Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, MARCH 24, 1920

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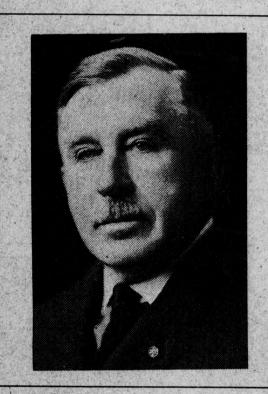
IF YOU WERE HIRING A MAN TO RUN YOUR BUSINESS—

What Qualifications Would You Demand?

Sound Business Methods are more vital in the conduct of the Nation than in the conduct of any private enterprise. For honest enterprise as an institution cannot thrive under a Government poorly managed.

The President of this Country is, when you come right down to it, the Managing Director of the United States. He holds down the biggest executive job in the world. If he is not the biggest kind of a big man, the country suffers; and when that happens, the hundreds of thousands of private enterprises which make up American business suffer in varying degrees.

In Selecting The Head of a Business three things mainly count: Character, Ability, Experience. What kind of a man is he? What can he do? What has he Done: "Show us." The life and record of LEONARD WOOD answers these three all-American questions.



LEONARD WOOD

This advertisement is paid for by the Leonard Wood League of Michigan: F. M. Alger, President; Walter C. Piper, Vice-President; and C. A. Weissert, Sec. and Treas.

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

COMPRESSED YEAST AND GOOD HEALTH

For a number of the common ailments that affect most of us at intervals-

Fleischmann's Yeast

is a positive cure.

Increase your sales by telling your customers about it.

THE FLEISCHMANN COMPANY

Enforced Advance in Subscription Price

Up to April 1 of this year the subscription price of the Tradesman has been \$2 per year if paid in advance or \$3 per year if not paid in advance.

On and after the date stated the subscription price will be \$3 per year if paid in advance or \$4 per year if not paid in advance. This \$3 rate will then automaticcally apply to all subscribers on our list.

Those who are in arrears would do well to avail themselves of this opportunity to pay for the current year and, if they wish to do so, they may also pay one year in advance at the old \$2 rate.

Adjustment on this basis cannot be made on or after April 1, when the new rate goes into effect.

The price of single copies will be 10 cents apiece on and after April 1.

Repeated announcement of the proposed change in price has been made in the Tradesman, so no one can plead ignorance of advance notice of the change after it has actually taken place.

The advance in price is rendered necessary to partially meet the 200 per cent. increase in the cost of paper and the 100 per cent. increase in the cost of typesetting, printing, binding and mailing.

We bespeak the hearty co-operation of our readers in this move, which is rendered necessary in order to maintain the Tradesman on the present high plane of excellence.



Losing \$10.00 Means Dropping Your Profits on \$100.00 Worth of Business



Can You Afford It?

LABOR and STOCK are too high for you not to stop every needless

EVERY HOUR of TIME you can save by adopting modern methods means just that much more money added to your net profits at the close of the year.

POSTING ACCOUNTS is TIME and MONEY wasted and your time should be applied to something more profitable.

Why Not Stop All Needless Waste With a METZGAR SYSTEM?

It will do your bookkeeping with one writing.

It will relieve you of all Posting of Accounts.

It will eliminate FORGOTTEN CHARGES, MIXING ACCOUNTS, and bringing forward of WRONG PAST BALANCES.

It will please your customers and bring you new business. It will FULLY PROTECT YOUR RECORDS AGAINST FIRE.

Write at once for full information, also get our prices on salesbooks, before putting in your next supply.

Metzgar Register Co., Grand Rapids, Mich.

MICHIGAN TRADESMAN

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.
Three dollars per year, if paid strictly advance. dollars per year, if not paid in

Four donats per advance.

Canadian subscriptions, \$4.04 per year, payable invariably in advance.

Sample copies 10 cents cach.

Extra copies of current issues, 10 cents; issues a month or more old, 15 cents; issues a year or more old, 25 cents; issues five years or more old, 50 cents.

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

THE NEWBERRY CASE.

The outcome of the Newberry case strengthens every statement the Tradesman has uttered in the past regarding the grand jury system, as conducted in this country.

The October grand jury indicted 135 men for complicity in the Newberry campaign. After a trial lasting eight weeks 118 were declared not guilty or voluntarily freed by the presiding judge. Many of these 118 men were induced to waive their constitutional rights when they appeared before the grand jury. They were assured the Government was "after" men "higher up" and had no intention of indicting the disbursing agents. What was their surprise to learn that these solemn assurances were subsequently violated and that their own testimony was used against them to secure their indictment. They were treated to a still greater surprise when their testimony before the grand jury were used against them in the trial of their cases in the Federal court.

Is it possible to conceive of any thing more contemptible than such dark lantern methods?

Is it possible that such methods can find permanent lodgment in any corner of free America?

Because the grand jury system is unAmerican and unfair, the Tradesman will continue to oppose it with all the power it possesses until the last vestige of Star Chamber practices is abolished.

Mr. Newberry and sixteen of his associates have been found guilty of violating a new law which has never been reviewed by a court of last re-Able attorneys believe that the Federal Supreme Court will declare the law to be unconstitutional. In such an event the verdict of the jury and the sentences of the judge will be nullified. Few men will undertake to deny that the case owes its origin to political enemies of the accused. The Tradesman joins in this conclusion, but will cheerfully reverse its opinion if Henry ford-who precip-

cution and whose sleuths co-operated with the Government agents in securing the necessary evidence-is immediately forced to stand trial on the same charge laid at the door of Senator Newberry and his associates. Of course, such a thing is out of the question, because ford is the especial pet of the administration and will be exempt from prosecution so long as he exercises a dominating influence over the powers that be at Wash-

KICK HIM OUT OF AMERICA.

In a recent speech in New York, de Valera, the self-styled President of the bogus Irish republic, said that the Ireland he stood for wanted Germany to win the war and would always support any enemy of Great Britain. We would appreciate the opportunity of expressing a few thoughts on the situation likely to be created by such utterances.

We take it that the majority of the people of America and know that the majority of the people of England and Scotland desire the continuation of cordial relations between the two countries, believing that such a bond is the best guarantee of a permanent world peace. This desire does not imply that each country will approve wholeheartedly of all the policies of the other, for there are rightly many true Americans who sympathize with the wrongs which Ireland has suffered in the past and desire that she should attain a settlement as far as possible in accordance with her wishes. However, it must be borne in mind that Great Britain has remedied the agrarian and the economic injustices of the past, and her statesmen are now making sincere efforts to effect a fair adjustment of the whole question.

Moreover, there is no reason why this question, which is after all a foreign one, should be thrust into the limelight in America. Britain is our closest blood ally, and the toleration of an avowed enemy of Great Britain, such as de Valera, making anti- British threats and distorting the minds of American citizens, is not calculated to preserve friendly relations, but to destroy them. Furthermore, such propaganda in a neutral country is not likely really to help the cause of Ireland. Let America, as in days of yore, remain for the Americans and not become the mouthpiece of the Irish-Americans. Let de Valera and his dynamiting trouble-makers return to Ireland and use their eloquence on the British and Ulstermen who in the end must make the decisions which will finally settle the question.

Taking chances is something that will not bring financial disaster to you if you take none except when you

GO TO WORK WEEK

It is unfortunate that the year is divided into fifty-two weeks. At the rate at which the propagandists are going twice as many weeks would hardly suffice to give all "causes" a fair show, and yet what is there to do? Thrift Week, Better Babies Week, Music Week, Clean-Up Week, Swat the Fly Week, Health Week, Save Armenia Week, Go to Church Week, Old Home Week-these are just a few of the weeks that are cutting into the old-time fifty-two allotment and causing a lot of confusion with the calendar year. The "causes" multiply, but the annual quota of weeks remains stationary.

At the present writing there are rumors of a movement to designate one of the fifty-two varieties as Go Work Week. An excellent idea and one well worth trying-but can it be done? Assuming that the Nation, by and large, could be prevailed upon to leave other people's business alone and get down to its own businest for seven consecutive days, has the calendar year a week to spare for this bizarre adventure? If not, could one of the other weeks step aside and give Go to Work Week a chance? Think of the good that might be accomplished if, as a starter, one out of every three adult citizens were to put in one full week every year at work. The practice in time might become popular.

To get the thing going, one other suggestion is worth considering-the combination week. If the calendar cannot be revised to provide enough weeks for all "causes," then the difficulty might be met by a double-up system whereby one week would do the work of two. Some fifty-fifty plan under which the Save Armenia movement and the Swat the Fly crusade could share jointly and severally in the same week might prove satisfactory. It might even be necessary to combine Go to Work Week with Brush your Teeth Week or League of Nations Week or some other fixture in the national calendar -nevertheless, it should not be allowed to languish for want of a fair chance to show what it can do. Half a week is better than none. If it makes good, the Go to Work movement might well claim a full fiftysecond part of the year.

WOOLS AND WOOLENS.

At the London auction sales of wool in the week just ended there was shown a continuance of the increases in price of the finer merinos, and Americans figured largely among the bidders. The lower value of sterling exchange is undoubtedly one of the factors favoring such buying. In this country the dealings in wool are very restricted at the moment. Mills are

well supplied and the stocks held otherwise are quite large. The new domestic clip will soon be the subject of transactions, and it is already pretty well established that firm prices will be obtained for it. The goods market remains in a state of uncertainty. How much the cancellations of orders will ultimately amount to will depend in a measure on how the buying of clothing at retail for Spring will be. Purchasers will have to accustom themeselves to new scales of prices. There was quite a hurrah when it was announced over a year ago that ready-made suits would be selling at \$100. The announcements for this Spring included suits of ready to wear at \$125. No assurance of lower prices for next fall is forthcoming and there are some who assert that they will be even higher, should labor costs be increased. But retail clothiers are showing more of a disposition to balk at the higher feeling assured that their customers will not meet them. In dress goods the situation remains un-

LIBERTY UNDER LAW.

Under our form of Government the words Liberty and Law are synonymous. For in the exercise of our liberty we enact laws, and until we repeal such laws they remain the legal expression of the will of a liberty-loving people.

To break the law is to lose liberty -not find it-and the end of that lawless line of action is always the loss of all liberty, through the substitution of a government where an iron and merciless state control takes the place of a reasoning and character-building self-control.

When the Fathers of the Republic framed our Constitution they clearly realized that all previous attempts to found and maintain government of, by, and for the people had been wereked by some drastic action of the people, carried away by a wave of passion, this impulsive action destroying, in a day, that which had required years of patient effort to

Knowing that we, in America, would be subject to such waves of passion, the Fathers of the Republic deliberately placed in trust, by words written into the Constitution, certain powers of the people which, under the theory of pure democracy, they had a right to retain. By this act they forced a second, sober thought upon the people; and this broadminded act of surrender has proved the basis of our stability as a Re-

Liberty under law is life; liberty outside of law, is death; there is no question as to which of these two policies is truly American.

We Sell Coffee

and Also Coffee Mills

We try to deliver the best of either article that the market affords and both pay us a reasonable profit but,

Have you ever considered what builds a coffee business; what creates that kind of a coffee business which helps to develop your business in the best possible way?

Worden Coffees are packed in mechanically sealed packages with an inter-lining to preserve their strength and retain their aroma. They are packed either in the berry or steel cut and all done in the most scientific way possible.

We do not want to discredit the coffee mill, but in a large number of stores it is better business to sell well-known brands of coffee—to restrict your stock to a few popular brands and deliver to your customers fresh coffee every week. A large volume with a modest profit satisfies your customers, builds a better business and makes more money under most conditions.

Think it over and investigate WORDEN'S scientifically packed coffees.

WORDEN GROCER COMPANY

Grand Rapids-Kalamazoo-Lansing

The Prompt Shippers.

Review of Some of the Principal Hardware Staples.

Axes—A very satisfactory volume of business is being booked on axes for future delivery. Dealers who have not booked their orders should do so at once, as from all indications there will be a shortage a little later on. Jobbers have very few if any axes on hand at present, and are complaining that deliveries from the manufacturers are slow. There has been no change in price since last reported.

Builders' Hardware-Even with the prices going up all the time the demad for builders' hardware grows heavier all the time. When Spring work really begins contractors, dealers and jobbers are due to find themselves in the position of being unable to deliver the goods at anywhere near the rate called for by the trade. Some contractors look for a heavy building year while others predict that the average man contemplating building a house will find prices so high that he will decide to wait with the hope of prices declining. There is sure to be a certain amount of building owing to the scarcity of

Coal Hods—Jobbers state that they have booked some very satisfactory orders for coal hods for future delivery, but a great many dealers have not as yet placed their orders for next season. Right at this time there is a great shortage of steel sheets. Unless something unforseen happens to relieve the situation, there will be a scarcity of coal hods.

Files—There has been no change in the situation as to files since last reported. Jobbers state they are securing very satisfactory deliveries from the manufacturers. The demand, if anything, is increasing. Stocks are fair.

Freezers—There is very little movement in this line so far, and prices show no change from last quotation. Makers report the usual condition in regard to the production of the line.

Galvanized Ware—Jobbers are having difficulty in filling orders for goods of this description, and report that shipments from the makers are far short of taking care of the orders on hand. Stocks are low and badly broken, but no change has been made in price.

Garden Tools—Garden tools continue to hold the center of interest in local buying circles. The demand is large and widely distributed. It is said that the shortage that has developed as a consequence of the heavy demands and the many difficulties that have confronted manufacturers have made it almost impossible to meet the present requirements.

Hose—Retail sales are very light so far and the average retailer is ordering no heavy stocks in at present. Price shows no change from last quotation.

Mowers—Little interest is shown in this line so far, but it is worthy of notice that the manufacturers are far behind in filling orders and will not be able to give their customers the attention they want in the way of delivery, both in quantity and time Quotations show no change. Roofing Paper—All kinds of roofing and building paper are very hard to obtain, and stocks in this market are being rapidly depleted. Deliveries from the mills on account of the embargoes are reduced to a minimum. The slate surface roofing paper has been withdrawn from the market owing to the shortage of slate.

Rope-As predicted on this page for several weeks past, the price of manila rope has advanced 3c per pound. The reason for this advance, as explained here several times, is primarily caused by the labor situation in the Philippines as well as by peculiar conditions in the English market. American cordage manufacturers have held off on this advance for some time but were forced to it holders of Manila hemp in the Philippines who in turn were placed in an awkward position by native labor affected by the modern microbe

Sash Weights—The available supply of sash weights is limited to the fact that foundries are unable to procure enough scrap iron. Jobbers, and retailers' stocks are very low, as they depend a great deal on the foundries to carry these for them. The demand shows a great improvement, and the present market continues to be firm.

Screws—Round head blued screws are very hard to obtain. Jobbers report that they have been able to procure very satisfactory deliveries on the flat head bright, and with the exception of few sizes they have ample stocks on hand to meet all immediate requirements. There has been no change in price since last reported.

Sprayers—Sprayers are in ample demand and the supply seems to be fairly adequate to answer normal spring buying in this section

Spark Plugs—The volume of business being done on spark plugs continues to be very heavy. Naturally this is the best season of the year, as a great many owners who laid up their cars for the winter have now put them into use. Dealers should be amply supplied with plugs, as jobbers report that they have good stocks on hand and are able to make prompt deliveries. There has been no change in price since last reported.

Tire Chains—Jobbers issued new prices on tire chains showing a reduction of 25 per cent. on the Rid-o-Skid and Weed. While there has been no reason given for this decline in price by manufacturers, it is stated that the patent rights of this chain expire very shortly and this reduction in price was made to prevent competition. Tire chains continue to be very scarce, and jobbers' stocks are badly broken. Manufacturers are further behind with their orders than ever.

Wheelbarrows—Jobbers are out of stock on nearly all kinds and sizes of steel tray wheelbarrows, and report that they cannot get promise as to deliveries from their source of supply. The shortage of sheets has greatly curtailed the output of this type of barrow. They are receiving prompt deliveries on the wood tray barrows and are able to supply these immediately from stock. There has

been no change in price since last reported.

Window Glass-It is reported that if some factories accepted all of the orders offered them they would be able to tie up their entire production for the next two years. There has never been, it is said, the scarcity of both window and plate glass in the history of the industry. The railroads are placing heavy orders and the automobile industries are also extremely heavy buyers. It is stated that several large orders placed by the Government for naval construction work have been refused by some of the largest factories because they are now so far behind on production that it would be impossible for them to furnish the Government requirements. All prices, it should be noted, are nominal and altogether subject to stock on hand at time of delivery. Building contractors are offering fabulous prices for prompt deliveries of even inferior quality glass.

Wire Cloth and Poultry Netting-A few weeks ago the manufacturers withdrew from the market, as they stated that they had all the orders booked that they possibly could fill this season. Jobbers, however, continue to accept orders for wire cloth and poultry netting from their stocks. However, the heavy demand during the past ten days has about depleted their supply on hand, and it is only a question of a very short time when they will withdraw from the market. All orders are taken with the understanding that they are subject to stock on hand.

Wire Nails—Jobbers report that shipments on nails have not improved, and from all indications there continues to be a serious shortage of nails. The market price is very firm and it would not be surprising to see an advance put into effect in the very near future. Jobbers have not been able to accumulate a stock and will not back order nails. All orders are subject to stock on hand at date the order is received. Present prices are not guaranteed and are subject to change without notice.

Isms and Illusions.

The phantasmagoria of an outraged civilization. That is our term for the economic and social nostrums which are being prescribed so freely. America's spiritual leadership is good illustration of an illusion. Idealism in international relations might be termed an illusive ism. Then there exists the popular desire for money and luxuries without any conception of the chaos in world affairs and the aggravation of that condition by extravagance and laying down on the job. The waste of wealth can be restored only by the production of new wealth. The colossal war debts are the measure of war waste. Intensive industrial and commercial activitywhat other means are there for the payment of that debt? Our great gold stocks have cut the dollar in half. We are hoisted by our own petard. But as the gold stocks of the world become more evenly distributed, our prices should fall. We have a lot to be thankful for. Let's get our heads out of the clouds and reason together.



Who Does Your Work Best? The Specialist, of Course—

Then why should you allow every clerk in your store to make change, be a cashier—

Some can please your customers and be good salespeople, but when it comes to making change accurately and quickly—they simply are N. G. That's why we say—Centralize and guard the heart of your business—the Cash and Credit.

The Loose System, careless handling of money, etc., has put many good men out of business, made failures out of what seemed successes.

Don't hesitate about putting all safeguards around every transaction in your store and you cannot do this without having specialists do each part.

We are specialists in the manufacture of wire cash and package carriers—that give the Best service that money can buy. If we could make Baldwin Carriers better, we would, still you will be agreeably surprised to know what a small investment will secure for you this Best service.

BALDWIN CARRIERS

James L. Baldwin & Co.

Oldest and Largest Exc'usive Manufacturer of Cash and Package Carriers in the World

354 West Madison St., CHICAGO



Movement of Merchants.

Negaunee—Cleo Meilleur succeeds E. N. Breitung as president of the Negaunee National Bank.

Stanton—Frank P. Church has purchased the plant of the Florin Washer Co. of the Florin estate and will continue the business under the same style.

Detroit—Flood's Haberdashery has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Howard City—George Johnson, who purchased the Peter Hansen store building and stock of general merchandise last January, has taken possession.

Saginaw—The Central Lumber Co. has been incorporated with an authorized capital stock of \$50,000, \$30,000 of which has been subscribed and paid in in cash.

Croswell—The Lindke Hardware Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Wheeler—The Farmers & Merchants State Bank has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Bay City—The Crystal Chocolate Shop has been incorporated to deal in ices, creams, confectionery, etc., with an authorized capital stock of \$9,000, all of which has been subscribed and paid in in cash.

East Lansing—A. S. Dingilian has purchased the store building at 113 Harrison avenue and will remove his grocery stock to that location from 137 East Michigan avenue and be ready for business April 1.

Detroit—Schmidt Bros. & Co. has been incorporated to deal at whole-sale and retail in merchandise of all kinds, with an authorized capital stock of \$16,000, all of which has been subscribed and paid in, \$1,738.05 in cash and \$14,261.95 in property.

Ludington—G. Groening & Son have merged their clothing, shoe and dry goods business into a stock company under the style of G. Groening & Sons, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Pontiac—Maurice E. Newman has merged his grocery, fruit and meat business into a capital stock company under the style of the M. E. Newman Co. with an authorized capital stock of \$20,000, \$11,000 of which has been subscribed and paid in in cash.

Durand—The Durand Co-Operative Association has been incorporated to conduct a general mercantile business on the co-operative plan with an authorized capital stock of \$10,000, of which amount \$5,420 has been subscribel and \$1,960 paid in in cash.

New Haven—W. D. Begrow, who has conducted a general store at Meade for the past thirty-seven years, has sold his store building and stock to E. L. Tubbs, formerly engaged in the grocery business at Detroit, who will take possession June 1.

Detroit—The Smith-Grottron-Berry Corporation has been organized to deal in builders' supplies and materials at wholesale and retail, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$2,500 in cash and \$22,500 in property.

Lansing—John J. Wickens has sold his interest in the Wickens Grain Co. to his partners, who will continue the business and has purchased an interest in the grain busines of Hankins Bros., formerly of Elsie but now located here and the business will be continued under the style of the Hankins-Wickens Co.

Manufacturing Matters.

Saugatuck—Pfaff & Hoy succeed the W. D. Hamilton Lumber & Coal Co.

Ovid—The Harris Lumber & Coal Co. is succeeded by the Gumaer Lumber & Coal Co.

Belding—The Jacquet Motor Corporation has opened its plant and started production of its car.

Ann Arbor—The Ann Arbor Machine Co. has increased its capitalization from \$150,000 to \$500,000.

Bay City—The Home-Maid Hosiery Mills has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Bay City—The Bay City Screw Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Firmhil Machine Supply Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$2,436.48 in cash and \$7,565.52 in property.

Battle Creek—The Calhoun Casting Co. has been incorporated with an authorized capital stock of \$15,000, \$10,000 of which has been subscribed and paid in in cash.

Greenville—Work is rapidly progressing on the plant of the Regle Brass Co. and it is expected that it will be completed and ready for business by the fore part of June.

Detroit — The Dikeman Parking Wheel Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$61,000 has been

subscribed, \$700 paid in in cash and \$53,600 in property.

Detroit—The Detroit Gas Indicator Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in, \$1,500 in cash and \$1,500 in property.

Detroit—The George Marsh Manufacturing Co. has been incorporated to deal in soda fountains, show cases, etc., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Detroit—The O. K. Skirt & Waist Co. has been incorporated to manufacture and sell at wholesale, women's skirts, waists, etc., with an authorized capital stock of \$10,000, \$6,000 of which has been subscribed and paid in in cash.

Detroit—The Dwight Lumber Co. has merged its business into a stock company under the same style with an authorized capital stock of \$500,000, all of which has been subscribed and paid in, \$2,850.04 in cash and \$497,149.96 in property.

Rochester — The Cast Concrete Brick Co. has been incorporated with an authorized capital stock of \$400,000 common and \$100,000 preferred, of which amount \$323,550 has been subscribed, \$22,513.05 paid in in cash and \$222.000 in property.

Detroit—The D. C. Chemical Co. has been incorporated to manufacture and sell pharmical and proprietary remedies, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$500 in cash and \$24,500 in property.

Albion—The J. W. Brant Co., manufacturer of medicinal and other preparations, has merged its business into a stock company under the same style, with an authorized capital stock of \$33,000, all of which has been subscribed and paid in in property.

Cadillac—The business of the Cadillac Lumber Co., of which the late C. D. Burritt was manager, will be continued under the associated management of Leonard Burritt, R. W. Garvin and M. E. Thomas, with Mr. Burritt as general superintendent and treasurer.

Detroit—The Automobile Equipment Co. has been incorporated to deal in automobile accessories and supplies at wholesale and retail, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in, \$687.23 in cash and \$9,012.77 in property.

Holland — The West Michigan Furniture Co. has merged its manufacturing business into a stock company under the same style, with an authorized capital stock of \$500,000 common and \$300,000 preferred, of which amount \$600,000 has been subscribed, \$139,078.72 paid in in cash and \$460,092.28 in property.

Benton Harbor—W. A. Preston announces his retirement from active business and as his successors his sons, Arthur G. Preston, William W. Preston and John D. Preston, who will operate the mill and yards at the present location under the firm name of Preston Lumber & Manufacturing Co. The business was established in 1864.

Review of the Produce Market.

Apples—Northern Spy, \$4.25@4.50; Greenings, \$3.50; Baldwins, \$3.75; Russets, \$3.25; Starks, \$3. Western box fruit commands \$4.25@4.50; bulk, \$3.75@4 per bu.

Butter-The supply of fresh butter is small and with a good demand the market is firm, at about 1c lower than a week ago. The make is light and the storage stocks are diminishing. There is considerable butter arriving from Denmark that helps the situation in the East to some extent and will likely keep the market from a further advance. The outlook for the coming week is a firm market at about the present prices. Local jobbers hold extra creamery at 64c and first at 62c. Prints, 2c per 1b. additional. Jobbers pay 50c for No. 1 dairy in jars, 55c for prints and 32c for packing stock.

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

Cauliflower—\$3.25 per doz. for California.

Celery—California, \$1.25 per doz.; Florida, \$6 per crate of 3, 4 or 6 doz.; \$5.50 per crate for 8 and 10 doz.

Cocoanuts—\$1.60 per doz. or \$11 per sack of 100.

Cucumbers—Hot house, \$3.25 per doz.

Eggs—The receipts of fresh eggs. are a little backward, owing to the unfavorable wagon roads. The market is firm at prices ranging about 1c higher than a week ago. The quality arriving now is the best of the season and the consumption is good. The market is likely to decline rapidly from now on. Local jobbers pay 43c for fresh, cases included.

Grape Fruit—Fancy Florida commands \$4.50@5 per crate; Choice, \$4.25@4.50.

Green Onions—Shallots, \$1.40 per doz.

Green Peppers—\$1.20 per basket.

Lemons—California, \$6 for 300s and \$5.50 for 240s and 360s.

Lettuce—Iceberg \$3 per crate of 3 to 4 doz. heads; hot house leaf, 16c per lb.

Onions — California Australian Brown, \$7 per 100 lb. sack; Spanish, \$2.50 per crate for either 50s or 72s; home grown, \$6@6.25 per 100 lb. sack.

Oranges—Navals, \$6.25@8 for fancy and \$6@7.50 for choice.

Potatoes—Home grown, \$3 per bu. Baking from Idaho, \$5 per box.

Radishes—Hot house, 45c per doz. bunches. Sweet Potatoes—\$3 per hamper for

kiln dried Delawares.
Tomatoes—\$1.40 per 5 lb. basket

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

James B. McInnis has merged his undertaking business into a stock company under the style of the McInnis-Sparks Co., with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and paid in, \$300 in cash and \$6,700 in property.

The chap who says "I can't" is the chap who doesn't. The chap who says, 'I can and I will" is the chap who does it.



The Grocery Market.

Sugar-The raw situation is about unchanged, being complicated by a number of factors which are more or less uncertain. At the moment raw sugars are strong. Refined sugars, however, are even stronger by reason of the small spot stock complicated by transportation difficulties. The demand for sugar is good, prices being unchanged throughout the list.

Tea-No change has occurred in the market during the week. The demand for tea has been seasonably fair, without any particular change in price and no indication of any special change in price. The undertone throughout the entire market is still strong.

Coffee-The market is very uncertain and very unsettled. There has been some strong news from Brazil, but its authenticity is doubted to some extent and traders in this country are going very slow, buying only what they actually need. The price of spot grades remains unchanged for the week, with mild coffees perhaps a trifle firmer. As a matter of fact, mild grades have been slumping pretty badly.

Canned Fruits-The improvement in the exchange rate has developed a little business in peaches and pears, but the outlet in this direction is limited and not enough to change the tone of the market, which is weak. Buyers are taking these two fruits to some extent right along, but their purchases are limited and at low prices. They are insistent upon known brands of the better grades. Poor peaches and pears are a drug on the market. Apricots are not moving. They are not popular locally and interior markets are not willing to pay asking prices. The market is sloppy and disappointing. Very little interest is being shown in future California fruits. Opening prices have not been announced. Some offerings at discount under the ruling prices to be established by the large packers are being made, which has further tended to weaken the market. Pineapples are in the same position as California fruits. There is a market, but at disappointing prices and only for the better grades and known packs. Apples show no improvement in demand. They strongly favor the buyer.

Canned Vegetables-There is a fair diversity of interest in all vegetables except tomatoes. There is no big business being done in corn, but a jobbing demand has been in progress sufficient to keep the market steady. Southern standards are held at \$1.10 factory, on the inside and cannot be

bought for less for genuine standards. Field corn sells on its merits at lower figures and Western is quoted around \$1.25 and New York and Maine fancy at \$1.50@1.60. spot stocks of cheap peas are being cleaned up rapidly, and this is also the case in the various packing sections. Fancy long ago was taken from the market. There is nothing to be found here now below \$1.25 a dozen. Futures are unchanged. In minor vegetables there is a moderate demand, but the distribution is limited, as asparagus is out of first hands and Southern spinach is pretty well cleaned up.

Canned Fish-The entire line is quiet as there is always a tame demand at this season. Salmon is improving in tone and outlook as the buyers are becoming convinced that the low priced era has passed and they are more inclined to accept asking prices. Pinks, which were weakest, have recovered in a more spectacular way than the other grades and cannot be bought except in a small way. This is not a buying season for Maine sardines and the movement is chiefly to fill in stocks until new goods are ready. Prices are held at the same level as there is no pressure to sell except old goods. Some lines are entirely out. California sardines are steady but not active. .Imported types are not being pushed as there is little or no demand at present either from the local or interior trade. As jobbers in this district are carrying heavier stocks than those in the out of town sections it is thought that the interior will be the first to show signs of activity a little later on. Tuna fish is steady. Whitemeat is not offered.

Dried Fruits-In dried fruit circles interest is largely centered on prunes, as other descriptions, except raisins, are in moderate demand and are not active enough to develop any special feature. Trading for this week has been largely in prunes and the interest has been so general that a better tone has developed, with prices gradually hardening, especially on the larger sizes. Apricots and peaches are dull, as their movement through consuming channels has been curtailed by the high price of sugar. A mixed car of all grades of unpeeled peaches, taking in standards has been sold at 171/2c. In the absence of a demand for the fruit holders have not sought to materially increase the outlet by cutting prices, as stocks in jobbing hands are light. The call for apricots is for Blenheims and Santa Claras, but it is in small lot

orders chiefly. Royals and San Joaquins are freely offered by exporters and this has curtailed the demand among jobbers who are buying in small lots as the stock is needed. Apples are weak and dead as to movement. California and Northwestern packs are urged to sale with very few buyers. Some crops are being taken by the cider people, but outside of that channel the movement is limited. Some extra fancy Californias are offered at 14c, without creating interest among buyers. State packs are held with more confidence among the large holders, but in this case also the market is in buye:'s favor. The outlet is largely through the domestic markets.

Starch-Corn starch is active and firm. Local stocks are moderate and jobbing orders are satisfactory. Japanese potato starch shows no improvement. Until railroad deliveries are better the market is apt to continue lifeless and easy.

Corn Syrup-Consumption keeps close pace with production and the steady tone of the market is retained.

Salt-Locally the demand is fully up to expectations, but the call from interior points is light as it is difficult to get cars through on the normal schedule and many jobbers are waiting until later in the spring to stock up. The market is steady and unchanged as to prices.

«Sauerkraut-Owing to the advanced season, pressure is being used by holders of goods to find a market before warm weather sets in, which creates a weak market. Supplies are not heavy, owing to the light pack last fall. Bulk and canned are both easy.

Rice-New Orleans mail advices state that the market there was showing strength with increasing demand from Cuba, Porto Rico, Chili and other countries. Domestic demand also was reported to be improving. One writer says: "The difficulties regarding shipments are being overcome and the embargoes on Asiatic rice are confirmed, so that the wider market promises to take care of the business in spite of a somewhat larger stock than was anticipated at this time."

Pickles-It is a seller's market so far as supplies and prices go, but the difficulty is in getting the small and large lines of sour pickles from producing points, where the supply is light and the movement handicapped by traffic conditions. Medium sours are not in urgent demand. Sweet pickles of all kinds are scarce and firmly held.

Molasses-The movement of grocery trades into consumption is steady, although made up of small lots. The limited supplies are firmly held. Blackstrap is in good demand, with stocks in small compass. Prices on new crop Porto Rico, just announced, are much above the nominal quotations for the 1919 product, as indicated by the figures given herewith. New crop Barbadoes is expected on the market in the near

Cheese-Market is steady, with light consumptive demand, at prices rang-

ing about the same as a week ago. The make is about normal for the season and storage stocks are reported to be considerable in excess of a year ago. If we do have any change in price we are likely to have a slight decline. It is entirely a buyer's market at the moment.

Provisions - Everything in the smoked meat line is firm, with 1c a pound advance on some cuts from last week, due to the advance in the price of hogs. Pure lard is steady at probably 1/2c over a week ago, with a normal consumptive demand. Lard substitute is extremely dull, owing to the fact that it is being held at a higher price than the pure product. We do not look for much change from the present conditions during the coming week. Dried beef, canned meats and barreled pork are steady at unchanged prices.

Salt Fish-Salt mackerel is moving in jobbing channels in a moderate way, as the buying demand is naturally not as heavy as it was during the time when the trade was stocking up for Lent. There is not much high grade mackerel around, and some distributers believe that it will be only a question of time before prices on this discription will advance. Winter Irish mackerel is selling at low prices, but is moving well. Holders of the top grades will not sell freely at present, as they prefer to store rather than move the goods at sacrifice prices, especially as the fish cannot be replaced. Cape Breton mackerel is selling well and is almost all cleaned up. Other styles of salt fish are not so active as during the early part of Lent. The demand is chiefly for the better grades, as it is noticeable in fish as in other foods that the consumer demands the best. Medium and poor grades are easy.

Late News From the Cereal City.

Battle Creek, March 23—Battle Creek Council held its annual meeting Saturday afternoon, March 20, followed at 6:30 by a banquet for the members and friends. One hundred members and friends. One hundred and fifty took part in the banquet, it being put on by our retiring entertainment committee and they showed the incomment committee and they showed the incoming committee what they were expected to do. The dinner was followed by a dance, which lasted until 12 o'clock, all enjoying themselves every minute.

At the afternoon meeting a new

set of officers were elected, as fol-

enior Counselor-Wm. Bradley. Senior Counselor—Wm. Bradley.
Junior Counselor—Vern Wilson.
Conductor—Noran Williamson.
age—Trevor J. Addison.
Sentinel—Charles Baldwin.
Secretary—C. F. Spaulding.
C. J. Ashley, Ed. Schoomacher and
Q. Adams were elected delegates to
the Grand Council at Detroit.
Bro. Miller, member of Anderson,
and, Council was a visitor at our

. Miller, member of Council was a visi a visitor meeting and gave the Council a very interesting talk.

