

MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, APRIL 28, 1920

Number 1910

Nature's Spring and Ours

There goes the rolling tumble weed, it truly must be spring,
The southern winds have blown it from where autumn blasts did fling
It to a corner in a sort of blustering threat'ning mood
As if to say, now you stay there with your obnoxious brood!

Hello there Mr. Robin, who, from frozen earth and snow
Did, by sheer force of nature's moods to warmer regions go;
But now you're back, which truly shows that nature holds no bluff
That does not yield when it has had its own way, long enough.

And from the waters yet so cold the froglets gaily sing
Which, with the pussy willows seems a symphony of spring—
The first installment that begins the season's medley through
Upon the stage, the carpet green and background shadings true.

And from the camps where ruthless man has tapped the maple trees
The steam from boiling sap is seen to rise into the breeze—
The vapor from the nectar rare—the golden drips that now
By nature's alchemy are made, the best that she knows how.

And life seems springing up again, beneath the glowing sun,
The flowers spring forth in the wood ere leafy shades shall come;
The Arbutus with its fragrance rare distilled from nature's best
Springs from its chosen wildwood home, the season's rarest guest.

And so it is, and life is but the springtime of the years
In which to answer in our way the "music of the spheres,"
And to fulfill the mission well that unto us is given
Will "carry on" all that can make a summer time of heaven.

L. B. Mitchell.

GRAND RAPIDS
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Apr 28 '20

A great many grocers we know of have greatly increased their sales through the distribution to their customers of the—

Fleischmann's Compressed Yeast and Good Health Booklets

Why don't you do the same?

Fleischmann's Yeast

is a wonderful remedy for boils, pimples, carbuncles, eczema, constipation.

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.

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Twenty years of honest, persistent educational advertising has created millions of consumers for

Shredded Wheat Biscuit

Their selection of this whole wheat cereal is based upon intelligent knowledge of the process and its dietetic value. They will not accept anything else in its place. We have not been able to supply the full demand for this product, but increased manufacturing facilities will soon enable us to give your customers all the Shredded Wheat they want. It is without doubt the most real food for the least money.

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The Shredded Wheat Company, Niagara Falls, N. Y.



INCREASE YOUR BISCUIT PROFITS



Advantages of an IDEAL SUNSHINE BISCUIT DEPARTMENT

Perfect Display—Clean—Neat—Attractive
A Complete Stock with Smallest Investment
It Creates Interest and Consumer's Demand
Ask the Sunshine Salesman—He Knows

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits
CHICAGO

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MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete In Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by

TRADESMAN COMPANY

Grand Rapids.

E. A. STOWE, Editor.

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

THE STRIKE PROMOTER.

His capital is the sinew and bone of workingmen upon whose earnings he waxes fat, cruel and autocratic. He is the most merciless capitalist with which labor has to deal. The hand of toil supports him in a life of ease and it is he who lolls complacently in his easy chair while his slaves are cuffed, knocked and bruised. It is he who builds a wall of luxury. It is he who provokes disagreement, wrangle and riot; prejudice between honest employers and employees.

A Herod or an Ananias beside him would be a mere dwarf in cruelty and perversion. In the wanton use of his human capital he runs no financial risk. Business crises do not bother him. He has no worries ament market conditions, state of trade or the price of exchange. Payrolls, maturing notes and obligations are as far from his thought as is the North star from the reach of his grasping hand. He is as carefree as a dog; as vicious as a wolf. He is bent on the destruction of everything created by labor and industry itself.

He and his co-workers maliciously conspire to restrain trade and in the doing of this defy the laws of the land.

His capital of flesh and blood, long forced to do his bidding, is waking from its nightmare.

And with it, all America is waking. Americans are asking: "Must the peaceful pursuit of industry and the personal privileges of freemen be longer threatened by alien agitators? Must friction between employers and employes be kept always at blood-heat by foreign conspirators?" The answer is coming.

It is coming in the voice of thunder with the strength of a hundred million freemen back of it, resolved upon perpetuating American ideals and the expulsion from America of all alien agitators preaching seditious doctrines and inciting hatred, disloyalty and riot.

Banish the agitators; shake off the shackles of fear. Work and strive for

a closer brotherhood of man and a loftier Americanism.

WOOLS AND WOOLENS.

Some little buying has been going on of the new domestic wool clip, but it is not very pronounced as yet. Growers are in no mood to let go their holdings at any low figures. Dealers are awaiting the results of the forthcoming auction sale of British colonial wools, which begins in Boston on Thursday with an offering of 26,000 bales. Such sales abroad during the last week have shown no recessions in prices because the demand from various countries still continues strong. It is only a question of time, however, before the most pressing wants will have been supplied, and it will become a serious question to market the great stores of the article which will be available before the end of the year. Growers and brokers in Australia are trying to have a plan adopted for preventing a sudden and disastrous drop in prices for the clip of 1920-21. This will involve the control of the entire quantity by a council and the selling of all wool at auction in Australia and a check on exports. Meanwhile, the stock of wool owned by the British Government in Australia and in transit on June 30, it is estimated, will amount to 1,600,000 bales. This is in addition to the other wool supplies in London and elsewhere owned by the Government. The woolen goods market showed few new features during the last week. Production is going on at a fairly good rate, but much interest is shown in what reports are to come from the clothing manufacturers who are trying to push business for Fall. The indications are somewhat indeterminate as yet because of the opposition to the high prices. Dress goods are moving better over the counters than to the cutters-up.

JAPAN'S ECONOMIC CRISIS.

Just why so much surprise was manifested at the financial and economic crisis in Japan is a puzzling matter. It is certainly a thing that could have been easily predicted and, as a matter of fact, it had been foretold. More than two months ago the Bureau of Foreign and Domestic Commerce issued a circular, based upon an analysis of Japanese conditions made by Commercial Attache James F. Abbott in December last, which explicitly stated that "it is not unlikely that something like a panic will occur early in the year." The reasons for this conclusion were not far to seek. An overstimulation of industries and a rapid expansion of trade, accompanied by tremendous inflation and the most reckless kind of speculation marked the war period

in Japan. There was a lack of real capital or resources to handle the far-reaching and ambitious projects of promoters. As one man put it: "Japan was trying to swing the trade of the world on a shoestring." A typical instance of the speculative methods indulged in was afforded in the case of raw silk. This was brought in vast quantity to this country, which is Japan's best customer for the material, and kept on storage here in order to withhold it from the market and thus create an artificial scarcity with the resultant boosting of price. This required a great deal of borrowing and was just one of the many strains on Japanese credit. A similar course of proceeding has been going on in this country, but the very much greater resources here have so far enabled it to proceed without bringing about a crisis. But it cannot go on indefinitely here and that is one reason why the banking interests are restricting credits.

REMARKABLE DISCOVERY.

The Grand Rapids Herald made an important announcement this morning—that Cassius L. Glasgow, of Nashville, is a candidate for the Republican nomination for Governor. Every business man in Michigan has known that Mr. Glasgow was an available and acceptable candidate for the position for several months and every merchant who would like to see a merchant elected Governor—not because he is a merchant, but because he is a MAN—has been bending every effort to boost his nomination. The greatest drawback to Glasgow's success is Glasgow himself. He refuses to pledge himself to any class, clique or clan. He points to his record as a legislator and public official and says: "There is my record. If I have made good in the past in those positions of trust and responsibility, possibly I can make good as Governor, but I will not make any pledges to anyone regarding the positions I will assume or any public question until I shall have had time to consider same from all angles and as circumstances may then justify. If this is not the kind of a Governor you want, pass me up and I will pack my gripsack and take my wife on a long-promised trip to Honolulu."

If the business men of Michigan want that kind of a Governor, instead of the cheap time-server and political fugler who now disgraces the office, this is their opportunity. It is up to them.

WORST KIND OF SLAVERY.

If a man is driven to his job by a union; driven from his job by a union; permits the union to fix the amount of his pay and the hours of his service; buys his shoes and his

shirts, his food and his fuel only where the union tells him to buy, and besides pays the union for thus bossing him around as though he were a "dumb, driven brute," it would take a better mathematician than we are to figure out how much liberty he has left.

The president of the teamsters union in Chicago was murdered by one of his henchmen last Thursday. The daily papers, in chronicling his career, disclosed the fact that twelve years ago he was an ordinary teamster working on a salary of \$3 per day. Since assuming the presidency of the union he has accumulated a fortune of \$200,000. Any one at all familiar with the inside workings of trades unionism in a large city knows how this was accomplished—it was obtained by graft paid by contractors and construction companies which keep union leaders on their payrolls in order to avoid strikes on jobs they are handling. It is a matter of common knowledge that the Harris Trust & Savings Bank paid \$30,000 to union grafters to prevent strikes on the building it erected some years ago and it is now a matter of public record that when the Pennsylvania Railroad Company started to erect its new depot in Chicago some years ago it set apart a fund of \$200,000 to be paid these union hirelings, who saw to it that every cent was absorbed by them during the progress of the work. This condition is made possible by the adoption of collective bargaining and the closed shop. It could not exist for a moment under open shop or non-union conditions. If a man wishes to avoid being blackmailed by the labor union leaders, he must insist that his work be done by non-union men. In so doing he will usually secure good workmanship, instead of the botch work peculiar to all union workingmen. It is claimed by those familiar with the situation that more than twenty union leaders in Chicago are in possession of a half million dollars apiece through the practice of these nefarious methods of closed shop advocates.

Judge Tuttle, Federal Judge at Detroit, has held that Section 4 of the Lever law is unconstitutional. This is the section which has a bearing on merchants. Judge Tuttle holds that the provisions to what constitutes a fair price are too vague.

If you do not like **your** work, do it well just the same, **although** watching for opportunities to get into something you do like.

Misfortunes when asleep are not to be wakened.

FIELD SEED DEPARTMENT.

Summary of Situation in the Middle West.

The Purpose of This Page.

The sole aim of this field seed page is to serve the seed merchants of Michigan and nearby states helpfully and effectively. Crop news will be discussed, general weather conditions noted, trade news reviewed each week and up-to-the-minute information digested. All this is for the busy seedsmen who wishes to keep posted on actual conditions so that he can serve his community faithfully and well. The editor shall be glad to receive local news, local crop information and any items which, in turn, will help other seedsmen. This page is conducted for you—make it your page.

Weekly Weather Report.

Another unfavorable week for vegetation and farm work all over Michigan. Entirely too cool and wet. No material change in the condition of winter wheat. Very unfavorable for seeding oats, spring wheat and other spring grains, on account of the cold wet soil condition. Farm work generally over the State retarded with but very little seed demand. Planting weather must come soon.

Glance at the Seed Situation.

Dealers report but very little business during the past few weeks and wholesalers and jobbers have not moved the tonnage that they did during the same period last year. This is attributed to the fact that seed dealers in the territory are carrying virtually no stocks on hand, due to high prices and lack of demand from the farmer. Dealers must begin now to realize just what the situation is and must anticipate the farmer's demand. Weather conditions have prevented spring seeding and the first few days of warm weather will throw a flood of seed demand onto the dealer which he must be able to meet. Due to traffic conditions at the present time our dealers cannot hope for "overnight" deliveries on seed requirements and, due to the lateness of the season, the farmer cannot wait on the dealer to order in his requirements.

A very frank discussion of farmer seed requirements here should help the dealer in buying his seed requirements:

Red Clover: Sales thus far this season are not up to expectations but a last minute demand will use up dealers stocks closely. Considerably more clover acreage must be planted yet if Michigan is to maintain its usual clover production. Dealers who are carrying a low stock must reorder quickly. Prices are lower due to lack of demand but very recent seed movement has strengthened values.

Alsike: Trade has been quiet but dealers feel that stocks will be generally used up. Already this season there has been an increased demand due partially to the fact that alsike seeds further than Red Clover and because of the high price of both seeds. There will be a demand for late seeding of alsike in this territory. Stocks are low at the present time and a sudden demand will exhaust the supply.

Timothy: Timothy has been dull under a light demand and backward season. Consumptive demand indifferent.

Sudan, Cane and Millets: Actual planting conditions must be realized now by all dealers and quick maturing forage crop stocks must be anticipated. Michigan farmers must be supplied with some form of forage producing seed. Farm conditions all over the country, due to the lateness of spring planting, indicate that heavy plantings will be made. Sudan is not generally appreciated in Michigan, but the interest that farmers are taking in it this season is something for the dealer to understand and appreciate. Present values of Millet should interest dealers. Millet to-day is being offered

at about the present value of oats. Anticipate your demand and buy your requirements.

Alfalfa: The steadily increasing demand for good alfalfa seed in Michigan is encouraging and is directly the result of the efforts of better seedsmen throughout the state coupled with the data furnished by the Experiment Station. Good seedsmen are being careful in buying seed so that hardy strains of seed are offered their farmer trade seed grown in localities with growing conditions similar to Michigan conditions. Demand already this season is very encouraging and dealers who are not already supplied must look about for seed. Buy the best seed you can from reliable sources—know its origin—and encourage your local farmers to plant—a satisfactory reward will be the result.

Sweet Clover: Sweet clover demand is greater this year than ever before. Dealers who formerly used one and two bag lots are now handling five and ten bags. Values of other seeds in proportion to sweet clover stimulate trade on sweet clover.

Sudan Grass.

Actual conditions that right now are confronting the Michigan farmer and his local seedsmen leads the writer into a discussion of a particular crop that is but little known in this state. The need of the farmer for a quick growing heavy yielding forage crop of good feeding value is looming large now because of prolonged cold wet weather which has made early seeding impossible.

Sudan grass is an annual, first introduced by the United States Department of Agriculture. In a very short time it has become one of the most valuable grasses for hay purposes. It has market ability to yield and is recognized as one of the greatest drought resistant of all forage crops. It is a tall annual grass growing under favorable conditions to a height of six to ten feet, but when broadcasted thickly it grows only three to five feet high. The stems are fine, the largest stalks seldom thicker than a lead pencil. Where the plants are scattered they stood abundantly, as one hundred stalks coming from a single root.

The grass cures easily, making hay of excellent quality which is readily eaten by all kinds of live stock. Under ordinary conditions Sudan Grass will yield two cuttings of hay in a season. The hay should be cut as soon as the grass is fully headed. The yield is from two to four tons per acre. Growers of sudan are enthusiastic—they claim the hay to be of very high feeding value and palatable to all kinds of live stock—superior to millet hay and in a great number of reports is claimed to equal timothy hay in value.

The seed is sown when the ground has become warm in spring either in drills using three to five pounds per acre or broadcasted using fifteen to twenty-five pounds per acre.

Sudan grass is admirably suited to growing in mixture with field peas, soy beans and other legumes, the stiff stems of this grass supporting the vines of the legumes well. Will grow on any soil and can be used as a catch crop, much the same as millets.

Late News From the Cereal City.

Battle Creek, April 27—Earl Billington, one of Battle Creek's established grocers, is closing out his stock and fixtures, having sold his lease to others who will occupy the building as a lunch room.

H. A. Moon, who has been in the grocery trade on West Main street, is closing out his business. He is contemplating moving to the West.

John Bross, of Albion, formerly of Church & Bros., grocers, has returned home, having spent the winter in California.

B. C. Franklin, one of Albion's leading grocers, is president of the Albion Overall Club.

The Michigan Metal Products Co.,

of Battle Creek, manufacturer of dust pans and house mail boxes, has increased its capital stock from \$10,000 to \$30,000.

The students of our high school, instead of forming an overall club, are wearing their old clothes in place of buying new.

C. J. Horning, the Champion street grocer, has just returned from a three months' trip in the oil fields of Texas. He says Michigan looks good to him.

Battle Creek is nearly destitute of sugar, none having arrived to the local jobbers for some time.

Battle Creek Council attended the First Baptist church in a body Sunday morning and listened to a very interesting sermon delivered by the Rev. Stewart B. Crandell on the Sample Case. Jack.

Hopes Some Time to Be Governor.

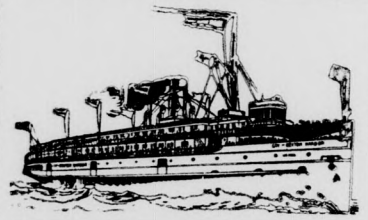
Battle Creek, April 26—I have your esteemed favor of April 22 and copy of Michigan Tradesman of April 21. It was very nice in you to mention my name among the other gentlemen who might be considered candidates for the office of Governor in the State of Michigan on the Democratic ticket. It was very thoughtful of you to write me and send the copy and I assure you I appreciate the courtesy very much indeed.

While I have no disposition or intent to criticize, I do wish you had known me better and I think you might have written differently. Personally, I have always thought that I was a conservative brought down to date. I never dreamed that I was a radical and I am certain that I never suspected that I ever posed. If there is anything I have ever been proud of in a public way it is that I have been real and have never posed or straddled. Everyone who cared to has always known where I actually stood on every matter of public importance.

I do not desire the nomination for Governor at this time and have not

the slightest idea that I shall desire it in the near future, although I hope some time to be Governor of Michigan. John W. Bailey.

Detroit—The Conhaim-Traxler Co. has been organized to manufacture men's and boys' wearing apparel and conduct a wholesale and retail clothing business, with an authorized capital stock of \$200,000, of which amount \$100,000 has been subscribed, \$2,373.12 paid in in cash and \$17,626.88 in property.



GRAHAM & MORTON
Transportation Co.

CHICAGO

In connection with

Michigan Railroad

BOAT TRAIN 7 A. M.

Tuesdays, Thursdays
Sundays

Freight for CHICAGO ONLY

DICKINSON'S

PINE TREE BRAND



TRADE MARK
IT STANDS ALONE

SEEDS

The Albert Dickinson Co.

MINNEAPOLIS

CHICAGO

The Reign of Extravagance

The extravagance of the country cannot be over-emphasized. People are not saving money as they did during the war. They are spending and speculating like drunken sailors. Savings banks report that their savings deposits are not growing as they should under the present conditions with large wages.

Speculative profits have given both swollen incomes and swollen heads to thousands upon thousands who are living extravagantly on their new-found wealth, regardless of whether it was fairly or illegally gained. Thousands of persons are consuming their wages and their savings. The long-cherished adage regarding laying up something for a "rainy day" has been utterly forgotten.

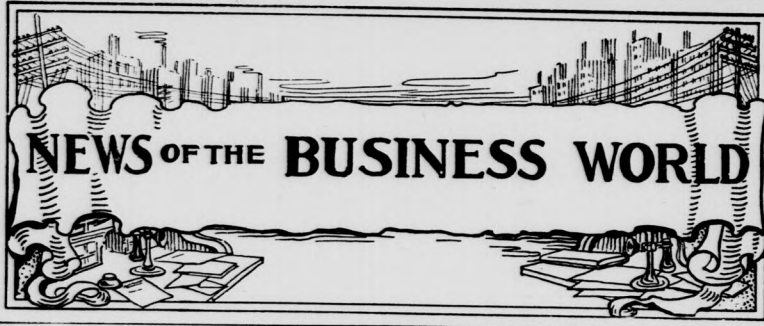
All of this is creating a very grave situation. Industrial profits are declining because operating costs are steadily increasing. Labor unrest is being excited by the fever of speculation and extravagance. Production per capita is actually declining at a time when it is most needed in recouping war losses. The old idea of doing work well for pride's sake is disappearing. The reaction of the world war upon this country is causing a desire for higher living and less work.

