptive bulletins.

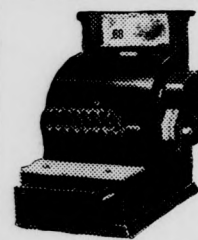
S. F. BOWSER & COMPANY, Inc.
 Ft. Wayne, Indiana, U. S. A.



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.



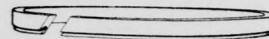
139-141 Monroe St.
 Both Phones
 GRAND RAPIDS, MICH.

OCCIDENTAL HOTEL

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

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

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

MRS. G. H. FORD
 PUBLIC STENOGRAPHER
 Work of traveling fraternity solicited
 332½ Michigan Trust Bldg. Grand Rapids, Mich.

CODY HOTEL

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



M. D. Sullivan BUSINESS UNIVERSITY
 "The Quality School"
 A. E. HOWELL, Manager
 110-118 Pearl St. Grand Rapids, Mich.
 School the year round. Catalog free.



Chocolates

Package Goods of
 Paramount Quality
 and
 Artistic Design

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

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

Mercantile Method of the Old Logging Days.

Grandville, Jan. 27—In old logging days the store business was confined to isolated stands in the different settlements along the lumbering streams.

The store in which I clerked was erected in 1860, the year that Abraham Lincoln made his successful run for the Presidency. The town was new, a lumber town with very little farmer custom. There were holes in the woods on the hardwood lands, miles back from the river, and these farmers patronized the milltown store.

There were no package goods in those days. Sugar came in barrels and hogsheads and was sold over the counter, not in paper sacks, but done up in brown paper, by the merchant himself. No granulated sugar then. The nearest to it was Coffee A, which was a white sugar which usually baked solidly down in the barrel and required a coldchisel to loosen it up. Dried apples came packed in barrels and packed so solid we had our blacksmith make a special claw rake to dig them out. Sometimes these apples were wormy, not infrequently uncored, so that even after being cooked there was a scratchiness about them not quite agreeable to the throat.

And the butter! This came in large oak firkins from across the lake. Its freshness was of doubtful order. I distinctly remember to this day that firkin butter from Chicago was so strong at times as to give one a shudder, yet it was all the butter we got. From my childhood until the teen age I tasted no other kind than firkin butter with its peculiar rank odor, so that when we had our first cow and mother made some butter from that cow's milk, I was unable to tell what the new brand was. Ah, but it was a delectable morsel after ten years of Chicago firkin butter which to-day would be adjudged too rank for anything under the sun but axle grease.

I long ago lost my craving for nice, streaked Chicago firkin butter. One's taste changes so with advancing years.

Maple sugar was a staple article in the logging woods. Our store usual-absorbed a ton of the sweets, which sold to the mill hands and loggers when they gathered nights and Sundays at the store.

One Bill Badwell (not his real name) was always the first to fetch in maple sugar. The men delighted to torment the fellow, who was somewhat light in the upper story, yet who presumed himself to be one of the smart Alecks of the time.

One spring he brought to town half a dozen cakes of maple sugar carried across his shoulder in the bottom of a grain bag. Having to pass the mill on his way to the store, the man stopped in to chat with any workman who might chance to be for the moment idle.

"Maple sugar, eh, Bill," said the bolt sawyer with a grin. "I think the filer wants some. Set the bag over there and I'll see that it's safe until you talk with Sam."

The countryman did as requested, passing down the side of the long room, entering a side door that led to the foreman's office and sawroom.

"Sam'll keep the cuss busy for a spell," chuckled the bolt sawyer as he prepared to investigate. He slid the contents of the bag into a corner, drawing half a bushel of sawdust over the cakes of sugar. Blocks of wood sawed from the ends of shingle bolts suggested mischief which the sawyer carried into execution without compunction.

When Bill Badwell came from his visit with the foreman, his bag of sugar stood where he had left it. With a grin the man tossed it over his shoulder and departed. At the store came the denouement.

"I've brought you some sugar, Jay," said the settler as he dropped the bag on the counter. I was glad to

get the first makings and as soon as I had finished waiting on a customer, went over to the bag and emptied its contents on the head of a barrel at the end of the counter. There were six cakes, but they were all wooden ones!

"Where did you stop, Bill, before coming here?" I queried, smelling a mouse. When he told me, I understood. The boys have tricked you, Bill."

The man was very angry—could you blame him? He went back to the mill with blood in his eye and murder in his heart, but no trace of his sugar could be found. Every millman affected ignorance, and what could the fellow do? Such tricks were considered clearly legitimate in the lumber woods and the sugar maker had no redress. Meantime the boys in the mill enjoyed maple sugar sweets for a fortnight afterward.

Codfish and salt pork were two very essential products in that day. The settlers on the new lands back from the river lived on salt pork and saleratus biscuit mostly. Now and then one who was sufficiently forehanded would have a cow from which butter of eatable quality was produced. In the main, however, these new residents of the woods made the grease from the salt pork do for butter.

Pork was salted in chunks weighing from 20 to 25 pounds, ribs unreduced. It was no strange sight to see a sturdy backwoodsman, with a bag of flour across his shoulder and a big hunk of pork swinging at his side, tramping half a dozen miles homeward through the woods. Flour always came in barrels and was weighed out to customers who fetched bags for the purpose.

Tea came in chests direct from China or Japan, coffee in coarse sacks weighing usually about 200 pounds, and this coffee was in the green state, no roasted coffee being on the market. Package coffee came in with the necessities of the war, when packages labeled "coffee," but composed mostly of peas and grains, formed a part of the merchant's shelf goods.

Smoking tobacco in barrels, fine cut in kegs and Scotch snuff were in evidence in every well stocked store of the time. The work of the present day storekeeper is lessened by one-half because of modern methods of fixing goods for the market. Canned goods hadn't come to any extent, all fruits being either preserved or dried. Every housewife made her own preserves and roasted her own coffee.

Ready made children's clothing was non-existent in those ante-bellum days, now past and gone forever. I remember with what pride I wore the new satinet jacket and trousers mother made when I was a boy at school. Right here I wish to state that our school, the particular one of which I have personal knowledge, was first-class in every respect. There were around eighty pupils in the winter time and a learned professor from outside was hired, his wage verging close upon \$100 per month, a very high salary for that day. Many studies taught were such as now are in the curriculum of high schools and colleges only.