The bus line operated by Roy olfe between Battle Creek, Union City and Coldwater is again in opera-City and Coldwater is again in opera-tion. Stopped because of the impass-ible condition of the roads, it is once again in running order, leaving the interurban lunch room three times daily on round trips. The first bus leaves at 9:30; next at 2:30 and the next at 6:40. Mr. Wolfe has been operating the line for several years and it has proved most popular for people going to and from the cities people going to and from the cities through which it passes. Jack. through which it passes.

Rare Days in Career of Pomological

Written for the Tradesman.

The middle seventies were formative years in the history of the Michigan Pomological Society. The leading spirits who guided its functions were high class men. They were inspired by a vision of Michigan's possibilities in the growing of the more tender and finer varieties of fruits which could not flourish in other localities of the same parallel. They gathered climatic statistics and took testimony from keen observers as to the behavior of the choicest sorts in various localities and made rather radical pronouncements concerning the extraordinary capacity of Western Michigan under the motherly protection of the great lakes in the production of tender fruits. The claims were overstated and when winter conditions developed under adverse circumstances, which destroyed the hopes of the optimistic group, the discussions took on a different phase and greater attention was given to the selection of fruit sites and the protection of orchards from low temperatures and the great importance of atmospheric drainage. The value of wind breaks, the danger incident to the rapid destruction of forests, the menace of blowing sands and, especially, the rapid spread of peach disease commanded the attention and dominated the deliberations of the

Government aid was sought in the investigation of the yellows in the peach. The enactment of State legislation, drastic in its methods was brought about for the suppression of the disease. Still it swept Northward over what was known as the "Peach Beit" in the face of all measures adopted for its eradication. Fruit growers were deceived by charlatans and all sorts of lotions and panaceas were tried as cures without avail. The peach business in Berrien county gradually dropped out and other fruits were substituted, thus continuing the enormous volume of fruit shipped from the mouth of the St. Joseph But other localities to the North, including the country at the mouth of the Grand, were for a time paralyzed by the destruction of trees by vigorous winters and the encroachments of disease.

The Society moved on with its work, increasing its popularity and usefulness and spreading its influence over the State. As a result, peach growing upon choice locations in the interior became popular, largely because the diseases were confined, except in sporadic cases, to the Western shore, where the industry had become the dominant one.

The meetings all through the later '70's were largely attended and an element of great value came in at this time through the exchange of delegates between societies devoted to the same objects.

These reciprocal relations were established with Illinois, Wisconsin, Indiana, Ohio, New York and Ontario and proved of inestimable value to the Michigan Society. The reports of delegates sent to other states and provinces was a leading feature of

the home gatherings. Platform meetings were instituted, giving at one evening session of each meeting two short messages from experts and this became a most valued and distinguishing function of the quarterly conventions.

The holding of monthly meetings was abandoned and quartely conventions substituted, one of which was the annual exposition. A very attractive and wonderfully useful arrangement was entered into between the Pomological Society and the State Fair Association through which the former, for a money consideration, assumed all the responsibility for the horticultural exhibits at the State Fair. This worked to the great advantage of both organizations. The fruit, flower and vegetable exhibits were larger and more useful than ever before and the money secured in this way was used by the Pomological Society in furthering its altruistic purposes throughout the year. was during this period that the idea of changing the name of the Society from Pomological to Horticultural was inducted into its deliberations. Partisanship ran high and whenever the subject was broached fire works characterized the discussion. The advocates of the change finally won and the title was made to comport with the range of activities. The year 1876 was made memorable in the annals of the society by the great exhibit of fruits maintained through the summer and autumn at the centennial celebration in Philadelphia. funds available for this purpose were very limited, but self sacrificing public spirit was a successful substitute. The fruit growers all over the State contributed liberally of the best they had and, as a result, the fruit map of Michigan was presented to the world and the impetus given this branch of agriculture was incalculable in value.

I recall an incident which occurred at one of the meetings convened in the State House in Lansing that made such an impression upon me that reproducing it may afford amusement to the readers of the Tradesman.

Mr. S. L. Fuller, who for years was the treasurer of the Society, made it his business to increase the exchequer by soliciting memberships and whenever there was a lull in the proceedings of a convention he would pop up with a good story and a plea for members. It was five minutes before the scheduled time for the opening of the afternoon session. The convention chamber was well filled with an expectant audience, largely of middle aged people from all parts of the Southern Peninsula. There was a sprinkling of professors and students from the Agricultural College. Mr. Fuller seized the opportunity and from the platform clapped his hands "I am not calling this meetand said: ing to order, for you are in order and that is not my business anyway. My job is to secure members for this Society. I hold in my hand a book. The volume contains the proceedings of this Society for last year. This is given by the State of Michigan to every member of the Society. I can say without danger of criticism that

it is worth to every man who cultivates fruits as an amateur or a professional or who contemplates planting fruits, ten dollars. It is yours for a dollar membership. The men engaged in fruit growing whose experiences are recorded here are worth while companions. You can afford to take advantage of this opportunity of becoming associated with them. Let me cite one instance. Look at that exhibit of Mr. Gregory's in the corner of this great display of fruits. It is worth your while to cultivate the friendship of that man Gregory. Nine years ago he cut his road through the forest at Pine Grove, Van Buren county, built a simple house, made a clearing and planted an orchard. To-day he comes here with an exhibit of seventeen varieties of apples and ten varieties of pears from those trees. You never saw anything finer and he is the father of twelve children. Join the Society, get close to the wonderful man and learn how he achieved this success.

A lady well along in years occupy ing a front seat arose and said, "Did I understand correctly that this beautiful fruit was picked from trees Mr. Gregory planted after he cleared the land, nine years ago?"

Yes. Maam.'

'Seventeen sorts of apples and ten kinds of pears?'

"Yes, Maam."

"And he has twelve children?"

"Yes, Maam."

"And all in nine years?"

"I am so informed."

"Impossible."

The audience burst into repeated rounds of applause and the memberships flowed in in a continuous stream and included the lady of the question-Charles W. Garfield.

Never play at any kind of game of

Twenty-Eight New Mem Kalamazoo Council. Members in

Kalamazoo, March 23—At the an nual meeting of Kalamazoo Council the following officers were elected: Senior Counselor—G. E. Ranney.

Past Senior Counselor-D. L. Good

Junior Counselor—C. E. Verburg. Secretary and Treasurer—C. Blackwood.

Conductor—Frank A. Saville.

Conductor—Frank A. Saville.
Page—Herman Johnson.
Sentinel—E. E. Fraker.
Delegates to Grand Lodge—D. L.
Goodrich, G. E. Ranney, William
Winie, Homer Waterman.
Alternates—C. C. De France, William Watkins, Charles Camp, C. D.

Waldo.

Executive Committee-E. L. Miller

John Verhage, Glen Stannard.
A class of twenty-eight candidates was initiated into the Council at the afternoon meeting. Following the initiatory ceremonies, Lou J. Burch Detroit, Grand Treasurer of chigan U. C. T. Council sp Michigan upon matters pertaining to the good of the order.

At 6:30 a banquet was served in the

At 0.50 a banquet was served in the lodge rooms of the Pythian temple After the dinner, Mr. Burch spoke upon the subject "Fraternalism as Applied to Americanism."

In the evening the last of a series of

six dancing parties was held by the members of the local Council, at the A large crowd at Masonic temple.

Masonic temple. A large crowd attended this feature.

The Council will hold a ball at Pretty Lake, April 16, for the benefit of the boys' vacation camp.

Short Method of Calculating. Multiply the principal by as many

hundredths as there are days: For 4 per cent_____divide by 90 For 5 per cent____divide by 72 For 6 per cent____divide by 60 For 7 per cent_____divide by 52 For 8 per cent____divide by 45 For 9 per cent_____divide by 40 For 10 per cent____divide by 36

For 12 per cent____divide by 30 Example: Interest on \$50 for 30 days at 4 per cent., 50 x 30: \$15, which divided by 90 equals 162-3 cents-the required result.

Puritan Flour

Made at Schuyler, Nebraska. A strictly Short Patent Flour with a Positive Guarantee on each sack.

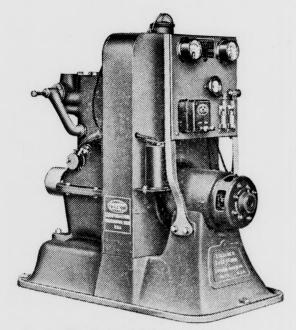
Mr. William J. Augst, the Puritan Salesman, who has a special advertising features, will call on you soon.

JUDSON GROCER CO.

Wholesale Distributors GRAND RAPIDS MICHIGAN

Where the Automobile Industry Was

TWENTY YEARS AGO



Litscher Lite Specifications

A single cylinder 4 H. P. kerosene engine, directly connected to a 1 K. W. generator and belt power pulley; 130 to 330 ampere hour batteries; occupies only 19x32 in. of floor space; supplies 2 full H. P. in excess of dynamo requirements; vibrationles

F you recall the sound automobile concerns of twenty years ago and compare their names with those of the automobile concerns which today are the leaders in the motor car industry, you will find them identical. Why? These concerns had the foresight to see a giant industry with themselves in control if they would build on the firm foundation of a good product, well financed, well advertised and in world-wide distribution. The demand for automobiles automatically existed in every man's mindit simply remained for the pioneer automobile manufacturers to build the means of supplying it.



WE today need the means of supplying a market almost as great. We make a high grade farm light and power plant. The reason farmers prefer the Litscher Lite plant is because it affords power for more uses.

THE Litscher Lite plant consists of a sturdy kerosene engine of uniquely simple construction, which drives a directly connected generator and a belt power pulley between which the engine is situated. Its special advantage lies in the fact that it lights from 50 to 100 electric lamps or operates their equivalent of electrical appliances as well as supplies from 2 to 4 horse power of direct power from its belt pulley to operate belt driven machinery —all at the same time.

The fact that orders are booked faster than we can produce Litscher Lite plants, signifies

the desirability of our product and indicates our position in the industry. We must multiply production immediately, for we know that, while the only limitation to our business today is production, tomorrow may find the market supplied from some other source if we procrastinate.

To assure expansion adequate to multiply production and insure our present enviable position, we are issuing a block of stock for Michigan investors. It is the first public offering of Litscher Lite stock. Already we have had a gratifying response from careful Michigan investors.

Complete Data on This First Public Offering of Litscher Lite Stock will Be Sent You on Request

Litscher Lite Corporation LITSCHER LITE CORPORATION, CRANGE PARIS MINING Grand Rapids, Michigan

OFFICERS AND DIRECTORS

FRED N. ROWE—Vice-President Litscher Lite Corporation, Secretary Valley City Milling Co., Director Morris Plan Bank.

A. K. HANCHETT-Vice-President Litscher Lite Corpora-tion; Vice-President Hanchett Swage Works, Big Rapids, Michigan; Director Big Rapids Savings Bank.

C. J. LITSCHER-President Litscher Lite Corporation, President C. J. Litscher Electric Co., Director Morris Plan Bank.

H. J. BENNETT-Secretary Litscher Lite Corporation, Secretary Antrim Iron Co., Vice-President Morris Plan Bank. T. J. BARKER-Treasurer Litscher Lite Corporation, Treasurer Worden Grocer Co.

E. L. KINSEY-Director Litscher Lite Corporation, Director Morris Plan Bank. Manufacturer and Capitalist. DR. WM. NORTHRUP-Director Litscher Lite Corporation.

LEWIS W. HEATH, General Manager Litscher Lite Corporation

GRAND RAPIDS, MICHIGAN.

GENTLEMEN-Kindly send me all facts and figures bearing on the Litscher Lite stock issue.

Street Address_

City and State ...

RIDING TWO HORSES.

It would seem a difficult operation to ride two horses at the same time, yet there have been skilled politicians in the past who have attempted this thing, usually, however, with indifferent success.

It will be remembered that a certain crafty millionaire manufacturer tried riding into the United States Senate as the nominee of two political parties. The good sense of the electorate defeated his aspirations, which, no doubt, will form a precedent for future antics in that direction,

It may readily be conceded that non-partisan elections sometimes prove beneficial to the people, but, in the main, political parties are necessary if for no other purpose than to bring out the vote. Non-partisan elections are usually very tame affairs, which need not be cause for wonder since where there is no competition the public is indifferent.

A smart, rousing campaign of education, with two parties in the field contending for honors, is what is necessary to bring out the true patriotism latent in the hearts of the American people.

Principles not men should be the war cry animating the voters this year. That there are good men in both the great parties cannot be denied. It is up to the partisans of Republicanism and Democracy to see to it that the best man in each party is named for the presidency this year.

One may well ask, who is the best man?

For one thing, he is not the political straddler, nor the man who has allowed personal pique to lead him from one political organization to another, as has been the case in too many instances within the past few years to need calling names just here.

The name of Herbert Hoover has become one to conjure with among a certain class of independents who proclaim themselves above party; much too good, in fact, to tie themselves down to the ranks of any political organization whatever. men arrogate to themselves superior virtues, yet this great Nation of ours was not builded by this sort of folk. Instead, the greatest men the United States ever produced-men whose names linger longest in praise on the lips of the people-were members of a political party and did splendid service for the country while serving to carry into execution the will of the party to which they belonged.

To imagine that to be great, to serve the country best, one must be a spineless mollycoddle, allied to no party, the friend of everybody and the servant only of his own passions and desires, misses by a long shot the real facts in the case.

However great Mr. Hoover may have been in some directions during the stress of a great war, he is not great enough to ride two horses at the same time, which he appears to be trying to do just now, evidently willing to accept a presidential nomination from either the Democrats or Republicans or, what perhaps might be better to his liking, a nomination on both tickets, which, of course, he is not more likely to achieve than a horse is likely to fly to the moon. Now, right here, I wish to state my belief in this, that a man who is ready and willing, anxious mayhap to accept the nomination of either party for the presidency, is not a fit man to fill that office and should be sat down upon most severely.

Mr. Hoover has made the mistake of his life in not making plain his position in this matter. He may be taken up and nominated by the Democrats because of his seeming availability, yet they will never quite believe in him as a sound defender of Democratic principles. Such a man the Nation does not want for president.

General Leonard Wood seems to have the pole just now for the Republican nomination. There are other splendid men beside, so that a good man is almost sure to carry off the honor.

If the Democrats make no mistake, we ought to have two splendid Americans contending for the presidency this year. The Democrats have a man the peer of any other in the whole organization. Here is an excerpt from an address made before the National Press Club some months ago by this man;

"I believe that America belongs to American citizens, native and naturalized, who are willing to seek redress for their grievances in orderly and constitutional ways, and I believe that all others should be taught, peacefully if we can, and forcibly if we must, that our country is not an international boarding house nor an anarchist cafe.

"I pledge myself to the support of these principles by my voice, my vote, and if need be, by my fortune and my life, and I promise my country to train my children in this most holy faith."

Could anything be more heartening than that? It is the outspoken faith of a true American who has never been sufficiently appreciated by either his party or the people. He is the one bright particular star looming out of the dark slough of despond into which a tactless administration has plunged the country.

This man is worthy the best that his party can give. He has been misunderstood, quite too frequently thrust into the background to give place to men unworthy to unlace the strings of his shoes.

Of late this American statesman has been thrust by circumstances into the limelight. He is growing right along in the estimation of the people regardless of party lines. He is no straddler, no circus clown who hopes to reach the goal by riding two horses into the ring.

With General Leonard Wood, or a man of equal caliber and patriotism to head the Republican ticket, and Thomas R. Marshall leading the Democratic, we are assured of a sound, safe administration for another four years.

THE VICIOUS CIRCLE.

The small town man sent for a catalogue. The mail order house sent it. The man took the catalogue and showed it to several neighbors and they clubbed together and bought a lot of things. The local dealer had to have a few of these same things to sell to the neighbors of the folks who had patronized the mail order house who had not had the money to send away. The retailer had to pay almost as much express on the one or two articles he got as he would have had to pay on enough of those same things to supply the whole town. So he had to add all the shipping charges to the cost of the two or three he sent for, which raised the price of them to the point that made the ones who sent away for theirs say: "See? We told you it was much cheaper to send away for stuff than to buy it at Whereas, if all those who sent away had clubbed together and made arrangements through their local retailer, they could all have been served as cheaply and as well and a home institution would have been fostered. But, never mind. When they have no ready cash and have to get somebody to trust them they will go right back to the local retailer again and let him wait until doomsday for his pay while they spend their ready cash sending off for things from the mail order house!

THE RETURN TO SANITY.

Fortunes have sprung up like mushrooms over night.

Money, material success—nothing

Money, material success—nothing else seems to matter.

Our literature has become bizarre, impossible.

Our plays are without moral—

superficial.

The hardy virtues have lost their

caste.

But—

Human nature has not changed.

The law of Supply and Demand has not changed.

Basic principles have not changed.

And the American people have not changed.

The spirit that won the war still exists.

The spirit to do and to sacrifice still remains.

The present order of things is but temporary—already a change can be detected.

The public are beginning to scan values.

A brake has been placed on inflation.

The railroads have been returned to private ownership.

There is a call for real leadership at the seat of Government.

We can look forward hopefully to the American people rising to the occasion as they have always risen in the past.

A return to sane living conditions has begun.

CHINA WAKING UP.

Some time ago we opined that China was waking up—blinking her eyes as it were. Recently word was received that the old Canton wall, built a thousand years ago, was being torn down. On the site will be built

a modern electric railway. It will be built by a British-American syndicate. The Rockefeller Foundation is spending \$7,000,000 in Peking alone, and in five other centers will spend \$20,000,000 for medical school equipment.

One American concern sold thirty cotton mills in China during the last two years. China raises two and a half million bales of cotton per year. China has enough coal to supply the world for hundreds of years, yet the Chinese huddle together on the tops of stoves at night to keep warm. Seven out of every ten Chinamen die before they are three years old, yet the population of China is 400,000,000. It would be interesting to know what the birth rate is. Habitual state of pregnancy and the lack of a dairying industry are responsible for the high infant mortality. China has only 6,500 miles of railways, yet in area it is greater than Europe or the United States. Agriculture occupies 85 per cent. of the people, yet no modern implements are used. The Chinese dollar to-day exchanges for \$1.10 United States gold, whereas four years ago it exchanged for 45 cents. China needs roads, railways and modern industrialism, and she is in a receptive mood. Moreover, the Chinese are honest and like America. If we are to make foreign loans, why not first investigate the trade possibilities of China. Trade follows the loan. Learn more about China, for American capital and American enterprise are going to play a large part in its development.

For twenty-four years William Jennings Bryan has been a prominent actor on the political stage. And by now every play of his, every gesture, each facial expression, has become perfectly familiar to the people. It would be impossible for him to give a new thrill or even to wake the expectation of one from him. His political audiences would sit wearisome before him. They would have heard it all before. He has run his whole gamut, and every note of it long ago became accustomed and thus stale All that he would be able to display would be contortions of the sybil without the inspiration. This is not to reproach the American people with an incurable and discreditable desire always to run after something new. But Presidential candidacies must. after all, if they have any promise of success in them, appeal to curiosity, to hope, to imagination. Mr. Bryan can now appeal to none of these things. The country feels that it has tried him out in every possibility. He has nothing of the magnificient unknown in reserve. The general mental reaction to any campaign he might now make would be one of lassitude and indifference. With other candidates offering all sorts of wedding tables, Mr. Bryan would be asking them to sit down to baked meats warmed up after doing service at three funerals. That could be a cheerful prospect only to the undertaker

Using a cob to mend a hole in a grain bag is an expensive way to save time.

How Tiedtke Brothers

-Once Small Retailers

Now Sell \$780,000 Worth

of Fruits and Vegetables

RETAIL sales of \$12,000 to \$18,000 worth of fruit and vegetables per week is the great record of this once small firm. And it is made on one floor in a single store in the city of Toledo.

Tiedtke Brothers are BIG retailers now, but they started small in a very modest kind of store. But they thought ahead of that small store. The business that was done each day was planned to increase the business of tomorrow.

They established a policy and began at once, small as they were, to departmentize the store, first making a specialty of fruit. Every day and always in a prominent place in this store, one would see bright, tempting, luscious fruit, principally oranges. They figured that if they became known as specialists in fruit they would draw trade to their store which would increase sales on all their other lines.

Now, that they are big that practice still obtains. A whole section in the middle of an immense salesroom is given over to lavish, loose, mass displays of oranges, lemons and grapefruit.

They have sold sixty boxes of oranges in an hour, often; sometimes a carload in a day.

Their sales of fruit and vegetables now amount to more than \$780,000 yearly.

And yet these men began in as small a store as that in which any retailer ever started.

Can you, if you are small today, do what Tiedtke Brothers did? You can if you will establish as good a policy and stick by it as efficiently through the years. Every big store today points to some definite policy such as this as its main reason for success.

We will Help You-

We will send highly colored window display material free to retailers.



who request it. We will also answer any specific questions as to retailing methods on which a retailer may wish to have information and advice.

Take advantage of our special department which is organized to help retailers sell more fruit. Send this coupon for information that every retailer needs.

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,000 Growers Dealer Service Dept. Los Angeles, California.

California Fruit Growers Exchange

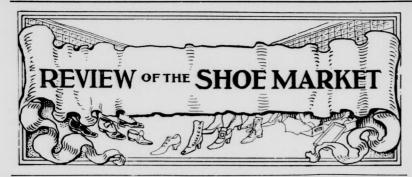
Dealer Service Dept.

Les Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name _____

City _____ State ____



Program.

Written for the Tradesman.

The shoe dealer ought to have a definite program involving features for at least twelve months ahead, and some alert merchants in the trade map out campaigns that project farther ahead even than that.

"I like to plan my business away in advance," said a forceful retail shoe dealer to me recently. I regard this capacity of his for looking ahead as one of the principal elements of his success.

The program should involve additions, enlargements or other modifications of the store room. If, say, a new front is needed, your plan should look far enough ahead to include the completion of this improvement. If you contemplate increasing your lines so as to sell certain classes of footwear which you do not now handle, your program will include this expansion, together with everything preliminary to it. And it is upon the thoroughness with which you go into these preliminaries that your success will largely depend.

Your program for the next twelve. eighteen or twenty-four months. should include advertising campaigns, special sales, window effects, interior decorations, sales management, buying, arrangements, stockkeeping, cost accounting, and so on through the list. All these things play an important part in your business; all are subject to modifications and improvements

There are two types of minds in the retail shoe business: the program dealer, and the non-program storekeeper. And I have used the terms dealer and storekeeper advisedly. Just because he is a non-program man, the storekeeper is in the storekeeping class; if he were a program man, he'd develop into a dealer. The program merchant indicates a growing mind. And it is the growing mind that builds up big merchandising institutions.

The non-program person who sells shoes has a tendency to think and act along certain established lines. He lacks a certain element of imagination or daring. Deep grooves are worn in his thinking. He does certain things because it seems easier to do these certain things rather than other new things. He dreads departures. He therefore crystalizes becomes stereotyped. Whereas the program man is developing a love of new and fresh ideas. He keeps his mind open and plastic. He likes to feel the thrill that comes from new impacts.

A man of this sort reads eagerly

Should Adopt a Definite Shoe Dealer the trade publications devoted to his business. He devours editorial comments, news letters from all sections of the country, feature articles, and even advertisements. He relishes the opportunity of reading discussions anent his business from many different angles. If he is wise he doesn't agree with everything he reads, but he thus picks up many valuable hints and suggestions during the yearnegotiable tips which he can cash into real coin, if he uses the imagination the good Lord gave him.

The method of selling shoes from six months to a year in advance really involves the necessity of a program. For instance, right now the forward-looking shoe dealer is trying to figure out what is going to be worn next fall. Will low cuts and oxfords have the call? Incidentally. I may add that this happens to be a pretty general opinion among shoe In women's footwear especially, it is thought low cut slippers and walking oxfords will be very popular. If this is your belief, you will stock up strongly in these lines. The consideration of this matter is one of the details of your program.

Carry the process a step farther, and let us take up advertising. Have you planned an advertising scheme for next fall? Perhaps not one dealer in twenty has given this matter a The impression prevails thought. that there's plenty of time for advertising later on. Most men are too busy getting up advertising matter from month to month-more probably, from week to week. Yet a carefully worked out program demands that one look farther ahead. Why not get to work now on your fall publicity. You can begin with a loose, tentative outline. As ideas come vou can incorporate in some logical manner. Ideas for lay-outs should be kept. Models of conciseness, force and attractiveness in your line, or some other line, should be kept. Jot down all the apt words and phrases you read, hear or think of, and put them away so you can use them when needed. With a publicity campaign in the back of your mind, you will find that new ideas are coming to you day by day-things you can work into your scheme in detailed form.

And so with all other features of the business above mentioned.

It pays to get the program habit. It prevents the leakage of valuable ideas. It is a tremendous conserving

Not only so, but it has a quickening influence; it stimulates the man himself-makes him think to more pur-Cid McKay.

HOOD RUBBER PRODUCTS CO., Inc.

BULLSEYE BOOT

(PRESSURE CURE)

IN STOCK

Red or Black Gum Upper

Tough gray sole joined by Hood Tire process to high grade upper

LONG WEAR

Men's Bullseve Black or Red Short Boot \$4.00 Boys' Bullseye Black or Red Short Boot 3.30 Yonths' Bullseye Black or Red Short Boot 2.45

SEND IN YOUR ORDER TO-DAY

Shipped Same Day as Received

HOOD RUBBER PRODUCTS CO., Inc. GRAND RAPIDS, MICHIGAN

FOR EVERY KIND OF SERVICE

H. B. Hard Pan Shoes

are a credit to the good judgment of the retailer supplying them. Michigan folks know and have been wearing these shoes for a quarter of a century.

At this season your outdoor customer is going to need the best in service shoes, don't take chances with unknown kinds-sell him the best-The H. B. HARD PAN.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

Gabby Gleanings From Grand Rapids

Gabby Gleanings From Grand Rapids
Grand Rapids, March 23—William
Jones, the urbane and taciturn salesman for the Worden Grocer Company, who was laid up eight days last week with the flu, started out on the warpath again Monday.

Ned Carpenter, manager Dwight Bros. Paper Co., is home from a trip to Panama and Jamaica via New Orleans. He intended to make a trip through Costa Rica on his way down to the Canal Zone, but the ship on which he sailed passed on without landing at Limon. He also planned to cover Cuba by railroad, but the quarantine promulgated by the Cuban quarantine promulgated by the Cuban government precluded the possibility of putting the plan into execution. Mrs. Carpenter, who accompanied her husband, came home greatly improved in health.

husband, came home greatly improved in health.

Russell S. Gish, son of Harvey Gish, has started on a four year chemical engineering course at Ann Arbor. After graduating from the Grand Rapids high school in June, 1918, he put in thirteen months as fireman on subchasers. He received the hearty praise of his superior officers on his retirement from the service.

Joseph M. Vandermeer, Senior Counselor of Grand Rapids Council, was born in Holland, Europe, Dec. 29, 1882. He came to this country with his parents when he was 4 years old, locating immediately at Grand Rapids, where he attended the public schools until he completed the 12th



J. M. Vander Meer

grade. The next three years were devoted to the service of his country in the Spanish-American war. On his return from service he took a course of instruction on road work with the I. C. S. His first employment on the road was with the Staley Products Co., of Baltimore. Two years later he severed his connection with that house to accept a more lucrative position with the Ideal Clothing Co., with which house he has now been identified for six years, gaining ground in the respect of his house and the love of his customers every year. He was married seven years ago to Miss Minnie Zevalkink, and has two boys—one 5 and the other 1 year of age. The family reside in their own home at 854 Caulfield avenue. He is a member of the Grace Reformed church and superintendent of the Sunday school. He owns up to three hobbies—base ball, fishing and automobiling. He attributes his success to hard work, but those of us who know him best realize that a pleasant personality and a disposition to give and take in the great battle of life has quite as much to do with his success as patient and painstaking effort.

Morris Levy, father of Oscar Levy (A. Krolik & Co.), died at the residence of his son last Tuesday. The funeral was held at the same place, 323 Prospect avenue, North, last Thursday afternoon, interment being

323 Prospect avenue, North, last Thursday afternoon, interment being

made in Oakhills. Rabbi Freund conducted the services. Mr. Levy was born in Posen, Poland, Aug. 14, 1848. He came to America at the age of 21, clerking in New York City about five years. He then formed a copartnership with his brother and engaged in the dry goods and notion business at Big Rapids under the style of Levy Bros. Four years later he sold out and went on the road for Jacob Barth, wholesale notion and fancy goods dealer in Grand Rapids. Seven years later he transferred his services goods dealer in Grand Rapids. Seven years later he transferred his services to Jacob Brown, of Detroit, with whom he remained eleven years. The next ten years he traveled for D. S. Zemon, manufacturer of cloaks, Detroit. Fourteen years ago he signed up to travel for the Zuieback-Hartman Co., manufacturer of cloaks, suits and waists, Detroit, remaining with that house until forced to retire from the road because of heart trouble with that house until forced to retire from the road because of heart trouble about six months ago. He was a member of Temple Emanuel, Valley City Lodge, No. 34, F. & A. M., Royal Arcanum and Macobees. His wife died about six years ago, since which time he has resided with his only child, Oscar. He was a quiet, unassuming man who had not an enemy in the world. His word was always good and his conduct was always above reproach.

Bottom Facts From Booming Boyne City.

City.

Boyne City, March 23—On account of the snow blockade that for two weeks preceeded our partial breakup, the Michigan Tanning and Extract Co. has been running only half time, the past two weeks. We did have considerable snow, that's a fact, but we want to call the attention of your past or rhyming contributor to this, none of us are fishing our furniture out of a muddy river or going shopping a la Venice.

Boyne City has a new enterprise. The Boyne City has a new enterprise of A. H. Green, Solvay Colliers, L. H. Rouse, of Detroit, L. H. White and E. J. Olson, of Boyne City, have taken over the automobile and accessories havinges formed to accessories havings formed to accessories ac

and E. J. Olson, of Boyne City, have taken over the automobile and accessories business formerly conducted by E. J. Olson. The new company has purchased the Herron hardware building, on Park and Water streets, will remodel it and put in a complete stock of accessories, together with a line of Overland, Chevrolet and Paige cars and as soon as a suitable locars. line of Overland, Chevrolet and Paige cars and, as soon as a suitable location is secured, will put in a coal and coke yard. L. H. Rouse, who comes to Boyne City as its manager, is a distinctly desirable addition to our business and social community. By the way, Mr. Rouse says he comes to Boyne City's pure water and good air to save doctors bills. We have both, and that's no "hot air". Barden, the Chamber of Commerce man, says he is ashamed to show the State chemist's report on our water. Just a row ist's report on our water. Just a row of goose eggs ;not a thing in it but

The B. C., G. & A. has received two new coaches to replace those destroyed by fire last fall. These, together with the three new heavy engines that were put in service, will be a distinct addition to the service, both freight and passenger, that the road will give to its patrons.

The friends of Judge Harris are congratulating him on his return to

our community. Maxy.

A Quick Shave.

A man came running into the barber shop of the Peninsular Club and said to the barber:

"Shave me as quick as you can; I want to catch the next car to Mus-

Clarence Baker hustled and soon had the man shaved, when he said:

"Well, you did a quick job!"

"Yes," says the barber, "but I could have shaved you quicker than that if I had had a little more time."





IMPRESSIVE DRESS SHOES

Look wherever you may, you will find it impossible to equal the values we offer in our complete line of men's dress welts. They have all the qualities of style, wear and looks that are expected of the best.

We invite merchants to send for samples and prices, and make critical comparisons.

Your initial order will convince.

RINDGE, KALMBACH, LOGIE CO.

10 to 22 Ionia Ave. N. W. GRAND RAPIDS, MICHIGAN







To help establish with the consumer, the fact that Hirth Krause shoes are better and longer wearing, this mileage guarantee is now packed with Hirth Krause Shoes.



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



Railways as Borrowers.

On the basis of estimates made by railway officials, the country's roads will this year need \$60,000,000, half to be expended for improvements and betterments to roadbed and terminals and half for new rolling stock. The raising of money in the open market for these purposes will afford an interesting test of railroad credit and policy. Under the railway law just passed a \$300,000,000 fund has been established to make loans to the companies during the next two years, these loans to be repaid within five years with interest at 6 per cent. However, on March 1 improvements to roadbed and terminals were already under way calling for about \$300,000,000 This leaves the question of buying a full quota of equipment still to be solved.

Near the end of last year Director General Hines asked the railroads as individual companies to submit information on which application could be made for higher freight rates. But the new law placed the responsibility for establishing adequate freight rates upon the Interstate Commerce Commission. On March 22 hearings will begin before the commission at Washington to determine what increases in rates, if any, shall be granted, to insure a return of 6 per cent. on railway property values, as required by the Railway Act.

Just what machinery will be devised by the commission for carrying out the ratemaking provisions of the law cannot be stated. But it is known that the railroads need \$300,000,000 for locomotives and freight and passenger cars, and that this sum should be raised at once if advantage is to be taken of this year's complete output of the country's railway equipment plants.

Can the railroads raise the needed funds in the open market on their own credit before their earning power under private management has been determined? New money is now costing industrial companies, which enjoy high credit and large earnings, from 8 to 9 per cent., whereas railroad rates are to be established calculated to produce not more than 6 per cent, on the total valuation of railway properties. Some companies will earn more than that figure, some less.

The Recent Rise in Stocks.

The rapid rise in stocks on the New York market last week brought out a wave of selling from this city, where the upturn was regarded as highly manipulative and designed for the purpose of distributing stocks. The financial community was perplexed at the boldness of the movement, in the face of what was viewed as a critical

situation in Germany. Possible stock dividends and relaxation in the money strain were regarded as the chief forces in the advance, bringing about large buying back of stocks previously sold for the fall; but it was the testimony of stock brokers generally that the violence of the advance made for caution on the part of the public.

Bankers who can discern much of a constructive character in the general situation express the view that the "skyrocketing" in certain industrial stocks is destined to do harm to sentiment. The German situation was regarded as possessing serious possibilities. It is realized that forecasting is dangerous, but in influential quarters the impression was that it may prove a decidedly adverse factor. The question was asked whether Ebert and Noske, having loosed the powerful forces of the general strike, would be able to control the spirit they had invoked.

In conservative quarters little doubt is felt that if the Ebert government surmounts present difficulties, care will be taken by the Allies not to expose it anew to peril from domestic plottings by making too insistent demands upon it. This is taken as meaning that the disposition already evident in many Allied quarters to relax stringent enforcement of some of the provisions of the Treaty of Versailles will be increased.

Poverty and hardship have ever been the great schoolmasters of the race, and have forced into prominence many a man who would otherwise have remained unknown.