From this period of inflation and extravagance no satisfactory readjustment of industry can result. The cure lies in increased production, and an increased production requires individual efficiency and team work. There is no limit to what Americans can do when they work together. Will we right about face and work as a unit to terminate the present period of universal insanity or go down in disaster, thus reaping a crop which will prove a serious handicap on every living American and place an unfair burden on generations yet unborn?

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



Movement of Merchants.

Stevensville—The Stevensville State Bank has been incorporated with an authorized capital stock of \$25,000.

East Lansing—Adam S. Dingilian is installing a sanitary meat market in connection with his grocery store.

Owosso—J. C. Stout succeeds J. B. Raak as proprietor of the Paris Dry Cleaning Works, on North Ball street.

Mesick—The Farmers & Merchants State Bank has completed its organization, with C. W. McPhail, of Ludington, as president.

Saginaw—Harry E. Oppenheimer has sold his interest in the stock of the Style Shop to D. A. Seamon. The business will be continued under the same style.

Howard City—W. H. Collins, who has conducted a general store here for many years, has sold his stock to the Detroit Salvage Co. and will retire from business.

Port Huron—The Moore Brothers Coal Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Allen-Jackson Electric Co. has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and \$1,500 paid in in cash.

Freesoil—L. G. Jebavy, produce dealer at Ludington, has purchased the produce warehouse and business of C. J. Blake and will continue it in connection with his other interests.

Breckenridge—The Breckenridge Produce Co. has been organized with an authorized capital stock of \$4,000, of which amount \$2,000 has been subscribed and \$1,000 paid in in cash.

Cedar Springs—The Cedar Springs State Bank has purchased the Aumont property, at the corner of Main and Cherry streets, and will occupy it with a modern bank building in the near future.

Clarksville—The Clarksville Co-Operative Elevator Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Richards-Micklin Co. has been incorporated to deal in machinery and equipment for power plants, with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and \$2,000 paid in in cash.

Marquette—Ziel LaBonte has sold his store building at the corner of Prospect and North Third streets, together with his stock of confectionery and ice cream parlor to Frank Mecin, who has taken possession.

South Haven—The McGuire Brothers Supply Co. has been incorporated to deal in household goods and supplies, with an authorized capital stock of \$15,000, of which amount \$8,010 has been subscribed and \$6,648 paid in in property.

Fraser—The White Eagle Furniture Co. has been incorporated with an authorized capital stock of \$20,000 common and \$5,000 preferred, of which amount \$13,000 has been subscribed, \$1,000 paid in in cash and \$4,000 in property.

Detroit—The Detroit-Indiana Truck Co. has been incorporated to deal in trucks, parts and accessories, with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and paid in, \$7,000 in cash and \$23,000 in property.

Detroit—Harry D. Luke, druggist at 1769 Gratiot avenue, has merged his business into a stock company under the style of Frontier Drug Co. with an authorized capital stock of \$15,000, \$8,000 of which has been subscribed and paid in in property.

Menominee—The Modern Artcrafts Co. has been organized to deal in portable lamps, shades, book blocks, etc., with an authorized capital stock of \$15,000 common and \$10,000 preferred, of which amount \$15,000 has been subscribed and paid in in cash.

Detroit—The Robinson Mendelsohn Co. has been incorporated to deal in confectionery, cigars, confectioners and druggists supplies and sundries, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in cash.

East Tawas—Mrs. Ed. King has merged her furniture and undertaking business into a stock company under the style of the W. A. Evans Furniture Co. with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed, \$398.55 paid in in cash and \$2,101.45 in property.

Bay City—Van Poppelen & Munley have merged their fuel and builders' supplies business into a stock company under the style of Van Poppelen Bros., with an authorized capital stock of \$60,000, of which amount \$50,000 has been subscribed and paid in, \$2,000 in cash and \$48,000 in property.

Detroit—Ben B. Schwartz has merged his fruit and produce business into a stock company under the style of the Ben B. Schwartz, Inc., with an authorized capital stock of \$100,000, \$50,000 of which has been subscribed and paid in in property. The company will conduct a wholesale and retail business.

Sault Ste. Marie—Barish Bros. & Co. have merged their dry goods,

shoe and clothing business into a stock company under the style of the Boston Dry Goods Co., with an authorized capital stock of \$25,000, of which amount \$17,100 has been subscribed and paid in, \$5,000 in cash and \$12,100 in property.

Pompeii—After a continuous and prosperous business of nearly forty-two years, the firm of Seaver Bros. has been dissolved by mutual consent. Owing to failing eyesight and impaired health, John S. Seaver has been obliged to retire, having sold his interest in the stock and store building to his brother, Isaac, who will continue the business at the old stand under the firm name of I. S. Seaver & Co. John S. Seaver retains his residence and will continue to live in Pompeii.

Manufacturing Matters.

Muskegon—The Superior Seating Co. is succeeded by the Superior Cabinet Co.

Ypsilanti—The Fox Textile Co., of Detroit, has purchased the plant of the Ypsilanti Garment Shop and will occupy it as soon as it can be re-modeled.

Hudson—The Hardie Manufacturing Co., manufacturer of spray pumps, will build an addition to its plant which will enable it to double its capacity.

Detroit—The Union Machine Co. has been organized with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,600 paid in in cash.

Alpena—The Alpena Garment Co. has been incorporated with an authorized capital stock of \$75,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Detroit Motor Devices Corporation has been incorporated with an authorized capital stock of \$200,000, all of which has been subscribed and paid in in property.

Detroit—The Gallia Molding Sand Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$5,000 in cash and \$5,000 in property.

Detroit—The Victory Bottling Works has been organized to manufacture and sell soft drinks, with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

Detroit—The Le-Roy-Broehm Foundry Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$7,500 paid in in cash and \$2,500 in property.

New Buffalo—The New Buffalo Cut Glass Co. has been incorporated to conduct a wholesale and retail glass business with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Marysville—The Marysville Supply Co. has been organized to manufacture and sell building materials and supplies, with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

Bay City—The Watson & Richardson Lumber Co. has started work on the erection of a saw mill to replace

the one destroyed by fire about a year ago. The new mill will have a capacity of 25,000 to 30,000 feet daily.

Detroit—The Giern & Anholtt Tool Works Co. has merged its business into a stock company under the style of the Gierholt Gas Motor Co. with an authorized capital stock of \$100,000, all of which has been subscribed and \$12,000 paid in in cash.

Monroe—A Detroit syndicate headed by Annen Von Eschen, superintendent of the Michigan Steel Castings Co., and C. F. Clark, has secured possession of the property of the Monroe Steel Castings Co., on West Front street. The purchase price was between \$150,000 and \$170,000.

Shifted From Michigan to Ohio.

Battle Creek, April 27—The transfer of Robert J. Concannon, with James S. Kirk & Co., Chicago, well known manufacturer of soaps, from Michigan to Ohio Territory, is another well deserved promotion for Mr. Concannon. "Conny" entered the employ of Kirk & Co. in 1907. The year 1910 he was placed in charge of a territory with headquarters at Kalamazoo, introducing Flake White and



Robert J. Concannon.

Jap Rose to the trade in Southern Michigan. Mr. Concannon has made a host of friends for himself and house on the territory, who all join in wishing him continued success in Ohio. New headquarters will be at Dayton. C. C. Mason, of Wichita, Kansas, will succeed Mr. Concannon on the territory. C. Guy Pfander.

It is exceeding unfortunate that the meeting of the Michigan merchants here last Wednesday did not look one serious situation in the face—the necessity of immediate action to circumvent the political activities of the stock fire insurance monopoly in the selection of Governor, Lieutenant Governor and Speaker of the House of Representatives. These three officers hold the key to the situation and can make or unmake any law they see fit through convinance and chicanery. Before the new organization can now get under way, the die will have been cast and the pernicious system clandestinely managed by Mark T. McKee, of Detroit, will have become fastened on the State for another two years.

Your character cannot be essentially injured except by your own acts.



Review of the Produce Market.

Apples — Baldwins, \$4; Starks, \$3.50; Western box fruit commands \$4.50@5.

Asparagus—California commands 90c for large bunch; Illinois Sectional, \$4.50 per crate of 24 bunches.

Bananas—8c per lb.

Beets—New, \$2.75 per hamper.

Butter—The market is very firm. The receipts are still extremely light and hardly adequate to meet the demand. However, within a few days receipts will probably be normal again and the butter situation will likely clear. Local jobbers hold extra creamery at 63c and first at 61c. Prints, 2c per lb. additional. Jobbers pay 50c for No. 1 dairy in jars, 50c for prints and 33c for packing stock.

Cabbage—\$6.75 per 100 lbs. for Texas; California, \$5 per crate of 70 lbs.

Carrots—New, \$3.25 per hamper.

Cauliflower—\$3.25 per doz. for California.

Celery—California, \$1.35 per doz.; Florida, \$7.50 per crate of 3, 4 or 6 doz.; \$7 per crate for 8 and 10 doz.

Cocoanuts—\$1.50 per doz. or \$10 per sack of 100.

Cucumbers—Hot house, \$3 per doz.

Eggs—The market is steady and receipts are showing an improvement over last week. There is a very heavy consumption of eggs and we do not look for any material change due to this fact. The quality at this time is about as fine as at any time of the year. Local jobbers are paying 41c, cases included.

Grape Fruits—Extra Fancy sells as follows:

36 size, per box	-----\$4.50
46 size, per box	----- 4.75
54 size, per box	----- 5.50
64 size, per box	----- 6.00
70 size, per box	----- 6.00
80 size, per box	----- 6.00
96 size, per box	----- 5.50

Green Onions—Shallots, \$1.40 per doz.

Green Peppers—\$1.60 per basket.

Lemons—California, \$5.50 for 300s and \$5 for 240s and 360s.

Lettuce—Iceberg \$8.50 per crate of 3 or 4 doz. heads; hot house leaf, 24@26c per lb.

Onions — California Australian Brown, \$8 per 100 lb. sack; Texas Bermudas, \$4.75 for 50 lb. crate; Spanish, \$2.25 per crate for either 50s or 72s; home grown, \$6.50@7 per 100 lb. sack.

Onion Sets—White, \$4.50 per bu.; yellow, \$4 per bu.

Oranges—The expected advance came on schedule time, but instead of being \$1 per box, it amounted to only

25@50c per box. Word comes to this market from California that loading is now in progress which means that we will be in receipt of fruits within twelve to fifteen days. Fancy California Navals now sell as follows:

80	-----	\$5.00
100	-----	6.00
126	-----	6.75
150	-----	7.50
176	-----	8.00
200	-----	8.00
216	-----	8.00
250	-----	8.00
288	-----	8.00

Choice will sell as follows:

80	-----	\$4.75
100	-----	5.75
126	-----	6.50
150	-----	7.25
176	-----	7.25
200	-----	7.75
216	-----	7.75
252	-----	7.75
288	-----	7.75

Parsley—60c per doz. bunches.

Pieplant—California, 15c per lb.

Potatoes—Home grown, \$4.50 per bu. Baking from Idaho, \$5.50 per box.

Radishes—Hot house, 45c per doz. bunches; large bunches, \$1.10.

Spinach—Texas, \$2.75 per bu.

Sweet Potatoes—\$3.50 per hamper for kiln dried Delawares.

Tomatoes—\$1.75 per 5 lb. basket from Florida.

The produce and fruit markets are now feeling the effects of the strike more than at any time in the past. Stray shipments are coming in from Texas and Florida which have been from 30 to 40 days on the road. There will be a great scarcity of everything in the produce line for the next month.

The Grocery Market.

Sugar—The market continues in a highly critical condition. Raws are selling around 20c per pound, in a large way, although raw sugar entering into the stock which is being refined to-day did not cost within several cents of that. Refiners have advanced their prices for refined another cent during the week and further advances are certain unless the situation improves. The demand is far in excess of the supply and no refiner is pretending to fill more than a fraction of his orders. In retailers hands granulated sugar is selling at all kinds of prices, according to rumor, up to 28@30c a pound. There are predictions of lower prices, but no signs of them yet. Local jobbers are selling granulated at 19c—when they have any. Chicago jobbers were

asking 31c for granulated last Saturday. The trouble is largely due to transportation delays. If people would stop hoarding sugar, there would be plenty enough to go round.

Tea—There has been a fairly active demand during the past week. Transportation conditions have interfered very much with the tea business, however, and even yet are interfering with it at interior points to some extent. The market continues to be steady to firm from top to bottom, although prices for the week show no change.

Coffee—The market is still in an unsettled condition. The primary markets in Brazil show considerable strength, and while that necessarily affects us in this country, it has not materially affected the market. The demand for coffee keeps closely down to actual wants and shows no change for the week.

Canned Fruits—The flurry in the California market spent itself last week, not because buyers had their fill of peaches, pears and apricots, but because holders of the speculative stocks who furnished the material for trading were less willing to sell except at advances, and buyers are feeling their way cautiously, as they do not want to give the market too strong a head of steam. Weak holders have been taken from the market, and owners of fruits who are financially able to swing their loads are trying to do so for the sake of the prospective profit which has given the buyer his present interest in the market. A much better feeling prevails in all lines, resulting in an advance of 75c@\$1 during the course of the week. Apples have been in better demand than during the winter period, but the advance in sugar just at the time the spring trade develops has been a handicap to the market.

Canned Vegetables—It looks as though the long expected buying drive had set in and that the market was being taken out of the control of the buying faction. The most spectacular change in vegetables is in tomatoes, which shows substantial gains in prices on both Southern and Western packs. Another feature of the market has been the receipt in the East of a few cars of new California asparagus tips, which were sold almost as soon as announced as there are no old packs here. Moderate shipments are rolling and the movement is uncertain because of the railroad situation. Corn has been more active and closed firmer in tone, Southern standards were not to be had at less than \$1.15 factory and Western was held at the same minimum. The distribution is over a wide area in the local field, as all distributors are buying to some extent. Peas are active on all good standard grades and are firm, as these lines are being cleaned up. Extra standards are moving in a fair way and no fancy are available.

Canned Fish—While other canned foods were active and advancing, fish has been practically at a standstill. It is impossible to put over any big deals because buyers are below prevailing quotations and few con-

firmations are received on this class of business. There is enough of price cutting to cause an unsettled feeling. While the opening prices on Maine sardines have been announced, both by the large and smaller packers, buying has not developed as yet, as the trade wants to see if the prices will stand, especially as there are discrepancies between the offerings of the various packers. A dozen or more factories are in operation in a limited way, more to keep help in line than to take care of the fish, which have not been offered freely as yet. Shortage of tin plate is becoming serious, causing some factories to close temporarily. The spot market is extremely dull because of a lack of buying interest. California and imported sardines are parallel in market conditions. Salmon is quiet with very little business going on at the moment.

Dried Fruits—Prunes are fairly active on the larger sizes but dull on the other types, as there are more than sufficient of the latter to meet present demands. Large prunes, on the other hand, are much less plentiful and are firmer in consequence. Jobbing stocks in nearby markets are light, but it is impossible to ship freely at present. On extra choice, fancy and extra fancy northern apricots the market is steady, but choice are hardly holding their own. There is a good demand if the price is shaded, but less movement at full quotations on choice. Blenheims are scarce and not freely offered. Southern packs are quiet. There has been but little demand for some time for peaches and pears, which are easy in tone.

Sugar Syrup—The sugar shortage is diverting more attention to syrups for home consumption. The market is firm with a rising inclination, due to increased cost of production.

Corn Syrup—Business is still restricted by the difficulties encountered in the making of deliveries on out of town orders, but the demand is good and the firm tone of the market is retained.

Molasses—Light receipts and a steady demand keep prices on a firm basis.

Cheese—The market is steady, with quotations unchanged. There is a moderate supply to meet the light demand.

Provisions—The market on lard is steady, with quotations about the same as previous quotations. There is a good consumption of this commodity and a fair supply. The market on lard substitute is weak and unsettled, due to the very light consumption and also to the fact that the price is higher than pure lard. The market on smoked meats is very firm, prices having advanced about 2@3c per pound, due partly to the very light supply and also light receipts. The market on dried beef is steady and unchanged. Barreled pork is steady, quotations about the same as previous quotations. There is a light supply and a very light demand. The market on canned meats is steady and unchanged.

THE SUGAR CRISIS.

Methods By Which Situation Can Be Improved.

The sugar situation is the chief topic of consideration in the grocery circles of the country, but a large part of it arises from popular excitement and the doings of the speculators. Both prices and visible supply are disconcerting, but merely complaining about it will not accomplish anything. There must be action, and the letter of the National Wholesale Grocers' Association, indicates a broad understanding of the whole situation by the association leaders and the futility of harangue to accomplish anything unless there is tangible determination back of it. The full text of the letter is as follows:

That the sugar situation is critical and severe admits of no denial. From every part of the country wholesalers and retailers as well as consumers are complaining of inability to get enough for their needs and with good reason. But the excited way in which some of the scramble for sugar presents itself, suggests that perhaps the excitement has become out of the very causes back of the trouble and a little more calmness and patience would help the situation. As we find the situation, here are some of the salient points:

1. Sugar is not to be had in sufficient and regular supply from retailers even for their long-time regular customers.

2. Speculators, brokers and often parties wholly outside the grocery trade are offering sugar at fancy prices, 2c, 3c and even 4c above the refiners nominal prices for immediate carlot delivery.

3. Refiners complain of inability to buy raw sugars at reasonable prices at points of origin, and consequently have no surpluses available for delivery, but most of them are hard at work refining raws for private owners who outbid them in Cuba and elsewhere on a basis of toll fees, which fees are understood to be far more profitable than the permitted legal fees which formerly prevailed when they were working on their own sugars for sale through regular channels.

4. Not all refiners are agreed as to the causes of the high prices, and not all are as frank as might be desired as to why they are unable to make regular delivery to their old customers.

5. Plainly the speculators are in control of the refined surpluses of sugar, while the Cuban owners of raws have inflated ideas of values entirely out of reason, and have sold most of their crops at prices which give them enough money to allow them to hold their unsold portions until buyers will pay the prices demanded. And as long as American refiners do not get together with them on a buying basis, and foreign refiners and domestic speculators do, the balance of the crop unshipped stands a mighty slim chance of getting into the channels which normally flow through the wholesale grocer to the households of this country at reasonable prices.

6. So far as appears, the Government officials who might possibly gain some control over the situation are evidently not securing results, and the refiners generally display a complacency that perhaps follows naturally from a contemplation of their bank balances.