Nearly one-half of the teacher's salary was paid by individual citizens who were anxious to have their boys taught in the higher branches. There were three lumber and shingle mills in the village at one time. To-day the place is a back number and has relapsed into a Rip VanWinkle slumber.

Old Timer.

John Putt, for a number of years manager of the bargain basement for Herpolsheimer Co., leaves Feb. 1 to accept a position with E. Kern Co., (same capacity) Detroit.

The Kent Fuel Co. has increased its capital stock from \$10,000 to \$100,000.

Sturdy Plea For United Effort.

Cass City, Jan. 27—Fellow merchants, I want each one of you to take your pencil and draw a circle around Feb. 24, 25 and 26 on your calendar and then make your plans to spend these days in Grand Rapids.

As a State organization, we urge you to be there, whether you are a member or not. We know that if you attend one convention you will be only too glad to become a member of this Association that is constantly working to improve your conditions and it is only through united effort, through co-operation, through your personal help, that we as retailers can receive our just dues.

This is an age of organization. Manufacturers are organized. Labor is organized and at present the farmers are organizing stronger than ever through the Farm Bureau, which is sweeping over the State in rapid strides. I am wondering if we as retailers are going to be the last to lock arms and stand as a unit for justice.

History has proven that a great deal of legislation in the past has been introduced favoring organization and often the unorganized have had to suffer by it. I think now of the way we have been called profiteers and I am anxious that we, as retailers, by our honest endeavor, fair and square dealing and clean living shall prove to the American public that the slur of profiteer which has been hurled at us so often was simply an insult that was passed to us by those who wished to shift the blame of the high cost of living to the grocer and meat dealer. We who have met every demand made by the Government, borne the burden and heat of the day and as retailers have shouldered 50 per cent. of the taxes are entitled, I believe, to consideration and better legislation.

Will you join with us? If so, plan to be in Grand Rapids, Feb. 24, 25 and 26.

E. W. Jones,

Pres. Retail Grocers & General Merchants Ass'n.

Late News From Cereal City.

Battle Creek, Jan. 27—An increase in the capital stock of the Battle Creek Building Co from \$150,000 to \$250,000 was authorized Thursday night at a meeting of the stockholders held in the rooms of the Chamber of Commerce.

The Grand Trunk Railroad has plans to move its head offices for the United States to Battle Creek and officials were in the city Jan. 19 look-over the business district for available office rooms.

Mrs. Dorea D. Cronk, wife of Past Senior Counselor F. J. Kronk, of Battle Creek Council, passed away Thursday morning, Jan. 22, at their home on East Main street. Mrs. Cronk died after fifteen weeks' illness. The funeral was held Saturday afternoon at the family residence.

The Goshen division of the Michigan Central Railroad is giving the patrons the same service it did about six years ago. One train leaves Battle Creek at 6:50 a. m. and the evening train leaves at 5 p. m. The train from Goshen arrives at 12:50 o'clock noon and the evening train at 6:45 p. m., making two trains each way each day. This is good news for the people wanting to come to Battle Creek from the South and returning the same day.

The high price of flour has forced

the price of bread up in Battle Creek two cents per loaf. This change took effect last week.

The party given Thursday evening at the Elk's Temple by the American Legion was a wonderful success and \$500 was netted for the Post. This practically was all realized by the booths which were operated all evening.

Jack.

The Evening Grosbeak Rare in Michigan.

Ann Arbor, Jan. 2—The Evening Grosbeak, mentioned in a recent issue of the Tradesman, is a rare bird for Michigan. It breeds in the mountains of Western British Columbia and the Northwestern part of the United States, migrating in small flocks South and East in winter as far as the Mississippi river, rarely farther East. The University of Michigan Bird Club has records of its having been seen in Washtenaw county eleven times in thirty years, the first time on January 10, 1887, by Prof. J. B. Steere.

The classical name is Hesperiphona Vespertina. It is eight inches in length, larger than the junco and smaller than the robin; has a short, broad beak and feeds mostly on seeds; in Michigan it is invariably found eating seeds of the ash maple. The male is yellow, with black wings, the upper front portion white and black on top of head. Individuals differ in the proportion of colors and in the markings. The female is light gray, drab or slate, with markings of white and black.

A flock of these birds numbering twenty-four has made almost daily visits to the home of the writer since Dec. 27, 1919, at times coming within a few feet of the house, so that they could be closely studied. Their song is a clear, robin-like whistle; the call, a short whistle.

E. E. Whitney.

Dried Grapes Selling Well.

The scarcity and advancing prices of California raisins has increased the demand for dried grapes. Early in the season black grapes were selling for 8c a pound, but now they are hard to get at 23@23½c and some desirable blacks are held up to 25c. They are being taken for wine making purposes and are hard to get even at the advanced prices. The demand is enormous compared to other seasons. Anything which bears name of raisin thing which bears the name of raisin sells to advantage. Dealers when they send on their orders to the West are nearly always greeted with a wire, "Sold out; can't fill order." It is a bullish market if there ever was one. Shipments of Turkish Sultanias are due to arrive shortly to relieve the shortage in California stocks. They were a popular seller in pre-war days but they have not been offered here since 1914 to any extent. These stocks and the possible withholding of California raisins from the market for speculative purposes are the only relief in sight.

Albert Holmes has sold his grocery stock at 637 Michigan street to P. D. McNaughton & Son.

We Buy or Sell

LIBERTY BONDS

in any amounts

HOWE, SNOW, CORRIGAN & BERTLES

401-6 Grand Rapids Savings Bank Bldg., Grand Rapids, Mich.

Late News of a Manufacturing Character.

Kalamazoo—The Kalamazoo Motor Corporation has increased its capital stock from \$250,000 to \$1,000,000.

Three Rivers—J. Tenenbaum has sold his bakery to Paul Sabrosky recently of Elkhart, Ind., who has taken possession.

Kalamazoo—M. E. Maher & Co., Inc., wholesale cigar and tobacco dealer, has increased its capital stock from \$35,000 to \$75,000.

Lansing—The Motor Wheel Corporation has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Hillsdale—The Hillsdale Baking Co. has been incorporated with an authorized capital stock of \$30,000, \$16,000 of which has been subscribed and paid in in cash.

Menominee—The Haskin-Morainville Paper Co. has been incorporated with an authorized capital stock of \$500,000, all of which has been subscribed and \$50,000 paid in in cash.