Make This Your Bank



Established 1853

We not only are prepared and equipped to care for your banking needs, but we also

WANT TO DO IT

in a way which will meet with your unqualified approval

CLAY H. HOLLISTER

President

CARROLL F. SWEET

Vice-President

GEORGE F. MACKENZIE

V.-Pres. and Cashier The Public Accounting Department

THE MICHIGAN TRUST COMPANY

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

Installs General and Cost Accounting Systems.

Makes Audits and Investigations for any purpose desired.

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

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK



CAMPAU SQUARE
e convenient banks for out of town people. Located at the very center of
y. 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 \$1,724,500.00

Combined Total Deposits \$10,168,700.00

Combined Total Resources \$13,167,100.00

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK

Catch Clauses in Insurance Policies.

Many an automobile owner learns that he has bought an "if" insurance policy when it is too late. In taking out an automobile policy one should read the same carefully, for some companies word their annulment clauses so that they read "if" the car is used in a race or "if" it goes out of the limits of the United States. Other companies use the word "while." In the case of the "if" clause it means that if anything happens to your car months after the race or the trip outside the limits the company can refuse to pay the damages sustained The "while" clause means that the company refuses to pay any damage for accidents that happen while the car is in a race or while it is out of the country

Here are some of the restrictions that, if disobeyed, cancel the policy:

If the car is used for any other purpose than those mentioned in the policy. Driving for recreation and all ordinary business uses is covered.

If the car is driven or manipulated by any person in violation of law as to age, and, when there is no legal age limit, under the age of sixteen

If the car is driven in any race or speed test.

If the car is used outside the limits of the United States and Canada.

In accepting a policy the assured also has to agree to give the company written notice of any accident; to forward to it any summons or other papers that may be served; to permit the representatives of the company to inspect the car; not to assume any voluntary liability and to refrain from incurring any expense other than for immediate surgical relief.

In taking out an injury to persons policy have it endorsed so that it will also cover property damage. Property damage covers the damage done by your car to another's property and includes everything except injury to human beings. On this same policy it is also wise to have a clause added that will protect you against claims from a man when you have a collision that is sufficient to put the car out of commission, for the courts have held that where a business vehicle is put out of service the owner may collect damages for "loss of use."

Dry-Powder Tube Facts.

Although dry-powder fire extinguishers are sold to a gullible public in increasing numbers, they are all, without exception, practically worthless. Tubes costing three dollars each contain materials having an everage value of eleven cents. Chemical analysis of thirty-one tubes of various makes

shows the contents to consist of approximately 60 per cent. common baking soda, 26 per cent. fine sand, 8 per cent. pulverized chalk and 4 per cent. coloring matter, chiefly iron ox-The inefficiency of dry powder extinguishers was made the subject of searching investigation by a special committee appointed by the British Home Office in March, 1916. The report, which was issued as a White Paper, contained the following statement: "The use of dry-powder fire extinguishers is to be deprecated as not only giving a misleading sense of security, but being practically useless for extinguishing or controlling

On an entirely different character are the small one-quart chemical extinguishers sold under different proprietory names, but all containing carbon tetrachchloride as the extinguishing fluid. These have the great advantage of being easily handled by women and children. When subjected to heat, carbon tetrachloride generates a heavy, non-inflammable gas that will extinguish fires under circumstances where water would be useless. The efficiency of all auxiliary fire equipment is, however, dependent upon several contingencies, such as accessibility for prompt use presence of mind of the operator and the proper working order of the appliances. In the majority of cases it is extremely doubtful whether the untrained occupants of buildings have sufficient self-possession at the time of a fire to make the best use of such appliances, even when they are immediately available.

Success is not to be found in luck or chance or the help of others. It is in yourself alone. If it is there, no one can keep you down. If it is not there, nobody can help you.

Kent State Bank

Main Office Ottawa Ave.

Grand Rapids, Mich.

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

Resources

111/2 Million Dollars

Per Cent

Paid on Certificates of Deposit Do Your Banking by Mail

The Home for Savings

PETOSKEY PORTLAND CEMENT CO.

PETOSKEY, MICHIGAN.

Authorized Capital Stock _____\$1,500,000.

TO THE STOCKHOLDERS:

We wish to advise the stockholders of the above company to hang on to their stock. There is quite an active trading going on in this stock and a good many have allowed their stock to go on the strength of certain false rumors. In every case it would be wise to write the Cement Company and get the truth.

Those who sell their stock now are certain to regret it in the near future.

F. A. Sawall Company, Inc. 405-6-7 Murray Bldg.

GRAND RAPIDS, MICH.

TRUST SERVICE

To Individuals-

Care for property under living trusts,

Care for securities temporarily or perma-

Act as guardian for minors and incompetents.

Act as executor and trustee under will.

To Corporations—

Act as trustee under corporate mortgage,

Act as fiscal agent, registrar and transfer agent of stocks and bonds,

Act as depositary under reorganization agreement.

We should be pleased to have the opportunity of discussing with you how we can best serve your interests, in our Trust Department.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH. OTTAWA AT FOUNTAIN **BOTH PHONES 4391**

Values Fluctuate Every Hour

World's Bond and Stock Markets

Prices steadily rise and fall. Whether you buy or sell, you want to take advantage of these shifts in value. That requires constant touch with the markets, means for immediate quotations and quick execution of orders.

Our Direct Wire Service

For Banks and Investors

Our private wires now link Western Michigan with the great financial centers-New York, Chicago, Philadelphia, Detroit and Cleveland.

Western Michigan now ranks as an important investment There are thousands of new owners of stocks and bonds. Buying and selling is continuous.

OUR BOND DEPARTMENT

with direct connections with the bond centers of the country affords banks and individual bond, owners immediate quotations and a ready market.

OUR STOCK DEPARTMENT

having private wires to the leading markets is able to execute orders in the most prompt and profitable manner.

We Invite Banks and Investors to avail themselves of this service

HILLKER PERKINS, EVERETT & GEISTERT BEDG. CITZ. 4334



Send Letters Before Orders.

This department has six inspectors on the road constantly, who inspect the towns, cities and villages throughout the state thoroughly and systematically, render a report as to their findings, with recommendations, and also aid in the investigation of arson cases and their prosecution. After an inspection of a town has been made a general report is rendered this office by the inspector in a special form. This report is intended to include only minor offenses that can easily and readily be remedied. The inspector takes up the matter with the parties responsible for the condition while on the ground, and also places a copy of his report into the hands of the local fire chief, whose duty it is to see that orders of the inspector are carried out, and the fire chief in turn notifies this office of compliance or non-compliance. In event of noncompliance the matter is taken up from this office by letter. In event the letter fails to bring results, a formal order is served upon the party or parties concerned.

The more gross violations against fire prevention are reported on a special form. Whenever possible the parties responsible for the condition are interviewed by the inspector while on the ground and in addition thereto this office addresses a letter to them requesting that the recommendations of the inspector be carried out within the specified time. A copy of such letters is sent to the local fire chief, who in turn reports the compliance or non-compliance In event they do not comply with our request we might write them a second letter or serve a formal order, depending upon the circumstances surrounding the

Other kindred forms of reports are used referring to the inspection of specified subject-matter, such as "Inspector's Report Relating to Rubbish," 'Inspection Report Relating to Public "Inspector's Report Relating to Fire Escapes," etc. The follow-up on these reports is identical to that described in the immediate preceding paragraph.

Inspection of moving picture houses is also made by the inspectors, and fees collected. Where violations occur, an order is issued in the form of a letter that the condition be remedied. In event they do not comply with the order their license is revoked.

The department has distributed considerable literature during the past year. We have distributed 280,-000 of a "Why Take a Chance" circulars; 80,000 of "Think Fire-Before It Happens," and "Stop the Fire Waste," and 7,000 "News Bulletins. In addition to this we have distributed 21,000 lithograph posters on fire, setting forth the loss in dollars and cents and lives through fire, the causes with number of fires by each and the loss in dollars and cents: the approximate tax for fire loss; an appeal to all to be more careful and a special appeal to smokers, and winding up the poster with "Make Every Day Fire Prevention Day."

The department has a sort of branch office in Detroit, to take care of the work in that city and surrounding

It has been the experience of this office that better and quicker results are obtained through the medium of a letter of appeal to the peoples' sense of good judgment than by issuing formal letters.

You may be interested to know that our inspectors have made a thorough inspection of some 125 towns in the state, in addition to the special calls for inspection which are received not infrequently and in addition to the other duties which develve upon them. Homer Rutledge.

Fire Department Purpose.

municipal fire department is maintained to provide safety against fire loss for life and property in the municipality.

That statement should be analyzed carefully by every man in charge of municipal fire control departments. It includes fire extinguishment, fire prevention, protection of goods against water damage incident to fire extinguishment, correct advice on procedure after a fire to avoid contingent losses due to exposure of property, competent advice on industrial plant protection and community leadership in everything pertaining to fire control.

To put it in another way, the business of the municipal fire department is to reduce the loss of life and property from fire for the citizens of the community. Every avenue of effort which will bring adequate returns to this end should be followed.

Recommend Location.

The effectiveness of any fire protection appliance frequently may be greatly enhanced by locating it at a strategic point. Every fire inspector who recommends installation of appliances should always point out to the property owner the most effective location for it. The inspector has made a special study of fire hazards and should know where these places are. If the recommendation states only that a fire extinguisher should be placed on the premises, this extinguisher may not be placed where it will most likely be needed or where it can be obtainned in the shortest time possible upon discovery of fire. There is a best place for nearly every kind of fire protection appliance.

Book-keeper Wanted

An old-established Grand Rapids house desires to engage an experienced book-keeper and accountant who has an ambition to develop into an efficient executive. Expected to act as house salesman for interesting side line. Position now open, but can be held open, if necessary, until April 15. Address Accountant, care Michigan Tradesman.

IF YOU HAVE AN OIL PUMPING

McQUAY-NORRIS Superoyl



Distributors, SHERWOOD HALL CO., Ltd. 30-32 Ionia Ave., N. W. Grand Rapids, Michigan Bell Phone 596

Citz. Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising Exp rt Merchandising

209-210-211 Murray B dg GRAND RAPIDS. MICHIGAN

Assets \$3 572 588



Insurance in Force \$66,109,220

MERCHANTS LIFE INSURANCE COMPANY

WILLIAM A. WATTS, President

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

RELL S. WILSON, Secretary

CLAY H. HOLLISTER, Treasurer

RANSOM E. OLDS, Chairman of Board

Offices: 4th floor Michigan Trust Bldg., Grand Rapids, Michigan GREEN & MORRISON, Agency Managers for Michigan

Bristol Insurance Agency

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 Llability, 36% 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



ANDERSON. President J. CLINTON BISHOP, Cashier

Fourth National Bank

United States Depositary

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits
Compounded Semi-Annually

3½ Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

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

Why Mutual Fire Insurance is Better Than Stock.*

I am here, gentlemen, I presume, because the Michigan Retail Dry Goods Association suggested my name as director for the Grand Rapids Merchants Mutual Fire Insurance Company. That selection may have been made because I stated at our convention at Lansing that I had been interested in mutual fire insurance for several years. In fact, had had \$10,000 insurance in the National Dry Goods Mutual at the time of its failure. Notwithstanding that, I said I was ready to take mutual fire insurance when it was endorsed by this Michigan Retail Dry Goods Associa-

After hearing Mr. Trompen, who made a talk at Lansing at that time, I stated that when his company took insurance at board rates I would be in the market for some of the insurance. There is more to fire insurance than most of us can ever know. I understand that mutual companies with their strong reserves and their years of usefulness have as good a record as stock companies. An investigation shows a mortality among the latter that is somewhat disconcerting to a man not familiar with

So long as our company selects its risks with great care, refuses those when there is any doubt, keeps the larger risks well covered with reinsurance, and has its risks widely distributed, we are going to have a

*Paper read at annual convention Michigan Retail Dry Goods Association by F. E. Mills, of Lansing.

low rate. A large part of the expense of operating old line insurance companies is in commissions and expenses for settling losses, both of which under our plan can be reduced to a minimum. It seems to me. gentlemen, with the safeguards which we have put around this company, with the splendid showing it has already made, from the figures which are before us and its prospects, we can well afford to give it a liberal amount of our insurance. And with the rising cost of merchandise I believe that most of us should add to the insurance we are now carrying.

I know that the Grand Rapids Merchants Mutual Fire Insurance Company has insured some grocers. We dry goods merchants know that in the event of loss the water damage is apt to be greater than the damage by fire. This is not ant to be true in case of fire in the average grocery store. The fact that their rates are usually lower proves this point. So I don't see that we need to be concerned as dry goods merchants if this insurance company sees fit to continue to take insurance on some other

Plate glass insurance rates have recently almost trebled and fire insurance rates are advancing. We are all compelled to carry more insurance than formerly. The overhead expenses on every store is coming to be a more serious problem. The subject of mutual fire insurance should receive a greater consideration from us than it has in the past. You will not sign your name on the dotted line and purchase merchandise for your counters if you can buy for perhaps three quarters or half the money other merchandise which is satisfactory. Why not treat the matter of insurance in the same way?

Mr. DeHoog tells me that he has signed up something like \$50,000 new insurance during this convention. I believe the 200 men present can easily make their expenses to this convention if they will sign for more insurance before going home. Mr. Trompen and Mr. DeHoog will answer any questions which are in the minds of any men present.

In answer to Mr. Cook's question, Mr. Trompen states that the responsibility of each man insured is limited by the Michigan law under which this company is organized to one extra assessment. So you see, gentlemen, it isn't possible for us to have any trouble there.

Also, gentlemen, when the company accepts your insurance and sees fit to reinsure part of that, this company is responsible, as it selects its own reinsurance. As there is some question as to the insurance on stocks of paper patterns, it is better to have them specially mentioned in some or all of your policies.

The essential characteristic of a national writer is that he does not merely depict national traits; he pleads for policies. From the beginning we have had no dearth of writers who have made contributions to a don, all did this and did it well. They made American customs popular at home and known abroad. But they were not public leaders. They did not advocate to-day what they felt we should have to-morrow. In so far as men like Emerson, Whittier and Lowell were pleaders, even agitators, it was on specific or temporary issues. Franklin, perhaps, is our nearest to the ideal. Mark Twain came near becoming a national figure through his attacks on what he considered spiritual frauds and social injustice. But his activitiy in this line began too late in his life. His career was approaching the end, his fame was established. The phamphleteer could make no headway against the humorist. And when William Dean Howells has seen fit to raise his voice in plea or protest it has been in the mood of the editor in the easy chair. It has failed to stir because of its suavity; it has fallen short of the mark by reason of its courtesy. Walt Whitman more than any one else had the substance of the national writer, but he lacked the form and the pro-

Discouragement is one of the greatest of human enemies. It is an unmitigated curse. It has done more to dwarf the efforts of the race, has thwarted more careers, stunted and starved more lives, ruined more creative power than any other one agent. It is a disease that is well-night uniknowledge of American life. Irving, versal in some form. Everybody suf-Cooper, Bret Harte, Joel Chandler fers more or less from it—is the vic-Harris, Mark Twain, even Jack Lon-

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BUSINESS ORGANIZATION.

How It Can But Be Brought About.*

How It Can But Be Brought

About.*

The programme committee has announced as the subject of my brief discussion this afternoon "Business Organization." presumably because that is the title of the course which I am giving in the Department of Business Administration at the University of Michigan. With the permission of the Association, I shall not attempt to cover such an ambitious subject in the few moments at my disposal. I am going to try to present for your consideration the point of view of the economist and the academic student of business methods and suggest some ways in which this point of view may be of service to the retailer.

Until a few years ago, business conditions were tolerably stable. True, we had heard of the high cost of living before 1914 and efficiency experts had propounded their remedies for the wastes of commerce and industry, but these scarcely disturbed the business man of the old school who continued in the even tenor of his way.

Into this peaceful situation came the war with its demand for the production of mey goods and curtailment of production of the old, with its diversion of human labor and capital from production of wealth to destruction of wealth. However be forgotten that it leaves the world and the beligerent nations poorer in actual consumable goods—and consuments and capital from production of wealth to destruction of wealth. However be forgotten that it leaves the world and the beligerent nations poorer in actual consumable goods—and consuments of the goods—and c

clusions drawn from these facts.

There is not, as is sometimes implied, a sharply delimited field in which the scientific method is appropriate. Any field in which there are measurable facts is a proper field for science. It is my contention that business methods and business organization constitute such a field.

In fact, the

contention that business methods and business organization constitute such a field.

In fact, the scientific method has already been applied to industry as opposed to commerce: that is, manufacturing as opposed to buying and selling. Especially during and since the war science has been extending itself more and more over that field. The movement is called scientific management and its chief exponents are the industrial engineers who are becoming more and more common as advisors in industrial enterprises. Methods used in various industries for years and in some cases—as brick laying for centuries—have been radically changed with a resulting increase in output. The mere fact that a thing has always been done in a particular way is not in itself sufficient reason for continuing to do it in that way. Scientific management, then, is more than anything else a point of view, a new spirit in industry. It results in a demand for the facts and decisions based on those facts. It minimizes the importance of tradition. The old, as well as the new, must justify its existence in the light of reason and efficiency. It takes very little for granted, for it is often found that in those very parts of a system which are taken for granted lies the weak spot of the whole.

May I quote a few statements of Mr. F. W. Taylor, the father of the "Scien-

granted lies the weak spot of the whole.

May I quote a few statements of Mr.
F. W. Taylor, the father of the "Scientific Management" movement? "Scientific Management is not any efficiency device; nor is it any group of efficiency devices. It is not a new system of figuring costs; it is not the printing, ruling and unloading of a ton or two of blanks on a set of men and saying 'Here is your system; go use it.' It is not any of the devices which the average man calls to mind when scientific management is mentioned. I believe in these devices, but they are not in whole or in part scientific management involves a complete mental revolution on the part of

*i'aper read at annual convention Michigan Retail Dry Goods Association by Professor C. E. Griffin, Department of Economics, University of Michigan, Ann Arbor, Michigan.

the workingmen and employers toward the solution of business problems.

Can we look for an improvement in the buying and selling pursuits by the application of better methods of "knowing the business?" This is a highly important question, for it must be remembered that through the hands of the retailers of the country passes a large part of the total income of the people of this immense volume of trade and hence the social responsibility of the retailers as a class can be gained when we remember that the most reliable estimates place the total income in the United States at about seventy billion dollars per annum. Now, if we take out that part going to savings, public utilities, rent and a few other lines of expenditure. I think we can take as a conservative estimate thirty-five billion dollars spent annually through retail stores of all types. Half of the income of the people of the United States, thirty-five billion dollars, flowing into the hands of the retailers of the country, by them to be distributed among the producers, their own help in retailing and their own profits. Furthermore, that a very large part of every dollar spent gos to pay for the expenses and profits of retail stores vary all the way from twelve per cent. of sales for groceries to 30 and 35 per cent. of sales for groceries to 30 and 35 per cent. of sales for groceries to 30 and 35 per cent of pewery and a few other lines. Another way of getting at the same general question is to take the net profits of the wholesale and retail trade. According to income tax returns, net pro.its of individuals and corporations in these lines is estimated at about two and a half billion dollars. It is little cause for wonder that people are interested in the mid-lleman even though their own business is astounding. The Harvard Bureau of Business Research, which for the past few years has been making investigation of the costs of doing business in various retail lines, reports that its work is gr. atly hampered by the fact that retailers do not have the data

goods business directly, they do suggest a line of attack upon retailing business which should be valuable to all engaged in that business.

While this kind of a study is of great value, its chief value lies in serving as a model for the retailer's study of his own business and as a basis of comparison of his own business with the normal or average store. The idea underlying the work of the Harvard Bureau is to find how much it costs to carry on the business of retailing and how this total cost of retailing is split up. Thus we have for grocery stores an investigation of about 500 stores of all classes. Data has been compiled showing the gross profit which appears in this business to vary from 14.6 per cent. to 28 per cent. of sales, with the most common figure 21 per cent. Then we have figures for busying expenses, wages of sales force, advertising, other selling expenses, rent, losses from bad debts. In other words, we have expenses analyzed according to functions performed. In addition, we have expenses analyzed according to functions performed. In addition, we have the number of stock turns a year and the average annual sales for sales persons. With this data before him, the retailer has a standard whereby he can measure the efficiency of his own store. I am a firm believer in the value of comparisons of this kind. Are you paying too much for delivery or advertising or bad debts? Would it not be of value to you, in answering questions of this kind, to have before you the data for other stores comparable in size and market to your own? It seems to me that the retailer needs to get some fixed points outside his own business house from which he can judge his position. It is not enough to know whether he is more points, but in others he is not above par. If so, he can bend every effort to improve these points. For it must be remembered that as long as we have free competition, it is not the absolute efficiency that counts in ordering costs to consumers and, therefore, from the public point of view, is to be enc

How are we to get the information for such a comparison? In the first place, the retailer must know more about his own business. That may seem like a presumptious statement, but I mean literally to know his business as far as is humanly possible; not to guess at it. I mean, to know as well as careful investigation can discover how much return be gets for the dollars spent in advertising, to know how much in sales he is getting for every dollar spent for salesmen, and so on, through the innumerable questions that bear upon the efficiency of the store. That much rests with the individual retailer.

In the second place, there must be information carefully collected and arranged concerning the vital facts of other business houses—not individually and by name, of course, for that would be giving away private business information—but for classes of stores. It seems to me that that could well be undertaken by the state, if it really is interested in increasing the efficiency of the retail business. That would, to my mind, be a much more fruitful line of attack on the high cost of living and the high cost of distribution than are the present campains against the profiteer. It would not be so sensational and would not be grist for the mill of a presidential or gubernatorial candidate, but it would be a step in the right direction. One of the best things the Interstate Commerce Commission ever did was to constitute a uniform system of accounts for the railroads of the United States. It enabled every railroad manager to see just where his road stood in relation every other road. Such a plan would fail if it started with the idea of getting evidence which would enable the Department of Justice to get a few more convictions, but I believe it would succeed if it were done in a scirit of co-operation and with a desire to help the retailer to improve his business methods. It seems to me that the money of the taxpayers of the state would be profitably spent for such an enterprise. What I have in mind is not a grand jury investi

not a grand Jury investigation, but a permanent bureau, collecting data and publishing annual reports on the retail business of the state.

In addition to the purely statistical reports which I have referred to, such a bureau might very weil publish studies made by business experts on various phases of the retail business. For example, reports might well be made on new systems of paying employes and on conducting the credit department. In such reports, the best experience of stores in other states or in this State might be given publicity. This sort of thing is nothing more than an expansion of the educational function of the State. It is already being done for farmers through the experimental work of the United Sates Department of Agriculture and through the various state experiment stations. Why this service should be contained to one class of procedures. I do not know. I suspect it is because of our peculiar American idea that the farmer is especially deserving of aid and encouragement, while the state should only recognize the middleman when criminal action is contemplated. This Bureau of Business Research would do much to better relations between the public and retailers, as well as to assist the retailer in solving his own problems.

However desirable such a movement would be, we cannot look for its consummation in the immediate future. I am convinced thato ut of the present interest in the retailing business which so far las manifested itself in action hostile to retailers, there will come, when the futility of this campaign is fully demon strated, an interest in constructive measures aimed at this problem. On the one hand, this constructive interest may take the form of founding co-operative enterprises, but with society organized as it now is, that will only touch the border-land of the problem of the high cost of living. The more fundamental movement will be one looking to a scientific operation of our present distribution agencies.

In the meantime, what can be done? It seems to me that retailers themselves could start a movement for the purpose of raising the general level of efficiency of the profession. Such a plan could be worked out by any group of retailers who were willing to enter into an agreement to use a uniform accounting system and exchange information on the vital points of their business. In order to prevent the giving away of trade information to competitors such a group could very well be made up of non-competing stores. Merely as an example of what I am referring to, suppose ten or twelve stores represented in this group of about uniform size and type, and each located in a different town in the state,

should form themselves into a resea association. They would then excha information monthly on such questi as the amount of goods carried in edepartment, the margin of mark it various types of goods. This illustrate the kind of statistical information to exchanged, but the number of subjective to the statistical information of the definitely lited. On the request of one or not stores, information on other points she be circulated. What is the purpose all this? It goes back to what I safe few minutes ago about the value of carrison and of getting some fixed points of the statistical information in the statistical information in the statistical information in the statistical information to the statistical information to constitute the statistical information to the statistical information to the statistical information to constitute the statistical information to the s

cach other. In other words, co-operation should be carried, so far as possib without giving trade information to competitors.

This is not a fantastic scheme unsuit for application to practical business, is already being done by many stores the country, as you are probably awa one of the best examples of this so of co-operative effort of retail stores the research association of which the L. Hudson Company, of Detroit, is member. The association is in act operation and I am informed that the formation exchanged is of great value assisting the management of that stoto decide upon the fundamental busine policies of the store. To my mind, to founding of this association was one the most progressive steps taken by tailers of this country. It marks it managers of the stores involved as it telligent business men who realize it shortcomings of information gather from their own store alone. The association grew out of a call issued by E. A. Filene, of Boston, one of the morad minded of American retailers. Mellene, you will remember, was one the few big business men who, upon one there is no subject to the store of the store of the morad minded of the war, had the foresign and unselfishness to raise his von against the "Business as Usual" slog then being advanced by the American business men as a class. Out of it meeting, held about three years at came the founding of an association in the purpose of bringing about a clorelationship between certain high cla non-competing stores and to provide exchange of information on subjects common interest. There is no subjupon which information would not exchanged if one of the member stores desired. May I quote from a statememade to the speaker by the Director Research in one of these stores? "It rather difficult to state what feature the Research Association is the my valuable asset which the association has brought to the various stores the personal contact of buyers and exchange of ideas cannot fail to be he cutives of one store with persons other stores engaged in similar wo t

ful, no matter what is discussed."

I realize that the practical situath presented by these large stores is different from that which confronts the average retailer, but it seems that this movement does point the way to a better control in all business. The large store control in all business. The large store control in all business. The large store control in all pusiness. The large store control in all pusiness. The large store control in a special research department which will analyze the data obtained and present it to the executives in a form reaction of information obtained would be of control in formation obtained would be of control to the executive and to the various buyers in the store.

After all, such a system is a means

various buyers in the store.

After all, such a system is a means of an end, and in suggesting it I wish, primarily, to impress upon you the importance of assuming this scientific point of view—the point of view of the laborators a keen desire to get all the facts which bear upon the business. If that desire is once aroused, we can trust to the more aroused, we can trust to the more aroused seems to be to be practical and to make it effective. The plan have suggested seems to be to be practical and to be very much worth while However, as I have suggested, this plan is not an end in itself and quite possible better means to the desired end can be discovered.

better means to the desired end can be discovered.

Another set of problems which cavery well be attacked in the same spir are included in the relation of the particular business man to business at large is prosperity going to continue? Is wise to stock up on special lines goods? Any attempt to solve these problems by the general impressions of the individual business man is bound to bus unsatisfactory. There are certain in dices that show the trend of the time. The failure rate, the amount of building construction, the number of unemployed.

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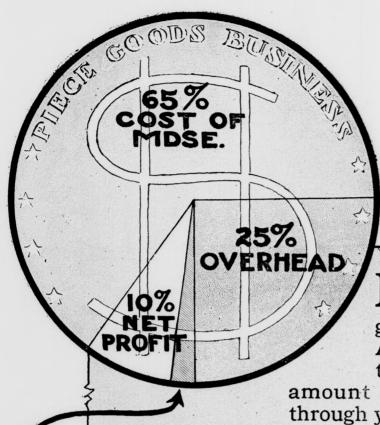
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the trend of prices month by month, are examples of these fundamental business

examples of these fundamental business conditions. No one man can survey this whole field unaided, but there are statistical bureaus which make a specialty of collecting data of this kind and basing predictions upon them. They are not always right, for the present state of knowledge on economic and business questions is not sufficient to enable the statistician to disentangle all the confused threads of the problems, but any conclusion based upon a study of facts must be better than the "hunch" of the untrained man. The business man can well avail himself of the service given by these bureaus and, what is still more important, can himself make a serious study of these economic problems and the broad principles underlying them.

I wish to mention just one other point. The National Government and the state governments are vying with each other in energetic attacks on the high cost of living. For the most part, these campaigns assume that some class of men is responsible for the difficulty and so we have the hunting out of profiteers. As I have indicated, I think this is an unwise expenditure of money and energy. There may be profiteers, but, to my mind, profiteering is only one and an unimportant cause of the high cost of living. Most important, I should say, is the supply of gold ever held by any country and upon this gold supply there was built up an immense pyramid of credit. Whenever money or money plus credit used for purchases increases more rapidly than the volume of trade, prices must rise. It is a simple matter of arithmetic. Those who criticise this position, point out that gold has recently been flowing from the United States and still prices have not declined. True, but the credit structure of the country, based on the remaining gold reserve, is very large; so large, in fact, that the Federal Reserve Board considers it necessary to restrict the expansion. This appears to me to be the chief cause of high prices on the part of associations of retailers and how this profit is split up between the various

as being essential to an efficient conduct of the business can well be used for this additional purpose of a campaign of education.

After all, we must realize more fully than ever before that retailing, as all other great economic functions, is of a public harter. The retailer is, in a very real sense, responsible to the public for the conduct of his business. Whether we like that philosophy or not, it is the view, whether consciously expressed or not, held by a majority of the people. That being true, the better case the retailer can put up for himself in the court of public opinion the better it will be for him. The time is past when any group of men can say. "This is my business and if the public does not like the way it is run, they can make the best of it."

In conclusion, we all realize that there is at present a seller's market; that with the shortage of goods and great demand that many business houses are staying in business, which, under different conditions, would be sorely pressed. The speaker was recently told by a prominent retailer of Detroit that almost any one to-day could succeed at retailing in Detroit. The failure rate of Dun and Bradstreet confirms this. A low failure rate is a sign of prosperity, but let us not delude ourselves. It is quite possible that this low rate points to a great number of over-ripe failures: potential failures which would become real failures which would become real failures which would become real failures which would succeed at retailing in conditions change for the worse. At any rate, if you agree with me that the present situation is not normal, then it must be apparent that with the settling down which must take place, there will come an acid test of the business methods of existing houses. The best asset in such a time will be a method of ac curately knowing the business conditions in the country at large.

Not everything that succeeds is success. A man may make millions and be a failure still.

Suggestions Which Will Increase Sales of Shoe Dressings.

In securing a good appearing shoe, the first requisite is good material, especially for the uppers, for without a good leather or cloth surface the appearance can never be attractive.

The material of the ordinary shoe upper is leather, and leather is the skin of some warm-blooded animal rendered secure from decay and the ordinary natural changes of animal matter by some process of preserving the skin and making it durable under wear. This process has various forms the results being obtained by the use of acids, alkalies or both; salt will protect skins from decay, but is not satisfactory for shoes. The aim is to secure the skin from decay, render it durable for an indefinite period, and keep it pliable, so that when used in a shoe it will conform to the shape of the foot without discomfort to the wearer

Under the early and simple methods of tanning skins, baths of vegetable tannin made from bark, leaves, acorns, pods, leaves, etc., were used. The tanning properties of oak or hemlock barks were extensively employed. The change from raw skin into leather was the result of long soaking in the tan liquors until every part of the skin had absorbed the tannin. It was a process often extending through many months, and the leather resulting from such a process was supposed to be very durable.

By the more modern processes the skins are treated to a bath of the bichromates of potash or soda, which act rapidly, and the desired end is obtained in a much shorter time than by the older vegetable system. For many of the purposes for which leather is required, the modern "chrome" tannage is accepted as satisfactory, but modern forcing methods are less successful in bark tanning where the operation is continued until the tan liquors have thoroughly permeated the hide fibre and converted the gelatine into leather.

Whatever method of tanning may be used, the bark or the chrome, the leather obtained has not entirely lost its original characteristics of the skin of the worm-blooded animal. An examination of the outer or hair surface will show the traces of the hair follicle in which the natural hair of the animal was held and grew; the sweat pores are also to be observed. The inner or flesh side has a different surface, more spongy than the outer. Both sides show how tanning substances have been drawn into the skin. The pores while affording entry for the tanning substances, after the leather has been converted into shoes. offer opportunity for moisture to be again absorbed if the surface is subjected to its attacks.

To a certain extent the blacking or other coloring substances used for the final surfacing of the leather further fill these little holes in the leather surface, so for some time a new pair of shoes shows little change, if well kept, without being further dressed. But as time goes on, the shoe becomes shaped to the foot which rarely is as graceful in contour as the last on which the shoe was formed. Angles and wrinkles develop, affording places for dust to gather, and the face of the leather being cramped into ridges and hollows, the drying process is more rapid; the little holes are pulled open until they vawn enough to take in minute particles of dust. This drying process goes on steadily, unless delayed by frequent applications of some kind of surface dressing. A dressing is either an oil for softening the leather and making it more waterproof, or a polish for shining the surface of the leather. Sometimes a dressing combines the properties of both agents in varying proportions.

The original skin on the animal during life was self-oiled, the natural grease of the body keeping it flexible and pliable. The drying process was going on constantly, in the form of a scurf which the animal worked off in natural ways, by mud or water bathing or rubbing against a rough object, but the live animal skin was never dried or cracked because it was properly

Although the skin in being tanned has changed its character into leather. the need of oiling is even more essential, because the natural oil has been washed out in the tanning process. As it is necessary to keep the leather pliable a proper application of oil is required.

One of the most natural oils is 'neat's foot," a heavy oil produced from portions of the slaughtered bullock. This when thoroughly rubbed into the pores of the leather will keep out the dust particles as well as the moisture, and will continue to work into the pores lubricating and allowing the leather to bend easier without cracking; the stiffness being prevented, it bends without breaking, and the life of the leather is prolonged.

Another oil of efficiency is castor oil, a natural vegetable product, which contains admirable qualities, and is not only absorbed but for the time holds the surface well protected against intruding substances.

Mineral oils in form of vaseline and kindred substances are good for the required purposes. Kerosene oil when applied to hardened leather will render it soft again, though its quick evaporation makes it necessary that some heavy oil or grease should follow to fill the opened pores and maintain the flexibility.

The results after an application of these simple oils is not pleasing. The leather is dulled in appearance, and darkened, even if the oil is clear and pure. Thus it is evident that oil of itself is not a polish.