As nearly as we can get at it, the whole trouble started when Mr. Hoover's policies of control were too hastily abandoned, in the days just preceding the action of Congress in extending the Lever act. Had the Government authorities at that time taken control of the raws in Cuba bought the whole crop even at the

prices then prevailing—much less than half what Cuba demands to-day—and continued apportioning the supply to refiners, licensing rigidly all buyers and sellers, the statistical shortage would have been met and overcome. By the time Uncle Sam realized this the speculators had control and the resulting high prices prevented even belated correction.

Then came the Louisiana incident.

Next came the reaction from the speculative buying of Cuban raws by manipulators. The owners of the raws contracted with our own refineries to refine the raws on a toll basis, reported to be a good deal more profitable to the refiners than operating on their own lines under the Lever act for the service of their regular customers. It is not altogether certain that all the refiners tried to resist. It should be said to the credit of a very few refiners that they have refused to do any toll refining. It might also be said that if the refiners had not made their plants available to the speculative owners of raws, the latter could not have 'turned the trick.'

Looking at the situation face to face:

1. There is a great amount of sugar held by speculators here and in Cuba. Also a great deal in the aggregate but in small individual lots) in the hands of alarmed jobbers, manufacturers, retailers and housewives. Bought as a precaution, it caused an unnecessary shortage, created a psychological scare that only added to the trouble and now offers a temptation to the lucky owners.

2. There is a statistical shortage in the remaining stock of raws which might be forced into regular trade channels if the refiners would function as they ought to. Cuba has produced (to April 1) about 1,991,000 long tons, as against 1,738,000 the preceding year, but had shipped off the island 1,307,086 tons, as against 929,485 last year, and has stocks on hand of only 659,330 tons, as against 778,076 the preceding year. The stocks of raws in the United States and Cuba together amounted to 765,188 tons, as against 1,111,203 tons, a shortage of 346,015 tons, and New York raw prices (duty paid) were quoted at (April 15) 18.56 cents, as against 7.28 cents at the same time last year. Refiners were reported as having melted since January 1 911,000 tons, as against 779,000 tons, but had exported since January 1 145,000 tons of refined, as against 78,500 tons, and had on hand (in all hands) only 86,234 tons, as against 118,589 tons last year.

What can we do about it? It looks to us as though the wholesalers, retailers and consumers' chief hope lies in having the authorities at Washington exercise the power granted them under the Lever act against speculators.

The whole trouble lies in the fact that between the time of the retirement of the Hoover machine and the re-enactment of the Lever act, the

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DETROIT, MICHIGAN

trade and Government suffered from cold feet and the speculators took advantage of the situation to capture control. The result has been to inflate the Cuban's idea of cane and raw values and place the only available stocks of sugar in speculative hands, where, in response to the general scare, the profiteers are making the most of it.

Just who the profiteers are is questionable, but it is evident that the only way they can be again curbed is by two things: the determination of the trade not to pay the prices, and a showing of activity on the part of the Government to force the hoardings into consumption. The wholesalers have been wise in bringing the facts to the Attorney General's attention.

As indicated in these columns a few days ago, the part of the refiners in the transaction is not without its basis for suspicion. Had they not been willing to offer their plants to the speculative buyers of raws the latter could not have accomplished their purpose. They might have controlled the whole situation and turned the current of sugar into the channels that lead to the grocer and the household, rather than into the hoarder's warehouse. Of course they were well paid for refining—some say two or three times their normal profit—and some grocers persist in charging the refiners with being not wholly disinterested in the sugar supposed to belong to "outsiders."

The suggested remedy is the application of the Lever act, if the Attorney General has nerve enough to do more than talk. He surely can license the handling of sugar and thus prevent outside manipulation. If he did, every licensed grocer and refiner would perforce, become a natural informer on the secret hoarder. The heavy sale of "clarified" sugars by planters at a price which never was fair or justified, would be—at least could be—checked and one leakage of raws and of Cuban inflation checked.

But as stated above, the economic law is gradually working its own correction. The high prices are inspiring the planting of larger sugar acreage everywhere and also bringing in sugar from sources never before relied upon. The two things, together with the intelligent action of the national wholesale grocers, are sufficient to check trade excitement and that will do more to sober the speculators than anything else, unless it is a return to the Hoover plan of "one sale only within the class" and that at a limited margin.

Says Retailers Do Not Profiteer.

In view of many rumors, reports and accusations in connection with profiteering by retailers, the recent statements of Prof. Melvin T. Copeland, director of the Bureau of Business Research of Harvard University, are particularly interesting. Professor Copeland in discussing the profit of the retail grocer said:

"We have heard a great deal during the last three or four years about profiteering in retail and wholesale trades. From my observations I judge that many of these accusations are unjustified. Business has been ac-

tive in most trades, and failures have been less frequent than in normal times. Yet I doubt seriously whether there are more frequent instances of abnormal profits in retail and wholesale businesses than in manufacturing or among wage-earners and farmers. All along the line we have seen higher prices, higher incomes, and higher expenses. Clergymen, school teachers and college professors are about the only classes who have not had a share in these larger monetary incomes. The dollar has truly fallen in value, but not because of the machinations of merchants. So far as I can judge the cost of doing business has gone up in retail and wholesale trades about as rapidly as prices and profit have advanced.

"As director of the Harvard Bureau of Business Research, I have had an opportunity to learn the cost of doing business in several trades. In the retail grocery business, for example, reports were received from 197 grocers on the cost of doing business in 1918. These reports were in

detail. The merchants who supplied them were located in all parts of the United States. I am confident that they are fully typical stores and that the results that they show are a fair guide to the cost of doing business in retail grocery stores generally.

"The average cost of doing business in these retail grocery stores in 1918 was 14 per cent. of net sales. This figure for total expense included rent, whether the store was leased or owned, proprietor's salary, and interest on owned and borrowed capital. The average gross profit in these stores was 16.9 per cent. the average net profit was 2.3 per cent. of net sales. The highest figure for net profit that was shown was 8.29 per cent. On the other hand, a number of stores showed a loss, the highest net loss being 6.05 per cent. of net sales.

If you consider yourself as a worm of the dust you must expect people to trample on you. If you make a door-mat of yourself, people are sure to wipe their feet on you.

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Prompt service and low prices assured.

The Woodhouse Company, Grand Rapids

THE NATION FACES A CRISIS.

The times seem to be out of joint in more ways than one.

It isn't the proper thing at any time to indulge in mournful prognostications, yet every man knows in his own heart that many things are not what they should be. The mercantile conditions are bright in a way, however dark the clouds that hover along the horizon.

The wail that has gone up from the farmers isn't one to convince people of the gaiety of the future. With predicted shortage of crops even to lack of sufficient food raised this coming summer to feed the multitude it would seem that the only assured safety of the folks who live by the sweat of their brows lies in the operation of a miracle such as will put to shame the celebrated feeding of the multitude in olden days with loaves and fishes produced from nowhere, yet produced all the same.

Can such miraculous things be made to come to pass in these later days of sin? We opine not. Then what must the people do to be saved? Answer this convincingly and we shall all be glad to go without doing the things that will lead out of the threatened danger into the promised land of plenty.

Is the merchant doing his best to save us from starvation next fall? Can the farmer make both ends meet and in addition thereto raise sufficient surplus to feed the Nation? It is to be hoped that he can. In fact, we know he has done so in the past. We know also that a majority of the merchants of the United States did their bit during the strenuous days of war. This being conceded, then why should the Nation stand face to face with a startling and unheard of crisis this year so many months after the close of hostilities?

There is something rotten in Denmark. What is it? Answer this if you can, wise sage of our generation; if you cannot, then acknowledge yourself beaten and go hide your diminished head in the sand.

With the blare of trumpets, the beat of drums and thunder of artillery, the American people were inspired to do their duty in a brave and praiseworthy manner. To-day must all the peans of praise sang to the pushing Yankee Nation turn to groans of anguish, while peace and gladness shines throughout a redeemed world?

Mr. Merchant, are you doing your best to make peace and happy, prosperous homes in this land of ours? Answer yes or no. If you are not doing your bit now, as you did in war time, why not? Mr. Farmer, what are you doing to counteract the unrest, the threats of Bolsheviki, the I. W. W. and other radical devils in this land of ours? Answer now before it is too late to clear your skirts of a great responsibility.

The warp and woof of Fate has woven a garment that will not rip or tear if properly interpreted and put on by the American people as a whole, which, of course, includes every adult in American life.

Are the various farm organizations doing that which will rebound to their credit when the gong sounds next fall announcing the completion of the greatest (or will it be the smallest) crop season ever known to American husbandry.

Merchants, mechanics, factorymen, office clerks, farmers all stand on the same footing. Each one must do his duty else the great fabric of the American Union will be torn to shreds.

Combinations of capital against the consumers of the Nation is no longer permitted, such being conspiracy in restraint of trade. Yet we read in the news columns of the daily press the announcement that "Farmers combine to control grain." Farther on we read that the "National Wheat Growers' Association voted unanimously to form a huge combine for the control of the cereal products of the Nation. Agricultural experts in attendance said the organization would be the largest combine of farmers ever attempted."

What, then, is this but a gigantic coalescing of farmer organizations to force up the price of grains beyond normal and to make the full dinner pail harder to compass? It must be remembered that, thanks to the present administration, labor unions and farm organizations are exempt from the laws which disallow men in the trades, packers and the like, from combining to force up prices.

Class legislation never cut more unfairly into the heart of American life than this, and it is high time that the tub of the agriculturist and that of the union labor craftsmen stood on its own bottom, in an exact equality where the law is concerned with every other industry in the land.

Missfit legislation and unfair concessions to certain classes have been in the past and are still so to-day the bane of our Federal Government. There must come a halt to all this favoritism, else the every day common man is going to balk, and cease smiling in a calmly resigned sort of way, and lift up a strenuous protest that may be the means of tipping over many a well filled kettle of fish which have been manipulated by such combinations as the one above noted.

The ordinary honest citizen cannot resist the thought that even farmer combines are not entered into for the sake of sociability, but rather for the purpose of extracting from the pockets of the people every cent those pockets contain for the satisfying of that greed for gain that in olden days influenced the raisers of the skull and cross-bones over the deck of the pirate ship.

If the farms cannot be run to full capacity this year, let the big city manufacturers curtail their output until after harvest, that our country may not be brought to the verge of starvation. Food production is absolutely necessary for the safety and happiness of our people. A few less beds, and dining chairs can be gotten along with that the workers may spend a few months aiding the farm-

er to keep up the necessary production of food for the safety of the millions. We cannot eat chairs, rugs and chiffoniers. We can even survive for a time without fancy tables and dressers, but nature will not permit our living without food.

It was once said that America, with her expansive fields and forests, can feed and cloth the world. That time has long since passed. If we keep the gaunt wolf of famine from the doors of our own homes we will be doing remarkably well under existing conditions.

Combines, farmer or otherwise, for exploiting the people by the boosting of prices, are criminal in nature and deserve the severest condemnation of all honest men and women. Now is the time to settle this matter of food production, now in the springtime, before it is everlastingly too late. What are we going to do about it?

THE COTTON SITUATION.

Speculators in cotton had a few extra thrills during the past week, mostly in consequence of the news from Japan, which brought about a sudden downward rush of prices. In the recovery much stress was laid on discouraging reports of weather conditions in the growing districts and the large consumption by domestic spinners. The prospective lack of labor is advanced as a reason why the acreage planted to cotton this year is likely to be reduced, but prophecies of this kind are not taken seriously. The outstanding fact is that large profits were made by the planters during the last year, as is shown by the increased purchases at the stores in the growing districts, and this is apt to encourage added cultivation, especially as every indication points to the continuance of high prices for lint. The goods market shows, on its face, signs of great firmness, and especially high prices have been obtainable for spots and nearby deliveries. But there is an undertone of doubt as to how long present levels can be upheld because of the manifest opposition of the general public to being further exploited. Finished goods continue in fair demand. The vogue for gingham shows no signs of abatement and may be aided materially by the agitation for plainer clothes, although, as a matter of fact, gingham long ago ceased to be a cheap fabric. Inactivity continues in the knit goods field and is likely to remain until selling agents are ready to quote prices for next spring.

THE OVERALL MOVEMENT.

In one way, judging from the expressions of both manufacturers of and dealers in attire, those persons are not alarmed by the rather spectacular displays of men in overalls into believing that garments of that kind are to be universally worn instead of the more familiar habiliments. As a matter of fact, no one believes in such an outcome of the rather widespread agitation. But the movement, as a symptom of the rebellion against the unjustifiable high prices prevailing, has a significance which appears to others than those

concerned in the making and vending of clothing. It is a notice that the continued boosting of prices must stop, because the general public cannot afford to pay them. And this warning is perfectly understood by those at whom it is directed. The alleged scarcity of goods or lack of production, which was so long advanced as a pretext for higher charges, can no longer be put forward, and there are increasing signs that labor will insist on getting a larger share of the excessive profits if these are maintained. Stocks, too, are beginning to accumulate in workshops and factories of one kind or another and there is already talk of the need of shutting down production in order to prevent too large a surplus. Shoe manufacturers, among others, have been trying to push sales and their agents have made several trips to territory where they used to go only once in order to induce purchasing. The question is how long this condition of unstable equilibrium can last.

ATTACK ON QUANTITY PRICE.

Whether he knows it or not, Secretary John H. Meyer, of the New York State Retail Grocers' Association, in challenging the quantity price scale of the National Biscuit Company and asking relief at the hands of the Federal Trade Commission has struck very close to the vital spot in the fundamentals of unfair competition. Not merely in obtaining for the buying exchange the same privileges as those enjoyed by the chain store is this true, but especially so in seeking to establish the fact that any plan which lets a large buyer own goods at lower prices than the small buyer can obtain inevitably leads to the creation of monopolies.

Of course the fact cannot be denied that there is economy in selling a large lot of goods to a few people as against selling the same lot to many, and very likely the large buyer is entitled to his share of the saving, but if it results in placing one competitor on a plane of preference to others it is clearly discriminatory. It might be tolerated if that preference was not used to handicap one competitor as against another, and many a manufacturer has tried to re-equalize things by enforcing an equal selling price on his products. But this, the Federal Trade Commission says, is conspiracy and unfair trading.

So with such far-reaching possibilities in the suit it might be well to keep one's eyes on the action. It may be that the Brooklyn secretary "started something."

The Tradesman regrets to note that Charles Zueblin, of Boston, has been invited to speak in Grand Rapids May 31. This man has all the earmarks of a German propagandist. His talks in this city some years ago were replete with praise of German cities and German methods, to the disparagement of English and French cities and methods, and his general line of conduct leads the casual observer to conclude that he must have been very close to the kaiser's staff of German spies and propagandists.

Help us complete the circuit

THE NATIONAL CANNERS ASSOCIATION, through a great advertising campaign, will put the Seal of its Inspection Service before the American housewife. She is going to demand canned foods bearing the Seal.

You are the point of contact needed to complete the circuit.

To do this simply ask your wholesaler to supply you with canned foods bearing the Seal of the National Canners Inspection Service. It stands for a product plus a power; a power to build up your sales volume. It is an assurance of increased sales for the retailer.



NOTE CAREFULLY

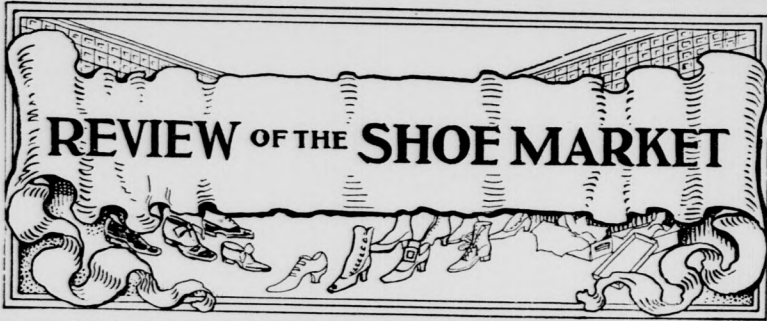
THE NATIONAL CANNERS ASSOCIATION has organized an efficient inspection service for the purpose of assuring satisfactory sanitary conditions and clean, sound food products, packed either in tin or glass.

Any canner may subscribe to the Inspection or Advertising Service, and by complying with the Association requirements, may secure the privilege of placing the Seal on each can of his products.

NATIONAL CANNERS ASSOCIATION
WASHINGTON, D. C.

A nation-wide organization formed in 1907, consisting of producers of all varieties of hermetically sealed canned foods which have been sterilized by heat. It neither produces, buys, nor sells. Its purpose is to assure for the mutual benefit of the industry and the public, the best canned foods that scientific knowledge and human skill can produce.





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

"How I Started in the Shoe Business"

A very dear friend of mine, about six years ago, was in one of our town's stores being fitted with a pair of shoes, when a young chap breezed in and asked the salesman for a pair of a certain make of shoes. He was informed they had no shoes of that make in stock and had not had any for some time. The young man asked where the nearest store was which carried them and was informed that it was at Rochester, Pa., some three or four miles away. He looked at his watch and found he had fifteen minutes to get there. He dashed out of the door bound for Rochester. This incident served my friend with an inspiration that if the people liked that make of shoe, why wouldn't a store of this kind pay in our town? When he discussed this matter over with me, I was sold at once, though neither of us knew a calfskin shoe from a kidskin. We both lacked shoe experience but possessed lots of nerve.

We communicated with the manufacturer, who sent a representative to interview us at once. He found Mr. Dunkerly, now my partner, conducting a grocery store, and your humble servant employed in a furniture, where I had been identified for ten years previous. He enjoyed a good laugh telling me they had two others with shoe experience who wanted the line. However, he stated he liked our looks and further that we could have it.

We borrowed, remember I said borrowed, the money and bought the line, or rather, he, the salesman did. The only room available then was a hole in a wall, 14x40 feet with a stairway going down to a basement separating our display windows from the public. An iron railing also surrounded the opening. This making our windows about five feet from the railing, and leaving us with only a side entrance, as the building had no front entrance, and further you were compelled to enter a lobby of a theater in order to visit our store. This location had neither cellar or stock room, and we had no shoe experience, remember that. However, we soon got a lot of it.

Near our opening date, we decided to engage the services of an experienced shoe man, which we did. He and myself were the store force. Of course for those big six, eight and ten dollar days that was sufficient to handle the trade. As time passed on, we needed another salesman for Sat-

urdays as my partner being in the grocery business was also busy on that day. Once I remarked to my partner early in our new business adventure, "I'll go down and deliver the groceries in the forenoon, if you come up and assist me in the afternoon"—which he did. This however, only lasted about six months. The first day I shall never forget in business. When the other fellow left for lunch I hoped and prayed that no one would come in during his absence as the shoe boxes in many ways resembled a Chinese laundry check to me in those days. I made up my mind that I was going to do everything just a little different than my worthy neighbors. I wanted to carry out my idea in this respect so arranged the store in this way; we used the light green reed chairs with large arms, several six foot palms well set around and also ferns on the top of the shelving, which were nineteen cartons high, single ones and no ledge, we had no room to put in a ledge. We had the floor stained and many other things which made it the most attractive little store in the state.