Zeeland—The Zeeland Canning Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$14,000 has been subscribed and \$2,500 paid in in cash.

Detroit—The Detroit Steel Sales Corporation has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Wayland—Harry D. Allgeo has sold his drug stock and store fixtures to Dr. E. O. Hanlon and R. E. Hanlon, who will continue the business under the style of Hanlon's Drug Store.

Kalamazoo—The McIntyre Motor Sales Co. has been incorporated with an authorized capital stock of \$250,000, of which amount \$125,000 has been subscribed and \$25,000 paid in in cash.

Bangor—The West Michigan Savings Bank has increased its capital stock from \$25,000 to \$50,000 and taken in twenty-three new stockholders, including nearly all of the business men of Bangor.

Kalamazoo—The Hoekstra Sales Co. has been incorporated to deal in general merchandise and specialties, with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in cash.

Shelby—C. S. Sorenson has sold his grocery stock and store fixtures to Karl Plumhoff, who will continue the business at the same location. Mr. Plumhoff will continue his jewelry store in connection with the stock he has just purchased.

Pullman—The Pullman Manufacturing Co. has been incorporated to manufacture and sell at wholesale and retail wooden ware and wood products, with an authorized capital stock of \$6,000, \$3,000 of which has been subscribed and paid in in cash.

Detroit—The First Detroit Commercial Corporation has been organized to deal in all kinds of clothing, jewelry, millinery, shoes, house furnishings, etc., with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Bangor—The Bangor Storage Co.,

Ltd., has been organized to deal in farm products, fruit, etc., with an authorized capital stock of \$20,000, of which amount \$12,500 has been subscribed and paid in in cash.

Pontiac—The Ferguson-Mudge Co. has been incorporated to conduct a general mercantile business, with an authorized capital stock of \$20,000, of which amount \$14,000 has been subscribed and paid in in cash.

Burr Oak—The Sheffield Manufacturing Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$70,000, all of which has been subscribed and paid in in property.

Rosebush—The Rosebush Co-Operative Association has been incorporated to deal in farm products and supplies, with an authorized capital stock of \$1,000, all of which has been subscribed and \$500 paid in in cash.

Detroit—The B. D. N. Manufacturing Co. has been organized to manufacture tool steel forgings, with an authorized capital stock of \$10,000, of which amount \$5,100 has been

subscribed and \$1,000 paid in in cash.

Howell—Charles P. Adams has sold his interest in the clothing stock of Pettibone & Adams to Percy C. Wilson, recently of Clare and the business will be continued under the style of the Pettibone & Wilson Co.

Belding—The Art Window Fixture Manufacturing Co. has been incorporated with an authorized capital stock of \$9,000, of which amount \$4,500 has been subscribed and paid in, \$3,500 in cash and \$1,000 in property.

Bay City—The Wilson Body Co., which is erecting a mammoth addition to its plant here, has just closed deals for nine acres of additional land, just outside the city and adjoining its property. It will be used for a second addition.

Kalamazoo—The R. P. Warner Co. has merged its business into a stock company under the style of the Warner Electric Co., with an authorized capital stock of \$14,000, of which amount \$7,120 has been subscribed and \$2,085 paid in.

Ann Arbor—William Schultz has merged his grocery business into a stock company under the style of the Schultz Grocery, with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and paid in in property.

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

Customers' Co-operation

The equipment of all public service enterprises in Europe, whether publicly or privately operated, disintegrated terribly during the Great War.

There were not funds sufficient to keep them up to standard.

As a result the service of public utilities was greatly impaired and much time and money will be required for their restoration.

In the meantime the public is inconvenienced.

America has been more fortunate. Her wire using companies have been excellently well maintained. This has been due to untiring effort and vigilance upon the part of operating officials and the public's willingness to pay liberal rates. The Telephone Company must continue to charge rates sufficient to maintain good service, since every element entering into that service costs more than it did six months ago, and costs are still advancing.

The successful telephone company must have the cordial co-operation of its patrons, particularly with respect to the payment of fair rates.

MICHIGAN STATE TELEPHONE COMPANY



Table listing various wool and pelts prices. Columns include item name (e.g., Old Wool, Lambs) and price.

Table listing raw furs prices. Columns include item name (e.g., No. 1 Skunk) and price.

Table listing honey prices. Columns include item name (e.g., Airline No. 10) and price.

Table listing horse radish prices. Columns include item name (e.g., Per doz.) and price.

Table listing jelly prices. Columns include item name (e.g., Pure, per pail) and price.

Table listing jelly glass prices. Columns include item name (e.g., 8 oz., per doz.) and price.

Table listing maple syrup prices. Columns include item name (e.g., 1 oz. bottles) and price.

Table listing mince meat prices. Columns include item name (e.g., None Such) and price.

Table listing molasses prices. Columns include item name (e.g., Fancy Open Kettle) and price.

Table listing nuts (whole) prices. Columns include item name (e.g., Almonds, Brazil) and price.

Table listing nuts (shelled) prices. Columns include item name (e.g., Almonds, Walnuts) and price.

Table listing olives prices. Columns include item name (e.g., Bulk, 2 gal. kegs) and price.

Table listing peanut butter prices. Columns include item name (e.g., 8 oz., 2 doz. in case) and price.



Bel-Car-Mo Brand Peanut Butter price list: 8 oz., 2 doz. in case... 24 1 lb. pails... 12 2 lb. pails... 5 lb. pails, 6 in crate... 10 lb. pails... 15 lb. pails... 25 lb. pails... 100 lb. drums...

Table listing petroleum products prices. Columns include item name (e.g., Perfection, Red Crown Gasoline) and price.

Table listing pickles prices. Columns include item name (e.g., Barrels, 1,200 count) and price.

Table listing gherkins prices. Columns include item name (e.g., Barrels) and price.

Table listing sweet small items prices. Columns include item name (e.g., Barrels) and price.

Table listing pipes prices. Columns include item name (e.g., Cob, 3 doz. in box) and price.

Table listing playing cards prices. Columns include item name (e.g., No. 90 Steamboat) and price.

Table listing potash prices. Columns include item name (e.g., Babbitt's, 2 doz.) and price.

Table listing provisions prices. Columns include item name (e.g., Clear Back, 50 doz.) and price.

Table listing smoked meats prices. Columns include item name (e.g., Hams, 14-16 lb) and price.

Table listing sausages prices. Columns include item name (e.g., Bologna) and price.