To secure a polish it is necessary to fill the pores of the leather and all its cracks and grains with a substance that under friction will receive a polish, when rubbing with a brush brings out its brilliant qualities, and leaves the surface smooth as glass. This shows that whereas the oil sinks into the leather, the polish remains on the surface. The uses of the two must not be confounded, for the results from each are as different as the ma-

By a careful combination of selected materials, leather dressings are produced, which to a certain extent combine some of the properties of the oil

and the polish. A high grade dressing, having oil properties, sinks into the leather and feeds the fibres, keeping them pliable. Its peculiar properties allow the reception of a soft and brilliant gloss, different from the hard, metalic surface resulting from the application of some kinds of a "blacking," which after being daubed on the leather, is burnished to a bright hard polish. The burnished polish. being a surface treatment will wear away. The polish that sinks into the leather will remain longer because the leather gives with it, and does not

The increasing cost of leather, due to their reduced supplies, with a corresponding increase in the cost of all leather manufactures, of which shoes are the most common item, makes it a matter of simple but necessary thrift that every shoe wearer should care properly for the leather, according to its character and use. The heavy boot of the laborer requires a more heroic treatment than the delicate kid boot of the woman whose feet rarely encounter hardships. The woman who works for her living requires shoes that should be dressed frequently in order to prolong their usefulness, and render the cost of her wardrobe nearer her income. Every person needs to give reasonable attention to the shoes worn according to the various uses, and for such care the proper dressings should be obtained and kept in supply.

The simple and original dressings are the best for the heavy shoes that experience wettings and drying. Wet is the worst enemy of leather, consequently the surface of the leather must be kept water-resisting at all times, for no one knows how unexpectedly the wetting may be experienced. Immediately after wetting treatment is necessary that the leather may be properly dried. Whatever the kind may be, the dressing should be at hand, for a good appropriate dressing preserves the leather, makes it wear longer, and retain its original good appearance longer than if neglected or treated to the wrong dress-

A wise choice of dressings is important, and that dressing which combines the more essential properties for preserving the original quality of the leather is the best dressing for the greater number of kinds. Given wellcleaned and prepared shoes, the application of the proper dressing increases the life of the shoes every

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Mayer HONORBILT SHOES

There are over 60 big popular sellers in the Martha Washington line-buttons, bals and bluchers in high, medium and low cuts. Oxfords, strap-sandals and side-gores.

ARTHA Washington Shoes are a big factor in the *Honorbilt* Line.

All our ladies' fine shoes are called Martha Washingtons; the sterling Honorbilt quality is built into every number.

This quality is the rock foundation on which we have built our business. The national prestige of Honorbilt Shoes has been gained through 40 years of strict adherance to making shoes of honest quality.

> Send in a sample order. It will be the beginning of a bigger and more profitable business for you. Get our catalog and suggestions for sales promotion.

F. Mayer Boot & Shoe Co.,



Export Department, Bush Terminal Soles Bldg., 130-West 42d St., New York City.

Retailer's Attitude Toward Gardening by School Children.*

I am very glad of this opportunity to talk to you upon the subject of gardening for boys and girls. It is one of the topics, one of the life works, that the State Board of Agriculture is interested in. We are co-operating with the local, Federal, city and country clubs in the line of food production.

I am especially happy to come here and meet the people who represent the Retail Dry Goods Association of Michigan. I hope I can be as successful in trying to sell you the idea of gardening as it has been sold in Lansing, as Mr. Knapp has informed you. And I want to pay my tribute right here to the merchant of Lansing. This movement is backed by the Boards of Education and the Superintendent of Schools, but the merchants of the city have helped to make it one of the possible lines of education, rural education, and when I say city gardening, I don't mean the larger cities, but I mean every small town where the people are not actually engaged in production and in the country as well.

But to get back to the restless child in the city. It has been proven that school gardens is one of the best known systems of education; for we have come to this place in education where we believe that an education should fit an individual for a living and gardening teaches the process of earning a living by which about one-third of the people of this country of ours earn their living and by which industry all of the people must live, be fed and clothed.

So I cannot conceive that there is any kind of education for children that is more important than gardening and I want to say here, too, that gardening is the most modern and last thing in the methods of teaching education, because no longer do we have children sit down with a book, but they work the things out actually as they are. We teach them in arithmetic to work out the things that they will have to do on the farm, in the store and in the factory.

To-day in agriculture, all the way through, from the children in the grade school to those in high school and college, we teach agriculture by doing the thing itself, and it is in really doing it that they really know it. So it is a fundamental principle that they do gardening as a real method of education and of knowing agriculture.

City children are educated in several lines, so they may have a chance to choose their life occupation. In cities where the children do not have a chance for gardening, they do not know whether they would like to do it or not. Children in the city should have a chance to know what they would like to do. To-day there are boys and girls who might do a splendid service for their country if they were but given a chance to learn agriculture.

There is a wonderful thing to be learned from science and I want to say that it is not an elementary thing.

Agriculture is one of the greatest sciences. Take for example the little old love-apple of our grandmother's days. I remember how she used to tell us not to eat those little loveapples because they were poison, but to-day we have those splendid large tomatoes which we grow not only in the season, but in the hot houses out of season. This is one of the opportunities of increasing production. In increasing the little apple from that size to the large tomatoes offers wonderful possibilities. I might mention other things that have been cultivated and made to produce more, such as red rock rye and other things. So it is a great industry.

The city child is ignorant about country ways, as a rule, and from an educational viewpoint is as much of a rube. It is as bad to be a city rube as a country one. It is quite as unfortunate for a child in the city not to know where we get our food and clothes as it is for the child in the country not to know how the stores and factories are run. I am a teacher of a Sunday school class and one day I was teaching the story of the Sower. I brought in some wheat (we had about 100 in the class from 10 to 12 years of age) and I said. "Where does our daily bread come from?' and expected an immediate reply, but was disappointed. I said again. "Where does the bread come from?" I thought they would say wheat, but there were only five children out of that 100 who knew what wheat was. And then I said, "Well, where does your bread come from?" and sixty little hands went up with the communication that it came from the baker or the grocer. Then I asked them if their mammas didn't make bread and the other forty said. "Why. mamma makes bread, but she makes it out of flour and the flour comes from the grocer." There were a few little boys who knew the grocer got the flour from the mills. But I said. "What does the miller make the flour out of?" and there were only five who knew that it was made from wheat and they were some boys who happened to be from the country. Do you think that is an unusual thing? I don't.

I heard Mr. Sexton, Superintendent of the Public Schools at Lansing, say at the M. A. C. one morning this week that 30 per cent. of the children in the big ward schools of the city of Lansing had no idea where wool came from. A great many thought it grew. I think it is important that the children know something about gardening.

The next most important thingand it is more important than the others I have spoken of-is this There are some of you here who have boys and girls between the ages of seven and fourteen and I do not need to say to you that this is a danger period and the great danger comes to the city child because for ten weeks in the summertime these children are allowed to run loose. I am not here to advocate taking away any of the labor laws, but I am saying to you that we have got to put something in the place of work for these children.

Our farm adjoins the city of Lansing and also lies along the bank of a stream and I could tell you some heart rending things-I am going to say something that is going to surprise you. You think children like to More children like to work than they do play. It is when they get into the habit of playing that they do not like to work. The boys and girls at that age want to get to work. They can sell papers and cut lawns, but there are not very many jobs that they can do. The average boy and girl wants to do something worth while-a job that is a worth-while job that they can get pay for. That is one reason why gardening is a worth while job for those ten weeks and they will have something to do and will get their salaries. The families are not supposed to use this garden stuff for their food and not pay for it. Occasionally we find that some people want the produce to go into the family amount. Just as parents allow a child to raise a pig or a calf and then sell it and the child gets nothing for it. There are hogs in this world without bristles as well as with them. The proceeds of that garden or raising of animals or any other kind of work that they are interested in should go to the children. I know about this because I paid the boy who lives at our place and takes care of the poultry, 80c per dozen for fresh eggs and I was happy to do it, because it was something worth while. And when I came away last night the little boy was started out on a new The family living on our farm had a large family and it was the envy of our boy that he couldn't milk enough cows because there were too many boys over to the other farmers'. We have a new family in there now and they haven't any children and when I came away last night our boy was glorying in a new milk pail and milk stool and he probably got up at 5 o'clock this morning to do the milking. He is a normal boy and wants to do a job and a job that is worth

I could give you figures on the results of this club work, but you haven't the time for them this morning and I want you to be interested. There are 2,000 boys and girls who are in club work. There are 500 more who raise gardens because of this club work. These 2,500 raised \$30,000 worth of produce last year. Now if some merchant was to come into your town and say that he proposed to do a \$30,000 business that year you would be interested and think he was an asset to the town. And here those 2,500 boys and girls are doing a \$30,-000 business and they make \$10.03 each on an average for their produce or about a dollar a week and this seems good to a great many of the children. One older boy made almost \$400. He raised his produce and peddled it around, which eliminated the problem of transportation. That is a worth while job for these chil-

Last year we had in our town some vocational schools and about 1200 children were taking part in the work. The boys made hammocks. I wonder if any of you know how long it takes

to make those knots in the hammocks. The boys made them because they wanted the hammocks. The girls made these little smocks. The gardening scheme, with these schools. and with the recreation work, decreased juvenile delinquency 61 per cent. last summer in Lansing. I think that is quite an argument for gardening and it is just as true in the smaller town as it is in the city. This is a worth while work. It cuts down crime for children. Very few children are bad just because they want to be bad. They are bad because they haven't anything else to do. The children like to get together in gangs and go off down the river. That is why I happen to know something about the boys and girls from Lansing, because we have a river on our farm.

Now in this gardening plan, they have community clubs, and they have a leader and they get together and look over each others things. It is an incentive to you to come here and compare notes and so it is to the children. In other words, in place of the slum gang, we substitute the garden club and I guess there isn't much question about the desirability of the garden club. From the child's view point it is one of the main things and it is one of the most real things of all and it is this to-day in city and in country, and especially in city, that is educating and up-lifting the children.

We made a canvass of the city of Lansing by the 1919 census and found that only about 10 per cent. of the people of Lansing went to church. We were perfectly horrified until we found that we weren't as bad as in some other cities. We are beginning to realize that one great thing that the world is needing is a little more faith. One of the things that gardening teaches a child is faith. "Sow your seed in sod and trust in God' When the child looks at the seed, he can see nothing that shows the possibilities of the flower or the plant or the corn, but he can take that one simple kernel of corn and drop it into the soil and with the aid of the soil and sunshine and his own little



^{*}Paper read at convention Michigan Retail Dry Goods Association by Mrs. Dora Stockman, of Lansing.



From Coast to Coast

EALERS from Coast to Coast are stocking Boss Work Gloves. They are preparing for the big drive that starts in July.

That's when the National Advertising Campaign begins. Not a flash or a flurry, but the start of a consistent year-after-year policy to sell Boss Gloves to every man and woman, boy and girl in the United States who has work to do. Full page advertisements in a long list of National Publications will show that Boss Gloves are needed:

- -in the home to tend the furnace, sift and carry out ashes, dust, beat rugs, push the lawn mower, black the stove and dozens of other odd jobs.
- -by every man who owns a car, while changing tires, cleaning spark plugs, or making repairs and adjustments.
- -in every shop, factory, and garage, around the farm, and wherever hands need protection against dirt, grease, and minor injuries.

Boss Work Gloves fit comfortably and are easy to slip on and off. They are made by skilled workers-no rough edges; every seam is strongly sewed. They are tough, durable gloves made from fine quality canton flannel. Heavy enough for the most rugged work, yet so flexible that they allow the free feel of a job.

The advertised Boss gloves have three styles of wrist-ribbed, band and gauntlet. Sizes as follows: men's, women's, youths', and children's. Read the names and descriptions of these gloves in the following paragraphs:

- THE BOSS MEEDY—The world's favorite work glove for odd jobs around the house and garden, and all light hand-work.

 Made of the best quality, medium weight canton flannel.
- THE BOSS HEVY—The best bet for all work that requires a strong, wear-resisting glove. Made of the very best quality, heavyweight canton flannel.
- THE BOSS XTRA HEVY—The world's champion heavyweight handwear for rough work. Made of the finest grade of extra heavy canton flannel.
- THE BOSS WALLOPER—This is the super work glove. Strong, flexible and built for rugged work. Made of the highest quality, heaviest weight canton flannel.
- THE BOSS LETHERPOM—Strong gloves for strong work made of heavy, durable canton flannel with tough leather stoutly sewed on the work side of palms, fingers and thumbs.
- THE BOSS JERZY-Warm, sturdy gloves made of highest quality cotton jersey cloth. These are for work and play, and are made in distinctive colors.
- THE BOSS TIKMIT—Big, roomy mittens made of ticking that wears like iron. Made for hand-protection and rough work.
- THE BOSS ELASTO—A flexible, hand-fitting canton flannel work glove made by a patented process in one weight only. This glove will be a big seller.

The Boss line includes highest quality, leather-palm, jersey, ticking, and canton flannel gloves and mittens. Your service to your customers cannot be complete unless you have a good line of Boss Gloves in your stock. Write us for full information and send your jobber's name and address. If he cannot supply you, we will see that your order is filled.

THE BOSS MANUFACTURING CO.

Sales Offices: Kewanee, Ill.—Brooklyn, N. Y.



work and God, he can produce on the ear 600 to 1500 fold and he has learned something; gotten the conception that somewhere, somehow, there is a wonderful power, a great power, that can take a seemingly inanimate thing and bring back to life the hope of the human heart; and so I believe that this is one of the great things from the child's viewpoint.

Now just a word or two from the merchants' viewpoint. I believe you ought to support it just as every citizen ought to support it. But something more seems to be needed of the retailer and that is because you represent public opinion. You are publicity people. Mr. Knapp, Mr. Mills, Mr. Brogan and Mr. Arbaugh opened their windows and gave the children a chance to display their exhibits. They did wonderful work. but that means hundreds of dollars to you men who gave your windows to the children that day. Well, I even believe it was good advertising. Now, I am not a merchant, but I am a consumer and there are plenty of stores in my town I have never gone into and there are lots of other persons who have not. We go to buy the thing we want at the price we want because the men in the stores are the type of people we believe in and I wonder if, after the two days that the people crowded the store windows and that the parents and the children stood around those exhibits in the store windows, I wonder if it wasn't as good advertising as the usual things in the windows on ordinary days.

One other thought. This has been entirely about the city. I want to say one thing more. There was exhibited last year-the Reo sales building opened their rooms-pigs, chickens and rabbits that were grown by people from the country and the children who raised them would show them to the boys and girls in the city. The children from the country also saw that the children from the city could grow things just as well and sometimes better than they could in the country and I watched in the afternoon my son stand and show off some poultry that he was exhibiting. What happened? Respect for the other fellow's job and a working together.

To-day the greatest menace in this country, I believe, is not that we cannot raise enough food, but whether we are going to want to. I see before us the great problem of class organization and hatred. I wonder if it is possible that America is even in the future facing a class war-what Russia is facing to-day. Class organization is necessary. I am glad that you are organized here this morning. I go immediately from this meeting to the Lincoln Club rooms to the organization of farmers of Kent county. The Pomona Grange meets here today. The farmers, the business men, the laboring men-we are all organized and that is right. What are we organized for? We should be organized to pull together. If we are organized to fight one another, we have begun the beginning of the end for America and her teacher.

I remember a very important day in

the history of the M. A. C. The M. A. C. went down to Ann Arbor and won a football victory over the University. That was a most wonderful day, because the University had gainvictories over larger Eastern teams, and this was the first time that the M. A. C. had been able to win over them-and it has been the last time so far. But when they came back the young man who lived at our house said, "Mother, we are going to have supper. We have got to be down town in an hour." And so I got luncheon and we were down in front of the Capitol in an hour with the thousands of others. The merchants had given the boys a quantity of boxes and they hade a huge bonfire and while the fires were blazing in honor of that great victory, many speeches were made. I don't remember any of the speeches but one. That was made by Coach Macklin. One of the old football fans said, "How did you do it? The University has been winning over much larger teams in the East. How did you manage it?" And this is what Mac said, "The M. A. C. didn't have star players, but we had a team and that is how we won the game." In America we have the best merchants the world has ever We have the best mechanics and laboring men the world has ever seen. We have the best business men the world has ever seen. America has the best farmers the world has ever seen. They are star players. but we are all going to play on the team and root for the good old U. S. A. and that will win.

Confesses to Liking for Tradesman.

Aurora, Mo., March 15-The writer has been an ardent admirer of your paper and of its editor, Mr. Stowe, for several years. Not only is the Tradesman invaluable as a trade and commercial journal, but it has material in it each week of genuine worth to any one, whether he is a business man or not.

man or not.

Having been a reader of your paper for a long time, I have a fair idea of the material used.

I am submitting a "line or two" which you may have seen before. If you have, there is no harm done. I think the Tradesman has an unrivaled renutation for originality in the production of the ed reputation for originality in every way, particularly the material sub-mitted on the front cover. I am par-

mitted on the front cover. I am particularly fond of fine poetry.

These two or three lines I noticed on a menu card a day or so ago and at once thought of sending them to the Tradesman. I am a resident of Gwinn, Mich. My father is in the mercantile business there and he, too, is strong for Mr. E. A. Stowe and his valuable paper.

The writer has been with him for

The writer has been with him for the past twelve years. I am touring Southern States with a male quartette

at present.

Clayton Quayle,

Manager Master-singers.

Showing the wisdom of advertising.

The constant drip of water wears away the hardest stone.

The constant gnawing Towser masticates the toughest hone.

ticates the toughest bone.

The constant coming lover carries

off the blushing maid,
And the constant advertiser is the
man who gets the trade.

If you are made of the stuff that wins-it does not matter whether you were born in a hovel or mansionyou will find your opportunity, or make it. You will not be found waiting around for chance or luck to aid

"ECLIPSE" STANDS

Berries, Fruits and Vegetables



These Stands are Steel Sectional Revolving Ball Bearing. Occupy 60 inches floor space—save two-thirds the space now

Manufactured by

The Wellston Manufacturing Co.

WELLSTON, OHIO, U. S. A.



A Table Syrup of the Finest Quality



For use on griddle cakes, waffles, bread, etc., and for home cooking where high-grade syrup is needed.

In Four Sizes No. 1½, No. 2, No. 5 and No. 10

The Franklin Sugar Refining Company PHILADELPHIA

"A Franklin Cane Sugar for every use"

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





Making Good Use of the Prospect List.

Written for the Tradesman.

Now, while the rather quiet days of mid-winter are still with us, is a good time to revise the prospect lists for the coming year.

One of the important lists, of course, is the list of paint prospects. But most dealers have other lists as well—stove prospects, enthusiasts in various lines of amateur sports, back yard gardeners, builders' hardware prospects, and the like.

There are quite a few businesses where these lists are carried simply in the proprietor's head. Information retained in that way is apt, in the press of other business, to get lost or mislaid. In other stores a note book, rather messy from long use, has an indiscriminate jotting of names and addresses, with a few abbreviated particulars.

Personally, I dislike complicated book-keeping. A system, to be effective and worth while in the retail store—and particularly in the small retail store—must be simple, uncomplicated and easy to understand. So with the prospect list.

Nevertheless, I prefer the modern card-index file; although an indexed address book will service the purpose. The card-index has several advantages. Prospects can be classified according to the line of goods in which they are potentially interested. When a prospect is "sold" his card can be transferred to another section of the file, to be resurrected later when he is in line for a repeat order. If a prospect leaves town, you merely have to throw away the card. The card-index list is the easiest to revise, and the least likely to become disordered as a result of changes and interlineations. It is not expensive to install in the first place, when its convenience is considered, and it takes very little work to keep up. The main thing is to have an ample supply of cards in convenient places, so that names and addresses of prospects brought to your notice or that of your salespeople may be jotted down at once and thus kept in mind.

If you keep a prospect list, keep it up; and keep it revised.

This business of going over the prospect list from time to time and eliminating the dead-wood that is bound to accumulate saves money in postage, for one thing. I know large firms that are still mailing stuff to addresses which they must have secured ten or twelve years ago and which are "dead" absolutely so far as business is concerned. With the wholesale house, accurate revision is difficult. But the retailer, particularly in a small community, can keep closely in touch at all times with the list.

As a business getter, I prefer a small, carefully-selected, accurately revised list to a larger and more general list. Thus, some merchants in sending out circulars or other matter by mail take the city directory, and send advertising matter to every address given there. A big proportion of this matter is bound to be wasted. In mail advertising of this sort, the merchant is inclined to use a big list and confine his efforts to a single broadside. It is far better to take a

smaller list of the likeliest prospects and follow them up persistently, sending first a booklet, then a circular, then a printed letter, then an advertising card or another booklet. This constant dropping of the water of adcertising is what inevitably hollows the stone of the prospects obstinacy.

Of course, the advertising must be intelligent, tactful and well-conceived. That goes without saying.

Prospect lists are of two kinds. One is the general list, of people who are not regular customers and whom you would like in a general way to interest in your store and convert into regular patrons. Direct by mail advertising is an excellent method of clinching the business of the man who, for special reasons, may have bought from you once or twice. Try to get the names and addresses of these occasional customers. Then, if, from what you know of them as individuals, they seem likely to make good and permanent customers, put them on your general list, and send them advertising matter from time to time. If you don't get results inside of, say a year, drop them, and take on other prospects. Or you can keep on if you have the persistence.

A year, however, should afford a fair test of the possibilities. This involves sending out advertising matter as often as once a month. One firm some years ago made a practice of sending out a pretty calendar postcard for each month. On the address side, in the space reserved for the message, were a few seasonable hints as to hardware lines. Other firms vary the sort of advertising material send out. One month may be a personal letter, or a mimeographed circular. Next month a printed circular.

BOWSER OIL STORAGE OUTFITS

keep oils without loss, measure accurate quantities. Write for descriptive bulletins.

S. F. Bowser & Co., Inc. Ft. Wayne, Indiana, U. S. A.

Sand Lime Brick

Nothing as Durable Nothing as Fireproof Makes Structures Beautifui 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

DICKINSON'S



SEEDS

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

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

Again, some manufacturer's booklet, with the name and address of the store.

A good thing is to get up a sort of store paper. Nowadays, with the rising price of paper, anything ambitious along this line is apt to run up into money. But a miniature newspaper, comprising four note or invoice-size pages, with a newspaper title and a date-line, is as good an offering as any, and need not cost very much. Make your suggestions catchy and epigrammatic. If you are familiar with the "colyum" stuffs in the big nepwsapers, you can perhaps get up something along that line every month.

With such a paper, use a title that embodies the name of your store. "Wanless Hardware Wheezes" or "Brown's Biffs" or "Kelly's Kale-Savers"—always punch your little sheet full of the personality of your business. By so doing, you get the recipient into the habit of looking for your little paper every month, and in many cases of keeping it from month to month.

The main thing in using the followup is persistence. Keep at it. Give your list an honest try out. Don't shoot off one or two broadsides and then quit cold.

Besides the general list, you have individual prospects—prospects for paint or builders' hardware or stoves or furnaces. Keep the cards for each class separate. Here, even more than in the general list, it pays to get a line on the individual prospect.

To this end, it will be well worth while to take your lists and go over them with your salespeople from time to time. The man you don't know personally beyond a nodding acquaintance may be known to some member of your staff. Have your salespeople swap information regarding individual prospects. This information will be helpful when it comes to actual selling; and will even serve to guide you in putting together the personal letters which it is quite often worth while to send out. For when you consider the size of a paint order, it will pay you to dictate a letter, or even to write one yourself, explaining to some individual just why it pays to paint with the particular brand you handle. The nearer your advertising methods come to direct and individual handling of your prospective customers, the more successful you will be.

You should not make the prospect list a fetich; but you can make it an immense help in securing additional business and adding to your list of regular customers. It is an integral factor in your all-the-year-round business-getting campaign.

Do not rely on mailing-list advertising alone; but work it hand in hand with newspaper advertising and window display, and have your salespeople trained to back up your advertising. See that they know just what you advertise from time to time, and have them trained to give satisfactory service to every customer or prospective customer induced by your mailing list or other advertising to come into the store.

Victor Lauriston.

Proposes a Union of Capital and Labor.

New York, March 22—I thought you would be glad to publish any articles which touch on the relationship between capital and labor and particularly in view of the tremendous economic problems confronting the men of the world in the reconstruction period through which we are now passing. The old order has passed forever. The breaking down of the barrier itself was purely an artificial one and could not stand upon such a weak foundation; weak because it was not founded upon the rock of truth. It was all in the evolutionary progress of men, which is at best a very gradual process. Capital has seen the advantage of educating itself; so has labor. Now let them get together on a basis of mutual understanding and eliminate the trades union and the professional agitator, whose purpose is purely selfish and not in the true interest of either side. Labor must be taught confidence in capital and capital must show by its deeds that it is worthy of it. So with labor. It must, by real industry and a true conception of fair play with capital, be worthy of its constructive power and dignity, bringing consequent happiness, harmony and peace into the heart and home. Strikes which hamper production would be looked upon by both sides as a vicious attempt to retard human progress and would be generally looked upon by the more progressive laborers as an abortive attempt to restore conditions which should be archaic and belong only to a past which had for its hand-maiden poverty and misery, lamentations and regret. The labor union of the future, let us hope and pray, will be known as "capital and labor union," from which will grow a better and happier race of men and from the seeds sown in this garden of sanity and content, the gardener. Education, will produce the flowers of good will and just consideration. This will be far better than tax-burdening armaments which proclaim lack of trust and confidence in one another, the ultimate result of which is misery, grief and poverty to country and individuals—men, women and children.

T. J.

Labor Troubles.

Visitor—"Are you having any trouble to find work for the unemployed here?"

Uncle Eben—"Nope. Our trouble here is to get work out of the employed."



Order at Once For Easter Delivery



No. 20—Brown Titan
Oxford, Copley Last,
Widths B C & D,
Sizes 5 to 11 \$6.00

No. 10—Mahogany horse
Oxford, English Last,
widths C, D & E,
Sizes 6 to 11\$5.00



No. 24—Glazed colt Blucher Oxford Velvet
Last, Rubber Heel,
Widths C, D & E,
Sizes 6 to 11 \$6.00



No. 31—Black Vici Blucher Oxford, Hiker Last, Widths B, C, D & E, Sizes 6 to 11\$6.75

Whitcomb Shoe Co., of Chicago Monroe St. cor. Franklin A M Goetz Proceed Translation

303 W. Monroe St. cor. Franklin CHICAGO

A.M. Goetz, Pres and Treas. F. T. Dustin, Mgr.



Chicago's only shoe house featuring exclusively SMART SHOES FOR MEN.



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.

An Investment Opportunity—Safe and Profitable

WE OFFER FOR SALE

\$50,000 7% Cumulative Preferred Stock and \$50,000 Common Stock paying cash dividends of 3% quarterly and extras. Par value \$10.00 per share. Stock is offered with the proviso that purchase must be half in Preferred and half in Common Stock at par. Dividends are payable quarterly on the first days of January, April, July and October. The Preferred Stock may be redeemed at the option of the Company on the dates and at the prices named below:

January 6, 1923 \$10.45	January 6, 1924 \$10.40
January 6. 1925 10.35	January 6, 1926 10.30
January 6, 1927 10.25	January 6, 1928 10.20
January 6, 1929 10.15	January 6, 1930 10.10
January 6, 1931 10.05	, , , , , , , , , , , , , , , , , , , ,

Stock exempt from property tax under the existing laws of the State of Michigan and dividends exempt from the present Normal Federal Income Tax.

OFFICERS AND DIRECTORS.

- E. A. Stowe, Chairman of Board,
- C. J. Farley, President and General Manager,
- C. S. Simkins, Vice President,
- F. J. Neuman, Treasurer and Credit Manager,
- F. J. Seibel, Secretary and Sales Manager.

The Directors include the above and the following:

Lee M. Hutchins, Treasurer Hazeltine & Perkins Drug Co., R. W. Irwin, President R. W. Irwin Furniture Co.,

G. W. Garfield, Chairman of the Board, G. R. Sav. Bank, Heber A. Knott, Secretary and Treasurer Corl Knott Co., Guy W. Rouse, President Worden Grocer Co.

CAPITALIZATION

(Upon completion of present financing)

7% Cumulative Preferred Stock, par	Authorized	Outstanding	
value \$10.00Common Stock, par value \$10.00	400,000 600,000	\$	300,000 300,000
Total	\$1,000,000	\$	600,000

The following information will indicate to you the excellence of this offering:

HISTORY AND BUSINESS:

This business is the outgrowth of the Wholesale Department of Herpolsheimer Co., established in 1875. In 1902 it was incorporated as the Grand Rapids Dry Goods Company. In 1912 it was re-organized and recently the Authorized Capital Stock has been increased to the amounts shown above.

The Corporation is engaged in the wholesaling of dry goods in Michigan, Indiana, Ohio, etc., and has shown a steady growth. The elements of risk in this business are much less than in most others. This additional offering of stock is made to provide for the enlargement of the business in order to properly serve the merchants in this territory and take care of the growth of the business. In August, 1919, the building which it occupies, known as the Corl Knott Building was purchased and by June 1, 1920, the entire building will be occupied, which will give it as modern an equipment as any in the United States.

PURPOSE OF ISSUE:

All of the proceeds of additional stock sold at this time will be retained in the business and will be used to take care of the phenomenal growth and expansion which it is experiencing at this time.

SECURITY:

The last Balance Sheet of the Company shows that the largest part of its assets are liquid and quick assets, consisting of Accounts Receivable, merchandise, etc., in excess of \$1,250,000, which does not include the replacement cost of the building estimated at \$500,000. The total assets exceed twice the debts. The net equity behind the entire issue of Preferred Stock is more than 2 for 1 and the book value of the Common Stock is in excess of \$12.50 per share, par value of which is \$10. The dividends on the Preferred Stock are cumulative and must be paid before any dividends can be paid on the Common Stock. The dividends on the Common Stock have averaged 12 per cent. per annum during the last five years.

EARNINGS:

The earnings in 1919 were five times the Preferred Stock dividend requirements and over three times the Common Stock dividend requirements. In addition to the cash dividend of 3 per cent. quarterly on the Common Stock, the Common Stockholders will receive any extra dividends declared from earnings.

All legal matters pertaining to this issue have been passed upon by Messrs. Knappen, Uhl & Bryant of this city and the sale of Stock has been approved by the Michigan Securities Commission.

As the books are now closed for dividends payable April 1st, there are no cumulated dividends and subscriptions will be taken at par or \$10.00 per share, for such total of stock as you desire, with the understanding that half must be in Preferred and half in Common Stock.

SPECIAL NOTICE.

As there are many merchants interested in this excellent investment offering and as it is our desire to sell this stock PREFERABLY TO MERCHANTS IN THIS TERRITORY, we reserve the right to accept or reject any or all subscriptions, but of course subscriptions will be given preference as according to the order received. If you desire further information you can use the coupon attached. We would suggest, however, if you are satisfied as to the merits of this offering that you send us your check for such amount of stock as you desire and upon receipt of same we will either send you stock certificates therefor or return your remittance if we cannot accept your subscription.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Exclusively Wholesale

No Retail Connections

Grand Rapids Dry Goods Co., Grand Rapids, Mich. Gentlemen:

Please furnish me with more information regarding the stock of the Grand Rapids Dry Goods Company as an investment.

Name	
Address	
City	

FUTURE MARKETS.

How They Look To Expert Dry Goods Man.*

I hardly know what to say to such a pleasant introduction as this. I remember very well my first call on Mr. Christian. It must have been twenty-seven or twenty-eight years ago. I was quite a property of the control of the cont ago. I was quite a young man at that time and he had only been in that time and he had only been in business in Owosso a few years. I went up there especially to sell him a bill of goods, and I sold him a bill of goods—quite the cheapest bill of goods I ever sold. Mr. Christian has been "skinned" many times in that way and the results are before you. I have some hesitation in appear.

have some hesitation in appearing before a lot of business men, especially following such an orator as Mr. Smith, who has a Statewide reputation, and also following a Professor of the University. I am only a business man, the same as you, and so I will have to apologize to you for not being able to talk as these men talk. However, we will try to get together as business men and see if we can get something out of my ing before a lot of business men, escan get something out of my

The question of the hour which interests all merchants is, Have we reached the end of rising prices? If so, will present prices hold, and for how long, or has inflation over-reached itself and are we approaching a period of deflation? If deflation is at hand, will it be by gradual steps which would be to the interests of all, and during which a good business could be determined.

all, and during which a good business could be done at a profit, or will it be precipitate, brought on by panic, in other words horizontal reduction? In discussing the textile situation, cotton goods so predominate that in a general way I will use the two terms, textiles and cotton goods, indiscriminately. Markets are made and broken by cotton goods.

To a proper understanding of the situation a short price resume of the

and broken by cotton goods.

To a proper understanding of the situation a short price resume of the past might be valuable. Thirty years after the Civil War prices touched their lowest point, a general reaction took place culminating in an advance of about 25 per cent. in 1907. Following the panic in that year, prices reduced sharply, but by 1914, just previous to the war, they had again reached a point about equal to the level of 1907. Early in 1915, after the shock of war, general cotton goods prices were nearly as low as they were in 1896. By the fall of 1915, however, the effect of large bodies of men withdrawn from production, and the demands made by the war for textiles caused rapidly rising prices. The high point in this movement was reached in the spring of 1918, about a year after our entrance into the war. This situation was met by our Government introducing the "price-fixing-by-agreement" plan. This immediately reduced trance into the war. This situation was met by our Government introducing the "price-fixing-by-agreement" plan. This immediately reduced prices. Following the Armistice, cotton goods prices dropped rapidly, touching the low point about March, 1919. As this last drop was purely sentimental and not warranted by an excess of supplies, heavy advances were scored from April last year until February 1 this year. To concrete the situation, a basic fabric like a 64-60 print cloth priced before the war at about 4½ cents advanced in 1918 to 19½ cents, and was reduced by price-fixing to 15½ cents. After the armistice this same cloth was sold as low as 8½ cents and by February 1 of this year touched 23½ cents. As this fabric is basic in many lines of goods which go over the retail counter, you get from its fluctuations something concrete as to what happened to general prices in cotton piece goods as the retailer knows them. It was contended in the spring of 1919 that this fabric cost from 10 to 10½ cents per yard to manufacture. The advances on cotton piece

*Paper read at annual convention Michigan Retail Dry Goods Association by Frederick Stockwell, Vice-President Edson, Moore & Co., Detroit.

goods, however, were much more ex-treme than those that ruled on some other lines of textiles and upon knit

It can not be contended that these prices are warranted by present conditions of costs. They have been brought about by an unprecedented shortage of textiles all over the world and an increasingly active demand, which has, in effect, placed standard textiles on the auction block.

It is interesting to note that prices of textiles are considerably above the price of commodities in general and that this is true both here and in England. The general price level in this country is represented by the figure 238, while the price level on textiles is represented by the figure 335. In England the general price level is represented by the figure 373. It cannot be contended that costs are much—if any—higher on textiles than on general commodities. Costs of raw materials which enter into textile fabrics are not materially advanced beyond the commodity level. Labor and overhead costs are no higher in textiles than in other lines. The inference therefore is that the profits in textiles are larger, and that there is a wider margin between costs and prices in textiles than there is in general commodities. This does not necessarily mean that the individual manufacturer is getting all of this large profit. The yarn manufacturer It is interesting to note that prices manufacturer is getting all of this large profit. The yarn manufacturer makes his profit for the cloth manufacturer buys his yarns and makes a profit on the cloth; the manufacturer, profit on the cloth; the manufacturer, as the retailer and jobber knows him, may buy the cloth and pay a finisher, who makes his profit. This is not true of all lines, but it illustrates one of the complexities entering into a discussion of profits on textiles. The fact that textiles are higher in price than general commodities has been brought about by a greater scarcity, and by almost a total lack of reserve stocks.