The next problem was getting the people in our store and this, gentlemen, caused a series of lost slumbers.

First, we advertised in the local newspapers. I bought fans, and placed them in churches and lodge rooms. I also put blotters in the business offices and the postoffice, besides in all places where the public gathered—and still do this. I then mailed out small catalogues to a selected mailing list. I made it a rule to present every child a small gift of some character, even be it only a ruler.

Second, pleasant sales people are classed among the assets of a successful shoe store. If you had a sales person going around with an air of a grouch, lack of personality and initiative, you would get rid of that individual immediately. We installed the photograph system of measuring. I consider this worth many times its cost as it puts your store in a different sphere than the ordinary shoe store. We have people come in who tell us they were told by their friends to come to our store, that we took the length and width of your foot, thereby insuring you a perfect fitting shoe. We measure every foot we fit. About December 15th, we put our extra help on a straight commission basis. The



Gibson Ties are It

- 3568 Brown Kid one eyelet Gibson, Welt, Louis Heel, AA to D ----- \$6.90
- 35510 Same only in Military Heel in better grade, A to D ----- \$7.00
- 3571 Patent one Eyelet Tie Turn, Thin Edge, Welt, Louis Heel, A to D ---- \$7.50
- 3576 Dull Kid—same as grade 3571, A to D \$7.60
- 3549 Dull kid Mahogany Int. Turn, Full Breasted, Louis Heel, A to D ----- \$5.90
- 3598 Brogue Oxford, Welt, width A to D -- \$7.50
- 570 at \$6.50 and 557 at \$8.75—two live numbers in Men's Oxfords on the floor.

Hirth-Krause
 Shoemakers for three Generations
Shoes

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

With Shoes Like These

you can help your customers
 beat the H. C. L.



This new English (No. 24) last is one of the best fitting and most comfortable wearing lasts we have ever offered.

983—Men's Genuine Calfskin, Brown, Goodyear Welt, Single Sole, new splendid fitting English last, B-C-D widths..... \$7.50

994—Men's Full Grain, Chocolate, same as above.. \$6.75

Considering the market these are exceptional values at exceptionally low prices. Send in your order now.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

result is they are constantly talking our shoes to their friends, thereby bringing a lot of new customers to our shop. We carry the Wizard foot appliances and fit them or we don't sell them. They have given our store a great lift for we have relieved a great many cases and in the majority of cases it means the sale of another pair of shoes.

Third, if a customer asked for something we did not have I always tried to make it a special endeavor to get that particular article and display a willingness on my part in procuring the said merchandise. I made regular trips to Pittsburgh every week and on just special things I can do ten to twenty dollars each trip. It was not the profit I regarded as it was pleasing the purchaser.

Fourth, we try to be modern in every respect, in all conditions and especially in new creations of our line of goods. You don't have to buy sixty pairs of these new styles—buy a few pair out of stock, we can do this in our line, and then re-order if they move fast. If not, clean them out at a price that will induce buyers into your establishment through the local press ads. However, my policy has been during my business career to show the people of your home community that you are being and acting the part of a progressive shoe merchant.

Fifth, when a shoe has moved down to a half dozen pair or so or even one that doesn't sell at the beginning and if you deem it a lemon, we place these

in a certain section, put liberal P. M.'s on them. I go as high as \$1.00 mostly 25 and 50c ones and they will move. On every February and August we have a big dollar day sale. We used to sell odds and ends at \$1.00 per pair but not of late. Later we introduced them at 1.00 per foot. During the last dollar day sale in our concern we made a flat price of \$5.85 on every shoe in this particular section and a dollar off the regular price on any shoe in the house. These sales were entered into by the merchants of various mercantile houses. If you do not have a plan similar to the one I have just related, my advice is to get busy and start one. We contribute \$2.50 to \$10 each, depending greatly upon the size of the store one conducts. This fund is appropriated for advertising, posters and publicity.

Sixth, always smile and look pleasant when a customer makes a complaint, I quite agree, it is hard to do, but a good merchant is too shrewd to show his lack of diplomacy and do otherwise. See that you satisfy them and then charge it to your advertising. It is your cheapest advertising medium. Yes, you must bid her a happy good day although your thoughts are the opposite. Or if you possess a private office or swearing room, enter there and damn to your heart's content.

Right here I desire to express a few words in behalf of your good neighbor engaged in the same business that you pursue. Get to know him better, chances are that he is a prince and like the rest of the human family

has a heart if you are clever enough to reach it. In union there is strength Does not this old saying apply to merchants who co-operate in mutual unity? I say yes.

My memory is many times refreshed during our initial appearance in the shoe business in Beaver Falls. One of the leading shoemen of our industrial city paid our store a visit and conveyed me if he could be of any assistance a word was sufficient to bring his help. The moral aspect of this generous offer impressed me deeply and both undoubtedly have profited thereby.

When a customer comes into our store complaining of this or that, of another man's faults or shoes, I try to reason with her and convince the party that it was not the dealer's error of the controversy. I am fully aware that a majority of shoe men in my home town do this and we believe in protecting each other and our efforts have not been in vain. On the sixth of last month, I called up one of my good shoe merchants and said:

"Ed, do you need any large size low heeled rubbers?" he replied "I sure do," and also stated that he had just lost a couple of sales for not having them in stock. Ten minutes following he was up with a stock sheet. I was out of five and he had just got in 28 pair of five's. We made an even trade, resulted that we both got the sizes we needed. Give and take as this world is plenty large to accommodate all. We address each other in our town by their first name, rather than raising our voice in slandering titles to our fellow merchants.

We have always kept an accurate record of all sales as to the color, height, high and low, men's, women's, children's and rubbers. Also a continuous inventory and stock book. Today I have a sample and if any desire to inspect it I will gladly explain my theory in the subject. In closing I might add we have purchased a \$40,000 building in Beaver Falls, which we will occupy next year and then we hope to have a real shop and also a real front door. Clyde C. Emerick.

HOOD WURKSHU

Built Like An Auto Tire



BLUCHER

Brown duck upper. Loose lined to toe. Half-bellows tongue. Fibre insole and counter. Leather sock lining. Gray corrugated rubber sole made from tire-tread composition. Rubberized toe box. Pneumatic heel.

For hard work and hard play, where stout, serviceable footwear is needed. Mail-bag duck uppers, joined by live steam pressure to tire-tread soles, give the ideal combination of durability without excess weight. Pneumatic heels ease the feet and a leather sock lining insures cool comfort.

	Sizes	Bal.
Men's E and EE	6 to 12	\$2.50
Boys'	2½ to 6	2.25
Youths'	11 to 2	2.00
Women's	2½ to 8	2.00
Misses' (Spring Heel)	11 to 2	1.75
Child's (Spring Heel)	8 to 10½	1.50

We have thousands of cases of HOOD TENNIS on the Floor. Write for special Tennis Catalogue.

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

KING OF THEM ALL



8762—A fine dark mahogany calfskin oxford, built on the perfect fitting City Last, carrying an A 1 oak outer sole. A beautiful looking and long wearing piece of footwear.

IN STOCK.....A to D.....5 to 11.....\$8.40

Quality, Style and Service

Constructed of the Best Leather Obtainable

Moderately Priced

Giving More Service Per Dollar

DON'T HESITATE, SIZE UP NOW

RINDGE, KALMBACH, LOGIE CO.

10 to 22 Ionia Ave. N. W.

GRAND RAPIDS, MICHIGAN



Our Present Prosperity and Our Unprecedented Opportunities.

The sociological and political problems with which the United States is confronted to-day can only be solved by studying them in the light of economic knowledge. I have become convinced that neither this country nor any other can be safe to-day in the hands of democracy unless the great majority of its citizens are capable of intelligent consideration of great economic problems.

The seemingly obvious prosperity of the present moment in this country is in itself a problem that must be studied with the utmost seriousness and without delay. On the surface, this prosperity, has all the appearance of reality, but as one dissects it there is apparent a curious lack of elements that are necessary for its stability.

We have the fullest employment of labor we have ever known, all the signs of a real shortage of labor, 100 per cent. employment; and at the same time we have the lowest production by labor, per unit of labor, that we have ever known in my time. We have very large profits; on the whole, I suppose, the largest profits that business has ever secured; and at the same time we have a depleted investment fund and a real scarcity of capital. Enterprise is forced to pay almost prohibitive rates to attract capital. We have the highest wages that men ever were paid; and at the same time we have much the highest prices that have ever ruled—on the whole a higher range of prices than would be commensurate with the advance in wages. We have the largest income tax that ever was imposed upon a people. We have an enormous government income, vastly beyond anything we have ever dreamed of as possible; and we have greater government expenditures (exceeding our income by one hundred millions dollars monthly. We have a vast export business, the figures reaching beyond anything we have ever conceived a large part of the exports being financed by credit, it is true; and at the same time we have the largest imports we have ever known. Our imports have grown far beyond any of our past experience. We have a huge trade balance in our favor, at least four billion dollars, an unexampled sum; and at the same time, we are exporting great shipments of gold. A curious condition is apparent; the world owes us, as the balance of the year's trade, a sum never approached; and still the world has command upon our gold. We have bank deposits reaching unexampled totals; but we have the lowest rate of

reserve to our bank deposits that we have ever had, certainly since the institution of the National Banking System. We have, I think, a tendency that is really marked in some quarters toward reactionary sentiment; and we can balance that with the development of a radicalism so great as to become a national danger.

What are the elements of prosperity? What are those factors that must be present in the situation to have it stand squarely on a firm foundation which will promise permanency, growth and development? First an ample supply of capital; second, an efficient labor supply; and third a general observance of sound economic principles. I believe that any situation that has in it those elements has a necessary foundation of a period of prosperity having promise of permanency. Now let us see what factors are present to-day.

We have at present a depleted capital fund; it is very difficult to float new securities in any large amount. Why should that be in a time when earnings are so large and incomes never larger? I think there are two reasons. In the past, the chief source of fresh capital supply has been from large incomes; they have been invested in reproduction work. There is, however, a much larger source of capital supply in the innumerable little rivulets of savings that would flow from a thrifty people. We have not been a thrifty people, and in the main our large source of capital supply has been our large incomes. To-day, as I have said, these incomes are perhaps larger than ever before, but something has happened to them. We have imposed upon them the greatest income tax ever laid, as far as I am aware; an income tax that rises as high as 79 per cent.; an income tax that offers this situation to the large investor: Will he take a tax-free

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



CAMPAU SQUARE

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

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

Combined Capital and Surplus	\$1,724,300.00
Combined Total Deposits	10,168,700.00
Combined Total Resources	12,157,100.00

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

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

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

Resources

11½ Million Dollars

3½ Per Cent

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings

THE naming of the Grand Rapids Trust Company as Executor and Trustee means that you will bring to the settlement and management of your estate the combined judgment and business ability of its officers and directors.

The most competent individual has only his own experience and knowledge to qualify him. This Company offers your estate the collective knowledge and experience of its officials.

ASK FOR BOOKLET ON "DESCENT AND DISTRIBUTION OF PROPERTY" AND BLANK FORM OF WILL.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN BOTH PHONES 4391

bond paying 4½ per cent. or will he seek for a taxable security paying 17 per cent.? The two will net the same.

Do your wonder that large incomes have sought the taxfree investment, that we have to-day fourteen billion dollars tied up in tax-free securities, that capital hesitates to venture into fields where they must earn 17 per cent. or for smaller incomes 16, 15, or 14 before it will be as profitable as a tax free investment paying 4½ per cent.? It is small wonder that that source of fresh capital is practically dried up. Why should we not have something to replace it from the savings of small incomes which are in most cases greater than ever before.

We are in the midst of a period of extreme extravagance. A large part of our society, it is true, has been placed under very difficult conditions in respect to the dying power of its income, but there is a large part of society with such enlarged incomes that they have turned to extravagant expenditures on an unexampled scale.

I believe this nation should be taught something about the practice of thrift from a national point of view. I will pass over the individual point of view; but from a national point of view, unless we canturn the people of the country to the principles and practice of thrift, we are going to have a shortage of capital. Thrift is not parsimony; it is not miserliness; it is not hoarding. It is a selection of the sort of expenditure it makes; and that selection ought to be governed by this consideration: that you can divide all goods into two main classes—goods of consumption and goods of production. Thrift means a division of one's income into its expenditures so that you buy some of the goods of consumption and some of the goods of production.

The nation that consumes all it produces is at an economic stand-still. The nation that diverts a considerable part of its income to the purchase of goods of production is increasing the means of employment, bettering the conditions of the employed, paying higher wages, raising the whole standard of living, progressing along the lines toward a higher civilization.

Capital by itself is an absolutely useless thing. It can do nothing and can produce nothing. You must unite with capital and efficient labor; then you have production. And unless we can bring about conditions that will

result in efficient labor, we are going to have under-production and an unsatisfactory situation. Now we know that capital, looking at labor, says, "You are led by demagogues. Your leaders come into our shops and breed trouble. It seems to be their business in life to stir up trouble, because that makes their employment. The result is that they make efficient production impossible. You believe that the less work a man does, the more there is left for the others. You have developed a class consciousness and you want advantage for your class without regard to general social justice."

All that is true, but labor could make its answer that it has been treated as a commodity; that it has been hired when employers wanted to hire—that men are hired as we buy cotton or copper—and discharged with no more thought than a man would cease buying cotton or copper; hired at the lowest possible wage; that labor has had unjust treatment; that when it enriched itself by working diligently at piece work, it had the rate of piece work cut down; that employers have been as blind as the employed. And I think there is a great deal of justice in the complaint from both sides. The settlement of the labor controversy is not so much perhaps, economic as it is spiritual. We must have the spirit that demands justice and fair play on both sides. If we had that, we could settle the labor and capital controversy over night and we could produce so that both capital and labor could have far more

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Our Bond Department

Whenever you have funds for investment you will find here a well-assorted group of government, municipal and corporation bonds.

Our private wires to the great financial centers afford banks and private investors immediate quotations and a ready market for both listed and unlisted securities.

Our Stock Department

The Private Wires of our stock department place the leading markets at your disposal. Immediate quotations on the stocks you hold, or are interested in, are available.

Prompt execution of orders in the most advantageous market is assured.

HILLIKER, PERKINS,
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Investment Bankers
Grand Rapids

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.

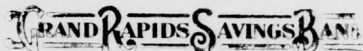


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WE WILL APPRECIATE YOUR ACCOUNT
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The
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Grand Rapids, Michigan

than they have been able to earn under the existing conditions.

The road to better relations lies along the practice that is now beginning here and there, in a good many establishments; something along the line which was introduced in England under the Whitley plan of shop committees—committees that are elected by the whole body of workmen, whether union or not, committees which meet daily, with the representatives of the employers. They do not meet simply in a moment of stress caused by a controversy, but daily, and they discuss not only the small points of friction but the whole problem of production from the employer's point of view. Such meetings give the employers an opportunity to understand the point of view of the workmen and give the workmen a broader view of industrial problems. They often bring from the workmen very valuable suggestions for expediting production. I think it will be found that the report of the Industrial Commission which has been sitting at Washington is one of the most interesting documents on the labor situation that we have seen in a great time. I believe that report is going to be a mile stone in the progress toward the solution of the labor question.

Some people want profit sharing. There is much to be said for that, but in the main I think it is too far from the direct individual result of the worker. I think the plan of recompense ought to be more directly related to the individual producer. I believe workmen think that, too, on the whole. There can probably be no general rule. Each industry and perhaps each locality will find somewhat different plans best adapted to its needs. No formula is applicable to all cases.

Suppose that we had formed plans; that we had an ample supply of fresh capital; that we had corrected the conditions between capital and labor; that we had sufficient supply of labor and had united the two and had great production. We might still go to smash. It is essential to know something of natural laws. I don't care how right spirited you are, how muscular you are, if you walk out of a window you will crack your head. If you ignore the law of gravity you pay the penalty. I don't care how thrifty or industrious we are, if we do not observe economic law, we will smash our heads.

During the war we added fifteen billion dollars to our purchasing medium by the creation of bank credits and bank currency. We have more than doubled our purchasing medium as measured by individual bank deposits. At the same time we are increasing our physical production only 6 per cent., so that with more than double the purchasing medium, we have only 6 per cent. more to purchase; and the result was a rise in prices that has gone on and on to nearly 250 per cent. There have been other contributing causes, but the main cause was inflation. We have had that steadily rising tide of prices that has brought the purchasing power of the dollar to forty cents,

compared to the purchasing power in 1914. That steadily rising tide has washed away more than half the value of every savings bank account; has washed out the terms in which every bond was written. It has nearly drowned the people who were on a fixed income; it has made college endowments worth less than half what they were worth in 1914. It has almost submerged the whole teaching staff of the country, as well as everybody else on a fixed income. And it has cast what was taken away back into the laps of speculators, into the laps of people who have gained unconsciously, and that transference has been estimated by high economic authority to have reached one hundred billion dollars.

But inflation, great as it is, is not by any means the only great problem where we need sound economic public opinion. Take the whole matter of the treatment of public utilities, such as the railroads. The railroads have had an experience of government management, which, on the



Fourth National Bank

United States Depository

Savings Deposits

Commercial Deposits

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Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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



A Michigan Product

Your telephone is a Michigan product and your telephone operator is a Michigan girl. Your telephone company is a Michigan company, headed by Michigan men and with Michigan businessmen included on its board of directors.

Your entire telephone system is equipped with Michigan wrought material from your Michigan mines, fields and forests. The copper and steel and iron wire and parts, the wood, the poles, the crossarms, are Michigan products, while Michigan labor built and is maintaining and expanding the system.

Michigan products, both raw material and finished equipment, have increased in cost and continue to increase, just the same as elsewhere. Labor is paid more in Michigan than in most other states.

Your telephone company employs Michigan people and uses Michigan material which you, perhaps, help to produce at these advanced prices. Everything costs us more. Much of our equipment has doubled in price, just as have the clothing and food you buy and the rent that you, perhaps, pay.

**WE MUST HAVE
YOUR SUPPORT
IF YOU ARE
TO HAVE THE
TELEPHONE**

MICHIGAN STATE



TELEPHONE COMPANY

whole, has condemned government management. They have been turned back to their owners in poor physical condition with a tremendously increased wage cost, with impaired earning power, under a law which will take half of all they earn above 6 per cent. That has left the railroads with impaired credit and with the greatest need for credit that they have ever had.

There the roads are, and if they become impaired in efficiency, the whole country's wealth is in danger. If it is endangered by the failure of operation by the owners, we will have up the question of nationalization, and I can see how we might be led into nationalization, although a great many people were against it because there is no other course.