Table listing beef prices. Columns include item name (e.g., Boneless) and price.

Table listing pig's feet prices. Columns include item name (e.g., 1/2 bbls.) and price.

Table listing canned meats prices. Columns include item name (e.g., Corned Beef, 24 1s) and price.

Table listing herring prices. Columns include item name (e.g., Holland Herring) and price.

Table listing trout prices. Columns include item name (e.g., No. 1, 100 lbs.) and price.

Table listing mackerel prices. Columns include item name (e.g., Mess, 100 lbs.) and price.

Table listing lake herring prices. Columns include item name (e.g., 1/2 bbl., 100 lbs.) and price.

Table listing seeds prices. Columns include item name (e.g., Anise, Canary) and price.

Table listing mince meat prices. Columns include item name (e.g., Condensed No. 1 car) and price.

Table listing various oils and fats prices. Columns include item name (e.g., Kits, 15 lbs.) and price.

Table listing rice prices. Columns include item name (e.g., Fancy Head) and price.

Table listing rolled oats prices. Columns include item name (e.g., Monarch, bbls.) and price.

Table listing salad dressing prices. Columns include item name (e.g., Columbia, 1/2 pints) and price.

Table listing saleratus prices. Columns include item name (e.g., Packed 60 lbs in box) and price.

Table listing salt soda prices. Columns include item name (e.g., Granulated, bbls.) and price.

Table listing salt prices. Columns include item name (e.g., Solar Rock) and price.

Table listing soap prices. Columns include item name (e.g., Black Hawk) and price.

Table listing scouring powders prices. Columns include item name (e.g., Sapolio, gross lots) and price.

Table listing washing powders prices. Columns include item name (e.g., Snow Boy) and price.

Table listing soap powders prices. Columns include item name (e.g., Johnson's Fine) and price.

Table listing salt fish prices. Columns include item name (e.g., Middles) and price.

Table listing herring prices. Columns include item name (e.g., K K K K, Norway) and price.

Table listing trout prices. Columns include item name (e.g., No. 1, 100 lbs.) and price.

Table listing mackerel prices. Columns include item name (e.g., Mess, 100 lbs.) and price.

Table listing lake herring prices. Columns include item name (e.g., 1/2 bbl., 100 lbs.) and price.

Table listing seeds prices. Columns include item name (e.g., Anise, Canary) and price.

Table listing mince meat prices. Columns include item name (e.g., Condensed No. 1 car) and price.

Table listing shoe blacking prices. Columns include item name (e.g., Handy Box, large) and price.

Table listing shoe blacking prices. Columns include item name (e.g., Handy Box, small) and price.

Table listing shoe blacking prices. Columns include item name (e.g., Bixby's Royal Polish) and price.

Table listing shoe blacking prices. Columns include item name (e.g., Miller's Crown Polish) and price.

Table listing SNUFF prices. Columns include item name (e.g., Swedish Rapee) and price.

Table listing SOAP prices. Columns include item name (e.g., James S. Kirk & Company) and price.

Table listing various soap prices. Columns include item name (e.g., Acme, 100 cakes) and price.

Table listing various soap prices. Columns include item name (e.g., Big Master, 100 blocks) and price.

Table listing various soap prices. Columns include item name (e.g., Ivory, 6 doz.) and price.

Table listing various soap prices. Columns include item name (e.g., Wool, 100 bars) and price.

Table listing various soap prices. Columns include item name (e.g., Black Hawk) and price.

Table listing various soap prices. Columns include item name (e.g., Sapolio, gross lots) and price.

Table listing various soap prices. Columns include item name (e.g., Snow Boy) and price.

Table listing various soap prices. Columns include item name (e.g., Johnson's Fine) and price.

Table listing various soap prices. Columns include item name (e.g., Snow Boy) and price.

Table listing various soap prices. Columns include item name (e.g., Johnson's Fine) and price.

Table listing various soap prices. Columns include item name (e.g., Snow Boy) and price.

Table listing various soap prices. Columns include item name (e.g., Johnson's Fine) and price.

Table listing various soap prices. Columns include item name (e.g., Snow Boy) and price.

Table listing various soap prices. Columns include item name (e.g., Johnson's Fine) and price.

Table listing various soap prices. Columns include item name (e.g., Snow Boy) and price.

Table listing various soap prices. Columns include item name (e.g., Johnson's Fine) and price.

Table listing various soap prices. Columns include item name (e.g., Snow Boy) and price.

Table listing various soap prices. Columns include item name (e.g., Johnson's Fine) and price.

Table listing various soap prices. Columns include item name (e.g., Snow Boy) and price.

Table listing Seasoning prices. Columns include item name (e.g., Chili Powder) and price.

Table listing Starch prices. Columns include item name (e.g., Kingsford, 40 lbs.) and price.

Table listing Kingsford prices. Columns include item name (e.g., Silver Gloss, 40 lb) and price.

Table listing Muzzy prices. Columns include item name (e.g., 48 lb. packages) and price.

Table listing Syrup prices. Columns include item name (e.g., Barrels) and price.

Table listing Syrup prices. Columns include item name (e.g., Blue Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing Syrup prices. Columns include item name (e.g., Red Karo) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

Table listing WOODENWARE prices. Columns include item name (e.g., Baskets) and price.

KITCHEN KLENZER



Table listing various products prices. Columns include item name (e.g., Soda) and price.

Table listing various products prices. Columns include item name (e.g., Spices) and price.

Table listing various products prices. Columns include item name (e.g., Whole Spices) and price.

Table listing various products prices. Columns include item name (e.g., Pure Ground in Bulk) and price.

Table listing various products prices. Columns include item name (e.g., Allspice) and price.

Table listing various products prices. Columns include item name (e.g., Paprika) and price.

Table listing Tea prices. Columns include item name (e.g., Medium, Japan) and price.

Table listing Tea prices. Columns include item name (e.g., Choice) and price.

Table listing Tea prices. Columns include item name (e.g., Fancy) and price.

Table listing Tea prices. Columns include item name (e.g., Siftings) and price.

Table listing Tea prices. Columns include item name (e.g., Siftings) and price.

Table listing Tea prices. Columns include item name (e.g., Siftings) and price.

Late Business News From the Upper Peninsula.