The known surplus of any article or commodity governs the price. During the war, and since, there was at all times a known surplus of cotton, wool, wheat, food products, and, in fact, nearly all necessities. This was, and is, the controlling factor in the price. The known surplus above needs makes the price. You are familiar with what happens in the money market when there is only a small ey market when there is only a small reduction in the bank reserves. You reduction in the bank reserves. You can imagine what would happen if there were no bank reserves. Something approaching this condition has been ruling in textiles. Not only are there no reserves, but there is absolute famine. It is fair to presume, therefore, that textiles will continue to rule somewhat higher than general commodities until production approaches somewhat nearer demand, notwithstanding the wide spread between costs and price. And, by the way, any prices which I might name are the manufacturers prices to the jobber. are the

While economists have been writing, during all of 1919, about the decline in Foreign Exchange and the danger to our markets from this fact, no attention was paid to this in merchandising circles until about the first of February, this year. A sharp drop in English exchange at that time seemed to force the situation prominently before everybody. The newspapers at once announced that we inently before everybody. The newspapers at once announced that we had passed the high tide of inflation, that exports were backing up, that a flood of imports were on the way, that falling prices were immediately before us and that the high cost of living would immediately take a sharp drop. There was no difference at all in the conditions of supply and demand, we were still, industrially, very active, labor was being well paid and was willing to spend its money. The drop in foreign exchange, therefore, seems to be the determining factor,

according to these writers, in the immediate future of prices.

mediate future of prices.

Just how the textile business of this country will be affected is hard to define absolutely, but certain known factors lead us logically to the conclusion that the textile price situation in this country will not be directly affected, to any serious extent, by the price of foreign exchange, by the so-called backing up of exports, or by a big increase in our imports. Our exports of cotton goods are less than or ports of cotton goods are less than 6 per cent. of the total exports of this class of merchandise for the world. England's are 64 per cent. Our production of cotton goods in pounds is in round numbers something over 2,000,000,000, while our exports are about 100,000,000 pounds, a matter of 5 per cent. of the total. We consume the 95 per cent. In addition to this, our exportation of cotton consume the 95 per cent. In addition to this, our exportation of cotton goods is principally to South America and far eastern points; where there is no depreciated foreign exchange. As to the importation of textiles to any extent, where are they going to come from?

any extent, where are they going to come from?

England has never exported many goods to the United States, and about the only goods that are coming now are a few fine yarn goods, where raw cotton is a small factor in the cost, and labor is a large factor. Furthermore, England cannot buy our cotton with a 35 per cent. exchange rate against her and export to us heavy cotton goods, which are the kind of goods which make and break markets. In adddition to this, England is enormously busy in her textile centers. Her exports are going up by leaps and bounds, she controls the markets of the world and is supplying all Central Europe with textiles. Remember that while the exchange rate, as between the United States and England is against the latter, England has an enormous advantage in exchange over nearly all the rest of the world and is capitalizing it to the limit. Her mills are sold ahead for months to come at the highest prices ever known, and she has practically no textiles for us. Many buyers from this country are now, and have been, in Europe, figuring that the difference in exchange would permit them to buy goods there, pay the duty and lay the merchandise down in this country at much lower prices than those ruling here. They are confronted in England by the enormous textile activity. in this country at much in this country at much in the country at much in the confronted in England by the enormous textile activity mentioned above. Furthermore the manufacturabove. Furthermore the manufactur-er there is very familiar with the ex-change situation, and where he has any goods to offer, he advances the prices to meet the difference in ex-change. We cannot expect therefore many textiles from England, very from France, none from Germany textiles from England, very few from France, none from Ger-many, Austria or Italy. The textile districts in France are in process of districts in France are in process of re-building, and such fine goods as she can send us have no bearing on our general markets. Germany can-not finance raw material with which

to run her textile plants, and if she could, she needs all the goods she would produce for a long time to come. The exchange situation and exports and imports of textiles apparently cannot in themselves be much of a price factor in this country in the pear future.

were before the war. We have more more men at work war. We have more men at work at higher rates, and production only about two-thirds normal. We need 30 per cent. greater production, and then a lot more production so that a surplus can be built up, before we can be in a position to stabilize prices. In the meantime, labor is well employed and demands merchandise which is not to be had. It does not seem that there is any chance, based on the factor of production and demand alone, to bring about price revisions for a considerable period of time.

Our conclusions up to the present Our conclusions up to the present time are, therefore, that while cotton goods are higher than general commodities, this situation has been brought about by the depletion of all reserves, that there is no chance for materially lower prices in the near future from an increase in imports or a decrease in exports, nor is it reasonable to expect that lower prices can be brought about by the factor of production and demand alone, for a long time to come.

However, should foreign exchanges

a long time to come.

However, should foreign exchange continue to decline or remain at the present level for the long future, it will undoubtedly reduce our exports of general commodities and will cause a large influx of imports. This would naturally produce lower prices, and if there is a reduction in the price level of all commodities, then textiles will be affected to a certain extent. While English exchange has advanced again sharply from the low point of early February, it seems quite sure that it will be at a heavy discount for a long time which will have a tendency to reduce the price level in this country. As we usually anticipate the future, it seems a natural conclusion that there will be irregularities in general prices this summer and fall, and in general, declining prices. It can not be rapid, because there can be no sudden regularities in general prices this summer and fall, and in general, declining prices. It can not be rapid, because there can be no sudden change in exports or imports. In January, our exports were still something over \$200,000,000 in excess of our imports, and a balance in our favor is inevitable for some months to come. Irregularities in price are to be expected when we are at a high price point, but there is no logical basis for the expectation of what might be called a break.

What we call "breaks in the mar-

What we called a break.

What we call "breaks in the market" might be caused by other psychological factors, to-wit; by a complete change in the attitude of the whole buying public. This does not seem to be in sight at the present time. Sears, Roebuck & Co.'s sales for February, which is probably as

Nifty Ties, Stylish Shirts

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Many Articles of Apparel that Men Want

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The Men's Furnishing Goods House of Michigan

Daniel T. Patton & Company

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GRAND RAPIDS

good an index to the general demand as we have at this time, shows one of the largest percentage gains in their history. Breaks might be caused by a broad general public agitation of the whole price situation. This might be brought about by an investigation of manufacturing costs in textile lines by the Federal Trade Board, and the wide-spread advertising of the facts disclosed, which would ensue. It must be kept in mind, however, that a sharp stoppage in demand might result in an agitation which would tend to reduce the production of textiles. A reduction in production brought about by an agitation of this character and not warranted by the fundamental sound conditions of supply and demand, might bring the entirely opposite effect, resulting in higher prices. This was the case in the disturbance and checking of business after the armistice. Present high prices are, in part at least, the result of the six months stagnation in textile lines, following the armistice. Breaks in the market, so-called, good an index to the general demand

stagnation in textile lines, following the armistice.

Breaks in the market, so-called, have been brought about in the past when large distributors or manufacturers with plenty of merchandise to offer, have reduced prices sharply at a time when general conditions warranted lower prices. Current prices have at times been reduced sharply by a future offering of similar goods. We are so prone to anticipate. Stocks of merchandise to offer at lower prices do not seem to be in existence. It is improbable that any textile manufacturer can reduce the price of prominent or branded lines before he is ready to make his offering for the is ready to make his offering for the spring season of 1921. If such offerings were made on a materially lower basis than the present range, it would basis than the present range, it would have a tendency to cause reduction in current prices next fall. Panics and sharp breaking prices in the past have been brought about by overproduction, over-building, over-expansion, over-loaning, or something of that sort—not by under-production. There does not seem to be even a shadow of a panic in sight. It seems clear that we are approaching a period of deflation. It seems logical however, that it will be some time in coming and will extend over a considerable period of time. None of the factors of a panic or break seem to be present.

seem to be present.

Retailers may have some difficulty in translating into terms of retail prices the prices which have been ruling since November and on which ruling since November and on which they are now buying merchandise. Present asking retail prices, generally, do not represent present wholesale prices plus the retailers natural profit. With the price agitation now before the public, and with the expectation of lower prices, which the newspapers hold out to the consumer, retailers who have not kept merchanretailers who have not kept merchandise market at a profit above the present market will have difficulty in advancing their prices. For the time being, at least, it may be difficult to

being, at least, it may be difficult to ask even necessary advances, and this is a serious problem for retailers. The concrete question before us all now is: Should we buy goods for advance delivery? The answer is that we must, or the goods will not be made. We are distributors pure and simple, we do not produce. Our mission and our service is to have the wanted merchandise at the correct time. There are some risks involved, but these risks are the concrete, inevitable part and parcel of the distributor's business which we cannot escape, and is our reason for our business existence. It is our contribution to the economic fabric. Buying for known wants rather than upon expectations of increased business will minimize some of the necessary risks. Contracts for the father. upon expectations of increased business will minimize some of the necessary risks. Contracts for the future being for known need with the speculative feature eliminated as much as possible, and such contracts lived up to, will largely eliminate the danger of breaks and will prepare the way

for an orderly deflation. An orderly deflation and a reduction in the high cost of living will be best for us all in the long run. On many lines offered for advance shipment, there are no risks, as they are lines on which the market conditions are definitely settled for a complete season. The number of lines on which risks must be taken on market conditions is comparatively small. Future market conditions are not the distributor's most serious problem, provided his turnover is a correct one based on stock carried.

Just what are the expected condi-

carried.

Just what are the expected conditions on various lines of cotton goods, and should we buy them for immediate or future? Bleached and brown cottons—buy from day to day. The grey cloth market is fluctuating to some extent and these goods might be a little lower between now and June. Irregularities only, no breaks. In wide sheetings there is famine. Buy them wherever you can get what In wide sheetings there is famine. Buy them wherever you can get what you want. Ginghams and colored yarn woven goods, buy them wherever they are to be had. They are quite the scarcest thing in the market, are in big demand, and the consumer gets value for his money.

The percale situation is interesting. Ordinarily prices for fall would have

The percale situation is interesting. Ordinarily prices for fall would have been made before this. The manufacturers, however, apparently do not wish to name prices for fall until they are sure of the grey cloth market, and therefore, sure that their prices will carry through. An 80 square four-yard print cloth which finished and printed becomes a Manchester Cambric, has sold in the open market at 32½ cents. The finished product,

will carry through. An 80 square four-yard print cloth which finished and printed becomes a Manchester Cambric, has sold in the open market at 32½ cents. The finished product, 37½ cents to 38½ cents, a spread between the finished product and the grey cloth of 5 to 6 cents per yard, against a 2 cent spread before the war. When you receive prices on percales for fall delivery you will know that the manufacturer feels sure that he has a settled market, and these figures will give you a concrete idea of what that market is.

Serges and needed dress goods should be bought, as dress goods stocks are light everywhere, and there is going to be a bigger over-the-counter demand for these goods owing to the high prices of ready to wear. Silks seem very high, based on an inflated price of raw silk, and it would not be surprising to see somewhat lower prices. In linens there is absolute famine, and prices will be higher. Knit goods, hosiery and underwear, have been much lower in price than other cotton goods up to the present time. The recent advances in hosiery indicate that hosiery is now well up to the general textile price level. There seems to be no indications or expectations of lower prices. Underwear has been sold for fall on a very low basis. The prices ruling now are much higher.

Staple ready-to-wear will follow the conditions which rule in ginghams and percales. Outing flannels are over-priced, but as they are made on the same looms that make ginghams it is not natural to expect the gingham manufacturer with the demand which he is experiencing, to take his looms off ginghams and put them on outing flannels. The quantity of outing flannels being made is therefore limited. Cotton blankets are priced on a much lower basis than other napped fabrics, only \$1 per pound, which is less than the price of a four-yard sheeting. Wool finished or woolnap cotton blankets, particularly in plaids, have been and will be in very short supply. A few concrete things like this may be of interest and value to you.

During the next fe

value to you.

During the next few years the volume of business in dollars of retailers will be increasing. We are not going to fall back to the pre-war basis. With some disturbances and irregularities it seems logical to expect that we are going to have many pect that we are going to have many years of prosperous business ahead of us. There will be a normal de-

mand for merchandise in the reasonably near future. Yardage and doz-ens are going to again be normal per ens are going to again be normal per capita. Prices are going be much higher than during the pre-war times, probably above the low point touched in the spring of 1919. This will be at least twice the before-war price. A normal per capita demand, at prices twice or more above pre-war times, will mean that overteened dress. twice or more above pre-war times, will mean that every sound dry goods business will be in volume double or more the pre-war figures. This will mean reduced percentage expenses and larger net profits than were shown in the pre-war days.



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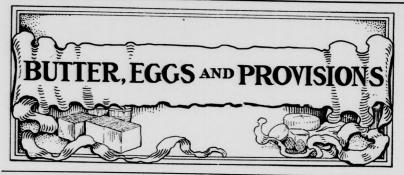
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Those readers of the Tradesman who wish to take advantage of the present subscription price have only six days left in which to pay up to date and also secure a yearly advance subscription at the \$2 rate, if desired.

For the sake of regularity, we prefer that remittances be made in sums of \$2 or multiples thereof.

No one can say we have not given him ample opportunity to square accounts and pay a year ahead at the old rate, because mention of the change has been published in every issue of the Tradesman for two months.

> TRADESMAN COMPANY **GRAND RAPIDS**



Michigan Poultry, Butter and Egg Asso-

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

Vice-Freshell - Market - Vice-Freshell - Market - D. A. Bent-ley, Saginaw. Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Canning Salmon at Bellingham, Wash. Written for the Tradesman.

During last summer, while on a trip to relatives in the Northwest, I spent part of a very interesting day watching the canning of salmon in the immense plant of the Pacific American Fisheries Co., at Bellingham, Wash. This concern owns many large ocean-going steamers which make regular trips to Alaska, bringing down cargoes of cases of canned salmon from their different plants in Alaska; as well as many other boats used in the transporting of the fish netted in the waters nearer

A person might form the idea that the actual canning of the fish might be a messy, rather unclean process. Not at all. After watching the interesting work from where the freshly caught fish are brought in, single file, in a narrow shallow trough, with a belt in the bottom continually travelling from the huge scows filled with salmon, into the immense workrooms, and seeing the different processes until they are sealed in the labeled cans ready for the shelves of the corner grocery, my liking for canned Columbia river and Alaska salmon, is just as intense as before.

The heavy plank floors in the buildings where the initial processes are carried on are, of necessity, of a state varying from damp to puddles of water, and one must use some discretion where he steps, but there is scarcely any litter or offal except directly around the "Iron Chink." refuse of every sort is cleaned out daily and carried by boats to a reducing plant on an island some miles distant, being there converted into a high grade fertilizer.

The fish come into the building in a narrow trough, wherein they travel singly on a moving belt in the bottom of the trough. A man stands beside this moving procession and with a short pike he sorts out the different kinds as all salmon do not look alike to this man who, with an experience due to long training, picks out instantly an occasional "Red Boy," or "Humpy," or "Spring," leaving the main line of "Sockeye," or whatever brand may be in predominance in the present "catch," to continue their way to the "Iron Chink."

Formerly Chinamen, or as they are largely called on the Pacific coast, "Chink," were employed in large num-

bers to do the initial work of cutting off heads, tails, fins, etc., and slitting the fish and removing entrails, but now all this work is done by a very ingenious machine which has been dubbed the "Iron Chink." The fish go from this machine to a row of men at a long, narrow bench, with constantly running water before them, who quickly remove scraps of flesh fins, etc., which has been missed by the "Iron Chink." From here the fish go to still another set of cleaners and washers and they are fed into a gang slicing machine which cuts each fish accurately into sections of exact height to fit into the tin cans-the sections of fish being fitted into these cans at unbelievable speed by a row of girls. The filled cans move forward on a traveling belt to a wonderful little weighing machine which, at the rate of 70 cans per minute, weighs the cans automatically. This machine rejects any can which may be under the required weight, shoving such cans onto a separate belt to be returned and refilled, while the cans of full weight travel on to another marvelously ingenious machine which automatically drops a tin cap or "end" onto the top of each can. Without solder it turns the edge of the can over the cap and at the same time by a vacuum process draws the air from the can, shoving the cans out in rows of about four feet, all hermetically sealed. These four-foot rows of cans now pass automatically through a washing machine from whence they are pushed out onto flat frames about four feet square, one frame being placed above another by a couple of brawny men standing in opposite sides, until the pile is perhaps three feet high. This heavy pile rests on trucks which in turn rest on a small railway track, along which each pile is pushed by two men into the cooking room. The cookers are huge circu-

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Genuine Buckwheat Flour Graham and Corn Meal

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EGGS CHEESE

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

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GRAND RAPIDS, MICHIGAN

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Wholesale Potatoes, Onions Correspondence Solicited

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

Always Maintaining

A policy founded on modern methods with service as the paramount feature has brought to us success. Your order with us for

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

OUR NEAREST BRANCH WILL SERVE YOU

lar steel boilers, lying on their side and capable of holding three of the truck loads mentioned, each of the long row of boilers being provided with its own little railway. As each boiler is filled the huge door or end of the cylinder is dropped by machinery, clamped tightly, steam is turned on and the cooking goes on for something over an hour. The boilers are then opened, the trucks of hot cooked salmon pulled out, pushed to a long washing trough where each frame of cans is placed on a traveling railway which carries them through a hot washing compound, thence through a rinsing bath and thence into another building where they are stacked in piles perhaps four feet high. As you stand by these piles of frames of gradually cooling cans you hear a constant pop-pop-pop, caused by the contracting of the metal tops of the cans as they cool. After a stated period, a workman goes over each separate rack tapping the top of each can with a tiny hammer, his trained ear detecting instantly by the sound any can which through some defect is not perfectly air tight. The speed with which this tapping is done amazes one, being much faster than a person could count. The cans, now thoroughly cooled, are passed through a bath of gasoline or similar fluid. thence in long rows through a machine which gives each can a coating of a quick-drying lacquer, thence along a railway which delivers the cans dry enough to either pack into cases direct or to be taken to the labeling room, where they are labeled as we find them at every corner grocery in our broad land.

In my hurried description I have mentioned the work as a single "line" of workers from start to finish. A person would wonder where all the cans would go from even a single line of workers such as I have described but, when working to its full capacity. I am told this immense plant has worked as many as 18 lines. While I have been here, on a single day the concern handled and canned seventy thousand salmon. The fish would average seven pounds each which means 490 thousand pounds or 425 tons of fish, and on that day they worked some eight lines of workers. Some fish! J. B. Barlow.

Give Them the Facts.

At the recent annual convention of the National Poultry, Butter and Egg Association, J. J. Farrell said:

"The Federal Trade Commission, in the past year or two, without naming anybody, has been investigating some industries in this country and has said they are a monopoly to some degree and that they should have some measure of control by the federal government. Whether this is true or not, I do not know. But, they did, in recommending this legislation, say they were a monopoly to some ex-

"Now, I have never heard of the person who ever dared assume that this great industry, the dairy business of this country, the second largest in the country, had a demerit or that it was a monopoly in any phase, whether in the field of production, manufacture or distribution. There are millions of people engaged in the production of these dairy products. There are tens of thousands engaged in the distribution of dairy products in the various cities of our country. The country has been doing and is doing one of the greatest services to the public. In speaking of this business, those engaged in the distribution of foods and these perishable products, I know of no other class of goods that is so legitimately handled, as are the products that you are interested in. The government has cast reflections upon you men, and they said, and some are saying still, that you are the unnecessary evil between the producer and the final consumer.

'The point is that you have been so busy expediting your business in the transportation of these most perishable products that you have given very little attention to what the public is saying or thinking. You may have a moment's time to read the headlines that you are the unnecessary link in the business.

"Now, I believe, to remedy this evil, you as distributors must take into consideration the people who are producing these goods. You must impress upon the producers of this country that you are a necessary link. When people want to get one gang into political office they give no assurance as to the gang they want to put in. That is the situation here. And this committee for whom I speak representing every phase of the dairy industry and the dairy products in this country, have gotten together for the sole purpose of telling the legislative powers the truth about this industry. We shall compile the facts and place them on record and show to the law makers of the country that there is no other industry handling perishable products that works the year around and on such a small margin of profit as you do in this business. I believe it will be an eye-opener. It will wake them up to the real service you are performing."

Earn money before you spend it.

FLY SWATTERS

GIVE THEM TO YOUR CUSTOMERS FOR HEALTH'S SAKE. "TRADE BOOSTERS" HOUSEWIVES GLAD TO GET THEM. MADE OF HIGH GRADE WIRE-TAPE BOUND. YOUR NAME ON HANDLE IN BOLD TYPE. 250-\$10; 500-\$17.50. F. O. B. Factory. Cash with order. FRED E. BUTTON, 298 SUN BUILDING, DETROIT.





WE ARE HEADQUARTERS WHOLESALE

Fruits and Vegetables

Right Prices Prompt Service Courteous Treatment

Vinkemulder Company **GRAND RAPIDS MICHIGAN**

"Bel-Car-Mo"

Quality Guaranteed



Ask your Jobber

Here's Peanut Butter that will build trade and repeat many times. Its delicious taste and wholesome food value make it a valuable product tor you to recommend your best trade.



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



and Most Convenient Egg Carrier In Existence



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

Where Suggestion Helps to Boost Sales.

Written for the Tradesman.

Talking with a housewife not long ago, we happened to mention a certain busy, affable hardware clerk.

"I'll always feel grateful to him," said the woman, "for one thing. He sold me a food chopper when I tried to buy a chopping knife."

The clerk was a junior then. It was all of ten years ago. The woman went in and asked for a double chopping knife; retailing, in those easy days, for about 20 cents. The clerk hadn't such a thing in stock. "What you want," he said, "is a food chopper." He showed one, screwed it to the edge of the counter, showed how it worked, and sold it—\$1.75 sale where a careless and indifferent young fellow might have turned the customer away for lack of the 20-cent article asked for.

That is suggestion. It is a big factor in successful salesmanship. The salesman who, lacking the article in stock, has something to offer not "just as good" but better—the salesman who, having sold one article, interests the customer in something else he has not asked for—is practicing suggestion.

Now, I don't mean that the salesman should take hold of a weakminded and easily influenced customer and sell him by sheer loquacity something that he neither needs nor wants. That has been done, and has been called salesmanship. But it isn't. Behind the ultimate sale, and a result of the ultimate sale, there must be lasting satisfaction—as in the specific case I have cited.

Often the sale of a comparatively small article may be made the starting point for a good line of suggestive salesmanship. To illustrate the point, here are some instances connected with the sale of ordinary garden seeds—handled in practically all hardware stores, but regarded by many dealers as a purely negligible line.

A couple of years ago when the "Greater Production" campaign was in full swing, a purchaser bought a package of lettuce seed. He explained with a grin that he always wanted something green in the spring, but that he hadn't any time for gardening

Now, an ordinary dub clerk would say, "Gardening is a nuisance, I'll say it!" or something equally brilliant. But the clerk remarked that quite a bit of stuff could be raised off a very small patch. Lettuce, and radishes, carrots, beets, string beans. Lots of people were doing it that particular year in the cause of greater production.

The upshot of the suggestion was that he sold about 75 cents worth of seed where the original sale had been just one package.

In another case a man stopped and fingered the seed packets in the box. He explained that he liked gardening but hadn't time for it now; besides, he was keeping chickens. The clerk got into a chat with him on the subject of poultry raising. It appeared the man was one of these hopeful amateurs who are constantly rushing into the game, without much

practical knowledge of it; and his birds weren't thriving. "Oyster shell and grit," suggested the clerk. "And disinfect and whitewash the coop." He sold the oyster shell and grit, and the whitewash brush, and the bottle of odorous commercial disinfectant; and has got repeat orders from that particular customer ever since.

The salesman who watches for cues of this sort can often make help-ful suggestions—suggestions that will help the customer solve his problems, and that will help the store to make added sales. Suggestions should, of course, be made tactfully.

The box of garden seeds in itself presents numberless opportunities for suggestion. It can be developed into comprehensive back-yard garden campaign-with incidental appeal to the farm housewife who finds her little kitchen garden very helpful. True, the grocer, the druggist and the seed merchant all handle seeds; but the hardware dealer is in as good position as any of his competitors to make money out of them. His profits will come, however, less from the seed packets themselves, than from the articles which can be suggested and sold to seed purchasers.

To begin with, the salesman can suggest other seeds in addition to those primarily asked for. That is one line for suggestion to take. Every now and then there is some new vegetable introduced; and there are others for which there is little call. Push these less popular vegetables.

Then, successful gardening cannot be carried on without proper tools. To begin with, the back yard gardener must have a spade, a hoe and a rake. The spade and the rake are necessary anyway for keeping the front yard in shape. If the customer has one or two of the needful articles, sell him the others—or at least suggest them. Point out how much better results he will get with the full equipment, and emphasize the long years of service he will get out of good tools.

Later in the season the back yard gardener will need lawn hose. This is necessary for both the lawn and the garden. It saves carrying water. Suppose you have a call for 50 feet of lawn hose. You sell it, with the incidental nozzle-and let it go at that? Why not sell a hose reel? The hose reel adds to the life of the hose, which is a good selling point. Also, it enables the user to handle the hose with a minimum of dirt and inconvenience. Then, a special spray that will water the garden while the gardener sits on his porch and smokes his pipe is another labor saver. The sale of the one article gives the hardware salesman the opportunity to suggest the other; and tactful suggestion will quite often sell the other article as well. If not at the immediate moment, at least the customer is started in that direction, so that quite often the sale is made eventually.

The profitlessness of the back yard garden is an aincient theme for jest. The greater production movement demonstrated that the backyard garden, intelligently handled, could be made to pay good dividends, as well as providing healthful exercise.

One reason for this traditional unproductiveness is the lack of proper tools and sufficiently frequent cultivation. Another is the failure of the average backyard gardener to renew the soil. Here is an opportunity for the hardware dealer who handles commercial fertilizers to push his product. Of course in that line the big sales count; but the little sales are also worth while, and a lot of little sales can be made to people who take pride in their gardening and who want their lawns and flower beds to look attractive.

Early in the season—the earlier the better—a window display should be used to push the sale of amateur gardening lines. Show your seeds, your garden tools, garden hose, and other accessories. You can give such a display an added touch by sprouting some seeds in a shallow box. This little touch of green is a good bit of suggestion.

One retailer pulled off quite a successful stunt by offering a prize of flower or vegetable seeds in a school children's contest. He planted one of each kind of seed in a box. When they had all come up, he advertised a prize of a dozen packets of seed to the first child giving a correct list of all the different plants growing in the box. The box itself was put in the window with a card "Watch This Box" followed by later cards explaining the contest. The contest was also advertised in the regular newspaper space, and in handbills distrib-

uted to the children as they came out of school. Naturally, the youngsters talked up the contest and the store, so that the stunt proved first class advertising.

Meanwhile, the seed box and its possibilities will serve to ilustrate and emphasize the possibilities of suggestion. The same principle can be applied to many other lines in the hardware store. Victor Lauriston.

Small and steady gains give competency with tranquillity of mind.

The John Seven Co. Grand Rapids, Michigan

Wholesale

Paints and Wall Paper

Distributors: Benj. Moore's Paints, Muresco and Varnishes

The J. B. Pearce Co.'s Wall Papers
Columbus Architechural and
Automobile Varnishes

WHOLESALE ONLY



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

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.

Although we have more than doubled our capacity, the increased demand for New Way equipment is still greatly in excess of our production.

To insure against disappointment, we urge those merchants who contemplate late Summer and early Fall installations, to anticipate their requirements now if possible.

We published a similar warning last Fall, and while many merchants anticipated their wants as a result of this warning, there were some who met with disappointments because of failure to place orders well in advance.

GRAND RAPIDS SHOW CASE COMPANY GRAND RAPIDS, MICHIGAN

Branch Factory: LUTKE MANUFACTURING COMPANY, Portland, Oregon

NEW YORK
1465 Broadway at 42nd St.

KANSAS CITY
606-607-608 Ridge Bldg.

CHICAGO
215 S. Market St.

DALLAS
DALLAS
HONOLULU, HAWAII
Harrison Bldg.

Licensed Canadian Manufacturers: JONES BROS. & CO., Ltd., Toronto, Canada



Grand Council of Michigan U. C. T. Grand Counselor—C. C. Starkweather,

Grand Junior Counselor—H. D. Ran-ney, Saginaw. Grand Secretary—Maurice Heuman, Jackson. Grand Treasurer—Lou J. Burch, of De-Grand Conductor-A. W. Stevenson,

Grand Page—H. D. Bullen, Lansing. Grand Sentinel—George E. Kelly, Kala-mazoo.

Ought We to Eliminate the Middle-

Ought We to Eliminate the Middleman?

Grandville, March 23—Some there are who say this not only ought to be done, but that it can be done to the benefit of the public in general.

To this statement we are disposed to take exception. In the first place, we do not believe the middleman can be eliminated from the business process of the Nation; in the second place, even if he could be driven out, we contend that it would be a suicidal policy to adopt, suicidal for both the producer and consumer, who cannot co-operate and carry on the business of the country with the retail dealer out of the transaction.

Many years' residence on a farm convinced the writer that the store-keeper—the often derided middleman, if you please—fills a position in the business world which cannot be abolished without disaster to the whole economic condition of society.

More than once did the country cross-roads store man demonstrate his usefulness to the embryo farmer. On dozens of occasions easily called to mind one farmer at least found Mr. Middleman not only his friend, but a benefactor as well. Without his friendly advice and good cheer one farmer would have gone to the wall, disgusted, disheartened and wholly at a loss how to make good at the new business undertaken when health had failed and the man of the soil was as near down and out as a human can be and not die in a slough of despair.

A man without credit has no business to essay the role of either store-keeper or farmer. Credit is oftimes better than money. What indeed would the farmer do with all the inland towns of the State gone busted because of the elimination of the middleman?

As social centers these small villages dotting Michigan are worth more to the isolated toiler of the soil

dleman?
As social centers these small villages dotting Michigan are worth more to the isolated toiler of the soil than many imagine. A thrifty, growing railroad village, with its well stocked stores and small manufacturing plants, has an attraction not inconsiderable to the dwellers on our farms and no amount of argument can convince them that the middlemen who have built up these trading points are a detriment to the community. munity.

Our best farmers are not at enmity with the middlemen of the towns. They realize as no one else can the valuable asset this nearby village is to the value of farm property.

Farm values are doubly enhanced if, instead of being in an isolated district, they are within easy communication with a thriving village, said village being made thriving by the middlemen who inhabit it. These men are buyers and consumers whom the rural gentry are pleased to meet on terms of equality and business friendliness

To eliminate the middleman, who is

so often held up to the public gaze as a profiteer and gouger of low degree, would destroy half the thriving towns of Michigan, leaving a barren waste in spots now occupied by contented, happy folks, where churches, schools and various social conditions prevail.

The farmers who patronize mail order houses do their little mite towards eliminating the nearby middleman to enhance the profits of another at a greater distance, thereby casting a stone into the machinery of home industry, and doing much to spoil their own neighborhood to the depletion of their own farm values.

The middlemen of our home towns

The middlemen of our home towns

The middlemen of our home towns are, however, discounting this damage to a considerable extent, and will in the long run show the farmer that it is for his interest to do the most of his trading at home.

Without the middleman all rural dealings would be through the medium of the postoffice department. Every purchase would be at long range, with no chance to see the goods before purchasing. The social center on the railroad would be gone, since no town can survive without industries and stores.

Saturday nights, when farmers and their families gather at the stores or at the lecture halls to be entertained with high class productions, and where friends meet to pass a kindly word of cheer, this idea of knocking the small town in the head isn't appreciated and, consequently, will never be carried into execution

preciated and, consequently, will never be carried into execution. The death to the small town would

prove a dear experiment and the sooner the country people get over the notion of abolishing said town the better for all concerned.

Dealing directly with the consumer means the certain destruction of

Dealing directly with the consumer means the certain destruction of thriving Michigan villages, means deterioration of farm property prices, the going back to the lonely days of the pioneer life for every farmer's family which the sober second thought of our intelligent argiculturalists will never consent to.

Michigan is proud of her magnificent cities which throb with life and enterprise, but she is also equally proud of the small towns dotting her countryside from the Indiana line to the Straits of Mackinac. When the farmers of our great State take into consideration the fact that these smaller towns are as much a necessary equipment for the prosecution of business life as are the cities then sary equipment for the prosecution of business life as are the cities then will this clatter about "eliminating the middleman," cease to be heard. Old Timer.

Back From the Land of Sunshine. Tampa, Fla., March 20—Kindly change my address from Tampa, Fla., change my address from Tampa, Fla., to Corunna, as we shall start for home March 27, after spending a most delightful winter in this land of sunshine. We have divided our time between Tampa and St. Petersburg, both of which are beautiful places. We found the Florida people very courteous and hospitable and we can live here as cheaply is in the North live here as cheaply is in the North. I am glad to say I have not missed a copy of your splendid paper and it was to me more interesting than ever, as it brought news of the North.

J. D. Royce.

Make no haste to be rich, if you would prosper.

SIDNEY ELEVATORS

Sidney Elevator Mnfg. Co., Sidney, Ohio

Boston Straight and Trans Michigan Cigars

H. VAN EENENAAM & BRO., Makers ZEELAND, MICH.

CODY HOTEL

RATES \\ \frac{\$1 \text{ without bath}}{\$1.50 \text{ up with bath}}

CAFETERIA IN CONNECTION



Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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



Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST



Rebuilt Cash Register Co.

122 North Washington Ave. Saginaw, Mich.

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

BARLOW BROS. Grand Rapids, Ask about our way

COMPUTING SCALES AT BARGAIN PRICES

Slightly used grocers and butchers scales tless than one-half the price of new ones. Scales repaired and adjusted.

W. J. KLING, 843Sigsbee St. Grand Rapids, Mich.

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

Muskegon :-: Michigan

When Service Difficulties Arise

Occasionally your telephone rings and there is no one on the line when you answer.

This may be due to several causes:

- 1. Operator (not your operator) may have been in error, or there may have been "trouble" on the line.
- 2. You may have been slow in answering, and the person calling, having grown tired of waiting, has hung up.
- 3. The calling person for some reason may have replaced the receiver on the hook without waiting for a response.

In any of these cases your operator by her "Excuse it, please," expresses the Company's regret for the inconvenience.

MICHIGAN STATE TELEPHONE CO.



The Rising Tide of Common Sense.