We need a sound economic understanding of the principles of foreign trade. There have been some great changes come into our foreign trade. We have become a creditor nation. But if the interest on our foreign obligations is ever to be paid; if the principle is ever to be returned, it must be in goods. There are to be distinctly two sides to our foreign trade in the future, and our foreign trade policies ought to be formulated in the light of an acquired understanding of facts and a comprehension of economic principles applicable to those facts.

We ought to have an understanding of the facts of government extravagance. We know that the government is extravagant; we know that in this fiscal year ending next June, the year that began ten months after the war ceased, we will spend seven billion dollars as against seven hundred million as the highest point reached before the war. Ten dollars to one! We know that we are running behind with our ordinary receipts, compared to our ordinary expenditures, \$100,000,000 a month, and that means further inflation.

Let us hope for better understanding, a better imagination, to see what those things around us mean, what those factors are tending toward, what our relation is to the rest of the world. With the development of that vision, the gaining of that imagination, I would say that there is a wonderful future for us, because we have the resources of business, the organization, the relative relation to the rest of the world; altogether, such

an opportunity as no people ever had in the world for material prosperity. But we will need something more than material advantages. We will need leadership. If we can only have the imagination to see that opportunity, to take up the leadership the world has laid at our feet, we shall march on to a new America, finer, greater, more prosperous than anything ever pictured in our most optimistic dreams. Frank A. Vanderlip.

First Authoritative Announcement of General Motors Plans.

The Tradesman is able to make this week the first authoritative statement regarding the disposition the General Motors Company will make of a portion of the sixty acre tract of land it recently purchased in the South end of the city.

Two manufacturing plants will be erected with as little delay as possible. One will be devoted to the manufacture of the motors used in the Frigidaire refrigerator. This motor is now manufactured under contract in St. Louis. This season the Frigidaire Company is turning out 5,000 refrigerators. It has contracted for 10,000 during 1921 and proposes to turn out 100,000 in its own factories for the season of 1922. During 1920 and 1921 the boxes will be made under contract by the Grand Rapids Refrigerator Co., but beginning with 1922 the company will make its own boxes. It will make its own motors for the season of 1921. Only one size of refrigerator has yet been turned out. This has sold at \$425 until Monday, when the price was increased to \$525. No sale is made to any person living more than 100 miles from the branch in which the sale is made.

The other factory will be devoted to the manufacture of the Sunny Home power plant, a new system the General Motors Company has been developing for some months. It will be a 110 volt motor, instead of 32 volts, and will therefore be available in many places where the Delco system, also owned by the General Motors Company, is operated under severe handicaps. Plans for a factory providing for the manufacture of Sunny Home systems have already been adopted and active production on a large scale will probably be an accomplished fact before the end of the present year.

The Grand Rapids Merchants Mutual Fire Insurance Co.

STRICTLY MUTUAL

Operated for benefit of members only.

Endorsed by **The Michigan Retail Dry Goods Association.**

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

Backed by several million dollar companies.

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

Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

Savings to Our Policy Holders

On Tornado Insurance 40%
 General Mercantile and Shoe Stores 30%
 Drug Stores, Fire and Liability, 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**

INSURANCE AT COST

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

No membership fee charges.

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

Surplus larger than average stock company.

**MICHIGAN SHOE DEALERS MUTUAL
 FIRE INSURANCE COMPANY
 FREMONT, MICH.**

One of the Strongest Companies in the State

HAVE YOU A GOOD MEMORY?

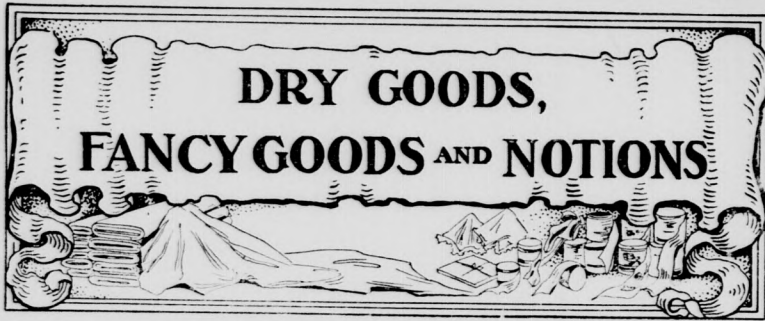
THEN REMEMBER THIS NAME:

**Michigan Bankers and Merchants Fire Insurance Co.
 OF FREMONT, MICHIGAN**

THEN REMEMBER THIS ALSO:

That they make you an immediate saving of 25 to 45% on cost of your Fire Insurance. Repeat this advertisement word for word. If you can't, read it over until you can. It will help you mentally as well as financially.

Wm. N. SENF, Secretary.



Michigan Retail Dry Goods Association.
 President—D. M. Christian, Owosso.
 First Vice-President—George J. Dratz, Muskegon.
 Second Vice-President—H. G. Wendland, Bay City.
 Secretary-Treasurer—J. W. Knapp, Lansing.

Michigan Merchants Form a Federated Organization.

A meeting of the representatives of the retail merchants associations of Michigan was held in the rooms of the Grand Rapids Association of Commerce, Wednesday, April 21.

The meeting was called to order at 10 a. m. by David A. Warner, President of the Association of Commerce, who welcomed the delegates.

Upon motion of S. George Graves, of Grand Rapids, Lee H. Bierce, Secretary of the Grand Rapids Association of Commerce, was made chairman of the meeting.

Mr. Bierce then took the chair and addressed those present in part as follows:

"Last December I went over to Saginaw to attend a meeting of the State Grange and to invite that organization to hold its 1920 convention in Grand Rapids, and I attended their open session. I came to the conclusion that if they got what they wanted there would be little left for the business interests of Michigan. They wanted a farmer governor and a farmer legislature and we could have what was left. They wanted this in order to guarantee the passage of certain legislation that would protect the farmer in the operation of his business. From that time I have been watching this entire matter.

"At the invitation of Mr. Hammond, of the Michigan Retail Dry Goods Association, a few of us met in Lansing a few months ago and discussed what in all probability was in the minds of those who are going to represent us in the next legislature, and we came to the conclusion that something should be done. The farmers are organizing, the politicians are active and it is time the retailers are doing something. So we sent out a letter to the officers and members of the boards of directors of each State organization of retailers, and everyone who replied were in hearty favor of calling such a meeting as we have to-day.

"We are living in very peculiar times. There never was a time when the retailer was in such ill repute as he is to-day, due to conditions entirely beyond his control, and there never was a time when the interests of the retailers were more in jeopardy than to-day. Now the question arises as to what led up to the predicament in which the retailers find themselves to-day.

"We are living at a time when costs are higher than at any time in the history of the United States. The farmers are of the opinion that the retailers are profiteers. They said so at their convention in Saginaw last December. Since then, if you have followed the newspaper reports, you know they are getting into their hands the control of food products of this State. I was talking with a former retail hardware dealer yesterday, who told me that on Monday of this week the farmers had taken over both grain elevators in Nashville, the State Grange having required one and the Farm Bureau the other one. So the element is organized it is organized on a three year basis. You can't join the Farm Bureau unless you pay three years in advance.

"I mingle with the retail merchants and know a great many of them, and they claim they are not profiteering. The high cost of living is laid at the door of the retailer. The retailers say it is the wholesalers, the wholesalers say it is the manufacturers and the manufacturers say it is the producers of raw material. We are working in a circle and getting nowhere. Efforts have been made repeatedly to eliminate the wholesaler or the retailer, and in every instance it has been found a more expensive way to operate.

"We took this matter up with our representatives in Congress, who wrote us that you cannot correct the high cost of living through legislative enactment. It has been tried and without success, for the real cause is in the workings of that old law of supply and demand. The world is short of production and long on consumption and spending, and improvement cannot be hoped for until conditions change.

"What is the reason that the supply is short? Before the war Russia was a producing nation of 185,000,000 people. At the present time they do not believe in working and have become a consuming nation of 175,000,000 people. You cannot take 185,000,000 people out of the ranks of producers without affecting the cost of raw materials. Since the signing of the armistice there have been in the neighborhood of 2,000 strikes in this country, costing between \$2,500,000 and \$3,000,000.

"Why is the demand great? Before the war there were 4,000,000 conservative savers in the United States, people who saved their money and were looked upon as investors. During the war, through the purchase of Liberty Bonds and War Savings Stamps, we added 18,000,000 more savers, making a total of 22,000,000. The money secured by these people was just so much velvet, and they are now spending it recklessly. Any retail merchant will tell you how he has been requested to take Liberty Bonds. You know how these bonds have been turned over, and there has been no thought of the high cost of merchandise.

"I have here a statement from former Secretary of the Treasury Glass which will give you a little idea of this phase of the question:

There is nothing the matter with the American dollar. Its intrinsic value is unchanged, since our currency in the main rests fundamentally on gold, which, with important exceptions, is the standard of value the world over. Naturally, since gold is the standard, its value cannot change.

The purchasing power of the dollar at home is materially less than it was before the war for the simple reason that the costs and prices of labor and of most of the commodities in common use have sharply risen. The causes of the rise in prices are not far to seek. They are primarily the excess of demand over supply coupled with the present tendency to reckless spending and the apparent willingness of many purchasers to pay without question whatever prices are asked.

"As a result of this reckless spending, a great many people are finding it a hard matter to live within their incomes and are trying various schemes to reduce the high cost of living, even going so far as to wear overalls, and as this surplus money becomes exhausted the retail merchants are going to find themselves in a worse predicament in the future than at the present time, because numerous schemes will be devised to cut down the high cost of living.

"The Attorney General of the United States, with no experience in business, started action on the assumption that the retailers were to blame for high costs, and his intention was to correct this condition or put 5,000 merchants in jail. Living has gone higher and the merchants are still at large. The prosecutions made were unsuccessful and an unfavorable impression has been conveyed to the public mind and the retail interests have suffered accordingly.

"The Attorney General of Michigan called a conference of the prosecuting attorneys of the State, the object of the meeting being to draft laws that would be presented at the next session of the Legislature to correct the evils existing in the State of Michigan. Prosecuting Attorney Hoffius of Grand Rapids was made chairman of such a committee, and I just want to read to you a paragraph in the April 14th issue of the Grand Rapids Herald, in which Mr. Hoffius says that the proposed laws would make profiteering a crime would not prevent the manufacturer from dictating the price of an article to the retailer; would compel the manufacturer to sell to the retailer who can pay the price whether he is a cut-rate man or not; would have feed dealers licensed by a commission who could revoke the license; and would put a crimp in rent profiteering by placing restitution of property in the hands of the circuit court."

"This is just an indication that at the next session of the Legislature these bills will be introduced and many of them will be detrimental to the interests of the retail merchants of the State of Michigan. It occurred to us that we are not only on the defensive, but we are not organized to defend ourselves. In fighting adverse legislation surely we want to get behind the laws that effect our business.

"Many of the articles which come to the newspapers as news items have poisoned the minds of the people against the retail merchants. I do not accuse

the newspapers for these articles. The first thing to do is to furnish the papers with favorable publicity and request them, when they do publish articles injurious to our business to correct them. We are face to face with the necessity of changing the minds of the people toward the retail merchants, and the newspapers are willing to co-operate if we give them the articles we want to have published. What is needed is an organization of retail merchants to make certain the public shall have the truth and to help direct the course of legislation.

"Now you are between the devil and the deep sea. Fair Price Commissions

are being appointed throughout the United States which are making investigations and saying that you shall market your merchandise at a fair profit on the cost value and not on the market value, and if you do that you are going busted and if you do not that you are going to jail. That is the situation and it occurred to us that there should be some organized effort on the part of the retailers to defend themselves.

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

Signs of the Times
 Are
Electric Signs
 Progressive merchants and manufacturers now realize the value of Electric Advertising.
 We furnish you with sketches, prices and operating cost for the asking.
THE POWER CO.
 Bell M 797 Citizens 4261

"America's Play Garment"

Outerrall
 The Economy Garment
 Mothers who dress their children in Outerralls find relief from washing and mending.
MICHIGAN MOTOR GARMENT CO.
 GREENVILLE, MICHIGAN

"Growing fastest without a fuss"
Daniel T. Patton & Company
 The Men's Furnishing Goods House of Michigan
 GRAND RAPIDS

25 inch }
 28 inch }
 31 inch }
 36 inch }
Draperies
 The season for these goods is NOW ON.
 We have a fairly good stock in these widths, including Silkolines.
 Write for samples and quotations.
Quality Merchandise—Right Prices—Prompt Service
Paul Steketee & Sons
 WHOLESALE DRY GOODS GRAND RAPIDS, MICH.



Hands That Rest On Your Counters

NOTICE the hands of your customers. Women's hands examining filmy laces. Men's hands, well-groomed or calloused with toil. Youthful hands still going to school. Each can net you a profit.

Every hand that enters your store has some task that can be better performed with the use of Boss Work Gloves. Blacking the stove, sift-

ing ashes, mowing the lawn, shoveling snow, tinkering round the car.

Your prospective list is your population. The need of Boss Gloves is evident. The demand gives the Boss line the largest volume of work glove business in America. Profits are good, turnover is rapid. And we are going to increase your sales two for one.

Opening a New Market With Advertising

Boss Work Gloves are a household necessity. To teach the hundreds of uses of these superior work gloves, to put them in every home in America, we are launching a nation-wide advertising campaign.

It starts in July, and runs in a long list of national publications. Be sure your stock is

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 line includes highest quality, leather-palm, jersey, ticking, and canton flannel gloves and mittens. Your service to your customers cannot be complete un-

complete. Be ready to enjoy a still larger Boss Glove business.

Every pair of Boss Work Gloves is carefully made and carefully inspected. Each seam is strongly sewed. No rough edges. Three styles of wrist—ribbed, band and gauntlet. The following are the popular numbers that will be advertised.

THE BOSS LETHERFCM—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.

less you have a good line of Boss Gloves in your stock. Get them on your shelves early. Write us for full particulars sending your jobber's name.



Trade Mark
This Trade-mark identifies
genuine Boss Work Gloves.
Be sure it is on every pair you buy.

THE BOSS MANUFACTURING CO.

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

"It has been suggested that we form a temporary State association. The interests of the wholesalers of the State are identical with the retailers; what benefits the retailers benefits the wholesalers and what benefits the wholesalers benefits the retailers. We want an organization that will last through the 1920 session of the Legislature. We should have competent counsel for legal advice and a publicity bureau.

"As to finances, it is thought that an assessment of \$2.50 on each of the 6,000 members of the various State organizations would be sufficient to finance the organization. This would produce a fund of \$15,000 and would, in all probability, give us the necessary money with which to operate." (Applause).

Mr. Bierce then asked for a discussion on the matter of organization.

Mr. Jardine, of Grand Rapids: "I believe the suggestions made are most timely and require immediate action. I believe that the most competent legal counsel and a capable executive secretary should be employed, and that this organization should proceed at once to the perfection of an organization as outlined."

Mr. May, of Grand Rapids: "I think that everyone here feels that this is the right thing to do. It occurred to us that possibly with the selection of one member of each organization represented here, possibly the president, such a State organization could be formed."

Mr. Bromberg, of Battle Creek: "I think that an organization of this kind is very necessary at this time and I am sure the Michigan Retail Jewelers Association will be glad to appoint a representative."

Mr. Houseman, of Grand Rapids: "I think that we should form such an organization and I therefore move that we do form ourselves into a temporary organization as outlined." Motion supported and carried unanimously.

Mr. Toeller, of Battle Creek: "I like your plan of organizing but I cannot agree with the suggestion of the method of financing. With a fund of \$15,000 a year to operate such an organization seems to me as a mighty cheap value on our efforts and I would not be interested in an organization that thought so little of its work. The whole thing is worthy enough to finance it to a point where the best legal talent can be secured and a publicity bureau maintained."

Further remarks in reference to a State organization were made by Messrs. Graves, of Grand Rapids; Tatman, of Clare; Bertch, of Grand Rapids; Look of Lowell, and Prendergast, of Grand Rapids.

Mr. Ross, of Kalamazoo, proposed an amendment to the original motion made by Mr. Houseman that finances and other details be determined after organization, which amendment prevailed.

Mr. Hammond, of Lansing, raised the question as to what would become of a legislative committee which was appointed in Lansing, composed of two representatives of each State organization, to look after the interests of the retail merchants, if a new organization is formed. Mr. Bierce replied that this was a matter to be referred to the executive committee of the new organization.

Upon motion, the following were appointed by the Chair as a committee on organization: Christian, of Owosso; Rowe, of Lansing; Irving, of Detroit; Willison, of Climax; Burns, of Fremont; Hutchins, of Grand Rapids; Look, of Lowell; Lee of Muskegon; Affeldt, of Lansing; Welch, of Grand Rapids; Bromberg, of Battle Creek, this committee to meet immediately after the adjournment of the present session.

Mr. Toeller moved that a sub-committee of three be appointed to report to the afternoon session relative to a method of financing the new corporation. Motion supported and carried and Toeller, Houseman and Pond were named.

The meeting then adjourned and those present were invited to have lunch in the Association of Commerce dining room as guests of the Wholesale Department of the Grand Rapids Association of Commerce, the delegates to reconvene at 2 p. m.

Meeting of Organization Committee. Upon motion, D. G. Look was made chairman of the committee and the following resolutions were adopted to present at the afternoon session:

RESOLVED—That the organization be known as the Michigan Merchants' Association.

RESOLVED—That the object of the organization be to encourage fair dealings in handling merchandise.

RESOLVED—That we recommend to the afternoon meeting the appointment of an executive committee, to be composed of the presidents of each organization, or someone whom the presidents of the various associations might appoint, and from this group elect the officers.

RESOLVED—That all legitimate merchants in the State of Michigan be eligible to membership.

Afternoon Session. The meeting was called to order by the chairman at 2 p. m.

Mr. Look reported the preceding resolutions made by the organization committee and moved the adoption of the report. After some discussion relative to same, the motion was carried unanimously.

Mr. Toeller, chairman of the committee on finance, reported that it was thought by the committee that a fund of \$60,000 should be raised for financing

the State organization and upon the following basis: Minimum fee of \$5; concerns doing a business of from \$20,000 to \$30,000, to be assessed \$10; from \$30,000 to \$50,000, \$20; from \$50,000 to \$75,000, \$50; \$75,000 to \$100,000, \$60; \$100,000 to \$200,000, \$75; from \$200,000 up, \$100. Mr. Toeller stated that the foregoing was offered merely as a suggestion to bring out the sentiment of those present, as his committee had no real basis to work upon.

Mr. Houseman moved the adoption of the report of the committee on finance, which motion was supported. There was a lengthy discussion in regard to the method suggested for the raising of funds, a number being of the opinion that solicitation would be better than assessment. Mr. Rowe then offered a substitute motion that the report be referred to the executive committee of the State association with power to act. Motion carried.