George Shields, proprietor of one of Algonquin's leading stores, surprised his many friends last week while on a supposed vacation, making a trip through Canada, when he returned with a bride, who was formerly Miss Grace Atkins, of Sault Ste. Marie, Ontario. The couple were quietly married in Soo, Ontario, and are at present spending their honeymoon in Toronto and other Canadian cities. Mr. Shields was born in the Soo and has lived here practically all his life and is one of the city's foremost business men. A warm reception is awaiting them upon their return from their many friends.

J. Vanderhook, undertaker and furniture dealer, has moved into the Fair block, almost directly opposite his former quarters. The Soo Co-operative Co. will occupy the building formerly occupied by Mr. Vanderhook, where it expects to start a display bakery.

"Prohibition doesn't hurt the sailors very much. They always live on water."

Manistique has suffered another severe loss of 60 gallons of raisin mash which was confiscated by the sheriff last week. This will put a damper on the moonshine business. It is evident that the Manistiqueites do not appreciate the beautiful Lake Superior water, which is far superior to the camouflage which they are trying to make.

"So far they haven't prohibited us from talking about prohibition. That is the only healthy kick remaining in the whole situation."

The citizens and merchants of Detour are planning for a larger and better village and have formed the Detour Civic Improvement League, with some of its best citizens back of the movement.

The many friends of H. D. Wyman, the popular soap salesman for Swift & Company, were pleased to note that he was one of the successful Swift salesmen who was given the trip to Chicago and entertained and banqueted by the soap department. He is receiving the congratulations of his fellow travelers.

"A violinist works a bow—and some girls do likewise, but they spell it differently."

Chas. Field, the popular cigar merchant on Ashmun street for the past ten years, has sold his business to Catel & Pestoles, who took possession Jan. 19. Mr. Catel was formerly interested in the confectionery business here with his brother and father. The latter will continue business at the old stand of Catel Bros. Mr. Pestoles comes from Chicago and has had previous experience. Mr. Field will devote most of his time to the office of State Oil Inspector, to which he was appointed last year.

The Soo Co-operative Merchants Association is installing an up-to-date oven for its new bakery which will soon be in operation in the building formerly occupied by J. Vanderhook. This will be the first electric bakery in the city and the second one in Cloverland. It has also purchased the stock of the McMaster grocery, recently damaged by fire, and expects to open up a new branch at the old stand, having taken a five-year lease on the McMaster building, which is being repaired and will soon be ready for business again.

Our new show house, to be known as the Strand, is nearing completion and expects to be opened to the public about the middle of Feb. It is proposed to play vaudeville and movies only.

The many friends of George Scheller, whose death occurred at St. Mary's hospital, at Saginaw, Saturday, were shocked, as his illness was not considered serious. He has been with the Cornwell Co., at Saginaw, thirty years, holding the position of auditor for the past fifteen years. He was well and favorably known throughout the State. He is surviv-

ed by his widow and a son, Rolland, living at San Francisco, and a daughter, Mrs. Martin Schmidt, residing at Plymouth, Wis.

A. H. Eddy, one of our leading grocers, is spending a few days this week at Chicago.

A good carpenter is known by his chips. So is a good poker player.

Charles Haas, the Uneeda biscuit traveler, returned from a business trip from Grand Rapids last week, feeling much better. His fellow travelers seem to have an inkling that the boss must have had softening of the heart, as Charlie has bought a new hat.

N. LaDow, the well-known representative of Libby, McNeil & Libby, is here on his first trip this year. He is an optimist and can see only a banner year for the canned goods people this year.

It has been three years since the world has heard of any man choking to death on a piece of beef steak and it was once quite a popular pastime.

Nick MacPhee, proprietor of the Murray Hill Hotel, was a Detroit visitor last week. While there he was a guest at the Hotel Tuller, he had to acknowledge that the hotel business was better in Mr. Ford's town than at the home town this winter.

Campaign lies are now in style. About time to hear the rumor that Si Johnson is a relative of Jack's and that General Wood is a relative of the man who invented wood alcohol.

William G. Tapert.

Ministering to the Needs of Impoverished Peoples.

Harry C. Rindge, formerly with Rindge, Kalmbach, Logie Co., who left Grand Rapids two years ago to take up Red Cross work in Europe, is now in charge of a Red Cross supply depot at Dorpat, Esthonia. A recent letter from him gives some particulars regarding his work:

Dorpat, Esthonia, Dec. 21—Please enter on your subscription list one Tradesman to be sent for one year to Lieutenant Paaune, Promenade St., Dorpat, Esthonia, and collect for same from me at the Grand Rapids Trust Co.

Lieutenant Paaune is in the Esthonian army and has been detailed to me here, where at present I have the job of clothing some thousand refugees and many more children who are quite destitute of warm clothing in this rather cold country. In civil life the Lieutenant is a merchant—and a good one—and his assistance to me has been quite valuable. I know the paper will appeal to him. His story some day when this war stricken country is again at peace will be quite interesting reading. He is an example of a patriotic citizen who is a self-made man and is a credit to his community.

As to myself, I have had quite an interesting career ever since I sailed for Europe. I ran a one-man bank in France for the Red Cross.

I have traveled over a good part of Germany, going in there among

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

25% Immediate Saving on Cost of Fire Insurance

MICHIGAN BANKERS AND MERCHANTS'
MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary FREMONT, MICHIGAN

The Grand Rapids Merchants Mutual Fire Insurance Co.

STRICTLY MUTUAL

Operated for benefit of members only.

Endorsed by The Michigan Retail Dry Goods Association.

Issues policies in amounts up to \$15,000.

Backed by several million dollar companies.

Offices: 319-320 Houseman Bldg. Grand Rapids, Michigan

INSURANCE AT COST

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

No membership fee charges.

Insurance that we have in force over \$3,600,000

Surplus larger than average stock company.

MICHIGAN SHOE DEALERS MUTUAL
FIRE INSURANCE COMPANY

FREMONT, MICH.

One of the Strongest Companies in the State

Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

Savings to Our Policy Holders

On Tornado Insurance 40%
General Mercantile and Shoe Stores 30%
Drug Stores, Fire and Liability, 35% to 40%
Hardware and Implement Stores, and Dwellings 50%
Garages, Blacksmiths, Harness and Furniture Stores 40%

All Companies licensed to do business in Michigan. It will pay you to investigate our proposition. Write us for particulars.

C. N. BRISTOL, Manager
FREMONT.

A. T. MONSON, Secretary
MICHIGAN

the first of the Americans. I have been in Russia since September. I was in Riga when it was abandoned. I was up with the Northwestern Russian army, ready to go into Petrograd, if it had fallen.