Grandville, March 23—Regulation of prices through Government commissions has proved a dead failure. The old law of supply and demand still holds the boards, resisting all efforts to thrust it aside.

still holds the boards, resisting all efforts to thrust it aside.

Such being the case, what must be thought of those men who seek to prolong the anxieties of consumers by suggesting this and that commission to investigate prices and profiteering at a large expense to the tapayers of the country?

There is no use talking, this country is bound to work out its own sale

try is bound to work out its own salvation in its own way, and the more the dads of National legislation get together and prescribe this and that cure for National ills along the line of high prices, the worse the tangle will become.

We have heard the threat that un-

less certain bills are put through state legislatures and the Congress of the United States, farmers will bolt, lay down on the job, as it were, and refuse to continue raising necessaries of life for the consumption of urban dwellers.

There is really no cause for alarm on that score, as the farmer has his own wellbeing at stake, and will do the very best that is in him to raise abundant crops such as go to make up the menu of city dining tables. There'll be no slackers among the rural population while the sunshine of high prices continues to reign.

There may be a few farmers made of such stern stuff as to crucify themof such stern stuff as to crucity themselves in order to wreak a fitting punishment on their traducers in towns and cities. As a rule, the American agriculturist knows on which side his bread is buttered. In the nature of things he cannot belong to a labor union—lucky for us all that he cannot —and he is going to continue working —and he is going to continue working at the old stand to bring about good things needed in his own household, despite all the prophesies to the con-

No doubt the lack of sufficient workers for the farm is sadly felt, but it is not likely that this want is to be more strongly in evidence during the present year than it was in the last, and we must acknowledge that there has been an abundance of foodstuffs for us all. We shall not starve, whatever the outcome.

Farming is now the best proposi-

Farming is now the best proposi-tion in the business world. Instead of less producers there will be in the near future a considerable increase in their number, so that the American man has an assurance that whatever ills may in the future assail him, lack of sufficient nourishment is not to be

of sufficient nourishment is not to be one of them.

The great law of supply and demand is bound to have its innings after the numerous investigating committees have filled their briefs and themselves gone into the oblivion predestined for such useless organizations.

Supply and demand has ever been the regulating power behind the throne of high or low prices. This is shown very emphatically in the labor world. The demand for labor has been great, the supply small, consequently prices in this commodity have soared.

That there will be a slump in wages at no distant future need not be ar-

at no distant future need not be argued. After our foreign brothers, who lost so terribly of bone, muscle and producing power, regain their old time swing in the labor and business world, wage, factory and food prices must come down. Wages may never

world, wage, factory and rooth prices must come down. Wages may never touch the low level before the war, but to-day's conditions are too abnormal to be either wholesome or desirable for the body politic.

In the nature of things the old rule that demand regulates the supply, and that the two regulate each other, must again hold the reins in America, whatever politicians, producers and consumers may say in the subject. That farming has been handicapped by lack of labor we all know; that this is to continue very long in the future is not to be supposed.

Americans are quick to accomodate They subjected themselves to all sorts of rabid and ignorant dictation during the period of the world war, and since its close have been held in the grip of imperialism until the chains begin to chafe. The President's autocratic reign is about over, thanks to a rising tide of common sense that is sweeping over the land from one

is sweeping over the land from one end to the other.

Congress having rejected the league of nations treaty without reservations, that uncanny and noisome article of faith or faithfulness goes to the Presi dent. Should he continue his dog-inthe manger policy and refuse his assent to a modification of the original articles, then on his head rests the

sent to a modification of the original articles, then on his head rests the fearful consequences.

With labor and foodstuffs gradually regulating themselves; with the return of sane thought and the knowledge that it is useless for the Washington authorities to buck against the inevitable law of supely and depend

ington authorities to buck against the inevitable law of supply and demand, there seems to be a relaxing of the strain which has so long held our people in a clutch of steel.

Nature and nature's god appear to be asserting themselves in the solving of many so-called problems which have tortured the biggest minds of the Nation and made the schemes of crafty politicians pale into insignificance beside the greater questions of the hour.

As supply and demand once more As supply and demand once more resume sway, the petty plans of peanut political hacks will diminish until nothing but the stench of the remains are left to remind the public of what has gone before.

The numerous investigating committees that have been access into

mittees that have been nosing into the privacy of the American home will, of necessity, be called back to other, and legitimate duties to the betterment of all concerned.

Old Timer.

Dry Goods Merchants Espouse Mutual Insurance.

Lansing, March 23—Another personal letter regarding fire insurance. Are you carrying all the insurance you should? Do some of your policies expire in the near future? Have you read in the Michigan Tradesman the addresses that were made at the Grand Rapids convention regarding this insurance? Are you aware that we added 71,000 more insurance at the convention and, as a result, have written policies for fourteen more of written policies for fourteen more of our members?

written policies for fourteen more of our members?
Did you carefully read the little folder which we sent you a few days ago, giving the report of our company for the last year? Would you like to have us send you some more application blanks for policies? Are you fully aware that the shoe dealers and hardware dealers save from 33 to 55 per cent. of their insurance cost by insuring with their own mutual companies?

If you can answer all of these ques-If you can answer all of these questions satisfactorily and have confidence in your company, why not send in some of your insurance just as soon as it is needed? I quote from the remarks of F. E. Mills of Lansing, made at the Grand Rapids convention. Mr. Mills is one of our directors and has given the matter some very serious thought and attention:

thought and attention:

"There is more to fire insurance than the most of us are aware. Mutual companies, with their strong reserves and years of usefulness, have as good a record as stock companies. as good a record as stock companies. Bear in mind that you are not liable for a number of assessments. If the worst should happen, only one assessment, equivalent to one annual premium would be required, and failures of mutual companies do not hap-pen any oftener than with stock com-

"So long as our company selects their risks with great care, refuses those when there is any doubt, keeps the larger risks well covered with reinsurance, and have their risks widely distributed, we are going to have a low rate. A large part of the ex-

pense of operating old line insurance companies is in commissions and expenses for settling losses, both of which under our plan can be reduced to a minimum. With the safeguards which we have put around this company, with the splendid showings, from the figures which are before us, and their prospects, we can well afford to give them a liberal amount of our insurance. And with the r cost of merchandise I believe most of us should add to the insurance we are now carrying.

"Plate glass insurance rates have recently almost trebled. Fire insurance rates are advancing. We are all compelled to carry more insurance than formerly. The overhead expenses on every store is coming to be a serious problem. The subject of mutual fire insurance should receive a more serious consideration. or mutual fire insurance should receive a more serious consideration from us than it has in the past. You will not sign your name on the dotted line and purchase merchandise for your counter if you can buy, for perhaps three quarters or half the money, other merchandise which is satisfactory. Why not treat the matter of insurance in the same way."

The substantial growth of the Grand Rapids Merchants Mutual Fire Insurance Co. should not be retarded by indifference or lack of information

regarding their own company. Please

ask questions freely.
Jason E. Hammond, Manager.

The Boy Knew Her.

The North American Indians were being discussed in a rural school, when the teacher asked if any one could tell her what the leader of a tribe was generally called.
"Chief," answered a bright little

girl at the head of the class.

"Correct," answered the teacher.

"Now can any of you tell me what the women were called?"

There was silence for a minute or two, and then a small boy's hand was

"Well, Andrew?" asked the teacher. "Mischief!" the boy answered.

When you are not having many visits from customers, take your list of possible buyers and see what you can do to stimulate their interest.

The certain measure of the height to which you are going to attain in business life is the mark you set. You will never get above that.

A Canadian Government Obligation to Net Almost 7%

We offer and recommend our participation in:

\$12,000,000

Canadian Northern Railway

Five and One-Half Per Cent Gold Notes

The Dominion of Canada

Guarantees Principal and Interest by Endorsement

\$6,000,000 due December 1, 1922 \$6,000,000 due December 1, 1924

Principal and interest payable in gold in New York at the Agency of The Canadian Bank of Commerce

Interest payable June 1 and December 1. In coupon form of \$1,000 with provision for registration of principal. Authorized and Issued, \$12,000,000. Dated December 1, 1919. Callable as a whole, or in amounts of not less than \$500,000 by lot, at 101 and interest on any interest date on 60 days' notice. The Company agrees to pay the United States Normal Income Tax up to 2% if exemption is not claimed by the noteholder.

United States Mortgage & Trust Company, New York, Trustee.

The Canadian Northern Railway is owned by the Government of the Dominion of Canada through acquisition of its capital stock under authority of Acts of the Dominion Parliament

NOTES DUE DECEMBER 1, 1922, 96.64 and interest NOTES DUE DECEMBER 1, 1924, 94.50 and interest

TO NET 6.90%

HOWE, SNOW, CORRIGAN & BERTLES

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

Items From the Cloverland of Mich-

Sault Ste. Marie, March 23—Our big snow banks have been simmering down at a rapid pace for the past week, but the first robin has not as yet made his appearance. It gives us the spring fever to hear of robins and meadowlarks roaming at large below the Straits.

the spring fever to hear of robins and meadowlarks roaming at large below the Straits.

The ferry Algoma expects to start on her regular trips between the two Soos sometime next week, as the ice bridge is getting less popular and unsafe. With the quarantine lifted, the merchants look forward to increasing business with our Canadian friends.

Detour is looking forward to a little boom of its own during the coming spring. The Konlel Mill has started up and many repairs are being made. Mr. Konlel reports enough work ahead to keep the mill in operation all season. The Valley Coal Co. and the Detour Dock Co. are extending their docks and making extensive repairs. McDonald & McSpadden is the new firm that are going to open a movie house, known as the Joy theater. The Catholics are erecting a new \$20,000 church, Thos Newell and Robert Newell will open a hardware store and garage under the firm name of Newell Bros. A new meat market is also one of the assured additionals, so that Detour will surely be on the map as she never was before.

William Fleetham, one of our big

ditionals, so that Detour will surely be on the map as she never was before.

William Fleetham, one of our big jewelers, pulled off his 50th milestone on St. Patrick's day in'a fitting manner. Tripping the light fantastic was the order of the evening. The cutting of Bill's large birthday cake brought forth some eloquent oratory. He also sprung a surprise on Chester Moran, one of the guests, who leaves shortly for Boston to reside, after spending many years here. Nelson Hall made the presentation speech, presenting Mr. Moran with a token of esteem in which he is held by his friends. The address brought forth many tears among the friends assembled who regretted his removal to the big city. It was in the wee hours when the party broke up, after extending congratulations to the host for another fifty as pleasant as the years previous.

years previous.

James Smith, representing Swift & Co.'s butterine department, was a business visitor here last week. He was accompanied by his bride of three weeks, this being her first trip to the Soo. They have arranged to spend a week in this territory during the summer and take in some of the many side trips in this beautiful resort district.

There is no such thing as the big-

many side trips in this beautiful resort district.

There is no such thing as the biggest half, in spite of the fact that most people want it.

The interior of the old Sprague candy kitchen is being completely remodeled and everything made in readiness to open up in the near future a first class lunch room. The new proprietor, James Briskas, states that it will be known as the Virginia lunch room.

Passmore & Pauquin, the well-known shoe merchants, are having their up-to-date store redecorated to be ready for the spring opening.

It is just about gotten so in this country that the only way to get a man to help harvest the crop is to give him a mortgage on the farm.

William G. Tapert.

Sparks From the Electric City.

Muskegon, March 23—I have been requested to report the news of Muskegon for the coming year and, as your kind readers have put up with my scribblings before, they will have to make the best of it for the coming year.

Muskegon Council convened at 2 p. m. Saturday, March 20, and the following were accepted and initiated in-

Samuel Lipman, Muskegon Hide &

Rendering Co. W. W. Richards, representing hem-

George Sorenson, National Grocer

Co. William F. Lyon, Aero Co., of To-

ledo. Wm. Fant, Fant Monument Co., of

ledo.

Wm. Fant, Fant Monument Co., of Grand Haven.

Thos. Budge, Sinclair Oil Co.

A. Van Wyck Carpenter, Hume Grocer Co.

Henry B. Taylor, McMullen Machinery Co., of Grand Rapids.

Sam Levine, representing himself.

After the initiation, our genial Senior Counselor declared a recess and the members enjoyed a lunch prepared by our old-time friends, Jay Lyons and Herman Anderson, and there is no one who can give you a larger dish of ice cream than Herman Anderson. For proof we will refer you to Charles Oviatt.

When everyone declared he had all he could eat, our Senior Counselor called the meeting to order and election of officers for the ensuing year was held. The following were elected:

Senior Counselor—Nick Luloffs. Past Senior Counselor—Char Senior Counselor - Charles

Oviatt.
Conductor—Henry Frost.
Secretary and Treasurer—Herman

Secretary and Treasurer—Herman Anderson.
Page—George Sorenson.
Sentinel—B. E. Dayrell.
Executive Committee—J. Peters, M. Steiner, F. Anderson, E. P. Monroe.
The lodge voted to purchase Harold Foote a Past Counselor's charm to show our appreciation for his service while being our Secretary for the past

while being our Secretary for the past

while being our Secretary for the past-nine years.

The J. C. Penney Co., which con-ducts 297 stores through the country, is opening a store at 14 West Western avenue. It handles a general line of dry goods, selling at retail.

John Vanderzyl, who conducted a grocery store for many years at 17 Pine street, has accepted a position with the Steindler Paper Co. as city salesman.

with the Steindler Paper Co. as city salesman.

Mr. and Mrs. Wm. J. Carl, the pioneer merchant of Muskegon Heights, is spending a few weeks in

Florida.
S. R. Parsons, of Muskegon Heights has purchased the dry goods stock of Giroux & Hodson and will add it to his own stock. Mr. Parsons has demonstrated what success can be obtained by hard work and sticking strictly to business.
The Atlantic and Pacific Tea Co. is opening its first store in Muskegon at 101 Pine street.
We are informed that a fire drill

opening its first store in Musicol. 101 Pine street.

We are informed that a fire drill was held at the Shelby Hotel, at Shelby, at about midnight and after a few of our members, namely Harold Foote Ernest Welton and Herman Anderson, entered the lobby in their bare feet, they were informed it was only a drill. That is the time a fellow needs a friend.

a drill. That is the needs a friend.

The writer's home telephone number is 6934. He will be glad to receive news for this column.

Milton Steindler.

Recent Transactions in Local Bankruptcy Court.

Grand Rapids, March 23—In the matter of Samuel Tennebaum, the first meeting was held for the purpose of considering the compromise offer of the bankrupt before adjudication. Compromise not accepted and bankrupt filed consent to adjudication in lieu thereof. Adjudication made on March 19, and the first meeting called for April 2. Hearing on sale of the assets, consisting of ladies' ready-towear clothing, is called for April 2, at 2 p. m.

In the matter of Peter Dornbos, the final meeting of creditors was held herein, and adjourned for the examination of the bankrupt relative to concealment of assets, and the same having been considered, the referee made findings showing that there was no cause of action against the bankrupt. Made order for distribution, payment of a final dividend of 11 per cent. to general creditors (preferred creditors paid in full) and administration expenses paid. Meeting adjourned for twenty days, at which time the estate will be closed.

In the matter of Ernest M. Strouse, a hearing on sale was called for April 5. In the matter of Andrew Rickse, an voluntary petition was filed and adjudication made March 16. No meeting has as yet been called. The schedules of the bankrupt show total liabilities of \$821.12,

assets aggregating \$250, all of which is claimed as exempt. Following is a list of creditors:

Dr. Southwick, Grand Rapids ... \$21,50
Dr. Kriekard, Grand Rapids ... \$23,00
Dr. Dales, Grand Rapids ... \$3,00
Dr. Sevensma, Grand Rapids ... \$3,00
Dr. Sevensma, Grand Rapids ... \$3,00
Dr. Sevensma, Grand Rapids ... \$5,00
Dr. Sevensma, Grand Rapids ... \$6,00
Dr. Sevensma, Grand Rapids ... \$5,50
Jrie Chadwick, Grand Rapids ... \$5,50
A. Kuikjain, Grand Rapids ... \$5,50
Herpolsheimer Co., Grand Rapids ... \$40,00
Benjamin, Clothers, Grand Rapids ... \$40,0

The Michigan Board of Pharmacy.

One hundred and eight applicants for registration-105 men and three women-presented themselves at the meeting of the Michigan Board of Pharmacy at Grand Rapids last week. This is the largest class the Board has had to deal with for the past five years. The class at Detroit in January numbered 45. Only four members of the Board were present at the meeting, the term of Mr. Snyder, of Detroit, having expired Dec. 31, 1919. It is reported that Governor Sleeper is awaiting the time when some resident of Bad Axe will become of age, every available resident of that town—the home town of the Governor-having already received some appointment at the hands of the chief executive.

The next meeting of the Board is scheduled to be held in Detroit in June. The Detroit meetings have

been held at the Hotel Tuller for several years, but previous arrangements for the space ordinarily occupied will preclude the location of the next meeting at the Tuller. In case no other suitable location can be secured, the June examination session will probably be held in the new chemical laboratory at Ann Arbor

Ruling Against Combination Sugar Sales Now.

Sugar Sales Now.

St. Johns, March 23—We are enclosing an advertisement clipped from our local paper, where sugar is offered in combination sale. We have used this scheme off and on in the past ourselves and have found it quite effective, but have understood there is a law against combination sales where sugar is offered as an attraction. In fact, we had a clipping a short time ago from the State Journal, where it had been decided unlawful to sell sugar this way. Especial attention was directed to the Conrad-Cole Co., a mail order house in Chicago.

Conrad-Cole Co., a mail order house in Chicago.

Now we claim if it is unlawful for one person it is for another, but what we wish to know is, just what is the law on this proposition. We write you, knowing that you are in a position to get us this information better than anyone else and possibly it would be well to publish the law, if there is such a one, in the Tradesman that other merchants may profit by that other merchants may profit by it. Grocer.

Our correspondent evidently has in mind the ruling promulgated by the Food Control which was in effect during the war and several months thereafter. During the time the ruling was in force combination sales were unlawful and several mail order houses which violated the ruling were houses which violated the ruling were put out of business. At present there is no governmental interdict on the

THE NEW HOME OF

ARCTIC

ICE-CREAM

Is of Particular Interest to Every Drug Store, Candy Store and Confectioner

BECAUSE:

Combined with a superior quality of ice cream you will enjoy for the first time a superior kind of delivery service-a superior quality of factory co-operation.

Just what we mean by that we will explain to you in person. Drop us a line or telephone us and our repreentative will call and very soon convince you that you should serve your customers with Arctic Ice Cream.

Within twenty-four hours after you have started serving Arctic Ice Cream you will agree with your most discriminating customers that

"Better Ice Cream Cannot Be Made."

Ripe, luscious fruits, pure cream and the finest grade cane sugar are the only ingredients that will be used in making Arctic Ice Cream.

Of course, there will also be Vanilla, Chocolate, Maple, Walnut, Bisque-in fact, all tempting flavors

Call and see what a wonderful building your favorite ice cream is made in-one of the cleanest, finest, most modern ice cream plants in the world. Unlimited supply of raw material

ARCTIC ICE CREAM CO., Grand Rapids

The Non-Poisonous Fly Destroyer e United States Public Health Service advises: rsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

How About Your Soda Fountain?

DO YOU NEED-

Soda Fountains Carbonators Tables, Chairs Fixtures Steam Tables Coffee Urns Elec. Drink Mixers Malted Milk Dispensers Gas Gauges, Connections Ice Cream Cabinets Perculators Water Filters Ice Crushers, Freezers Water Coolers Ice Cream Sandwich Machines Show Cases, Display Racks

Dishers Shakers Spoons Glassware Vortex Service Indestructo Silver Service Milapaco Service Paper Cups Soda Holders Straw Dispensers Tumbler Rinsers Spoon Holders Chocolate Pots Lemon Squeezers Dispensers Clothing Silverware

Fruits, Syrups, Extracts, Accessories, Cones, Pails, Malted Milk, Cocoa, Rock Candy Syrup, Corn Syrup, Grape Juice, Root Beer, Green River, Coca Cola, Orange Crush, Loganberry Juice, Applju.

Mail orders given our best attention. Shipments made promptly.

PIPER COMPANY Soda Fountain Supplies

408-16 E. South St.

KALAMAZOO, MICH.

INSECTICIDES

Corona, Sherwin Williams, Ansbacher THE QUALITY BRANDS

This is the season at which to make your purchases of the quick deaths to insect pests such as-

Paris Green Tuber Tonic Insecto Arsenic

Dry Fungi Bordo. Calcium Arsenate Fish Oil

Sulphur

Arsenate Lead Lime and Sulphur Rose Nicotine

Blue Vitriol Lime and Sulphur Solution

We can price these goods by the ton or carload.

Hazeltine & Perkins Drug Co. Grand Rapids, Michigan

Current

rket the day of issue.

Wholes	ale Drug Price
Prices quoted are	nominal, based on mar
Acids Goric (Powd.)17½@ 25 Goric (Xtal)17½@ 25 Larbolic	Almonds, Sweet, imitation 85@1 Amber, crude 3 00@3
arbolic 30@ 34	Amber, rectified 3 50@3
itric 1 25@1 35 Iuriatic 314@ 5	Bergamont 8 00@8
litric 10@ 15	Cassia 1 75@2 Cassia 4 50@4
ulphuric 3½@ 5	Castor 2 25@2 Cedar Leaf 3 25@2
Cartaric92@1 00	Citronella 1 25@1
Ammonia	Cocoanut 5 00@5
Vater, 26 deg 12@ 20 Vater, 18 deg 10@ 17	Cod Liver 4 75@5 Croton 2 25@2
Vater, 14 deg 9@ 16	Cotton Seed 2 35@2
Chloride (Gran) 20@ 30	Cubebs 12 00@12
Balsams	Hemlock pure 2 0002
Copaiba 1 00@1 20	Juniper Berries
Cir (Canada) 2 50@2 75 Cir (Oregon) 50@ 75	Juniper Wood 3 50@3
eru 8 00@8 25	Lard, extra 2 15@2
701u 2 50@2 75	Lavender Flow 15 00@15
Barks	Lavender Gar'n 1 75@2 Lemon 3 00@3
Cassia (Saigon) 90@1 00	Linseed boiled bbl. @2
Sassafras (pow. 70c) @ 65 Soap Cut (powd.)	Linseed raw bbl. @2
40c 30@ 55	Mustard, true, oz. @2
Berries	Mustard, artifil, oz. @1
Cubeb 1 90@2 00 Pish 90@1 00 Uniper 10@ 20 Prickley Ash @ 30	Linseed raw less 2 16@2 Mustard, true, oz. @2 Mustard, artifil, oz. @1 Neatsfoot
uniper 10@ 20	Olive, Malaga, yellow 3 75@4
Prickley Ash @ 30	Olive, Malaga,
icorice 60@ 65	Orange, Sweet 10 50@10
icorice powd. 1 20@1 25	Origanum, pure @2 Origanum, com'l 1 00@1
Flowers	Pennyroyal 3 00@3
Arnica 75@ 80	Rose, pure 24 00@25
Chamomile (Ger.) 80@1 00 Chamomile Rom 60@ 75	Rosemary Flows 2 00@2 Sandalwood, E.
Gums	I 15 00@15 Sassafras true 3 00@3
Acacia, 1st 60@ 65	Sassafras, arti'l 1 50@1
Acacia, 2nd 55@ 60	Spearmint 17 50@17 Sperm 2 40@2
Extracts 60	Tansy 9 00@9
Aloes (Barb Pow) 30@ 40 Aloes Cape Pow) 30@ 35	Turpentine, bbls. @2 3
Aloes (Soc Pow) 1 40@1 50	Turpentine, less 2 40@2 Wintergreen, tr. 12 00@12 Wintergreen sweet
Pow @7 50	Wintergreen sweet
Jamphor 4 25@4 30 Juaiac @2 00	birch 9 00@9
Juaiac, powdered @2 00	12 00@12 Wintergreen, sweet birch 9 00@9 Wintergreen art 1 20@1 Wormseed 8 50@8 Wormwood 16 00@16
Kino, powdered @1 00	Wormwood 16 00@16
Myrrh @1 40 Myrrh, Pow @1 50	Potassium
Opium 10 00@10 40	Bicarbonate 55@
Huaiac, powdered	Bromide 1 05@1
Shellac Bleached 2 15@2 25	Carbonate 92@1 Chlorate, gran'r 48@
Fragacanth 6 50@7 25	Chlorate, xtal or
ragacanth powd. @5 00 Furpentine 35@ 40	Cyanide 271/2 @
Impaction des	Iodide 3 85@4 Permanganate 80@1
Argenie 18@ 25	Trussiate, yellow dott
Rlue Vitriol bbl. @ 10	Prussiate, red 1 85@2 Sulphate@
Blue Vitriol, less 11@ 16 Bordeaux Mix Dry 18@ 38	
Hellebore, White	Alkanot 2.75@4
Insect Powder 90@1 40	Alkanet 3 75@4 Blood, powdered 60@
Lead Arsenate Po 30@ 50 Lime and Sulphur	Calamus 60@1 Elecampane, pwd, 22@
Dry 1072 @ 20	Gentian, powd. 27½@ Ginger, African,
	powdered 29@
Ice Cream Arctic Ice Cream Co.	Ginger, Jamaica 40@ Ginger, Jamaica,
Bulk. Vanilla 1 25	powdered 45@ Goldenseal, pow. 8 50@
Bulk, Chocolate 1 35	Ipecac, powd 4 75@

Lime and Sulphur Dry 10½@ 25 Paris Green 46@ 56	Elecampane, pwd. 22@ : Gentian, powd. 27½@ :	25
Dry 10½@ 25	Gentian, powd, 271/0	3:
Paris Green 46@ 56	Ginger, African.	
	powdered 29@	36
Ice Cream	Ginger, African, powdered	4
Arctic Ice Cream Co.	Ginger, Jamaica.	-
	powdered 45@	5(
Bulk, Vanilla 1 25	Goldenseal, pow. 8 50@8	80
Bulk, Chocolate 1 35 Bulk, Caramel 1 45	Inecae nowd 4 75(0)5	
Bulk, Caramel 1 45	Licorice, powd. 35@ Licorice, powd. 40@ Orris, powdered 40@ Poke, powdered 40@	41
Bulk, Grape-Nut 1 35	Licorice powd 40@	5
Bulk, Strawberry 1 35	Orris powdered 40@	4
Bulk, Tutti Fruiti 1 35 Brick, Vanilla 1 40	Poke powdered 40@	4
Brick, Vanilla 1 40	Rhuharh @3	0
Brick, Chocolate 1 40		7
Brick, Caramel 1 60	Rosinwood, powd. 30@	3
Brick, Caramel 1 60 Brick, Strawberry 1 60	Sarsaparilla, Hond.	0
Brick, Eutti Fruiti 1 60	ground 1 25@1	A
	ground 1 25@1 Sarsaparilla Mexican,	T
Piper Ice Cream Co.	ground mexicall,	8
Bulk, Vanilla 1 10	Squille 3500	4
Bulk, Chocolate 1 20		7
Bulk, Caramel 1 20	Tumeric, powd. 25@	3
Bulk, Grape-Nut 1 20	Valerian, powd. @2	
Bulk, Strawberry 1 30	valerian, powd. W2	0
Bulk, Strawberry 1 30 Bulk, Tutti Fruiti 1 30 Brick, Vanilla 1 20	Seeds	
Brick, Vanilla 1 20		
Brick Chocolate 1 60		4
Brick, Caramel 1 60	Anise, powdered 40@	4
Brick, Caramel 1 60 Brick, Strawberry 1 60 Brick, Tutti Fruiti 1 60	Bird, 1s 13@	1
Brick, Tutti Fruiti 1 60	Canary 15@	23
Brick any combinat'n 1 60	Caraway, Po35 28@	3
	Cardamon 2 25@2	5
Leaves		6
	Coriander bowd 30 4472 W	2
Buchu, powdered @4 25	Dill 25@ Fennell 30@	3
Sage, bulk 67@ 70	Fennell 30@	4
Sage. 14 loose 72@ 78	Flax 14@	1
Sage, bulk 67@ 70 Sage, ¼ loose 72@ 78 Sage, powdered 55@ 60	Flax, ground 14@	1
Sage, powdered 55@ 60	Foenugreek pow. 10@	2
Senna, Alex 1 40@1 50	Foenugreek pow. 10@ Hemp 12½@ Lobelia 1 75@2	1
Senna, Tinn 30@ 35 Senna, Tinn. pow. 35@ 40	Lobelia 1 75@2	0
Ilva Ursi 25@ 30	Mustard, vellow45@	9
Uva Ursi 25@ 30	Mustard, black 36@	4
	Ponny @1	0

Brick, Chocolate 1 00	A
Brick, Caramel 1 60	Anise, powdered 40@ 45
Brick, Strawberry 1 60	Bird, 1s 13@ 19
Brick, Tutti Fruiti 1 60	Canary 15@ 20
Brick any combinat'n 1 60	Caraway, Po35 28@ 30
Brick any combinat in 1 00	Cardamon 2 25@2 50
	Celery, powd65 57@ 60
Leaves	
Buchu @4 00	
Buchu, powdered @4 25	Dill 25@ 30
Buchu, powdered 670 70	Fennell 30@ 40
Sage, bulk 67@ 70	Flax 14@ 18
Sage, ¼ loose 72@ 78	Flax, ground 14@ 18
Sage, powdered 55@ 60	Foenugreek pow. 10@ 20
Senna, Alex 1 40@1 50	Hemp 12½@ 18 Lobelia 1 75@2 00
Senna, Tinn 30@ 35	Lobelia 1 75@2 00
Senna, Tinn. pow. 35@ 40	Mustard, yellow45@ 50
Uva Ursi 25@ 30	
014 0121 22222	
011-	Poppy 01 00 Quince 1 50@1 75
Oils	Quince 1 50@1 75
Almonds, Bitter,	Rape 15@ 20
true 16 00@16 25	Sabadilla @ 35
Almonds Bitter	Sabadilla, powd. 30@ 35
Almonds, Bitter, artificial 2 50@2 75	Sunflower 15@ 20
Almonda Sweet	Worm American 45@ 50
Almonds, Sweet, true 1 75@2 00	Worm Levant 1 65@1 75
true 1 75@2 00	World Devante 1 00 gr 10

Tinctures	
Aconite Aloes Arnica Asafoetida Belladonna	@1 70
Aloes	@1 20
Arnica	@1 50
Asafoetida	@3 90
Belladonna	@1 40
Benzoin	@1 89
Benzoin Compo'd	@3 00
Buchu Cantharadies	@2 70
Cantharadies	@2 90
Cansicum	@1 95
Cardamon	@1 50
Cardamon, Comp.	@1 35
Cinchona	@1 80
Colchicum	@2 40
Cubebs	@2 60
Digitalis	@1 60
Catechu Cinchona Colchicum Cubebs Digitalis Gentian Ginger	@1 20
Guaiac, Ammon.	@2 65
Guaiac, Ammon.	@2 40
Iodine Iodine, Colorless Iron, clo. Kino Myrrh	@1 50
Iodine, Colorless	@2 00
Iron, clo	@1 45
Kino	@1 35
Myrrh	@2 25
Nux Vomica	@1 95
Opium	@4 50
Opium Opium, Camph. Opium, Deodorz'd	@1 25
Opium, Deodorz'd	@4 50
Rhubarb	@1 80
Paints	

Lead, red dry 151/2@	16
Lead, white dry 151/2@	16
Lead, white oil 151/2@	16
Ochre, yellow bbl. @ Ochre, yellow less 2½@	2
Ochre, yellow less 21/2@	5
Putty 5@	8
Red Venet'n Am. 21/2@	
Red Venet'n Eng. 300	6
Vermillion, Amer. 25@	30
Whiting, bbl @	23/4
Whiting 31/2 @	10
L. H. P. Prep. 3 75@	1 00

	Putty 50 Red Venet'n Am. 2½0 Red Venet'n Eng. 30 Vermillion, Amer. 250 Vermillion, bbl. 02 Whiting 3½0 L. H. P. Prep. 3 7504	8
	Red Venet'n Am. 21/2@	5
	Red Venet'n Eng. 3@	6
	Vermillion, Amer. 25@	30
	Whiting, bbl @ 2	3/4
	Whiting 31/2 @	3/4 10
•	L. H. P. Prep. 3 75@4	00
		-
	Miscellaneous	
	Acetanalid 75@ Alum 16@	90
,	Alum 16@	20
,	ground 17@	20
)	Bismuth, Subni-	
)	trate 3 50@3	80
,	Borax xtal or	
	powdered 10% a	15
	Cantharades, po 2 25@6 Calomel 2 14@2	50
	Calomel 2 14@2	16
,	Cangianim 996a	45
	Carmine 7 25@7	60
5	Cassia Buds 50@	60
)	Cloves bid	75 15
	Chalk Prepared 13@	15
	Chalk Precipitated 12@	15
)	Chloroform 45@	
)	Chalk Precipitated 12@ Chloroform 45@ Chloral Hydrate 1 70@2	55 10
)	Cocaine 13 60@14	05
)	Cocoa Butter 65@	75
5	Chloral Hydrate 1 70@2 Cocaine 13 60@14 Cocoa Butter 65@ Corks, list, less 50%. Copperas, bbls. @ Copperas, less 34@ Copperas, powd. 4½@ Coprosive Sublm 1 95@2 Cream Tartar 70@ Cuttlebone 90@1 Dextrine 9@	-
	Copperas, bbls. @	03
5	Copperas, less 34@	8
)	Copperas, powd. 41/60	10
0	Corrosive Sublm 1 95@2	00
0	Cream Tartar 700	75
5 0 5	Cuttlebone 90@1	00
0	Dextrine 90 Dover's Powder 5 75@6	15
5	Dover's Powder 5 75@6	00
	Emery All Nos 100	15
	Emery, All Nos. 10@ Emery, Powdered 8@	10
1	Cream Tartar 70@ Cuttlebone 90@1 Destrine 9@ Dover's Powder 5 75@6 Emery, All Nos. 10@ Emery Powdered 8@ Epsom Salts, bbls @04 Ergot 36 Ergot 26	3/4
5	Epsom Salts, less 5@	10
	Ergot @6	25
0	Ergot. Powdered @6	50
5	Flake White 15@	20
5	Epsom Saits, less 5@ Ergot, Powdered @6 Ergot, Powdered @6 Flake White 15@ Formaldehyde, lb. 67@ Gelatine 155@1 Glassware, less 50%. Glassware, full case 58 Glauber Salts, bbl. @ 2 Glauber Salts, bbl. @ 2 Glauber Salts less 3½@ Glue, Brown 21@ Glue, Brown Grd. 19@ Glue, White 35@ Glue, White Grd. 35@ Glycerine 31@	$\frac{20}{70}$
6	Gelatine 1 55@1	75
5	Glassware, less 50%.	
0	Glassware, full case 58	%.
0	Glauber Salts, bbl. @ 2	1/2
ŏ	Glauber Salts less 31/2@	8
0	Glue, Brown 21@	30
0	Glue, Brown Grd. 19@	25
0	Glue, White 35@ Glue, White Grd. 35@ Glycerine 31@	40
5	Glue, White Grd. 35@	40
5	Glycerine 31@	45
0	Hops 85@1	00
5 5	Hops \$5@1 Iodine 5 45@5 Iodoform 6 50@6	70
5		80
0	Lead, Acetate 20@	30
0	Lyconodium 2 00@2	25
	Mace 85(a)	90
0	Mace, Powdered 95@1 Menthol 18 00@18 Morphine 11 95@12	00
0	Menthol 18 00@18	20
0	Morphine 11 95@12	35
0 0	Nux vomica (a)	30 30
0	Nux Vomica, pow. 20@	30
	Pepper black pow. 37@	40
	Pepper, white @	50
0	Pitch, Burgundy @	15
15	Quassia 12@	15 72
9	Quinine 1 22@1	72
9	Quassia 12@ Quinine 1 22@1 Rochelle Salts 53@	60
0.	Saccharine@	40
0	Salt Peter 20@	30
0	Seidlitz Mixture 40@	45
5	Soap, green 22½@	30
5	Soan more castile 22% (d)	25
10		
18	case@17	00
18	Soap, white castile	0=
20	case	10
18	Soda Ash 3% @ Soda Bicarbonate 3½ @	10
00	Soua Dicarbonate 3/200	10