There was a general discussion as to whether goods on hand should be sold at pre-war prices or at replacement values, and it was the consensus of opinion that the best way would be to determine an average upon which to figure the margin of profit.

Mr. Rouse, of Grand Rapids, spoke at length relative to the seriousness of the present food situation, high prices and shortage of farm labor, and advocated immediate action to relieve the conditions existing at the present time.

Upon motion of Mr. Rowe, Mr. Bierce was appointed chairman of the State organization until the members of the executive committee are named.

Mr. Pond moved that Mr. Bierce be given a rising vote of thanks; also the Grand Rapids wholesalers for the lunch given at noon. Motion carried.

Meeting adjourned at 4 p. m.

Proceedings of Local Bankruptcy Court.

Grand Rapids, April 27—In the matter of Reinisch-Van Pelt Manufacturing Co., an involuntary petition in bankruptcy was filed and adjudication made April 20. Order to file schedules has been served on the bankrupt.

In the matter of Baker Clay Co., final report of the trustee, showing balance on hand of \$8,796.84, was allowed. Order for payment of administration expenses and final dividend of 50 per cent. was declared and ordered paid.

In the matter of Frederick Neureither, the assets were sold to the Grand Rapids Store Fixture Co. for \$505. Made order for payment of certain administration expenses and a first dividend of 5 per cent.

In the matter of the Grand Rapids Fibre Furniture Co., the Grand Rapids Aeroplane Co. compromised its account for \$7,900. The real estate and personal property were sold to O. B. Wilmarth, subject to the possession of the Government, for \$58,000. Made order for payment of all taxes due, of administration expenses, of all secured claims, and a first dividend of 30 per cent.

In the matter of John Harrison Harden, the first meeting was held on April 24. No assets were discovered and the estate was therefore closed and the files returned to the clerk of the court.

Michigan Farm Bureau Seed Department.

The Michigan Farm Bureau has engaged the services of S. W. Nicholson, who will handle the establishing of a seed and grain purchasing and selling department to operate throughout the State. Mr. Nicholson is a man admirably fitted for the work because of his general knowledge of seed conditions and seed requirements over the State and because of his genuine desire to improve seeding conditions for the farmer. Previous to accepting this new work he was closely associated with the Michigan Agricultural College at East Lansing and helped materially in the improvement of such grains as Red Rock wheat, Rosen Rye and Black Barbless barley. Headquarters for the seed department are being established in the new office and warehouse recently purchased by the farm bureau at Lansing.

A Big Hosiery and Underwear City Day

In order to emphasize the fact that EVERY WEDNESDAY is CITY DAY when you get REAL BARGAINS in EVERY DEPARTMENT we are going to make Wednesday, May 12th a big day in Hosiery and Underwear.

We have been accumulating a tremendous stock of Hosiery and Underwear especially for this occasion. A large part of this merchandise was bought a long time ago and is just coming in. Now that business is opening up for Spring, you will need just the merchandise which we are offering on this day. This will include all kinds of Spring Underwear and Hosiery including a large stock of Silk Hosiery.

We want to emphasize the fact that this is a REAL sale, such as we have made the reputation for having. We want to have the Hosiery and Underwear buyers of every department store in Michigan here on that day as well as all other merchants, who are desirous of getting this class of merchandise. Along with Specials in this department, we will also have REAL SPECIALS in all departments.

We want to make every good merchant take advantage of every CITY DAY, hence our desire to emphasize it by having this big Hosiery and Underwear CITY DAY. The following Wednesday, we will emphasize CITY DAY by making it a Special Ready-to-Wear City Day.

GRAND RAPIDS DRY GOODS CO.
Grand Rapids, Mich.

Exclusively Wholesale

No Retail Connections.



Colonial Girl

A Chipman Knit Number In Silk and Fibre, 3

Of soft, sheer, Pure Thread Silk; combined with the lustrous texture of Fibre. A *seamed* stocking.

Produced by one of America's largest all-silk Hosiery Mills, to retail profitably at a popular price.

To keen judges of Hosiery Value, *Colonial Girl* will recommend itself on sight.

Packed in one-half dozen boxes—in all the wanted Spring shades.

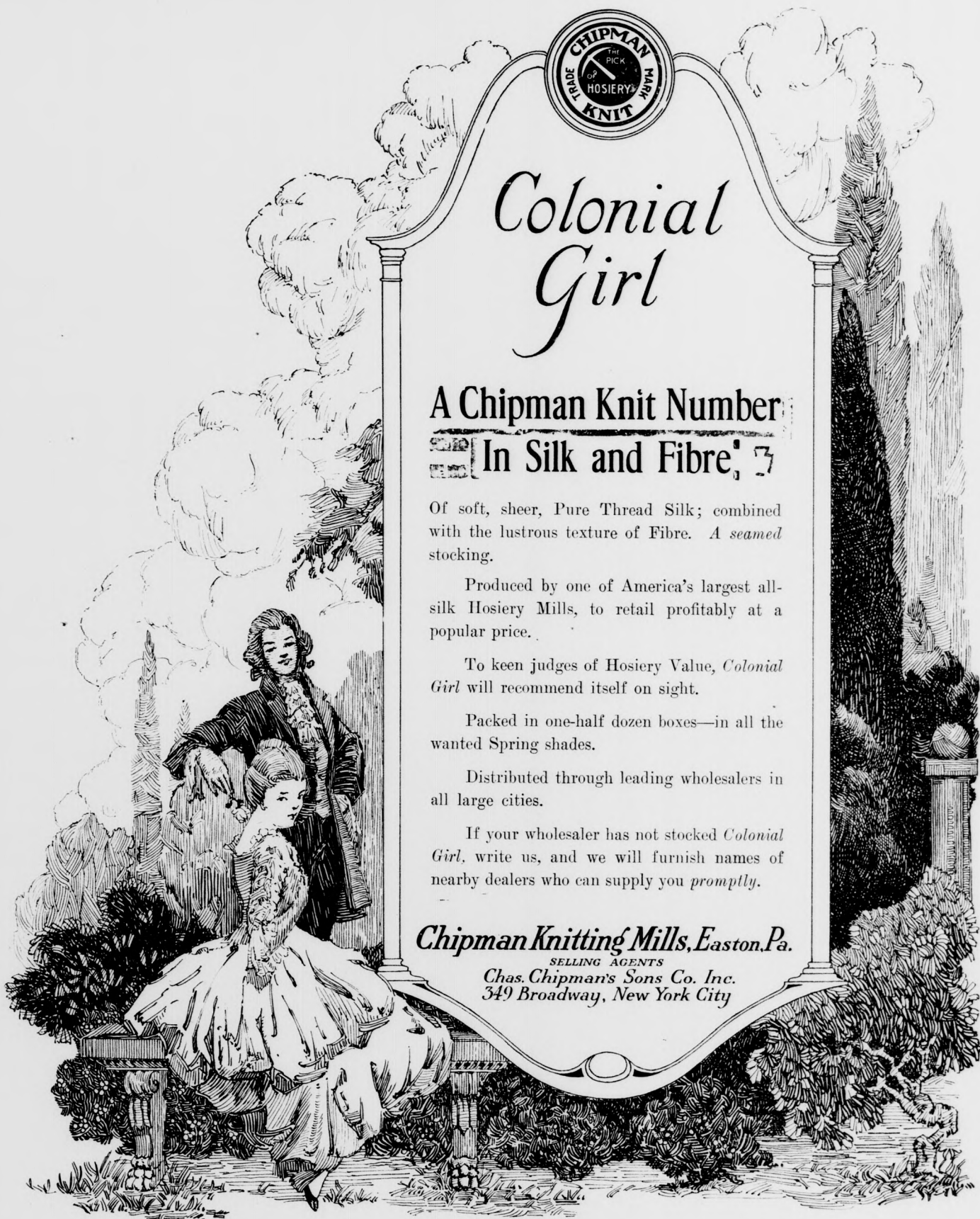
Distributed through leading wholesalers in all large cities.

If your wholesaler has not stocked *Colonial Girl*, write us, and we will furnish names of nearby dealers who can supply you *promptly*.

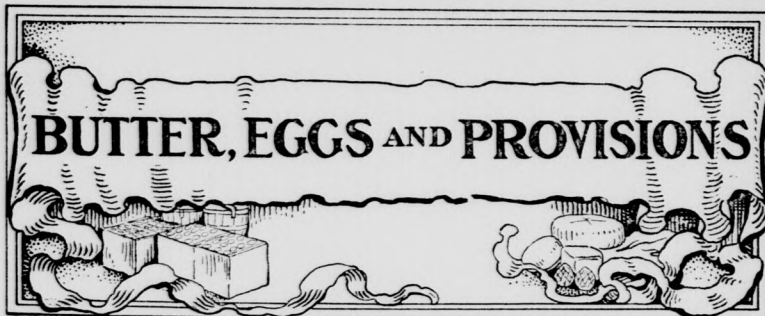
Chipman Knitting Mills, Easton, Pa.

SELLING AGENTS

Chas. Chipman's Sons Co. Inc.
349 Broadway, New York City



A Chipman Knit Silk Stocking



Michigan Poultry, Butter and Egg Association.

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

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

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

What Constitutes Efficiency in Candling Eggs.

For four years now I have been writing for the trade journals on matters pertaining to the proper handling of eggs, and those who have paid any attention to my letters will perhaps have formed the idea that I am a knocker, as my letters have been for the most part one kick after another about the abuses in the packing, candling and handling of eggs commercially.

I am offering no excuse, nor am I going to retract anything I have ever written about bone-head stunts pulled off in the egg business, for I know of no other way to bring about reform in handling eggs than by pointing out common mistakes in the manner of handling or grading them. None of my letters has been intended as a knock against anyone or any corporation as I have no prejudice against nor any preference for any group or individual connected with the egg business or personally known by me, as I have worked at the business over 30 years and in 11 different states, both at the shipping end and the receiving end of the line.

Constructive criticism is what I have aimed at, and all that I have done has been done because of the interest I have taken in my life's work and a sincere desire to improve conditions of handling.

Here let me say, too, that it has not been done with any feeling of "better than thou," for there are hundreds of egg men in the country just as capable of pointing out the weak spots as myself, only they are too busy or too timid to come out in the journals and give the readers the advantage of their experience.

Until now I have been at the point of discouragement at the slow progress made from season to season in improving the methods of handling eggs from the farmer to the city consumer. And still there is room for much improvement, for there are the newcomers in the business that crop up every season with the idea (gathered from the daily press) that there are fortunes to be made in eggs and nothing to learn about the business.

However, I have just had the pleasure of working at the trade or calling of "egg candler" in a model candling room properly managed and the work being done as nearly perfectly as it

likely ever will be done. Three years ago this candling room was filled with inexperienced girls, and the manager at the big office was of the opinion that anyone could learn to candle eggs in a few days, yet he hired a middle aged egg candler to take charge of the place. This fellow was one of the "boomers"—one who had held many jobs in many different parts of the country and had picked up a general knowledge of the egg business not to be gained by the stay-at-home, who always worked on the same market. Well, of course, this superintendent knew at once that the work was not being done right and he started a fight to replace the inexperienced help. This place is now running so smoothly and turning out such perfect work that the difference is beyond all description. There are 13 egg candlers working there, eight hours a day, with four hours on Saturday. They are candling about 22 cases of eggs in the eight hours, and the inspection on 75 cases made by a very careful and expert inspector, showed an average of three eggs to the case miscandled—a better showing than is made in the government bulletin on "Efficiency of Commercial Egg Candling," and which was made in what the Government investigator thought was a model candling room properly conducted.

Of these 13 candlers none were under 38 years of age, and the youngest had an experience at the trade of 17 years, while three had been steady at it for 40 years and the rest all the way from 25 years up to 34 years, candling eggs all the time, or, rather, all the time they could get in between periods of laying off during dull times.

In order to get together this bunch of experts it was necessary to adopt a system of inspection that was so thorough that each man's work was checked up several times a day, all grades inspected and the result of each inspection compiled for several days and compared with all the others. The worker that showed carelessness, faulty judgment or inability to concentrate his mind on the work every minute of the day was weeded out and another tried on that bench. While there was no rule against talking or smoking, among the 13 men there was very little talking, as they were all old men at the business and aware that talk would very likely result in poor work and poor work here meant loss of the job, as an inspector, besides the foreman, was busy all the time trying to catch some fellow napping.

The one thing that will seem most remarkable about this gathering of experts is the fact that the old timers with the gray hair stood the tests and

Kent Storage Company

Wholesale Dealers in

BUTTER | EGGS | CHEESE

PRODUCE

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

Phone, write or wire us.

GRAND RAPIDS, MICHIGAN

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

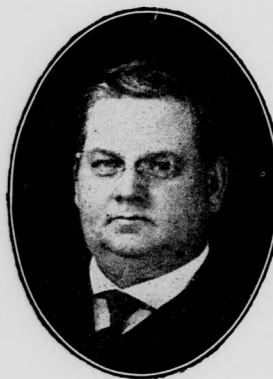
Wm. Alden Smith Building
Grand Rapids, Michigan

SEND US ORDERS **FIELD SEEDS**

WILL HAVE QUICK ATTENTION

Pleasant St. and Railroads
Both Phones 1217

Moseley Brothers, GRAND RAPIDS, MICH.



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

M. J. Dark & Sons

Wholesale

Fruits and Produce

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

Grand Rapids, Michigan

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

Always Maintaining

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

Fruits and Vegetables

insures you a profitable fruit department.

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

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

OUR NEAREST BRANCH WILL SERVE YOU

survived the younger fellows all of whom fell down and had to make way for the more experienced and more steady candler. This does not seem in the least remarkable to me as I have all along, contended that it requires a number of years to develop an expert egg candler under the more or less chaotic system of instruction and the almost utter lack of any recognized method of training or apprenticeship.

Now, of course, there are not nearly enough old and tried candlers to do the work, and, as there is such dearth of even ordinary egg candlers during the heavy productive season, it would seem not for the best interests of the general situation to have all the good men cornered at the benches.

I claim that we should place the men where they can be of the most practical benefit to the handling of the product, and all the men who are efficient, steady and with sufficient dignity to hold positions as foremen in charge of a number of less experienced candlers should be induced to take such a place. In time the result will begin to show. Our shipments would be of a more uniform grade, better packed, with less egg damage in transit, and our export egg business would compare favorably with Canada or any other country.

In this large country, with its varied climatic conditions, it should not be hard for us to compete with any other country in the world for the egg trade wherever there is a shortage at any time and all times of the year; and, now that we have prohibition to keep even some of the old timers steady at the bench and dependable, if we will scatter them around where most needed to instruct the younger men, and these younger men can be convinced that the old-timer can show him some points about the game that may have been overlooked, more and more progress will be noted from season to season. Then, with a uniform rule that all eggs must be inspected and only those stored that are in good condition, no seconds, dirties or trade eggs allowed to be stored, put away only the clean fresh egg, tell all the people they are storage eggs so they can give due credit where credit is due and we will remove the prejudice against the storage egg and the trade will demand the storage egg instead of insisting upon fresh when there are no fresh.

These results can only be obtained by careful grading by experts or good, steady candlers taking an interest in their work, men who have had the importance of the work impressed upon their minds and who are willing to admit that there is something new to be learned every hour of every day they work at the trade of egg candling. Most important of all is to see that a careful system of checking up each candler by a most thorough inspection of all grades turned off his bench at frequent intervals is made, this work to be done by a foreman who has been through the fire of all the abuse of unfair bosses (who cannot candle eggs themselves). Preferably this foreman should be what is commonly known as a "boomer,"

one who has held a great many jobs in a large number of different sections of the country.

These travelers are often looking for a place where they are appreciated, and mostly finding it not; because so many employers and branch house managers fail to realize the importance of carefully candled eggs.

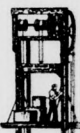
For instance, as proof of this, the model candling room filled with expert candlers was filled with inexperienced girls only three years ago and less than a year ago one of the big men from the big office got exasperated at the result of an inspection of one of the candlers during the weeding out process and at a time when we were trying to grade a short-held egg to pass for fresh. This fellow with the big pay envelope said: "Get all these fellows out of here and put on girls." But a little more patience only was needed and the corporation was spared, the public benefited and the egg business goes on in that room now as smoothly as a tea party. Progressive reform is taking place in the egg room, and the next five years should show such a change for the better that we will hardly believe that we ever pulled off some of the stunts now being worked.

I. W. Smith.

A human being is like a violin. It must be in tune before it can play.

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The 20th Century Computing Scale
World's Best.
Liberal exchange allowances for old scales. Write for details.
W. J. Kling
843 Sigsbee St., Grand Rapids, Mich.



SIDNEY ELEVATORS

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

Sidney Elevator Mfg. Co., Sidney, Ohio

You Make Satisfied Customers when you sell

"SUNSHINE" FLOUR

BLEND FOR FAMILY USE
THE QUALITY IS STANDARD AND THE PRICE REASONABLE

Genuine Buckwheat Flour
Graham and Corn Meal

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



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School the year round. Catalog free.

BEST WHITE WAXED PAPER LUNCH ROLLS 5 & 10c

Write us for samples and prices.
Standard Paper Specialty Co.
Plainwell, Mich.



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Prompt Service Right Prices
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Vinkemulder Company

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Honey Comb Chocolate Chips



You've tried the rest
Now Buy
the Best

W. E. TAYLOR, Maker

Battle Creek, Michigan



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have been a standard for years.

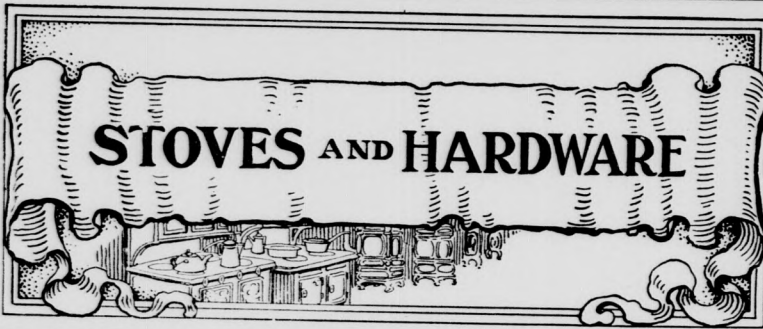
They are packed in neat strong cartons and cotton bags, and give you a satisfied customer and a profit.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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





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

Suggestions for the Hardware Dealer in May.

Written for the Tradesman.

Housecleaning goods should be displayed during May, especially in the earlier part of the month. There are a few housewives who take time by the forelock and get rid of their housecleaning chore as soon as the frost is out of the ground; but a large number are inclined to procrastinate. Hence, the merchant should be in no hurry to switch from housecleaning lines to something more advanced in the season.