Now I am in this interesting little city doing what good I can, with a warehouse of Red Cross stores. I am busy and have quite an office force going all the time. My health is splendid. The weather here is like ours at home. Right now it is very cold.

Dorpat is located about 135 miles Northeast of Riga. It is chiefly remarkable for its university, which was founded in 1632 by Gustavus Adolphus, when the Swedes were masters. It was suppressed in 1650 by the Muscovites. It was re-established by Emperor Alexander in 1802. To this institution is attached an observatory, which the labors of Dr. Struve have made famous, and a library with about 300,000 volumes. The population of the city is about 45,000.

Esthonia, which was a part of Russia until the revolution in that country. It borders on the Gulf of Finland and the Baltic Sea. Its area is about 7,818 square miles. The peasantry are almost all of Finnish origin and speak a Finnish dialect. In the 10th and 12th centuries it belonged to Denmark. It was afterward annexed to Sweden and in 1710 was seized by Russia. The capital is Reval, a city of 416,580.

New Alignment of Grand Rapids Dry Goods Co.

At the annual meeting of the Grand Rapids Dry Goods Co., held last Thursday, the following were elected directors for the ensuing year: Clarence J. Farley, Guy W. Rouse, Lee M. Hutchins, Charles W. Garfield, Robert W. Irwin, Heber A. Knott, F. J. Seibel, Frank J. Neuman, C. S. Simkins and E. A. Stowe. Simkins, Neuman and Seibel are new men on the board. Christian Bertsch and Wm. M. Lemke voluntarily retired at their own request. Election of officers resulted as follows:

President—C. J. Farley.
Vice-President—C. S. Simkins.
Secretary—F. J. Seibel.
Treasurer—F. J. Neuman.
Chairman of Board—E. A. Stowe.
Sales the past year showed a gain of 56 per cent. over 1918. Prospects for 1920 are regarded as exceedingly flattering.

It was decided to increase the capital stock from \$400,000 to \$1,000,000 to provide capital for the expansion of the business planned by the officers. Of the new stock \$200,000, one-half preferred and one-half common, will be placed at once.

COLEMAN (Brand)
Terpeneless
LEMON
and Pure High Grade
VANILLA EXTRACTS
Made only by
FOOTE & JENKS
Jackson, Mich.

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.

For Rent

Fine Store and Fixtures, lately vacated by Netjorg, Ithaca, Mich. Fine location—suitable for General Dry Goods, Clothing, etc. Size 32x80 and 18x50.

**McCall Bros, Agents
Ithaca, Mich.**

WE OFFER THE FOLLOWING INVESTIGATED BUSINESSES:

- IOWA.**
Exceptionally Good Drug Store. General Merchandise Business. Well equipped high class Laundry.
- NEBRASKA.**
Hardware Business, well established. General Merchandise. Good town. Drug Store. (Small Town).
- KANSAS.**
Best equipped Laundry in the state. Automobile Accessory. Tires, etc.
- ILLINOIS.**
Hardware, old established town 100,000. Hardware Business. Also Real Estate.
- OHIO.**
Exclusive agency for "Presto Light" large city, and surrounding territory. Two Restaurants (Cincinnati).

**THE O'DONNELL INVESTMENT CO.,
105 N. Clark St., Chicago.**

Wanted—First-class combination tinner and plumber. Steady employment to right man. Please state wages wanted. Randolph Hardware Company, Randolph, Wisconsin. 677

Life of the Crucified (Stigmatized) Anne, Cath. Emmerich, and her splendid ecstatic visions. Nativity, Egypt, and Cana; 4 books, for 20c. Klein Co., Brandon, Minn. 678

FOR SALE—Modern three-story brick building. "Four stores, four flats," in a booming village of 2,500 inhabitants in a thriving dairy section. Enquire of H. H. Fox, Cobleskill, N. Y. 679

For Sale—Variety store in Western Michigan. City of 5,000 population. This is not a run down stock, but a clean going business. Can show interesting and profitable proposition. Address No. 680 care Michigan Tradesman. 680

For Sale—One steel rug rack of Greenville make. Will hold 25 rugs 11-3 x 12, 75 9 x 12, 10 8-3 x 10-6. Perfect condition. If interested wire for special low price. D. M. Christian Co., Owosso, Mich. 681

For Sale—Grocery store. Well established business. Good fixtures. Clean stock. Live town. Good reason for selling. Address No. 682 care Michigan Tradesman. 682

FOR SALE—LAMSON PERFECTION CABLE. Cash carrier, five stations, complete with half horsepower, D. C. motor. The F. W. Roberts Co., Prospect and E. 4th St., Cleveland O. 684

For Sale—Hotel. Well established business in a good town. At a bargain. Address No. 685 care Michigan Tradesman. 685

If you are thinking of going in business, selling out or making an exchange, place an advertisement in our business chances columns, as it will bring you in touch with the man for whom you are looking—THE BUSINESS MAN.

For Sale—100 lb. Detroit Automatic Scales. As good as new. 1210 Plainfield Ave. 686

For Sale—First class shoe stock. Established 17 years. Will sell at invoice to party leasing or buying building. Mrs. Anna Hasselbach, Wayne, Mich. 687

For Sale—Grocery and small stock of dry goods. Stock with fixtures. Inventory about \$4,000. No trades considered. Good reason for selling. Address P. O. Box 206, Lebanon, So. Dak. 688

For Sale or Exchange—\$5,500 stock of groceries, meat and hardware. Good location. Electric lights. In small town. Will exchange for house and lot in Lansing. Address No. 689 care Michigan Tradesman. 689

For Sale—Drug store. Good business. Clean stock. New brick building, medal plate front. U. S. Postal Station. Well located, being near Kalamazoo College and Western Michigan State Normal School. No better class of trade anywhere. This is a splendid opportunity to get established paying business. Price \$4,000. Investigate. Dunwell's West End Drug Store, 747 W. Main, Kalamazoo, Mich. 690

feet long with sliding plate glass doors. Photo for the asking. Eugene Parker, 201 S. Washington Avenue, Lansing, Michigan. 664