GROCERY PRICE CURRENT

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

ADVANCED

AMMONIA Arctic Brand	
12 oz. 16c, 2 doz. box 2 1 16 oz. 25c, 1 doz. box 1 1 32 oz. 40c, 1 doz. box 2 5 Moore's Household Bran 12 oz., 2 doz. to case 2 7	d
AXLE GREASE	
THE PARTY OF THE P	1
1/2 (1462) 25 (3)	
MICA AXLE GREASE Standard Oil Co	
Sadiodio Oil Co	
25 lb. pails, per doz. 18 8	0
BAKED GOODS Loose-Wiles Brands	
Krispy Crackers 18 L. W. Soda Crackers 16 L. W. Butter Crackers . 18	3
Fig Sni Bar 25	
Honey Girl Iced 26	
Vanilla Wafer 40 Subject to quantity discount.	1
BLUING Jennings' Condensed Pearl	1
Small, 3 doz. box 2 55 Large, 2 doz. box 2 70	1
BREAKFAST FOODS Cracked Wheat, 24-2 4 60 Cream of Wheat	(
Cracked Wheat, 24-2 4 60 Cream of Wheat 9 00 Grape-Nuts 3 80 Pillsbury's Best Cer'l 2 90 Quaker Puffed Rice 5 60 Quaker Puffed Wheat 4 30 Quaker Brkfst Biscuit 1 90 Quaker Corn Flakes 3 35 Ralston Purina 4 00	H
Quaker Brist Biscuit 1 90 Quaker Corn Flakes 3 35 Ralston Purina 4 00 Ralston Branzos 2 20 Ralston Food, large 3 60	0
Ralston Purina 4 00 Ralston Branzos 2 20 Ralston Food, large 3 60 Ralston Food, small 2 60 Saxon Wheat Food 5 11 Shred Wheat Biscuit 4 50 Priscuit 18 2 25	P
	G
Kellogg's Brands Toasted Corn Flakes 4 20 Toasted Corn Flakes	v
Krumbles	V
Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 No. 1412, doz. 1 80 Bran 2 60	N
No. 1412, doz 1 80 Bran 3 60 BROOMS	R
Standard Parlor 23 lb. 5 75 Fancy Parlor, 23 lb 8 00 Ex. Fancy Parlor 25 lb. 9 50 Ex. Fey. Parlor 26 lb. 10 00	Pi
Ex. Fcy. Parlor 26 lb. 10 00 BRUSHES	D
Solid Back, 8 in 1 50	Ca
Stove	Ca
No. 1	H
No. 1 90 No. 2 1 25 No. 3 2 00	Du
BUTTER COLOR Dandelion, 25c size 2 00 Perfection, per doz 1 30	Sta
CANDLES Paraffine, 6s 15	No
Paraffine, 12s 16 Wicking 40	No

CANNED GOODS

3 lb. Standards

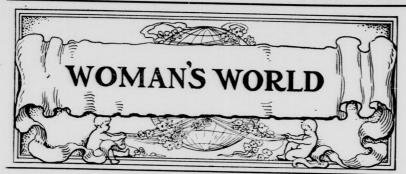
CI	ED	DECLINED
	Blackberries 3 lb. Standards	. CHEESE
2 1 2 1	70 No. 10 @13 0	9 Brick 30 Wisconsin Flats 31 Longhorn 37 New York 33
an 2	d Brown Beauty, No. 2 1 3	New York 33 Michigan Full Cream 30
-	Fremont No. 2 1 b	CHEWING GUM
	Van Camp, ½ lb. 7 Van Camp, 1 lb. 12 Van Camp, 1½ lb. 16 Van Camp, 2 lb. 18 Beans—Canned	Beeman's Pepsin 70
	Van Camp. 2 lb 1 80 Beans—Canned	Doublemint 70
5	Red Kidney . 1 35@1 45 String . 1 35@2 77 Wax . 1 35@2 77 Lima . 1 20@2 35 Red	5 Adams Black Jack 70 5 Beeman's Pepsin 70 6 Beechnut 80 6 Doublemint 70 6 Flag Spruce 70 7 Juicy Fruit 70 7 Spearmint, Wrigleys 70 7 Yucatan 70
1	Wax 1 35@2 70 Lima 1 20@2 35	Zeno65
	2001 20	CHOCOLATE Walter Baker & Co.
	Burnham's 7 oz 2 50	Caracas
	Standard 1 65	Premium, 4s 44
	Standard 1 65 Country Gentleman 2 00 Maine 2 25	Premium, ½s 44 CIGARS
8	0 Hominy	National Grocer Co. Brands
	Van Camp 1 35 Jackson 1 30	Antonella Cigars, 50 foil
1		Antonelia Cigars, 25
18	78 10 4 60	El Rajah, Diplomat-
28	Mustard, 1 lb 1 80	icas, 100s 7 00 El Rajah, corona, 50 per 100 7 75
26	Soused, 1½ lb 1 60	per 1000
40	Manakasa	El Rajah, Epicure, 25, per 100 8 30
is-	Buttons, 1s, per can 1 40 Hotels, 1s per can 1 15	El Rajah, Ark, 50, per 100 7 80
ari	Plums	50, per 10010 00
55 70	California, No. 3 2 40	El Rajah, Epicure, 25, per 100
60	California 5 50	Mungo Park, 2500 lots 69 12 Mungo Park, 1000 lots 70 81
00	Peas	Mungo Park, 2500 lots 69 12 Mungo Park, 1000 lots 70 81 Munga Park, 500 lots 72 52 Mungo Park, less than 500
90 60	Marrowfat 1 75@1 90 Early June 1 65@1 90 Early June siftd 1 90@2 40	Muzgo Park, 25 wood 75 00
30 90	Peaches	Worden Grocer Co. Brands Harvester (Shade Grown) Record Breaker, 50s
35 00 20	California, No. 2½ . 4 75 California, No. 1 . 2 40 Michigan No. 2 . 4 25 Pie. gallons . 12 00	foil
60 60	Pie, gallons 12 00	Panatella, 50s 75 00 Epicure, 50s 95 00
10 50	Pineapple	Epicure, 50s 95 00 Favorita Extra, 50s 95 00 Presidents, 50s 112 50 (La Azora Broadleaf Cigar)
25	Grated No. 2 4 00 Sliced No. 2 Extra 4 75	(La Azora Broadleaf Cigar) Washington, 50s 75.00 Panatella Foil, 50s 75 00 Aristocrats 75 00 Perfecto Grande, 50s 95 00 Opera, 50s 57 00 Sanchez & Haya Clear Havana Cigars. Made in Tampa, Florida
20	Pumpkin Van Comp. No. 2	Aristocrats 75 00 Perfecto Grande, 50s 95 00
00	Van Camp, No. 3 1 45 Van Camp, No. 10 4 60 Lake Shore, No. 3 1 45 Vesper, No. 10 3 90	Opera, 50s 57 00 Sanchez & Haya Clear
00		Tampa, Florida
60 65	Salmon Warren's 1 lb. Tall 4 10	Rosa, 20s 115 00 Bishops, 50s 115 00
80	Warren's 1 lb. Flat 2 60 Warren's 1 lb. Flat 4 25	Havana Cigars. Made in Tampa, Florida Diplomatics, 50s — 95 00 Rosa, 20s — 115 00 Bishops, 50s — 115 00 Reina Fina, 50s Tins 115 00 Queens, 50s — 135 00 Worden's Special — 150.00 Ignacia Haya
5	Warren's 1 lb, Tall . 4 10 Warren's ½ lb, Flat 2 60 Warren's 1 lb, Flat . 4 25 Red Alaska . 3 90 Med. Red Alaska . 3 50 Pink Alaska . 2 65	Worden's Special 150.00 Ignacia Haya Made in Tampa
0	Candlana	Ignacia Haya Made in Tampa, Florida. Extra Fancy Clear Havana Delicados, 50s
0	Domestic, ½s 7 00@8 00 Domestic	Primeros, 50s 140 00 Rosenthal Bros.
0	Domestic, \(\frac{1}{4} \sigma = -5 \) 25\(\tilde{0} \) 50 Domestic, \(\frac{1}{2} \sigma = -7 \) 00\(\tilde{0} \) 8 00 Domestic, \(\frac{1}{4} \sigma = -7 \) 00\(\tilde{0} \) 8 00 California Soused \(\tilde{0} = 2 \) 25 California Mustard \(\tilde{0} = 2 \) 25 California Tomato \(\tilde{0} = 2 \) 25	R. B. Cigar (wrapped in tissue) 50s 60 00
5	_	Manilla Cigore
9	Sauerkraut Hackmuth, No. 3 1 50	From Philippine Islands Lioba, 100s 37 50 Other Brands Charles the Fight
0	Shrimps Dunbar is doz 1 00	mestic) 50g
5	Dunbar, 1s doz 1 90 Dunbar, 1½s doz 3 75	
	Standard No. 2 4 50	50s - 59.00 59.00 Earlier Runner, 20s 36.00 El Dependo, 20s 37.50 Court Royal, 50s 60 00 Court Royal, 25 tins 60 00 Qualex, 50s 50 00 Knickerbocker, 50s 50 00 Knickerbocker, 50s 54 00 Storgies
0	Standard No. 2 4 50 Fancy, No. 2 5 50	Court Royal, 50s 60 00 Court Royal, 25 tins 60 00
	Tomatoes No. 2 1 45@1 75	Knickerbocker, 50s 50 00 Knickerbocker, 50s 54 00 Stogies
5	No. 2 1 45@1 75 No. 3 2 00@2 35 No. 10 @7 00	Tin Ton For time
0		2 for 5 19 50 ELINE LINE Hemp, 50 ft 2 50 EW Twisted Cotton, 50 ft. 3 25 EW Twi
	Snider's 16 oz 2 90 Royal Red, 10 oz. 1 25	Twisted Cotton, 50 ft. 3 25 Twisted Cotton, 60 ft. 3 90 Braided, 50 ft.
	Snider's 8 oz. 1 80 Snider's 16 oz. 2 90 Royal Red, 10 oz. 1 35 Nedrow, 10½ oz. 1 40 Nedrow, gal. glass jar 11 50	Braided 80 4
		Sash Cord 4 25 1

RENT	Baker's 54
six hours of mail	Bunte, 15c size 55 Bunte, ½ lb 50
Prices, however have their order	Cleveland 41 Colonial, 4s 85
	Colonial, 1/2 s
INED	Hersheys, ½s 42 Huyler
	Lowney, ½s
	Van Houten 4s 12 Van Houten, 4s 18
	Van Houten, ½3 36
CHEESE	Wan-Eta 36 Webb 33 Wilbur, ½s 33 Wilbur, ¼s 33
sin Flats 3	COCOANUT
rn 3 ork 3 an Full Cream 3	7 1/4s, 5 lb. case Dunham 46 3 1/4s, 5 lb. case 45 0 1/4s & 1/2s, 15 lb. case 45 6 and 12c pkg. in pails 4 75 Bulk pails
HEWING GIIM	6 and 12c pkg. in pails 4 75 Bulk, pails 38
Black Jack	Bulk, pails
nint 70 pruce 70 Pruit 70 int, Wrigleys 70	COFFEE ROASTED
1 70	0 Rio 26@28 0 Santos 37@40 5 Maracabo 42
HOCOLATE	5 Maracabo 43 Mexican 43 Gutamala 42 Java 50 Mocha 50 Bogota 43 Peaberry 41
m, ¼s or ½s _ 45 r M. Lowney Co. n, ¼s	Mocha 50 Bogota 43
n, ¼s 44 n, ½s 44	Package Coffee
CIGARS I Grocer Co. Brands	New York Basis Arbuckle 38 50
la Cigars, 50 	McLaughlin's XXXX McLaughlin's XXXX pack-
ia Cigars, 25	age coffee is sold to retailers only. Mail all orders direct to W. F. McLaugh-
h Diplomet	in & Co., Chicago.
100s 7 00 h, corona, 50 100 7 75 h, Epicure, 50	N. Y., per 100 91/2 Frank's 250 packages 14 50
100074 00 n. Epicure, 25,	Hummel's 50 1 lb 10 CONDENSED MILK
h, Ark, 50,	Eagle, 4 doz 11 00 Leader, 4 doz 8 50
h, Epicure, 50 1000	EVAPORATED MILK Carnation, Tall, 4 doz. 6 10
narch, 25 tin 5 60	Carnation, Tall, 4 doz. 6 10 Carnation, Baby, 8 doz 5 50 Pet, Tall 6 10 Pet, Baby 4 00 Van Camp, Tall 6 10 Van Camp, Baby 4 00 Dundee, Tall, 4 doz. 6 10 Dundee, Baby, 8 doz. 5 50 Silver Cow, Tall 4 doz 6 10 Silver Cow Baby 6 dz 4 10
ark, 1000 lots 70 81 Park, 500 lots 72 52	Van Camp, Tall 6 10 Van Camp, Baby 4 00 Dundee, Tall, 4 doz. 6 10
ark, less than 	Dundee, Baby, 8 doz. 5 50 Silver Cow, Tall 4 doz 6 10 Silver Cow Baby 6 dz 4 10
o 50s 75 00	MILK COMPOUND
50s 95 00 Extra 50s 95 00	CONFECTIONERY Stick Candy Pails
s, 50s 112 50 a Broadleaf Cigar)	Horehound30 Standard30 Cases
Foil, 50s 75 00 ts 75 00	Jumbo 29 Boston Sugar Stick 26
Grande, 50s 95 00 0s 57 00 & Haya Clear	Mixed Candy Pails
Cigars. Made in npa, Florida	Cut Loaf 31 Grocers 24
50s 115 00	Leader 30 Novelty 31
9s 135 00 Special 150.00	Royal 30 X L O 27
Tampa, Florida.	Standard
50s 120 00 50s 140 00	Auto Kisses (baskets) 31 Bonnie Butter Bites. 35 Butter Cream Corn 38 Caramel Bon Bons 35 Caramel Bon Bons 35 Caramel Bon Bons 35 Caramel Groquettes 32 Cocoanut Waffles 33 Coffy Toffy 35 Fudge, Walnut 35 Fudge, Walnut Choc 35 Lozenge Walnut Choc 35 Lozenges, Pep. 32 Lozenges, Pep. 32 Manchus 31 Nut Butter Puffs 33 Chocolates Palls
ar (wrapped e) 50s 60 00	Caramel Bon Bons - 35 Caramel Croquettes - 32
Sumatra wrapper tilla Cigars	Cocoanut Waffles 33 Coffy Toffy 35 Fudge, Walnut 35
s 37 50 her Brands	Fudge, Walnut Choc. 35 Champion Gum Drops 28 Raspherry Gum Drops 28
50s 70 00 s 50.00	Raspberry Gum Drops 28 Iced Orange Jellies _ 32 Italian Bon Bons 30 AA Licorice Drops
Champions, 59.00 inner, 20s_ 36.00	5 lb. box 2 15 Lozenges, Pep 32
al, 50s 60 00	Manchus 32 Mut Butter Puffs 33
Stories 54 00	Assorted Choc 37
0s tins,	Honovenolale Cui
HES LINE	Mondiske Chips
otton, 60 ft. 3 90 0 ft 4 00	Ocoro Choc. Caramels 43 Peanut Clusters 50
1 ft 4 25	Regina 37 N Victoria Caramela 42

		March 24,
	Gum Drops	FISHING TACKLE
55	Champion 28	Cotton Lines
48	Favorite 30 Superior 29	No. 3, feet
41 85	Orange Jellies 32	
88 42	Lozenges A A Pep. Lozenges 32	
44	A A Pep. Lozenges _ 32 A A Pinn Lozenges _ 32 A A Choc. Lozenges _ 32 Motto Lozenges _ 34 Motto Hearts _ 34	Fudge, Choc. Peanut 2
36 48	Motto Lozenges 34 Motto Hearts 34	Fudge, Choc. Peanut 2 Smail, per 100 yards 6 Medium, per 100 yards 7 Large, per 100 yards 7
47	Hard Goods	por 100 yards 9
12	Lemon Drops 32 O. F. Horehound Drps 32 Anise Squares 32 Peanut Squares 32 Rock Candy 40 Sunshine Asst. 43	No. 14. per gross
18 36	Peanut Squares 32	No. 1½, per gross 1 No. 2, per gross 1 No. 2½, per gross 2
65 36	Sunshine Asst 43	
33 33	Pop Corn Goods Cracker-Jack Prize7 (Size 1-12, per 1,000
33	Checkers Prize 7	Size 2-0, per 1,000 1 Size, 3-0, per 1,000 1
46 45	Cough Drops Boxe	Size 1-12, per 1,000 Size 1-0, per 1,000 Size 2-0, per 1,000 Size 3-0, per 1,000 Size 4-0, per 1,000 Size 4-0, per 1,000 Size 5-0, per 1,000 Size 5-0, per 1,000 Size 5-0, per 1,000 Size 5-0, per 1,000
45 75	Putnam Menthol 1 6 Smith Bros 1 6	
38 35	COOKING COMPOUNDS	No. 1, per gross
00 50	Mazola	No. 3, per gross
	Pints, tin, 2 doz 7 7 Quarts, tin, 1 doz 7 2 ½ Gal. tins, 1 doz 13 7	5 No. 5, per gross 1 5 No. 6, per gross
28	Gal. tins, 1 doz 13 7 Gal. tins, ½ doz 13 5 Gal. tins, ½ doz 20 5	No. 7, per gross 2 No. 8, per gross 2
43	5 Gai. tills, % doz20 5	No. 1, per gross No. 2, per gross No. 3, per gross No. 4, per gross 1
42	COUPON BOOKS	FLAVORING EXTRACT
50 50 43	50 Economic grade 2 2 100 Economic grade 8 7 500 Economic grade 17 0	Jennings Pure Food Vanile
41	500 Economic grade 17 0 1,000 Economic grade 30 0	Terpeneless Pure Food Lemon
	1,000 Economic grade 30 0 Where 1,000 books are ordered at a time, special	7 Dram 17 Cent Per Do
50	ly printed front cover in furnished without charge	1¼ Ounce 25 Cent - 2 2 Ounce, 37 Cent
k- II-	CREAM OF TARTAR	2½ Ounce 40 Cent 3 :
rs h-	6 lb. boxes 68 3 lb. boxes 66	8 Ounce \$1.00 9
	DRIED FRUITS	Pure Food Lemon Per Do 7 Dram 17 Cent 1 114 Ounce 25 Cent 2 2 Ounce, 37 Cent 3 224 Ounce 40 Cent 3 224 Ounce, 45 Cent 3 4 Ounce, 65 Cent 5 8 Ounce, \$1.00 9 7 Dram, 17 Assorted 1 114 Ounce, 25 Assorted 2
14	Apples Evap'ed, Choice, blk 22	FLOUR AND FEED
50 10	Apricots	Lily White 14
	Evaporated, Choice 32 Evaporated, Fancy 44	Golden Granulated Meal,
00	Citron	Ganam 25 lb. per cwt. 5 goiden Granulated Meal, 25 lbs., per cwt. 5 Rowena Fancake 6 lb. Compound 5 Rowena Buckwheat Compound 6
	10 lb. box 50	Rowena Buckwheat Rowena Corn Flour
0 0	Currants Packages, 12 oz 20	Tioui,
00	Boxes, Bulk, per lb 25	New Perfection, 1/8s 14 4
0 0 0	Peaches	785 11 1
0	Evap. Choice, Unpeeled 22 Evap. Fancy, Unpeeled 24 Evap. Choice, Peeled 24 Evap. Fancy, Peeled 26	Gr. Grain M. Co.
Õ		
0	Peel Lemon. American 28	Wheat No. 1 Red
0 5	Lemon, American 38 Orange, American 38	Oats 2 33
	Raisins Choice S'ded 1 lb. nkg 23	Michigan Carlots 9
S	Choice S'ded 1 lb. pkg. 23 Fancy S'ded, 1 lb. pkg. 24 Thompson Seedless,	Corn
9	Thompson Seedless	Carlots 1 66 Less than Carlots 1 70
	bulk 22	Hay
S	80- 90 25 lb. boxes@181/2	Carlots 34 00 Less than Carlots 36 00
	70- 80 25 lb. boxes@19 60- 70 25 lb. boxes@20	Feed
	80 90 25 lb. boxes . @18½ 70-80 25 lb. boxes . @19 60-70 25 lb. boxes . @20 60-70 25 lb. boxes . @20 60-60 25 lb. boxes . @21½ 40-50 25 lb. boxes . @25 30-40 25 lb. boxes . @28	Street Car Feed 65 00 No. 1 Corn & Oat Fd 65 00 Cracked Corn
	FARINACEOUS GOODS	Cracked Corn 65 00 Coarse Corn Meal 65 00
	Rasne	FRUIT JARS
	Med. Hand Picked 8½ California Limas	Mason, ½ pints, gro 8 00 Mason, pts., per gross 8 40
3	Brown, Holland 6½	Mason, ½ gal., gro. 11 00
	Farina 25 1 lb. packages 2 80 Bulk, per 100 lbs	Ideal Glass Top, pts. 9 50
	bulk, per 100 lbs	Mason, ½ pints, gro 8 00 Mason, pts., per gross 8 40 Mason, qts., per gro. 8 75 Mason, ½ gal., gro. 11 00 Mason, can tops, gro. 2 85 Ideal Glass Top, pts. 9 50 Ideal Glass Top, ts. 9 90 Ideal Glass Top ½ gallon 12 00
1	Hominy Pearl, 100 lb. sack 4 50	GELATINE
		Cox's 1 doz. large 1 45
1	Domestic, 10 lb. box 1 10 Domestic, broken bbls. 872 Skinner's 24s, case 1 3772 Golden Age, 2 dox 1 90 Fould's, 2 dox 1 90	Cox's 1 doz. small 90 Knox's Sparkling, doz. 2 15
(Golden Age, 2 dos 1 90	Minute, 1 doz 1 35
•	a	Cox's 1 doz. large _ 1 45 Cox's 1 doz. small _ 90 Knox's Sparkling, doz. 2 15 Knox's Acidu'd doz. 2 15 Minute, 1 doz 1 35 Minute, 3 doz 4 05 Nelson's _ 1 60 Oxford _ 75
(Pearl Barley Chester 6 50	Plymouth Rock, Phos. 1 55 Plymouth Rock Plain 1 25
	Peas	Waukesha 1 60
S	Scotch, lb 7	HIDES AND PELTS

5	Raspberry 28 State 145 15 16 16 16 16 16 16 1	
88	30. b, 15 feet 2 15	
45		
42 36 48	A A Pinn Lozenges 32 A A Choc. Lozenges 32 Motto Lozenges 34 Motto Hearts 34 Medium, per 100 yards 7 25	
47	Hard Goods Der 100 yards 9 00	
12	C. F. Horehound Drps 32 Anise Squares 32 Peanut Squares 32 Rock Candy 40 Supshipe Asst 42 No. 2½, per gross 1 75 No. 2½, per gross 2 75	
36 65 36		
33	Pop Corn Goods Cracker-Jack Prize 7 00 Size 1-0, per 1,000 84	
33	Pop Corn Goods Size 1-12, per 1,000 84 Cracker-Jack Prize 7 00 Checkers Prize 7 00 Cough Drops Size 2-0, per 1,000 1 37 Size 4-0, per 1,000 1 65 Putnam Menthol 1 65	
15	Cough Drops Boxes Putnam Menthol 1 65 Smith Bros 1 65 Size 5-0, per 1,000 1 65 Size 5-0, per 1,000 1 9	
75 18 15	Smith Bros.	
00	Mazola No. 3, per gross 85 No. 4, per gross 110	
	Pints, tin, 2 doz. 7 75 No. 5, per gross 1 10 Quarts, tin, 1 doz. 7 25 No. 6, per gross 1 45 ½ Gal. tins, 1 doz. 13 75 No. 7, per gross 2 30 Gal. tins, ½ doz. 13 35 No. 8, per gross 3 35 Gal. tins, ½ doz. 20 50 No. 9, per gross 3 35	
803	Gal. tins, ½ doz 13 50 No. 8, per gross 3 38 5 Gal. tins, ½ doz20 50 No. 9, per gross 4 6	
3 2 0	COUPON BOOKS FLAVORING EXTRACTS	
0	50 Economic grade . 2 25 100 Economic grade 8 75 500 Economic grade 17 00 Terpeneless Terpeneless	
1	1.000 Economic grade 30 do Fure Bood Lomon	
0	ordered at a time, specially printed front cover is furnished without charge.	
-	CREAM OF TARTAR 21/4 Ounce 40 Cent 3 20 21/2 Ounce, 45 Cent 3 40	
9	Where 1,000 books are ordered at a time, special ty printed front cover is furnished without charge. CREAM OF TARTAR 6 lb. boxes 65 lb. boxes 65 lb. boxes 666 DRIED FRUITS CREAM OF TARTAR 6 lb. description of the following strength of the following	
	Apples FLOUR AND FEED	
	Apricots Lily White 14 40 Granam 25 lb. per cwt. 5 80	
)	Rowens Fancy 44 Rowens Fancaka C. II.	
)	10 lb. box50 Rowena Buckwheat Compound	
	Currants Rowena Corn Flour,	
	New Perfection 14s 14 40	
	Evan, Choice Unneeled 99 Meal	
	Evap. Choice, Unpeeled 22 Evap. Fancy, Unpeeled 24 Evap. Choice, Peeled 24 Evap. Fancy, Peeled 26 Evap. Grain M. Co. Boited 5 20 Goiden Granulated 5 40	
	Peel Wheat Lemon, American Orange, Orange	
	Paieine	
	Choice S'ded 1 lb. pkg. 23 Hess than Carlots 97 Less than Carlots 1 02	
	1 lb. pkg. 22	
	Colifornia Carrots 1 10	
	80- 90 25 lb. boxes . @18½ 70- 80 25 lb. boxes . @19	
	60-70 25 lb. boxes . @20 Feed 50-60 25 lb. boxes . @21½ Street Car Feed 65 00	
	Reans FRUIT IADS	
	Med. Hand Picked 8½ Cainfornia Limas Brown, Holland Farina 25 1 lb. packages Bulk, per 100 lbs Mason, ½ pints, gro 8 00 Mason, pts., per gross 8 40 Mason, ts., per gross 8 47 Mason, ½ gall., gro. 11 00 Mason, can tops, gro. 2 85 Ideal Glass Top, pts. 9 50 Ideal Glass Top. qts. 9 90 Ideal Glass Top. 41 gallon 12 00	
	## Mason, ## gal., gro. 11 00 ## Mason, can tops, gro. 2 86 ## Mason, can tops, gro. 2 86 ## Ideal Glass Top, pts. 9 50 ## Ideal Glass Top, pts. 9 50 ## Ideal Glass Top, gro. 48 9 90 ## Ideal Glass Top, gro. 48 9 90 ## Ideal Glass Top, gro. 48 9 90	
	Bulk, per 100 lbs Ideal Glass Top. qts. 9 90 ldeal Glass Top 14 ldeal Glass Top 12 00 ldeal Glass Top 12 00	
	Pearl, 100 lb. sack 4 50 GELATINE	
	Cox's 1 doz. large 1 45	
	Domestic, 10 lb. box 1 10 Domestic, broken bbls. 8½ Skinner's 24s, case 1 87½ Golden Age, 2 doz 1 90 Fould's, 2 doz 1 90 Nelson's 3 doz 4 05 Nelson's 1 50 Nelson's 1 50	
	Pearl Barley Minute, 3 doz 4 05 Nelson's 1 50 Oxford 75 Plymouth Pool Disc. 75	
	Chester 6 50 Plymouth Rock, Phos. 1 55 Waukesha	
-	Scotch, lb 7 HIDES AND PELTS	
	Sago Green, No. 1 20 Green, No. 1 20	
	Green, No. 1	
7	Pearl, 100 lb. sacks	
	doz., per case 2 70 Horse, No. 2 1	