Many merchants do not push their house lines energetically enough. They may fill up the windows with suggestive articles—scrubbing brushes, mops, feather dusters, pails, etc.—but they do not make a feature of combined housecleaning lines. Yet a window trim of this sort can be made very attractive.

The great point in any display is to bring the new lines to the front. Any labor-saving device has great pulling power nowadays with those who have to engage in the heavy work of spring cleaning. The more equipment, the less work—in those six words, indeed, the enterprising merchant will find a very good slogan for his window display.

Now, pretty nearly everybody knows that you handle pails, and scrubbing brushes and mops and similar staple articles. All you need to do with these established lines is to show them. But push the specialties. And see that every household display you put on includes the lines which people don't know you handle. Get them acquainted with the articles that don't sell so readily as these staples.

I like the idea of pushing the sale of a "complete housecleaning outfit" and driving home that idea that every housewife should be completely and adequately equipped for her work. Get that idea firmly fixed in the minds of your customers—that money spent in labor saving devices makes housework easier and that every woman is entitled to proper tools for the performance of her daily tasks in the home. I know that many homes are inadequately equipped. In this very fact lies the hardware dealer's big opportunity, not merely to make immediate sales, but to train the women folks in the habit of coming to his store.

To this end, show the goods. Show the women folk just what you have got. Use show cards to tell the uses

of the newer articles. Get into every display the idea of the woman being properly equipped for her work.

The unfamiliar lines and the new specialties should especially be paraded.

The housecleaning department links up naturally with paints, since every housecleaning drive in the home usually requires something in the way of paint specialties. No spring cleaning can be considered complete that is finished without the aid of a tin or two of stain or interior paint. Add to this some lines of small hammers, tacks, curtain rings, small screws, brooms, etc. A good idea is to set out a table inside the store with these many small articles that come so handy and are so often needed in housecleaning. Dress it up like a 10-cent-store display table and mark the prices plainly. Little specialties in the way of trimmings, hooks, brass bolts, picture wire, draw pulls, etc. can be displayed. One merchant makes a practice of putting up parcels of handy articles such as a hammer, tacks, liquid glue, screw driver, nails and screws and offering them at a price as a sort of leader.

The idea is to make the whole store for the time being redolent of spring cleaning, and to put the goods where the customers will be sure to see them and thereby to be reminded of their needs. Display everything that can be legitimately included among housecleaning lines. Half-hearted attempts to push things are no good. To put a few lines in one side of the window and then to distract attention from them by filling the other side of the window with something else is a mistake. Make a bold bid for feminine custom now, and when spring cleaning is done go as energetically and thoroughly after something else. Make the womenfolk talk, get them interested, make them say:

"Why, I didn't know there were so many handy labor-saving devices to be had."

Sand Lime Brick

Nothing as Durable
 Nothing as Fireproof
 Makes Structures Beautiful
 No Painting
 No Cost for Repairs
 Fire Proof
 Weather Proof
 Warm in Winter
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Brick is Everlasting

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For All Purposes
 Send for Catalog

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944 Lake St. Kendallville, Ind.

Summer Cottage For Sale

Two-story frame summer home at Traverse Point, adjoining Neahtawanta. House faces beautiful Bower's Harbor in sight of Traverse City. Furnished. Running water in sinks and toilet. Stone sidewalks on two sides. Only a mile from Marion Island, recently purchased by Henry Ford. Will exchange for Grand Rapids City or suburban property.

E. A. STOWE,
 Grand Rapids.

Foster, Stevens & Co. Wholesale Hardware



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

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Michigan Hardware Co.

Exclusively Wholesale

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"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

Given the window space, a hardware dealer should show at the same time a good assortment of lawn and gardening tools and seeds, presuming, of course, that he carries the latter. The line is a good one to push; and a customer for a packet of seeds may be induced to buy a trowel, spade, rake or some other garden tool. Thus one sale logically leads to another. In the same display, or later, mowers, lawn hose, sprinklers, etc., may be displayed. With imitation grass or a carpet of real turf for the window, some very nice displays can be contrived. A small flower bed with artificial or real flowers and a watering pot suspended overhead and colored silk threads to represent water coming from the nozzle and spread over the whole window makes a catchy design and one that involves little trouble in preparation; while at the same time it gives the store that spring appearance so desirable at this season.

A good way to arrange gardening lines if no scenic effect is desired is by placing the tools, such as the fork, spade, hoe and rake in an upright position at each side of the window floor in much the same way that guns are stacked. Three or four lawn mowers can be placed in the center of the window in a similar manner. For the background coils of rubber hose can be used, and each may be arranged so that part of the hose will form a complete border around the entire window. The small tools such as sprinklers, revolving arm sprinklers, lawn sprinkler, grass catchers, hose nozzles, clamps and couplings can be grouped in the foreground. These with some garden or grass seeds will make an attractive display.

In the course of the month show carpentering tools, and a good assortment too, although it might be well to leave out the articles that are out of the ordinary use and of high price. On occasion an entire window can be devoted to tools, arranged artistically and classified as to size and price. Builders' hardware should also be displayed.

The paint department should be kept to the forefront, and given as much display as possible. When displaying the housecleaning lines show also the stains, enamels and other specialties that will be needed in brightening up the house. Impress upon the housewife the value of paints and allied lines, their hygienic qualities and the ease with which they can be applied. Exterior paints are in season now and should be pushed energetically.

Winter stoves are now relegated to the background; but in their place kitchen ranges, gas, gasoline and oil stoves can be pushed. There is a market for ranges all the year round, while the gas and oil stoves sell especially well in spring and summer. Campers and cottagers find the oil stoves very convenient, and you will find it well worth while to look out for this trade.

The sporting goods department should be pushed with vigor. Starting out with fishing tackle, the merchant can, as the season advances, in-

clude baseball, tennis, football, yachting supplies, automobile and bicycle accessories, etc. Many dealers fail to secure the trade that passes their very doors largely through inadequate display of these lines. Show the people what you have.

Later in the season, elaborate displays can be made of refrigerators, ice cream freezers and water filters. On a warm spring day, the first real warm day if you like, an ice cream freezer displayed with imitation snow is a very effective and attractive showing. Window screens should be shown early; also screen doors, etc. These link up naturally nowadays with the "Swat the Fly" idea, and a variety of lines can be combined in one display. Victor Lauriston.



Store and Window **AWNINGS**

made to order of white or khaki duck, plain and fancy stripes.

Auto Tents, Cots, Chairs, Etc.
Send for booklet.

CHAS. A. COYE, Inc.
GRAND RAPIDS, MICHIGAN

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COSTS
Write to
BARLOW BROS.
GRAND RAPIDS, MICH.

For Better Piston Ring
Service
Distributors
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Ltd.
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Grand Rapids, Mich.

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

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Automobile Varnishes

WHOLESALE ONLY

Salesbooks
THAT GIVE
100 PER CENT PLUS SERVICE
ALL KINDS, SIZES, COLORS, AND
GRADES. ASK FOR SAMPLES AND
PRICES.
THE MCCASKEY REGISTER CO.
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Pump Portions of Bowser System

Note cleanliness and orderly arrangement of store. Tanks in basement or underground insures safety.

Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?
Cleanliness?
Neatness and Order?
Or is the look within merely depressing and disgusting?



installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your Oil Department are characteristics of your entire establishment

Bowser pumps are accurate, clean and economical.
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Signify your interest by asking for literature.

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

Fear of Soldier Vote Makes Cringing Cowards.

Grandville, April 27—The question of military training of young America in preparation for the coming war which Germany plans to precipitate as soon as possible is being agitated in Congress and the politicians—some of them, at least—are on the anxious seat to note which way the cat is to jump. Well, she won't jump your way, Mr. Politician, if you vote a Prussianized policy of military training on the United States.

It may be all well enough to talk about a future war and speculate on how best to meet it when it comes—if it does. We had ample warning of our peril for two years before we were forced into the world struggle. We had ample time to make all necessary preparation, which, however, thanks to the whiffing policy of an incompetent administration, we failed to improve.

Because the administration failed of its duty in a trying time is no reason why we should make of this Republic a great training field throughout years of peace for the purpose of meeting an emergency at some future time. It is hardly to be imagined that when next this country is sat down upon by a foreign enemy we shall have in the chair at Washington a man who hasn't the stamina to know his duty and to dare maintain it.

After two years of war the American people are awake to the fact that they do not care to continue the military propaganda into the long reaches of peace that seem before us. Put aside warlike things; get down to the pursuits of peace; dig and work, still more work along industrial lines, and spend less money on a military policy that will burden the taxpayer eternally. Several generations are destined to pass in the nature of things before a complete settlement of debts growing out of this war will be met and liquidated. How worse than folly to plan great military camps for the purpose of adding to the already mountain of debt that now overwhelms the country.

A military policy such as Congress seems on the point of inaugurating is one that should have the approval of the American people before it is hoisted upon the country. If this military bug must be pacified turn the question over to the voters.

This year many millions of new voters, many of them women, will become factors in all new legislation that comes up for adjustment. The women ought to have something to say on a question so momentous as this one which drafts their sons into military service in time of profound peace. It is bad enough to send the young men to battle at any time, but to make every mother's son in the Nation a soldier—a link in a great military machine in time of peace—is

something repugnant to every father and mother in the land.

Gentlemen of the American Congress, look before you leap.

If you finally decide that it is necessary to make this great, free and enlightened Republic a parade ground for mighty armies, permit the people themselves to decide the issue. Americans always decide the issues of moment most wisely at the ballot box. Let ballots, not bullets, decide what shall be done along this line.

There is a National election pending this fall. The question of the league of nations seems to be heading toward the ballot of a free people for settlement. Why not let the deciding vote of a majority of our electorate tell the story as to whether we adopt a policy of military training in this country?

It is the fair and honorable way and I believe the one that should be adopted. It is the safest way for the politicians as well. It is better for them to trust the people as did Abraham Lincoln in the stress and storm of the Civil War.

Then there is that other question of a bonus for the soldiers who whaled the German beasts into submission. Put that also to a vote of the people. Let not this momentous matter be left to a few political wire-pullers who, posing as the friends of the soldier, would sell their birthrights for a mess of pottage.

Many senseless and wicked laws get past the legislative bodies of this country because of politics. Fear of defeat at the polls makes poltroons of many otherwise capable men. These are confined to no party. Fear of labor unions has long been a curse to this country, and now fear of the soldier vote makes cringing cowards of many who seek preference at the hands of the American voter.

The safest way for Congress, individually and collectively, with regard to the question of military training, is to leave it to the people where it may be safely entrusted.

Old Timer.

Detroit—Stockholders of the Union Bag & Paper Co., are to meet May 4 to vote on a proposal to increase authorized capital of the company from \$10,000,000 to \$20,000,000 and to approve action of the directors in declaring a 50 per cent. stock dividend. The dividend is to be distributed sometime in May. It is asserted the Company will continue payment of a cash dividend of 8 per cent. on the enlarged capital.

There is no disgrace in failing if you have done your best, and if you are still facing toward your goal. But your failure will be a disgrace if your back is turned toward your goal.



Jobbers in All Kinds of
**BITUMINOUS COALS
 AND COKE**
 A. B. Knowlson Co.
 203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

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

New Hotel Mertens
 Rates, \$1.50 up; with shower, \$2 up.
 Meals, 75 cents or a la carte.
 Wire for Reservation.
 A Hotel to which a man may send his family.

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

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Nearer than anything to everything.
 Opposite Monument Square.
 New progressive management.

Rates \$1.00 to \$2.50

BERT A. HAYES, Propr.

OCCIDENTAL HOTEL

FIRE PROOF
 CENTRALLY LOCATED

Rates \$1.00 and up
 EDWARD R. SWETT, Mgr.
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Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

RED CROWN Gasoline line is made especially for automobiles. It will deliver all the power your engine is capable of developing. It starts quickly, it accelerates smoothly, it will run your car at the least cost per mile, and it is easily procurable everywhere you go.

Standard Oil Company
 (Indiana)
 Chicago, Ill.

General Conditions in Wheat and Flour.

Written for the Tradesman.

There has been no change in the general trend of wheat and flour during the past week; both are in a very strong position, and it is not so much of a question of whether prices will advance, but rather a question of how high they will go.

Winter wheat has made progress in the Southwest and stooiling improvement is generally noted. There seems to be plenty of moisture for the time being.

However, increasing apprehension is felt over the Hessian Fly throughout the Southwestern wheat territory and winter killing is showing up as a serious factor.

Under present conditions, it does not seem possible the May Government Report can show much, if any, improvement over the April Report.

Cold wheat weather is delaying the seeding of spring wheat in the Northwest, which together with the labor shortage indicates a 10 to 15 per cent. decrease in acreage.

It has been hoped all along that an increase in spring seeding would be made, due to the prospects of a shortage in the growing winter wheat crop.

Mill quotations on flour throughout the country are reflecting the shortage in wheat; although, numerous jobbers and wholesalers, who have contracts made at prices considerably under the present market, are reselling based on a fair margin over the cost price, so they are at the present time underselling the mills.

Buying of wheat and flour in sufficient quantity to care for normal requirements during the next sixty days is advisable; although, it would seem rather unwise to purchase for shipment sixty days later, as there will very likely be some slump when new wheat begins to move freely; although, the general average price for the 1920 crop will undoubtedly be considerably higher than that received for the 1919 crop.

Many well informed grain men insist, on the other hand, that wheat will bring from \$3.25 to \$3.50 per bushel at the time of the new crop movement, they believing it will go at least to \$4.00 before the spring of 1921.

In fact, in arranging finances to handle the Northwestern crop this fall, they are basing their figures on \$3.25 to \$3.50 wheat, which, of course, means approximately \$18 flour.

Nevertheless, even though this condition may prevail, it would still seem to be inadvisable to over-stock at this time for the sake of reaping profit at enhanced values, for just as sure as active domestic buying of flour develops, rapid advances will materialize. It is good business judgment, however, to purchase at this time, we believe, for normal requirements.

Lloyd E. Smith.

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 27—David Drummond (Brown & Sehler Co.) is greatly disturbed over the manner in which the gravel and cement roads of Michigan are being destroyed by

the heavy trucks which are engaged in moving merchandise and raw material from market to market. He says that long stretches of the main road between Detroit and Chicago have already been injured to such an extent that entirely new construction will be necessary to restore them. In many cases five ton trucks are loaded with ten tons of material and no attention is paid to the State regulation regarding the width of tires which should be used. The drivers of these trucks are mostly plug uglies who pay no attention to the rules of the road and create great havoc when they meet or overtake pleasure or business cars by forcing them off the road, no matter what may happen as the result of such hoggishness. Mr. Drummond is strongly of the opinion that something must be done—and done quickly—or our good roads will soon be a by-word in the mouths of travelers and tourists. Mr. Drummond is inclined to the opinion that the only way out of the difficulty is to re-establish the toll system for improved roads, making the charge so strong that the roads can be rebuilt from the toll receipts every year or two.

While in Chicago last week the writer was shown a new line of carpets made in England. "These goods," remarked the gentlemen in charge of the department, "were purchased by our buyer only two months ago. They were manufactured after he placed the order, brought overseas to the Montreal gateway and thence to Chicago by a Canadian transportation line. We have orders in American factories which were placed eight months ago, with no prospect of receiving the goods for some time yet. Our English cousins are teaching us lessons in efficiency which we ought to observe and profit by if we expect to get our share of the commerce of the world as the result of the kaiser's war."

Lee M. Hutchins is back from California, greatly pleased with the trip and refreshed by a brief respite from business cares and responsibilities.

It's a rare and happy day when the tired consumer can sit down and read his paper without finding himself accused by some profiteer of being responsible for the high cost of living.

Efficiency experts are now making a study of lazy men, in order to find out how they avail themselves of short cuts to avoid work. An efficiency expert seems to be a person whom almost anybody can teach something.

Election returns are always pleasing to one side or the other, but census returns seem to be generally unsatisfactory.

A Chicago inventor announces the perfection of a non-peripatetic collar button. Now, if a back collar button can be invented which will ring a bell in time to prevent your wife's sending it to the laundry in a soiled shirt, all will be well.

L. M. Steward, the well known Saginaw salesman, is taking a course of treatment at the Burleson Sanitarium.

Retirement of Long-Time Merchant.

Leslie, April 27—I have sold my stock of general merchandise to Louis Levinshan. I have been in business here thirty-three years and feel that I need a change. I have not missed a day that I was unable to work in over twenty years. I am now in the best of health. I haven't been in the Leslie postoffice but once. That was about thirty years ago. I was in the bank about thirty-two years ago. The clerks have done the going. In 1907 I lost everything I had by fire, having but \$1,000 insurance. In 1908 I built a two-story building, 35x85, and started over again. J. J. Murphy.

Burg Bros. & Co. has been incorporated to manufacture and sell furniture, with an authorized capital stock of \$10,000, all of which has been subscribed and \$5,540 paid in in property.

Items From the Cloverland of Michigan.

Sault Ste. Marie, April 26—R. G. Ferguson, of the Soo Hardware Co., with his family, have returned from Florida, where they have been spending the winter.

The seamen's strike is making quite a dent in business circles here, as everything was in readiness for the opening of navigation. The delay in the arrival of boats has upset many plans and is causing much disturbance in consequence.

Mr. L. O. Armstrong, of the U. S. Bureau of Commercial Economics, gave an address to the members of the Civic and Commercial Association at Le Sault Club last Monday, which was followed by a buffet luncheon. He pointed out that as prices keep soaring skyward it would seem as though the only means of bringing down the prices in many lines would be the habit of getting along without or joining societies such as the overall club and total abstainers from various food products which might cause some of us to go out on the pasture for the summer.

F. M. Hewitt has resigned his position as manager of the Coal and Produce Co., at Manistique. S. Melstrand is succeeding him. It is stated that Mr. Hewitt will engage in the coal business on his own account in the near future.

With some people, the entertainment of an idea is an intellectual frost.

The annual meeting of the Chippewa County Automobile Club will be held Friday of this week. Capt. Gilbraith, manager of the Detroit Auto Club and Father of the Dixie Highway, will be principal speaker and will tell of the progress being made in the good roads movement in Michigan and will outline the features of the coming tour.

Everybody is doing it. So is J. W. Weston, of Marquette, leader of the county agents of Cloverland. He

tells us every home should have a garden, because conditions may develop which will make the matter of food take on a meaning that will be a menace to the average citizen. The production situation is too critical to take any chances. So it will be to the best interests of the community to push the home garden to the fullest extent. He is endeavoring to organize home garden clubs among the boys and girls of this community.

Fred Beardsley, of the firm of Beardsley & Cook, proprietors of the Temple and Star theaters, has sold his interest to his partner, Geo. Cook, who will take control of the two theaters about May 1st. It is understood that under the new management the two theaters will receive a thorough overhauling, including remodeling. Mr. Cook plans to buy property to the North and South of the rear part of the Temple and enlarge the stage and make other improvements. Mr. Beardsley has not yet announced his plans for the future. He will remain in the Soo for the present, where he is well and favorably known.