FOR SALE—An old established retail meat business in a town of 17,000 inhabitants. Reason for selling want to move on my ranch and go in the Thoroughbred Hereford business. My shop has been a cash business of \$400 per day, 6 days out of a week. I also have a small packing plant. All cooled by Sterling Ice Machines. One 5 tons at shop and the other 25 tons at the plant. Will sell one or both. Come and spend a week or month with me and you will appreciate this business. Address H. D. Barnett, Coffeyville, Kansas. 665

Store for Sale—Including Dry Goods, Groceries and Shoes located in a thriving little town in Hillsdale Co. Stock worth about \$13,500 and is in almost perfect condition. Modern store building, low rent, best location and the business makes a splendid profit every year. Reason for selling owner has other business. Store must be continued in present location, stock can be reduced to suit purchaser. Address No. 666 care Michigan Tradesman. 666

Wanted—Second-hand safes Will pay spot cash for any safe, if in reasonably good condition. Grand Rapids Safe Co., Grand Rapids. 667

Will Exchange 5 drawer National Cash Register for potatoes, navy beans or apples. J. A. Sandiford, Watseka, Illinois. 670

For Sale—Meat market and small stock of groceries in one of the best cities in Michigan doing a cash business at \$2,000 a week. Address 671 care Michigan Tradesman. 671

For Sale—Large refrigerator 5 x 7 x 8 1/2. New. National Cash Register 6 drawer. All improvements. New. Right prices if taken at once. Kuhn Gro. Co., Lowell, Michigan. 673

If you want to sell or exchange your business, no matter where located, write me. John J. Black, 130th St., Chippewa Falls, Wisconsin. 678

For Sale—Hobert electric motor with peanut butter grinder, new, only used one day. Single phase motor, alternating current, 60 cycle, 110 or 220 volts. Can be used as a coffee grinder or with any Hobert attachment. Going cheap. Write Jung Baking Company, Waseca, Minnesota. 643

ATTENTION MERCHANTS—When in need of duplicating books, coupon books, or counter pads, drop us a card. We can supply either blank or printed. Prices on application. Tradesman Company, Grand Rapids. 644

WANTED—Experienced manager, with best references, for a 50 room resort hotel on Little Traverse Bay. Address A. L. Deuel, Harbor Springs, Mich. 646

Get My Tanks—Make big money developing films; cost 1/2c per roll; particulars free. Gillett, Boscobel, Wisconsin. 637

BANISH THE RATS—Order a can of Rat and Mouse Embalmers and get rid of the pests in one night. Price \$3. Tradesman Company, Grand Rapids, Michigan. 647

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

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

Pay spot cash for shipping and for nishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 566

For Sale—My stock of dry goods. Will invoice about \$25,000. Annual sales \$75,000. Established twelve years. Moderate rent. Good opportunity to launch into a good paying business. For particulars, address T. Bergey, 212 South Mechanic Street, Jackson, Michigan. 654

For Sale—Small stock gent's furnishings, also complete fixtures. Exceptional bargain. Address Peoples Bank, Boyne City, Michigan. 660

For Sale—A clean, up-to-date stock of hardware. Plumbing and heating in connection. Located in prosperous dairy section of Northern Illinois. Town of 2,500. Last years business \$38,000. Will invoice between \$8,000 to \$9,000. Up-to-date fixtures and tools. Best of location. Reasonable rent. An opportunity of a lifetime. Good reason for selling. Only cash deal considered. Address No. 661, care Michigan Tradesman. 661

Grand opportunity for boot and shoe and gents furnishing, Springport, Mich. Prosperous farmers. Double business of any town its size. Address No. 691 Michigan Tradesman. 691

! DOES IT. Texas oil land making holders big money everyday. Bank references furnished. Investigate us thoroughly, that's all we ask. Results count. Our plan \$1 down, balance monthly, few months gives you Warranty Deed to land. May pay profits \$200 or more monthly. Maps, reports, established facts FREE. Address Sourlake Texas Oil Co., 318 DeMenil, St. Louis, Mo. 692

Wanted—Position as traveling salesman for good reliable house. Experienced. Present position as manager of retail store. All offers considered confidential. Prefer Thumb Territory. Address Box 105 Akron, Mich. Can supply best of References. 683

For Sale—Two oak wall cases seven Something Special For Sale—Stock of dry goods and groceries, located in thriving town of 800, surrounded by the best farming country in the State. Town is on trunk line road. Has factories and electric lights. 1919 sales over \$50,000. A grand opportunity for somebody. Address No. 675 care Michigan Tradesman. 675



SANITARY REFRIGERATORS

For All Purposes
Send for Catalog

McCRAY REFRIGERATOR CO.
944 Lake St. Kendallville, Ind.

CANDY



The "DOUBLE A" Kind
Made by
People Who Know How

Our record of over fifty years of continuous growing business, not only in Michigan but all over the United States, speaks for itself.

You take no chances when you buy "Double A" Brand.



The Sign of Good Candy

Made in Grand Rapids by
NATIONAL CANDY CO.
PUTNAM FACTORY
Grand Rapids, Michigan

Ask for a copy of our latest price list.
We are agents for LOWNEY'S in Western Michigan.

General Conditions in Wheat and Flour.

Written for the Tradesman.

The International Institute of Agriculture at Rome placed the world's wheat production for 1919 at 2,074,761,000 bushels or an amount equal to 92.7 per cent. of the 1918 crop and 96.5 per cent. of the five year average.

This would indicate there is not going to be much of a carry over, as last year's crop was not up to the average and the demand from all sections was very insistent.

It is true that certain varieties of cash wheat, particularly Dark Kansas and No. 1 Northern Spring, have declined as much as 3 or 4 cents per bushel during the past three or four weeks; in fact, there has been quite a noticeable decline in these varieties of grain during the past three or four days, but an advance of from 5 to 8 cents per bushel was scored to-day.

Financial conditions in Europe are practically responsible for what reductions in prices have been brought about. In other words, European countries have not the money, nor apparently the credit either, with which to purchase sufficient quantities of food supplies as well as manufactured articles and other lines to meet normal requirements.

If Europe were in a position to finance the purchase of her requirements, an immediate and especially strong demand would be created and an advance in prices would be sure to materialize but, of course until such exchange rates become stabilized and suitable financial and credit arrangements have been made, the markets will very likely have their ups and downs.

This country certainly has a sufficient supply of foodstuffs and raw materials to more than care for its own requirements and if we are not able to secure suitable markets abroad for the surplus, materially lower prices would soon result in all lines. However, Europe is going to adjust itself, credit lines will be arranged and goods will be purchased and prices will be governed by the volume of business transacted with Europe more than by the volume transacted at home.