Peits Old Wool 75@2 00	PETROLEUM PRODUCTS	Tripe	8NUFF	Seasoning	WOODENWARE
Lambs 50@2 00 Shearlings 50@1 50	Perfection 18.7 Red Crown Gasoline 26.9	Kits, 15 lbs 90 4 bbls., 40 lbs 1 60 7 bbls., 80 lbs 3 00	Swedish Rapee 10c 8 for 64 Swedish Rapee, 1 lb. gls 60 Norkoping, 10c, 8 for 64	Chili Powder, 15c 1 35 Celery Salt, 3 oz 95 Sage, 2 oz 90	Bushels, wide band, wire handles 2 20
Prime @10	Gas Machine Gosaline 41.3 V. M. & P. Naphtha 26.9 Capitol Cylinder, Iron	Casings	Norkoping, 1 lb. glass 60 Copenhagen, 10c, 8 for 64 Copenhagen, 1 lb. glass 60	Onion Salt	wood handles 2 35
No. 1 @ 9 No. 2 @ 8	Bbls. 49.8 Atlantic Red Engine, Iron Bbls. 31.8	Hogs, per lb @65 Beef, round set 19@20 Beef, middles, set50@60	SOAP	Kitchen Bouquet 2 60 Laurel Leaves 20	Market, drop handle 95 Market, single handle 1 00 Market, extra 1 35
Unwashed, med @50 Unwashed, fine @45	Winter Black, Iron Bbls 19.3	Sheep, a skein 1 75@2 00	James S. Kirk & Company American Family, 100 7 85 Jap Rose, 50 cakes 4 85	Marjoram, 1 oz 90 Savory, 1 oz 90 Thyme, 1 oz 90	Splint, large 8 50 Splint, medium 7 75 Splint, small 7 00
RAW FURS No. 1 Skunk 6 50 No. 2 Skunk 4 50	Polarine, Iron Bbls 51.8	Uncolored Oleomargarine Solid Dairy 28@29	Kirk's White Flake 7 00 Lautz Bros. & Co. Acme, 100 cakes 6 75	Tumeric, 2½ oz 90	Butter Plates
No. 3 Skunk 3 00 No. 4 Skunk 1 50	PICKLES Medium Page 1 1900 count 14 50	Country Rolls30@31	Big Master, 100 blocks 8 00 Climax, 100s 6 00	STARCH Corn Kingsford, 40 lbs 111/2	Escanaba Manufacturing Co.
No. 4 Unprime 75 Muskrats, Winter 4 25 Muskrats, Fall 3 00	Barrel, 1,200 count 14 50 Half bbls., 600 count 8 00 5 gallon kegs 3 00	RICE Fancy Head 16 Blue Rose 14	Climax, 120s 5 25 Queen White, 80 cakes 6 00 Oak Leaf, 100 cakes 6 75	Muzzy, 48 1 lb. pkgs 9½ Powdered, barrels 7½	Standard Wire End Per 1,000
Muskrats, Kitts 25 No. 1 Raccoon, Large 10 00 No. 1 Raccoon, Med. 8 00	Small Barrels 18 00 Half barrels 10 00	ROLLED OATS	Queen Anne, 100 cakes 6 75 Lautz Naphtha, 100s 8 00	Argo, 48 1 lb. pkgs 4 15 Kingsford	No. ¼
No. 1 Raccoon, Small 6 00 No. 1 Mink, Large 17 00	5 gallon kegs 3 50 Gherkins	Monarch, bbls 9 75 Rolled Avena, bbls. 10 00 Steel Cut, 100 lb. sks. 5 00	Proctor & Gamble Co. Lenox 6 00	Silver Gloss, 40 1lb 1114. Gloss	No. 2
No. 1 Mink, Medium 15 00 No. 1 Mink, Small 12 00 Above prices on prime	Barrels 25 00 Half barrels 13 00	Monarch, 90 lb. sacks 5 00 Quaker, 18 Regular 2 10	Ivory, 6 doz. 8 15 Ivory, 10 oz. 13 50 Star 7 85	Argo, 48 1 lb. pkgs 4 15 Argo, 12 3 lbs 3 04	No. 5
goods.	5 gallon kegs 4 50 Sweet Small	Quaker, 20 Family 5 50 SALAD DRESSING	Swift & Company	Argo, 8 5 lbs 3 40 Silver Gloss, 16 3lbs 114 Silver Gloss, 12 6lbs 114	No. 8-50 med'm carton 1 32 No. 8-50 large carton 1 60 No. 8-50 extra lg cart 1 93
Airline, No. 10 4 00 Airline, No. 15 6 00 Airline, No. 25 9 00	Barrels	Columbia, ½ pints 2 25 Columbia, 1 pint 4 00 Durkee's large, 1 doz. 5 80	Classic, 100 bars 10 oz. 7 50 Swift's Pride, 100 9 oz. 6 00 Quick Naphtha 7 85	Muzzy	No. 4-50 jumbo carton 1 32
HORSE RADISH	Half barrels 15 00	Durkee's med., 2 doz. 6 30 Durkee's Picnic, 2 doz. 2 90 Snider's large, 1 doz. 2 40	White Laundry, 100 8½ oz. 6 75 Wool, 24 bars, 6 oz. 1 85	48 1lb. packages 9½ 16 3lb. packages 9½ 12 6lb. packages 9½	Barrel, 5 gal., each 2 40 Barrel, 10 gal. each 2 55
JELLY	Cob, 3 doz. in box 1 25	Snider's small, 2 doz. 1 45	Wool, 100 bars, 6 oz. 7 65 Wool, 100 bars, 10 oz. 12 75	50 lb. boxes 7½	Stone, 3 gal 39 Stone, 6 gal 78
Pure, per pail, 30 lb. 5 00 JELLY GLASSES	PLAYING CARDS No. 90 Steamboat 2 25	SALERATUS Packed 60 lbs in box	Tradesman Company Black Hawk, one box 4 50	SYRUPS Corn Barrels	Clothes Pins. Escanaba Manufacturing
8 oz., per doz 40 MAPLEINE	No. 808, Bicycle 3 75 Pickett 3 00	Arm and Hammer 3 25 Wyandotte, 100 3/28 3 00	Black Hawk, five bxs 4 25 Black Hawk, ten bxs 4 00	Half Barrels 81 Blue Karo, No. 1½,	Co. No. 60-24, Wrapped 4 75
1 oz. bottles, per doz. 1 75 2 oz. bottles, per doz. 3 00	POTASH	SAL SODA Granulated, bbls 1 95	Box contains 72 cakes. It is a most remarkable dirt and grease remover, with-	2 doz	No. 30-24, Wrapped 2 42 No. 25-60, Wrapped 75
4 oz. bottles, per doz. 5 50 8 oz. bottles, per doz. 10 50 Pints, per doz 18 00	Babbitt's, 2 doz 2 75	Granulated 100 lbs. cs. 2 10 Granulated, 36 2½ lb.	out injury to the skin. Scouring Powders	doz 4 95 Blue Karo, No. 5 1 dz. 4 90 Blue Karo, No. 10,	Egg Cases No. 1, Star 4 00 No. 2, Star 8 00
Quarts, per doz 33 00 ½ Gallons, per doz. 5 25	PROVISIONS Barreled Pork	packages 2 25	Sapolio, gross lots 11 00 Sapolio, half gro. lots 5 50	½ doz 4 65 Red Karo, No. 1½, 2 doz 3 65	12 oz. size
Gallons, per doz 10 00	Clear Back 48 00@49 00 Short Cut Clear 40 00@41 00 Pig	Solar Rock 56 lb. sacks 55	Sapolio, single boxes 2 75 Sapolio, hand 3 00 Queen Anne, 60 cans 3 60	Red Karo, No. 2, 2 dz. 4 60 Red Karo, No. 2½, 2	Faucets
MINCE MEAT None Such, 3 doz. case for 4 30	Clear Family 48 00	Common Granulated, Fine 2 35 Medium, Fine 2 40	Snow Maid, 60 cans 3 60 Washing Powders	doz	Cork lined, 3 in 70 Cork lined, 9 in 90 Cork lined, 10 in 90
Quaker, 3 doz. case for 3 25	S P Bellies 32 00@34 00 Lard	C. 2	Snow Boy, 100 5c 4 10 Snow Boy, 60 14 oz. 4 20 Snow Boy, 24 pkgs. 6 00	doz 4 85	Mop Sticks
MOLASSES	Pure in tierces 24@25 Compound Lard 24½@25	NEVER CAKES OR HARDENS	Snow Boy. 20 pkgs 7 00	Pure Cane Fair	Trojan spring 2 75 Eclipse patent spring 2 75 No. 1 common 2 75
New Orleans Fancy Open Kettle 85 Choice 68	60 lb. tubsadvance 1/2 50 lb. tubsadvance 1/2	MORTON'S	Soap Powders Johnson's Fine, 48 2 5 75 Johnson's XXX 100 5 75	Choice	No. 2, pat. brush hold 2 75 Ideal, No. 7 2 75 20oz cotton mop heads 4 80
Good 56 Stock 28	20 lb. pailsadvance % 10 lb. pailsadvance % 5 lb. pailsadvance 1	FREE RUNNING	Lautz Naphtha, 60s = 3 60 Nine O'Clock = 4 25 Oak Leaf, 100 pkgs. 6 50	TABLE SAUCES Lea & Perrin, large 5 75 Lea & Perrin, small 3 25	12oz cotton mop heads 4 80 12oz cotton mop heads 2 85
Half barrels 5c extra	3 lb. pailsadvance 1	SALT	Old Dutch Cleanser 4 00 Queen Anne, 60 pkgs. 3 60	Pepper	10 qt. Galvanized 5 00 12 qt. Galvanized 5 50
NUTS-Whole Almonds, Terragona 35 Brazils, large washed 26	Smoked Meats Hams, 14-16 lb. 27 @28 Hams, 16-18 lb. 28 @29	ITPOURS	Rub-No-More 5 50 Sunbrite, 72 cans 3 40	Tobasco	14 qt. Galvanized 6 00 Fibre 9 75
Fancy Mixed Filberts, Barcelona 32	Hams, 18-20 lb. 27 @28 Ham, dried beef sets	MORTON SALT COMPANY	T ITCHEN	A-1, small 2 90 Capers 1 80	Toothpicks Escanaba Manufacturing
Peanuts, Virginia raw 16 Peanuts, Virginia, roasted 18	California Hams 22½@23 Picnic Bolled Hams 35 @40	Per case, 24 2 lbs 2 25 Five case lots 2 15	LENZER	TEA Japan	No. 48, Emco 1 80 No. 100, Emco 3 50
Peanuts, Spanish 25 Walnuts California 39 Walnuts, French	Boiled Hams42 @44 Minced Hams 18 @20	SALT FISH		Medium 40@42 Choice 49@52 Fancy 60@61	No. 50-2500 Emco 3 50
Shelled	Bacon 32 @48 Sausages	Cod Middles 28 Tablets, 1 lb 3 20	G ONL	Basket-Fired Med'n. Basket-Fired Choice	Mouse, wood, 4 holes 60 Mouse, wood, 6 holes 70
Almonds 65 Peanuts, Spanish, 10 lb. box 2 75	Bologna 18 Liver 12 Frankfort 19	Tablets, ½ lb 1 75 Wood boxes 19		Basket-Fired Fancy No. 1 Nibbs @55 Siftings, bulk @21	Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 80
Peanuts, Spanish, 100 lb. bbl 25	Pork	Holland Herring Standards, bbls19 50	E PROPERTY E	Siftings, 1 lb. pkgs. @23 Gunpowder	Mouse, spring 20
Peanuts, Spanish, 200 lb. bbl 24½ Pecans 95	Tongue	Y. M., bbls	LE CHANS SCOUPS	Moyune, Medium 35@40 Moyune, Choice 40@45 Young Hyson	Tubs No. 1 Fibre 42 00
Walnuts 85	Beef Boneless 30 00@35 00	Herring K K K K, Norway 20 00	SCRUBS-POLISHE	Choice	No. 2 Fibre 38 00 No. 3 Fibre 33 00 Large Galvanized 15 50
OLIVES Bulk, 2 gal. kegs each 3 25 Bulk, 5 gal. kegs. each 8 00	Rump, new 40 00@42 00 Pig's Feet	8 lb. pails 1 40 Cut Lunch 1 25	RY	Oolong Formosa, Medium 40@45	Medium Galvanized 13 25 Small Galvanized 12 00
Stuffed, 4 oz 1 80 Stuffed, 15 oz 4 50 Otted (not stuffed)	1/8 bbls	Scaled, per box 21 Boned, 10 lb. boxes 24	80 can cases, \$4 per case	Formosa, Choice 45@50 Formosa, Fancy 55@75	Banner Globe 8 25
14 oz	½ bbls	No. 1, 100 lbs 12	SODA Bi Carb. Kegs 4	English Breakfast Congou, Medium 40@45	Brass, Single 9 50 Glass, Single 8 50 Single Peerless 9 00
Lunch, 10 oz	Canned Meats Red Crown Brand	No. 1, 40 lbs No. 1, 10 lbs No. 1, 8 lbs	SPICES	Congou, Choice 45@50 Congou, Fancy 50@60 Congou, Ex. Fancy 60@80	Northern Queen 9 00
oz 5 50 Queen, Mammoth, 28 oz 6 75	Corned Beef, 24 1s 3 90 Roast Beef, 24 1s 3 90	Mackerel Mess, 100 lbs 25 00	Whole Spices Allspice, Jamaica @18	Ceylon	Window Cleaners
Olive Chow, 2 doz. cs. per doz 2 50	Veal Loaf, 48 ½s, 5½ oz	Mess, 50 lbs 13 25	Cassia, Canton @30	Pekoe. Medium 40@45 Dr. Pekoe, Choice45@48 Flowery O. P. Fancy 55@60	
PEANUT BUTTER	Vienna Style Sausage, 48½s 1 40	Mess, 8 lbs 2 30 No. 1, 100 lbs 24 00 No. 1, 50 lbs 12 75	Ginger, African @15 Ginger, Cochin @20	TWINE Cotton, 3 ply cone 75	Wood Bowls
	Sausage Meat, Vis 3 35 Potted Meat, 484s 521/2 Potted Meat, 48 1/2s 90	No. 1, 10 lbs 2 80	Mixed, No. 2 @16	Cotton, 3 ply balls 75 Hemp, 6 ply 25	13 in. Butter 3 00
REL CAR-MO	Hamburger Steak and Onions, 48 ½s 1 75 Corned Beef Hash,	Lake Herring ½ bbl., 100 lbs 7 50	Mixed, 5c pkgs. doz. @45	VINEGAR Cider, Benton Harbor 35	19 in Butfer 12 00
PEANUT BUTTER	48 ½s 1 75 Cooked Lunch Tongue,	SEEDS Anise	Nutmegs, 105-110	White Wine, 40 grain 20 White Wine, 80 grain 27 White Wine, 100 grain 29	Fibre, Manila, white 71/2
The state of the s	48 ½s	Cardomon, Malabar 1 20 Celery	Paprika, Hungarian Pure Ground in Bulk	Oakland Vinegar & Pickle	Butchers Manila 8 Kraft 13
Bel-Car-Mo Brand	Pork and Beans, 48 13 1 80 Sliced Bacon, medium 4 00	Mixed Bird 13½ Mustard, white 40		Blue Ribbon Corn 28	YEAST CAKE
8 oz., 2 doz. in case 24 1 lb. pails 12 2 lb. pails	Sliced Bacon, large 6 25 Sliced Beef, 2½ oz 2 20 Sliced Beef, 5 oz 4 00	Poppy 65 Rape 16	Ginger, African @28 Mustard @38	Oakland White Pickling 20 Packages no charge.	Magie, 3 doz 1 45 Sunlight, 3 doz 1 00
5 lb. pails. 6 in crate 10 lb. pails 15 lb. pails	Mince Meat	SHOE BLACKING Handy Box, large 3 ds. 3 56	Mace, Penang @85 Nutmegs @36 Pepper, Black @34	WICKING No. 0, per gross 70	Sunlight, 1½ doz 50 Yeast Foam, 3 doz 1 45 Yeast Foam, 1½ doz. 73
50 lb. tins	Condensed No. 1 car. 1 80 Condensed Bakers brick 25	Handy Box, small 1 25 Bixby's Royal Polish 1 25	Pepper, White @52	No. 1, per gross 80 No. 2, per gross 1 20	YEAST-COMPRESSED
100 lb. drums	Moist in glass 6 50	Miles Crown Poisit 90		Ato. o, por gross 1 90	Prosonman, per uoz 24



Create Interest in Good and Wholesome Pictures.

Written for the Tradesman.

Several times in these articles I have spoken of the importance of surrounding children with the best pictures, familiarizing them with the stories or meaning attaching to them. Sitting one day last summer on the porch of a hotel and watching a group of five or six children at spontaneous play, I saw a game in process which interested me greatly, first, because it was then new to me, and also because it suggested many possibilities in exactly this same direction.

They would flit and dance about like butterflies until suddenly one of them would shout "Pose!" when instantly each would fall into an attitude and hold it rigidly while the one who gave the command would try to identify the poses and decide which was best-the one thus honored in turn giving the command.

I was much interested in the originality displayed by the children and the difference in the degree of grace with which they took their poses. Most little children are naturally graceful when conscious of being watched; some of this group were notably so. And there was a marked difference in the kind of attitudes assumed. Most of them struck postures quite meaningless and grotesque so far as I could see; some represented evidently familiar animals, or even people known to the others, and excited shrieks of laughter as the mimicry was recognized.

One little girl, especially interesting and graceful, evidently was remarkably familiar with famous statues; I could easily recognize "Mercury" and "The Dying Gladi-She seemed quite astonished that the others did not know the statues as well as she did. One of the boys knew some of Millet's wellknown pictures; for example he grabbed a stick and leaned over it in a heavy, sodden attitude instantly sug-gestive of "The Man With the Hoe." Another time he and a little girl posed as "The Angelus."

Since then I have found "picture posing" conducted by some school teachers who try thus to interest their pupils in fine paintings and sculpture, and I have tried to pass the word along to others, for this seems a particularly good way to do this thing. Certainly children who have played such a game will ever after see pictures and statues with a keener and more intelligent interest. The effort to dramatize what he has seen in one picture or statue will make the child look at all pictures with closer attention, and will also intensify his powers of observation and strengthen his

The practice of self-expression, even in representing only familpersons or animals, calls forth qualities of self-reliance and cultivates self-control in a very concrete Bashful children can be brought out of their self-consciousness by such games when nothing else will do it.

There is little need of costumes or other accessories for this game; the imagination of the children is quite sufficient, and the simpler the paraphernalia the better. The understanding of what is to be represented and the posing itself are the principal things. There may be a short talk in advance about the picture or the statue-especially if it can be given in connection with a visit of the group to an art gallery-and then the interest will be assured.

I once saw a plump little girl posing upon her own initiative as Titian's "Lavinia;" she had arranged a tray of fruit as nearly like the one in the picture as she could, even remembering the lemon and the rose in the original, and trying to provide a representation of each.

There are many well-known pictures with single figures and distinctive groups which admirably serve for such a purpose. All of these can obtained in reproductions even where there is no nearby art gallery which to seek originals or in copies in oils. Some of them are Reynold's" Penelope Boothby," Bouge-Bowles' Strawberry Girl," Bouguereau's "Broken Pitcher" and Breton's "The Lark," "The Gleaner" and and "The Shepherd's Star," and Mme. LeBrun's "Girl With Muff." Several of Millet's pictures of peasants are available and good for this use. When you come to the groups there are any number of the pictures of Van Dyck, Rubens, Millais, Murillo, Sargent, Boughton, and so on down the list.

This play may lead you into the field of more formal tableaus with costumes. Most of the tableaus with which we are familiar represent historic scenes and persons; but even these usually are based upon famous paintings thereof. They have their value in the study of history; but the thing I want to emphasize just now is the opportunity to arouse strengthen the interest in paintings and sculpture of the general sort, and incidentally to cultivate quickness and spontaneity of self-expression. Beyond these results lies the value of this practice in preparing for lasting appreciation of the great art of the

Children whose home surroundings provide good pictures and intelligent interest in them will be keenest and quickest to respond to this mode of

inspiration and development. How is it in your own home?

> Prudence Bradish. (Copyrighted 1920.)

Liggett Plans Chain of Hardware Stores.

A chain of hardware stores throughout the country with the policy of selling direct from factory to consumer, is the project annaunced by Louis K. Liggett in acquiring the largest individual interest in the Winchester Arms Co., of New Haven, Conn.

A "Winchester" store in cities of more than 50,000 population will be opened as quickly as the locations can be secured and buildings stocked, the first of which will begin business in Providence, R. I., about March 25, followed on April 10 by the opening of a store in Boston and some time later by one in the new Liggett building to be erected at Madison avenue and Forty-second street, New York. It is also planned to open a number of other stores throughout New York

Arrangements have already been completed, it is understood, for stores in New Haven, Syracuse, N. Y., and Manchester, N. H.

The purpose of the new stores will be to reduce the cost to the public through modern merchandising and factory-to-consumer methods, said Mr. Liggett, who denied reports that Montgomery Ward & Co., of Chicago, were interested in the venture.

The new plan was decided upon when the Winchester company sought an outlet for its products as a result of cessation of demand for munitions.

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Review of Recent Convention By Manager Hammond.

Lansing, March 22—The Grand Rapids convention of the Michigan Retail Dry Goods Association was a decided success and a very enjoyable affair. While the program was not followed in its entirety, the number of substitutions that were made were very four indeed and every very form. of substitutions that were made were very few, indeed, and every one of the substitute numbers was received with enthusiasm. Aside from those whose names were on the printed propramme, we had the pleasure of listening to former United States Senator William Alden Smith, Rev. A. W. Wishart, of Grand Rapids, Hon. Hal H. Smith, Attorney at law, Detroit, and Hon. Horatio S. (Good Roads) Earle, at the banguet. Earle, at the banquet.

Most of the addresses given at the

Earle, at the banquet.

Most of the addresses given at the convention were published in the March 10 and March 17 numbers of the Michigan Tradesman. We have asked Mr. Stowe, the editor, to send a marked copy of each one of these numbers of the Tradesman to each and everyone of our members. We believe that this method of reporting a convention will be much better than to endeavor to send out bulletins covering the proceedings.

The service at the Hotel Pantlind was superb in every way. At some of the sessions there were 150 to 175 persons present. The address by Frederick Stockwell, of Detroit, was particularly strong and helpful. To mention the good points in the various addresses would take more time and space than is necessary.

The next convention will be held in Saginaw in September, probably Sept. 14 and 15, although the date may be fixed a week earlier to accomodate ourselves to the meeting of the National Retail Secretaries Association which will be held in Detroit. The chairman of our programme committee, J. W. Knapp, asked me to state that he wants each and every member of our Association to consider himself a committee of one to make suggestions for our next programme.

We want to change our method just a little and have our members bring their wives with them. Next September, will be consider himself and them. Next September will be consider himself and them. Next September will be considered to the consider himself and them. Next September will be considered to the considered them.

We want to change our method just a little and have our members bring their wives with them. Next September will be good automobile weather and the hotel facilities at Saginaw and Bay City will be ample to take care of all who will come. It is some task to arrange a complete programme of such a convention and the programme committee is very anxious to receive suggestions from as many as possible. Please do not under-value this suggestion.

If any member desires a report on any feature of the convention that is not found in the copies of the Tradesman above referred to, please communicate with this office and we will do what we can to furnish it. Nine new members were added to our list of members. By the time of our next meeting we will have 350 members. Jason E. Hammond, Manager.

Do You Believe in Signs?

A crack in your chimney is a sure sign that you are going to move.

If you dream of smelling smoke it is a sign that you are asleep and had better wake up.

To see a paperhanger papering over a flue hole indicates an impending

It is bad luck to look in a dark closet with a match.

If you can see your shadow from an oil lamp while filling a gasoline stove it indicates a crowd of people coming to your house.

When the wind moans it is extremely bad luck to burn trash near the house.

If you smell gas or gasoline and look for it with a light, it foretells that you are about to start on a long

BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$5 per inch. Payment with order is required, as amounts are too small to open accounts.

For Rent—Splendidly equipped brick store building in Nashville, Michigan. Fitted for dry goods or general store. Fine location and reasonable rent. Len W. Feighner.

For Sale—General stock dry goods. Corner two-story brick building. Will sell or rent building. Address Geo. W. Carpus, Bay City, Mich. 791

For Sale—Meat market, grocer, notion, dry goods stock and fixtures. Doing good business but wish to change. Wish to sell within 30 or 60 days. Write No. 792 care Michigan Tradesman.

For Sale—One Ligonier grocer refrigerator, one Ligonier display refrigerator. First-class condition. One Toledo butcher scale. Cash only. R. S. Knepp, Schoolcraft, Mich.

Wanted—A good combination man to do plumbing and furnace work. Steady work for the right man. \$30 per week. Address Edward Kelly, Carthage, Ill. 794

For Sale—Grocery and Meat Market at 800 East Michigan Ave., Lansing, Michigan. Ten minute walk from the State Capitol. Good stock and fixtures. Will sell grocery end separately to responsible party. \$6,500 cash for both grocery and market, or \$4,500 cash for grocery only. No deliveries, and doing a good business, mostly cash. Address Newcomb & Nelson, \$60 East Michigan Ave., Lansing, Michigan & Michigan Ave., Lansing, 200 East Michigan Ea Michigan.

WANTED—Lady clerk for general store. References required, good wages. Wm. P. McGregor, Birch Run, Mich. 796

Wanted—An experienced flour salesman to cover Western Michigan territory. This position calls for a man of ability and is a fine opening for the right man. Address No. 797, care Michigan Tradesman.

ForSale—Cash and Carry general stock. Big money maker. Stock and fixtures about \$8,500 at February inventory. 1919 business \$34,400. Factory town, in fine farming country. Stock owned at 10 to per cent. below market. Will sell right price. Best of reasons. Address No. 798 care Michigan Tradesman. 798

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

For Sale—A ten year established cash business; county seat; population 1000; inventories \$4.000, consisting mostly of dry goods, millinery, women's and children's wear. Reason for selling, death in family. Address I. C. Crusoe, Mora, Minnesota.

JEWELRY STORE—For sale, well located in a booming oil town of 3,000 population; good business and plenty of work; have reasons for wanting to sell. Will trade for farm about same value, Write W. W. Spaulding, Peabody, Kansas.

For Sale—Up-to date, well-equipped drug store, soda fountain, exclusive Eastman Kodak and Columbia Grafanola agency. Town of 900, forty miles from Detroit, on trunk lines in popular resort section. Gross sales over \$15,000. Big opportunity for right man. Address No. 801 care Michigan Tradesman. 801

Wanted—2 second-hand floor show ses. G. A. Johnson, Carlshend, Mich.

GROCERY stock and fixtures: will in-bice \$20,000; profits \$1,000 monthly. O. . Maurer, 604 Kansas Ave., Kansas ity, Kansas.

WHY TAKE CHANCES when you can have our guaranteed check protector for only one dollar. Eddo Specialty Co., Saginaw, Mich.

For Sale—3 shares in the Grand Rapids Wholesale Grocery Company on account of retirement from business. F. C. Elliott, Kalamazoo, Mich. 805

WANTED—An all-round salesman who understands the clothing, shoes and furnishing business thoroughly. Must be able to trim windows. Good steady position and good wages to the right party. Write full particulars in first letter. Address A. Lowenberg, Battle Creek, Mich. 806

For Sale—General store house adjoining resort town. \$5,000. V. Powell, Oden, Mich. 807

MERCHANTS-FOR REDUCTION CLOSING OUT sales write Arthur Greene, Jackson, Mich. 808

Wanted—Registered pharmacist. Short hours and good pay. Schrouders'. Grand Rapids.

I'LL BUY THE TAIL END OF YOUR STOCK OR any junk you have in stock and pay cash. Or I'll buy the whole store. What have you? J. H. Boyer, Farina, Illinois.

For Sale—Good live established gro-cery, stock and fixtures, doing better than \$50,000 business annually. Address No. 764, care Michigan Tradesman. 764

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—Old established business, hardware, plumbing and heating business, only one of its kind in town of 700 population. A real money maker for someone. Address No. 766, care Michigan Tradesman.

For Sale—General stock located in country town seventeen miles from Grand Rapids, surrounded by strong farming country. Annual sales, 1919, \$35,000. Will accept \$12,000, all cash. No trades. No exchanges. Address No. 75, care Michigan Tradesman.

For Sale—General stock in good rail-road town surrounded by strong farming country. Stock inventories \$6,000. An-nual sales last year, \$20,000. Will rent or sell building. Address No. 755, care Michigan Tradesman.

For Sale—In Business Section of Main St., Flint, Mich. An A-1 grocery store and meat market. Ideal location and wery day money maker. Owner must ell within 30 days and will make excelent proposition for cash. Direct correpondence to Market, 311 South Saginaw it., Flint, Michigan.

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

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

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

For Sale—Hardware and Implement Business in good town near Grand Rap-ids. Good farming country. Reason for selling, ill health. No. 700 care Michigan Tradesman 700

For Sale—Up to date hardware stock, good farming country, town 1200. No. 783 care Michigan Tradesman.

WANTED—Experienced salesman who is acquainted with the furniture trade—to sell first class bedding line. Manitowoc Bedding Co., Manitowoc, Wisconsin. 784

MANAGER wanted for a chain store unit specializing in general merchandise. There is a future for the man who qualifies. In answering give age, salary expected, references, and detailed qualifications. Address No. 786 care Tradesman. 786

For Sale—Paying undertaking, hardware and notions business in fine farming country. Ill health reason for selling. Will sell with or without undertaking. Box 2, Buckley, Mich. 787

FOR RENT—Second floor of a successful ready to wear and millinery specialty shop on the leading street in a prosperous city of 110,000 population. Size of room 40 x 80 feet. Well lighted and heated and all modern improvements. Apply Chas. Rosenthal, Chattanooga, Tennessec. 788

For Sale—Clean stock Hardware and Implements well located in village sur-rounded by good farr.s, in Southern Michigan. Would take some land in part exchange, other business in view. Ad-dress No. 789 care Michigan Tradesman. 789

Wanted—First-class all round baker who is capable of taking charge of shop and producing results. Write us, stating references, experience and wages ex-pected. Union City Supply Co., Union City, Mich.

For Sale—Grocery business in Battle Creek doing \$50,000 business last year. Invoice about \$4,500. Reason for selling, leaving city. Terms cash. No. 771, care Michigan Tradesman.

Grocery For Sale—Bargain if taken at once. Small country town in Southern Michigan, close to Toledo. Good farming country. Near three Michigan plants. Address No. 776, Michigan Tradesman. 776

CORNER hardware, fine location, stock and business, Great opportunity. Stanbro & Smith, South Lyon, Michigan. 759

DRUG CLERK—Must be absolutely honest and trustworthy. Registered clerk not required but must have good experi-ence and be industrious. Good position for right person. F. R. Skinner, St. Charles, Michigan.

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.

FOR SALE—A wholesome and retail bakery in Turtle Creek, Pa., near the Westinghouse Electric Works, where 20,000 men are employed. Have good business location. Bake shop fully equipped with modern machinery. Also have auto truck. Good reason for selling. For particulars write to R. Letham, 918 Penn Ave., Turtle Creek, Allegheny Co., Pennsylvania.

Co., Pennsylvania.

Position Wanted—By salesman familiar with shoes, shoe findings, and cut glass. Wish new connections. References, P. O. Box 123, Howell, Michigan.

Wanted—Experienced saleslady to take charge of drygoods department in a small town. Must be able to furnish references. State age and salary expected. Address No. 781, care Michigan Tradesman.

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Grand Rapids - Michigan

SUBSTITUTES FOR LINEN.

There have not been many wholesale buyers in the linen markets of late, but mill orders continue to pour into Belfast. Retailers are making purchases in a moderate way, but are not inclined to follow the latest advances on all linen goods freely. Many substitute cloths are being used in place of flax goods, some of which are decidedly attractive in appearance and wearing quality. Hemp is being used freely by the linen trade as a flax substitute. It is hard to secure good spinning qualities and most difficult for linen weaving mills to secure cotton yarn substitutes.

While there has been no great rush to advance prices asked for linens from stock, when buyers meet up with mill representatives they are confronted with facts never encountered in the linen trade before. Mills would be glad to accept the business offered if they could secure yarns for the work that must be done. A number of orders have been placed by large buyers in the past two months, subject to delivery at the convenience of the mills. This means that the earliest possible deliveries on such orders will not be within six months. A number of the large crash and damask mills have withdrawn all price lists and cannot take any more business until flax arrives.

Buyers going abroad are trying to lay plans for more handkerchief linens. Up to a certain point cotton substitutes in stocks will meet requirements but many retails find customers who will pay any price that is asked for pure linen goods, and that is the underlying cause of the willingness of wholesalers to try again to place further handkerchief linen orders abroad. Many of the large handkerchief manufacturers have bid 50 per cent, higher than the last cambric combine list for deliveries of handkerchief cloths.

Late cables from abroad state that flax has been bought at \$1,800 a ton and tow yarns, suitable for crashes, have been bid for at 76 shillings, based on 25s tows. Some reports say that more than 80 shillings has been bid, and this would not be surprising as most spinners are not quoting and buyers will bid anything that will bring out small lots.

Some of the recent importations of flax substitute materials for household use show that the Scotch and Irish linen manufacturers do not intend to release their hold upon the trade. Some of the new colored damasks are finer than anything hitherto produced and many of the cotton damasks and union goods are of a superior character. If these goods are sold for what they are by the retail trade of the country the linen industry will not suffer but it will remain for the consumer to rely upon the integrity of the seller for a long time, and certainly until flax becomes more plentiful.

If anyone finds his eternal hatred of the German people relaxing, due to the fiendish atrocities they committed during the war and the new atrocities they are planning to put into execution in their next war of

conquest, he can be restored to a sane condition by reading a few chapters from Henry Van Dyke's last contribution to the literature of the kaiser's war, The Valley of Vision. Tradesman commends the perusal of this book to any merchant who lapses from his duty to civilization to the extent of handling a German knife or a fabric colored with German dyes. The safety of the world depends on the utter repudiation and extinction of everything German until such a time as the German people admit that they are lower down in the scale of humanity than the cannibal or the hottentot and that every ambition they have cherished for fifty years to subjugate the world was utterly wrong; that every breath they draw and every thought they entertain are false to right living and right thinking; that until the time comes that they see themselves in the ridiculous light the civilized world sees them, reverse their attitude of superiority and plead for forgiveness at the feet of the civilized world, they should be treated as rattle snakes or beasts of prey and warned not to cross the threshold of civilization.

One of our friends returning from abroad gives us the following impressions of the cotton goods industry. English mills are very busy and are not going after the American trade because they get better prices from the Continent. Production is sold far ahead. The one disturbing feature is labor, but that question is being handled with some degree of reason and common sense. Strangely enough labor does not seem to be giving any trouble in the other countries visited. In Italy mills were running on two shifts, from 5 a.m. to 10 p. m., and they were sold six months ahead. Italy is selling goods to Turkey and the Balkans, in some instances buying the staple and sending it to Austrian mills to be made up, taking the yarns in payment. Pessimism is not apparent. People want to work and there is plenty of work to do. In France things are moving more slowly, owing to the destruction of plants and the greater disorganization of the industry. Belgium is very busy and shows every sign of quick recovery. Cable service to some countries is execrable. The general impression left is that labor is Europe's best asset, that with the possible exception of England, where the problem does not seem as hard to solve as it is in the United States, labor is not only abundant, but eager to work. The overshadowing problems are those of finance and raw material.

The German government has deliberately affronted the United States by naming as its minister to our sister republic of Mexico Count Montgelas, who sought and obtained the hand of a Grand Rapids lady in marriage about ten years ago. True to the German obsession of world domination, while here to attend the wedding, he arranged with several men of German descent to assume the municipal offices which would be created by the kaiser when he ac-

complished the subjugation of America in the war of conquest he planned to start in 1914. Montgelas' lack of manners at the wedding feast were entirely in keeping with the German character, being more suggestive of the hog than a civilized human being. He was a lickspittle and favorite spy of the kaiser and is probably assigned to Mexico now in the belief that his relation with the United States through his marital connection in this country will enable him to continue the nefarious methods of the infamous Von Bernstorf.

Suggests C. L. Glasgow for Governorship.

Detroit, March 23—I have noticed in the columns of several papers throughout the State the last few weeks, the names of gentlemen who have been suggested as possible candidates for the office of Governor.

Some of them have already announced their candidates or the office of them have already announced their candidates.

Some of them have already announced their candidacy, others are expected to do so later. Among them are men who have had little training in political matters or any extended experience giving them general information in regard to State affairs.

Is it not a fact that what we need during these reconstruction times is a man who has had sufficient experience to enable him to know something of Michigan's needs, to be reasonably conversant with legislative work and the duties of the officials of the several departments of state, both appointive and elective, a man whose public service has demonstrated his ability, honesty and fairness, one who has made a financial success of business under his own management

With all due respect for those who have announced themselves I believe C. L. Glasgow, who served so creditably as a member of the Michigan Railway Commission, to be such a

He served two terms as a member of the state senate and has been in close touch with legislative work for the last twelve years. He made an enviable record in outlining the work and policy of the Railway Commission. This work took him into every part of the State. In the adjustment of rates he was brought in touch with the agricultural and manufacturing interests of each community. His decisions have always been characterized by fairness to both the public and the corporations. Detroit well knows his position on the telephone rate controversy which was later sustained by the court, and it is my judgment that had his suggestions at the time been followed the matter would have been adjusted long ago satisfactorily to both the company and the citizens and the state saved thousands of dollars.

We have experimented long enough and paid a sufficient number of political debts. It is about time we had the benefit of economy, proven ability and experience, a man under obligation to no class but who is broad enough and courageous enough to serve all without partiality.

tion to no class but who is broad enough and courageous enough to serve all without partiality.

I notice that Mr. Glasgow has been endorsed by two organizations of large membership whose members are scattered all over the State. I do not know that he desires or would accept the position, but that is the very kind of a man that we should have and when such is found, I believe the public should express its desire and insist that such service should be given as a public duty.

T. D. G.

Mrs. A. Nagengast has sold her grocery stock to A. Clevar, recently of Spokane, Washington, who will take possession April 1 and continue the business at the same location, 674 West Leonard street.

Maple Sugar Crop Suffers From Short Help.

Hundreds of thousands of maple trees will go untapped this season because of the inability of the farmers to get help. Never in the history of the sugar making industry were the farmers so eager to sugar on a large scale this year, but all through Michigan the story is the same; they can only tap as many trees as they can take care of.

While the determining factor in a big maple sugar crop is the weather during the sugaring season, the preliminary conditions this year are said to be exceptionally good. For the past two years, too, the crop has been below normal, so everything indicates a good year.

The farmers never have purchased so much sugar making apparatus and the sugar utensil people report the biggest year in their experience. In many orchards pipe lines have been put in to help offset the scarcity of labor, but pipe lines can only be used in certain orchards. Man power is the big essential and in the past the roving farm-hand has been used. This year there is said to be no such person, as the high wages in the industrial centers have drawn away more men than did the war. Most of the big sugar bushes are owned by farmers who depend on themselves and the members of their families for help during most of the year and hire outside aid during sugaring. They cannot get help this year, no matter what price they are willing to pay, they say.

General Conditions in Wheat and Flour.

Written for the Tradesman.

Even with the continued light demand for flour, wheat is steadily advancing.

This applies to both hard and soft varieties and flours have reflected the advance in wheat, choice mill brands having scored an advance of from 25@50c per barrel.

In the East many jobbers are being forced to buy flour again in a small way, as their stocks have been wholly depleted.

We believe this same condition will soon prevail in all sections, as very little flour has been purchased during the past sixty days and 110,000,000 people will consume a large supply of bread stuffs in that period of time.

With even normal spring buying, we believe prices are bound to show some increase; in fact, believe the trade will profit by providing for their normal requirements at present prices.

Private reports indicate the April Government report is going to be bullish, as serious damage has been done to the growing crop in the Southwest and the condition of winter wheat in both Ohio and Indiana is considerably below normal.

Lloyd E. Smith.

If union labor and the farmers were not exempted from so many laws enacted by Congress, it might be possible to get somewhere with the campaign to lower living costs.