Low prices are practically out of the question for some time to come. The war actually cost the lives of 9,998,771 men, representing an economic value of \$33,351,276,000. It is going to take some time to overcome the loss of man power occasioned by the war. Furthermore, hundreds of thousands of other men have had their productive capacity materially reduced by exposures, wounds, etc.

Under present conditions, it is not advisable to purchase flour or wheat to cover more than normal requirements as heavy buying would advance prices without in any way providing any more wheat or flour. In the second place there is a possibility, should European conditions become worse instead of better of having those markets closed temporarily which would result in reduced prices and cause the purchaser some loss.

Of course, as heretofore stated, the wheat and flour markets are going to be governed in a large measure by the conditions of the growing crop of wheat and the harvest outlook. The better plan is to buy conservatively. At least until the situation is clarified.

Lloyd E. Smith.

Popular-Priced Hats.

Manufacturers of popular-priced hats for women are showing a wide variety of merchandise for the coming season. Among them, according to the bulletin of the Retail Millinery Association of America, are hats of oilcloth, ribbon, rafia, cired satin, celophane braid, etc.

"In one of the most extensive popular-priced lines seen here," says the bulletin, "a very prominent position is given to oilcloth. There are a number of small close-fitting models on the turban order shown in this material. An exceptionally 'smart' little hat is a four-section tam of patent leather with the seams bound in a stitching of bright-colored wool. Other hats in this line show patent leather crowns poised on piping brims, some of which are of the cushion variety. Still others have large brims that are irregular in contour. There is a lot of embroidery work seen on these models, in fact, this is the chief form of ornamentation. Wool and rafia embroideries are used extensively, for the most part in Egyptian colorings."

Of the ribbon hats, the Bulletin says that there are a lot of pretty ideas developed in them, many showing facings of straw or straw bandings which cover the joining of the rows of ribbon. Hats of rafia and celophane braid are also described in detail by the bulletin. One of the unusual models seen here in the latter material is an extreme off-the-face shape with a high-pleated front turn. The right side runs out to a long sharp point, with the other side rather short and rounded. For trimming there is a very "smart" pin of celophane, which sticks out rakishly in front.

High Prices of Cotton and Goods.

Cross currents of one kind or another were responsible for the ups and downs in cotton quotations, which were rather numerous during the last week. Most of the exciting news regarding cotton came from the Liverpool market, where the fluctuations were most pronounced. At times it began to look as though the market there was becoming glutted with supplies coming in faster than production and a proper reserve warranted. Here an improvement in sterling exchange acted as a factor in keeping up prices. But the main element in support of high figures for cotton is the financial support the actual holders of the article are receiving from the banks in the growing districts. The goods market, while displaying many signs of firmness, shows at times a sensitiveness to respond to the quotations of the raw material. When the price of quoted cotton drops, second hands start selling goods below the levels at which the mills are holding them. Despite these instances, however, new records were made during the week for certain constructions in the gray, and converted goods have been raised in price to correspond. It is realized that all the prices are artificial, in the sense that they are not warranted by the cost of the cotton plus that of the labor and a fair profit. Many are wondering where and when it will all stop, but they are all doing their best to get the biggest profits they can while it lasts. In knit goods sales are being made for the second half of the year without recessions of price.

Wool Prices and Woolens.

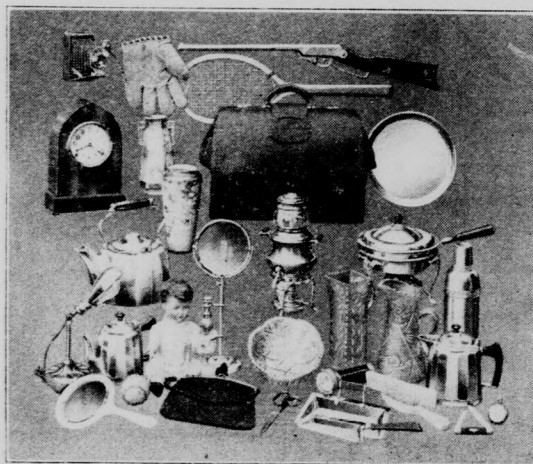
Very naturally, the auction sales at Boston and London have been the principal features of interest in the wool situation during the week just past. The one thing that stands out uppermost in both of them is that the keen demand for the finer Australian wools shows no signs of abatement. At London some of the coarser crossbreds were more in demand than hitherto, but here, at the sale of the

British Government owned wool, many crossbreds had to be withdrawn for lack of satisfactory bids. At the Boston sale the mill men were most in evidence. Domestic wool growers are keeping up their agitation, which has now become a propaganda, for the so-called truth in fabric law, by means of which they hope to get higher prices for their products. As such prices are higher than they ought to be, considering the huge stocks of wool in this country, their viewpoint is hardly one to meet with sympathy. The goods market still remains in a state of expectancy. All are awaiting the announcement of what the American Woolen Company purposes doing. It is the principal factor in the trade and has at times shown a disposition to astonish its competitors by cutting prices to test the market. The general supposition has been that its prices for the next heavyweight season would show marked increases, but no one can tell just now what the policy will be in view of the various campaigns, official and otherwise, for reducing the cost of apparel.

Some manufacturers are placing on the market packages of codfish labeled as "boneless" from which only a few of the larger bones have been removed. Other similar products from which all or practically all the bones have been removed are sold under such labelings as "absolutely boneless," "strictly boneless" and "no bones." Investigation by the Federal Bureau of Chemistry has shown that a very small part, if any, of the retail trade and consuming public is familiar with the distinction, and that a practically boneless fish is expected by them whenever the word "boneless" appears on the label. The word "boneless" should be limited to the labeling of those products from which all or practically all the bones have been removed.

Make your store bright and attractive, but not so much so that people think of the shine and forget the goods.

The Retail Power of Premiums



is testified to by such mighty successes as Wm. Wrigley, United Cigar Stores, Larkin Co., and many others.

The "Hilco" Profit Sharing System is a co-operative Premium Plan accomplishing *great things* for small retailers throughout the United States—gets the cash, keeps the trade at home and kills the mail order house menace.

Information upon request. No obligation incurred.

HINKLE-LEADSTONE CO.
180 N. Wabash Ave. Chicago, Ill.