A fast young man is seldom able to keep up with his running expenses.

The Central Savings Bank has installed a safety burglar and daylight holdup alarm system. The outfit was supplied by the Safety Burglar Alarm Co., of Grand Rapids.

Geo. Moutsatson, proprietor of the Olympia, has installed a new Emory Thompson ice cream freezer in his place of business. The machine will be run by electricity, costs \$1,000, and is said to be the most modern on the market. George is always out for any up-to-date improvement, which accounts largely for his continued success in business.

Harry J. Clark and Theo. McPherson, both well known Soo boys, have taken over the management of the new Empire cafe. Both young men have had considerable experience in the restaurant business and the new venture will undoubtedly be a success. William G. Tapert.

FOR a period of eight years we have retailed bonds to and performed other services incident to an Investment Banking business for the Banks and Investors of Michigan.

During that period we have built up what we believe to be the largest investment banking business in Michigan today.

During that period the salesmen and executives of this institution with whom the investors in Michigan have dealt, have remained practically the same.

Our responsibility is definite, our market is fixed.

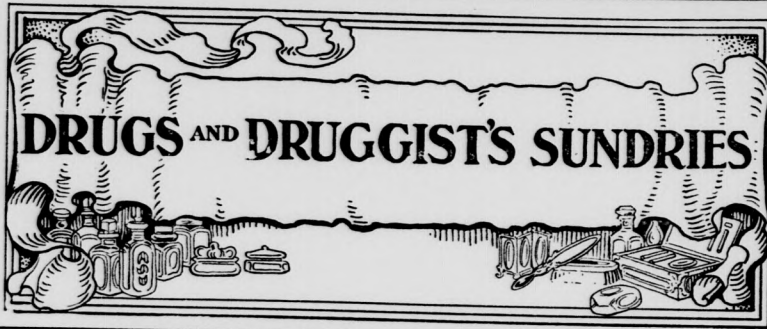
Just so long as we continue to comprehend the fact that the interests of the investors in Michigan are identical with our own, our business will continue to grow.

We fully intend that the rather remarkable growth that we have enjoyed during the past eight years shall continue in the future.

HOWE, SNOW, CORRIGAN & BERTLES
INVESTMENT BANKERS

Grand Rapids Savings Bank Bldg.

Grand Rapids, Mich.



Handling Complaints in a Drug Store.

The handling of complaints is a very important part of the store routine. In the old days, when the maxim "Let the buyer beware" had not yet been forgotten, complaints did not get the attention which they now receive in most establishments. Nowadays big business houses, banks, and public service corporations frequently maintain a high-grade department for the sole purpose of handling complaints. Such a bureau costs considerable money and would not be maintained unless considered absolutely necessary. A well-known point in psychology is involved. Most people do not like to complain and would not lodge a complaint unless they thought it justified. When they do lodge a complaint, they do not like to have it ignored or passed over as trivial and this is a very important point to bear in mind.

Now and then an individual exists who does complain without cause. The writer once knew a lady who seldom bought an article of merchandise without taking it back with some trivial and poorly founded complaint. She was not pleasant in her dealings with clerks and gradually acquired a reputation for fault finding, which made her known over the entire retail shopping section. One day she went into a department store to look at hats. The proprietor, who knew her, at once stepped up and said, politely but firmly:

"Madam, if you can find a hat which suits you, and will take it out of the store with the understanding that it is not to be brought back, we shall be pleased to sell you a hat. Otherwise, we would prefer not to have your custom." At this, the lady flounced out without buying, but the merchant was perfectly satisfied. Her custom caused him far more trouble than it was worth. These cases, however, are extremely rare.

Sometimes a complaint arises because the customer does not understand the mechanism of the article purchased, and so fails to get satisfactory results, as in the case of a throat atomizer. In such cases a little tinkering will often set things right. We have seen a man bring in a fountain pen and claim that it would not write, an examination revealing the fact that it contained no ink.

It is not unheard of to have a customer voice his complaint, get a patient hearing, and then say: "Well, it doesn't amount to much, after all. Let it go." In other words, he is perfectly satisfied with getting his complaint "off his chest." A patient, sympathetic hearing does the work, and this should always be granted, even if it does take time. Children and

servants probably cannot expect to command the attention granted a prominent citizen with a loud voice, yet it will not hurt any dealer to go out of his way in order that these humbler customers may receive a proper hearing.

Occasionally an honest misunderstanding will arise. The customer seems to expect something which was distinctly not promised. The dealer can stand on his rights, or he can sustain a loss. We think merchants in general agree that most people are honest. The man who is palpably out to "do" you, if he can, is really a very rare bird. Consult your own experience, and say if this is not so. Such people are readily spotted, when they do exist, and cannot get very far. It is said that no two people can describe a dog fight in the same way, even when both are present throughout the fracas. The point of view is different. Listen to the various witnesses testifying in a court case. As a rule, you could not accuse any of them of dishonesty, yet statements are advanced diametrically opposed.

Once we heard a druggist say, as he dodged behind the prescription counter: "I don't want to see that dame. Tell her I'm out. She has a kick about something she bought." Well, you can dodge them for awhile, but they'll come back. Or perhaps they won't come back. And that isn't to be desired either. Another druggist had a good personal friend, who, after dealing with him for years, suddenly stopped. Nothing was thought of this for a week or so, but after a month the absence of the former good customer became noticeable. The druggist knew that something had gone wrong, and was in something of a quandary as regards how to act. He was a proud man. At the same time, he knew his friend wouldn't quit without reason. Finally he went to his friend and said:

"John, I know something went wrong. Let me ask you frankly what it is."

His friend replied: "Well, I bought a defective article at your store. I think probably the manufacturer would make it right. But I couldn't get your clerk to take any interest in my complaint. I jumped at the conclusion that your store didn't care to hear complaints. Maybe I was too quick to get miffed."

The druggist responded: "I don't think so. I didn't know anything about this affair, and my clerk was in error when he failed to call it to my attention. Hearing complaints is a fixed part of my business policy. I don't want any disgruntled people in my territory. I hunt for complaints."

He had the right idea—hunt for complaints.

Even when a customer is somewhat in the wrong, if he is honest in his belief, it will pay to make things good, not through the fear of losing a customer, but in order that good feeling may prevail. We have heard men say: "Nobody ever got the best of me. I stand up for my rights." Standing up for your rights, if carried to excess, uses up a deal of valuable time and wears out a lot of valuable nerve matter. The wise business man expects to give the other fellow a little the best of it occasionally.

Look after complaints carefully. Make that a part of your business routine. A disgruntled customer can get you a lot of bad advertising. Besides, you want to do the right thing. All good men do.



Toilet
and
Bath

CANDY



The "DOUBLE A" Kind

Made by
People Who Know How

Our record of over fifty years of continuous growing business, not only in Michigan but all over the United States, speaks for itself.

You take no chances when you buy "Double A" Brand.

The Sign of  Good Candy

Made in Grand Rapids by
NATIONAL CANDY CO.
PUTNAM FACTORY
Grand Rapids, Michigan

Ask for a copy of our
latest price list.

We are agents for LOWNEY'S
in Western Michigan.

Arctic

QUALITY

It should be your ambition to become our "Arctic Dealer." The public already knows that for the best Brick or Bulk Ice Cream the road leads to the dealer that sells ARCTIC.

Write us for information regarding the necessary steps to take for you to be one of the Arctic Dealers.

ARCTIC ICE CREAM CO.
Grand Rapids, Mich.

Claude G. Piper, Manager

SPRING SPECIALTIES


- | | | | | |
|-----------------|--------------------|------------------------|--------------------|----------------|
| Insecticides | Jetum | Soda Fountain Supplies | Paris Green | Fly Papers |
| Oils | Base Balls | Water Wings | Paints | Colorite |
| Wax Paper | Varnishes | Fruit Syrups | Marbles | |
| Dusters | Disinfectants | Jacks | Inks | Bats |
| | | | | Goggles |
| Sporting Goods | Balls | Soap Dyes | Auto Goggles | Shelf Paper |
| Icy Hot Bottles | Bathing Caps | Poultry Foods | Shoe Brushes | |
| Fly Swatters | Stock Foods | Floor Waxes | Insect Powders | Bathing Caps |
| Fly Papers | Croquet Sets | Shoe Polishes | Thermometers | |
| Spring Tonics | Wall Finishes | Grape Juices | Sarsaparillas | |
| Paint Brushes | Dry Paints | Auto Sponges | Ice Cream Pails | |
| Fumigators | Auto Chamois | Lunch Kits | Shoe Pastes | Carbon Remover |
| Napkins | Siraw Hat Cleaners | Furniture Polishes | Ice Cream Cabinets | |
| | Soda Fountains | Beverage Coolers | | |

You will find our stock very complete on the above items. Send us your orders today.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

TANGLEFOOT

The Non-Poisonous Fly Destroyer



The U. S. Dept. of Agriculture says in the bulletin: "Special pains should be taken to prevent children from drinking poisoned balts and poisoned files dropping into foods or drinks."

It's Pure, That's Sure



PIPER ICE CREAM CO.

Kalamazoo :: Michigan

Wholesale Drug Price Current

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

Acids	Almonds, Sweet,	Tinctures
Boric (Powd.) -- 17 1/2 @ 25	Amber, crude -- 3 00 @ 3 25	Aconite ----- @ 1 70
Boric (Xtal) -- 17 1/2 @ 25	Amber, rectified 3 50 @ 3 75	Aloes ----- @ 1 20
Carbolic ----- 30 @ 34	Anise ----- 2 75 @ 3 00	Arnica ----- @ 1 50
Citric ----- 1 25 @ 1 35	Bergamont ----- 9 00 @ 9 25	Asafoetida ----- @ 3 90
Muriatic ----- 3 1/2 @ 5	Cajeput ----- 1 50 @ 1 75	Belladonna ----- @ 1 40
Nitric ----- 10 @ 15	Cassia ----- 4 50 @ 4 75	Benzoin ----- @ 1 80
Oxalic ----- 67 @ 75	Castor ----- 2 25 @ 2 50	Benzoin Compo'd ----- @ 3 00
Sulphuric ----- 3 1/2 @ 5	Cedar Leaf ----- 3 50 @ 3 75	Buchu ----- @ 2 40
Tartaric ----- 95 @ 1 05	Citronella ----- 5 50 @ 5 75	Cantharidies ----- @ 2 90
	Cloves ----- 40 @ 50	Capsicum ----- @ 1 95
	Cocaoat ----- 4 75 @ 5 00	Cardamon ----- @ 1 50
	Coco Liver ----- 2 25 @ 2 50	Cardamon, Comp. ----- @ 1 35
	Croton ----- 2 25 @ 2 50	Catechu ----- @ 1 50
	Cotton Seed ----- 2 35 @ 2 55	Cinchona ----- @ 1 80
	Eigeron ----- 12 00 @ 12 25	Colchicum ----- @ 2 40
	Cubebs ----- 13 50 @ 13 75	Cubebs ----- @ 2 60
	Eucalyptus ----- 1 50 @ 1 75	Digitalis ----- @ 1 60
	Hemlock, pure 2 00 @ 2 25	Gentian ----- @ 1 20
	Juniper Berries ----- 10 00 @ 10 25	Ginger ----- @ 1 75
	Juniper Wood 3 00 @ 3 25	Guaiac ----- @ 2 65
	Lard, extra ----- 2 15 @ 2 25	Guaiac, Ammon. ----- @ 2 40
	Lard, No. 1 ----- 1 90 @ 2 10	Iodine ----- @ 1 50
	Lavender Flow 16 50 @ 16 75	Iodine, Colorless ----- @ 2 00
	Lavender Gar'n 1 75 @ 2 00	Iron, clo. ----- @ 1 45
	Lemon ----- 3 00 @ 3 25	Kino ----- @ 1 35
	Linsed hdd bbl. @ 1 99	Myrrh ----- @ 2 25
	Linsed bld less 2 09 @ 2 19	Nux Vomica ----- @ 1 85
	Linsed raw bbl. @ 1 97	Opium ----- @ 4 50
	Linsed raw less 2 07 @ 2 17	Opium, Camph. ----- @ 1 25
	Mustard, true, oz. @ 2 95	Opium, Deodorz'd ----- @ 4 50
	Mustard, artifil, oz. @ 1 10	Rhubarb ----- @ 1 80
	Neatsfoot ----- 1 75 @ 1 95	
	Olive, pure ----- 4 75 @ 6 00	Paints
	Olive, Malaga, yellow ----- 3 75 @ 4 00	Lead, red dry -- 15 1/2 @ 16
	Olive, Malaga, green ----- 3 75 @ 4 00	Lead, white dry 15 1/2 @ 16
	Orange, Sweet 12 00 @ 12 25	Lead, white oil 15 1/2 @ 16
	Origanum, pure ----- @ 2 50	Ochre, yellow bbl. ----- @ 2
	Origanum, com'l 1 25 @ 1 50	Ochre, yellow less 2 1/2 @ 2
	Pennyroyal ----- 3 00 @ 3 25	Putry ----- @ 5
	Peppermint ----- 12 00 @ 12 25	Red Venet'n Am. 2 1/2 @ 8
	Rose, pure ----- 24 00 @ 25 00	Red Venet'n Eng. 3 @ 6
	Rosemary Flows 2 50 @ 2 75	Vermillion, Amer. 25 @ 30
	Sandalwood, E. ----- 15 00 @ 15 20	Whiting, bbl. ----- @ 3 1/2
	Sassafras, true 3 00 @ 3 25	Whiting ----- @ 10
	Sassafras, artifil 1 50 @ 1 75	L. H. P. Prep. 3 75 @ 4 00
	Spearmint ----- 17 50 @ 17 75	
	Sperm ----- 2 40 @ 2 60	Miscellaneous
	Tansy ----- 9 00 @ 9 25	Acetanalid ----- 1 00 @ 1 05
	Tar, USP ----- 48 @ 60	Alum ----- 16 @ 20
	Turpentine, bbls. @ 2 03	Alum, powdered and ground ----- 17 @ 20
	Turpentine, less 2 23 @ 2 33	Bismuth, Subnitrate ----- 3 75 @ 4 00
	Wintergreen, tr. ----- 12 00 @ 12 25	Borax xtal or powdered ----- 11 1/2 @ 16
	Wintergreen, sweet birch ----- 9 00 @ 9 25	Cantharades, po 2 25 @ 6 50
	Wintergreen art 1 20 @ 1 40	Calomel ----- 2 22 @ 2 30
	Wormseed ----- 9 00 @ 9 25	Capsicum ----- 38 @ 45
	Wormwood ----- 16 00 @ 16 25	Carmine ----- 7 25 @ 7 60
		Cassia Buds ----- 50 @ 60
		Cloves ----- 67 @ 75
		Chalk Prepared ----- 13 @ 15
		Chloroform ----- 50 @ 60
		Chloroform ----- 45 @ 55
		Chloral Hydrate 1 70 @ 2 10
		Cocaine ----- 13 60 @ 14 05
		Cocoa Butter ----- 65 @ 75
		Corks, list, less 50% ----- 03
		Copperas, bbls. ----- 3 1/2 @ 8
		Copperas, less ----- 3 1/2 @ 8
		Copperas, powd. 4 1/4 @ 10
		Corrosive Sublm 2 01 @ 2 10
		Cream Tartar ----- 70 @ 75
		Cuttlebone ----- 90 @ 1 00
		Dextrine ----- 9 @ 15
		Dover's Powder 5 75 @ 6 00
		Emery, All Nos. 10 @ 15
		Emery, Powdered 8 @ 10
		Epsom Salts, bbls ----- @ 0 43
		Epsom Salts, less 5 @ 10
		Ergot ----- @ 6 25
		Ergot, Powdered ----- @ 6 50
		Flake White ----- 15 @ 20
		Formaldehyde, lb. 65 @ 75
		Gelatine ----- 1 55 @ 1 75
		Glassware, less 53% ----- 53%
		Glassware, full case ----- 58%
		Glauber Salts, bbl. @ 2 1/2
		Glauber Salts less 3 1/4 @ 3
		Glue, Brown ----- 21 @ 30
		Glue, Brown Grd. 19 @ 25
		Glue, White ----- 35 @ 40
		Glue, White Grd. 35 @ 40
		Glycerine ----- 31 @ 45
		Hops ----- 1 00 @ 1 20
		Iodine ----- 5 70 @ 5 90
		Iodoform ----- 7 00 @ 7 30
		Lead, Acetate ----- 20 @ 30
		Lycopodium ----- 3 25 @ 3 50
		Mace ----- 85 @ 90
		Mace, Powdered ----- 95 @ 1 00
		Menthol ----- 18 00 @ 18 20
		Morphine ----- 13 50 @ 14 15
		Nux Vomica ----- @ 30
		Nux Vomica, pow. 24 @ 30
		Pepper black pow. 37 @ 40
		Pepper, white ----- @ 50
		Pitch, Burgundy ----- @ 15
		Quassia ----- 12 @ 15
		Quinine ----- 1 22 @ 1 72
		Rochelle Salts ----- 50 @ 55
		Saccharine ----- @ 37
		Salt Peter ----- 20 @ 30
		Seidlitz Mixture ----- 40 @ 45
		Soap, green ----- 22 1/2 @ 30
		Soap mott castile 22 1/2 @ 25
		Soap, white castile ----- @ 18 50
		Soap, white castile less, per bar ----- @ 2 00
		Soda Ash ----- 0 40 @ 10
		Soda Bicarbonate 3 1/2 @ 10
		Soda, Sal ----- 2 1/2 @ 5
		Spirits Camphor ----- @ 2 00
		Sulphur, roll ----- 4 1/2 @ 10
		Sulphur, Subl. ----- 4 1/2 @ 10
		Tamarinds ----- 25 @ 30
		Tartar Emetic 1 03 @ 1 10
		Turpentine, Ven. 50 @ 60
		Vanilla Ex. pure 1 50 @ 2 00
		Witch Hazel ----- 1 47 @ 2 15
		Zinc Sulphate ----- 10 @ 15

Leaves	Oils
Buchu ----- @ 4 00	Almonds, Bitter, true ----- 16 00 @ 16 25
Buchu, powdered ----- @ 4 25	Almonds, Bitter, artifical ----- 2 50 @ 2 75
Sage, bulk ----- 67 @ 70	Almonds, Sweet, true ----- 1 75 @ 2 00
Sage, 1/4 loose ----- 72 @ 78	
Sage, powdered ----- 55 @ 60	
Senna, Alex ----- 1 40 @ 1 50	
Senna, Tinn. ----- 30 @ 35	
Senna, Tinn. pow. ----- 35 @ 40	
Uva Ursi ----- 25 @ 30	

GROCERY PRICE CURRENT

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

ADVANCED

- Eagle Milk
- Rice
- Solar Salt
- Medium Salt

DECLINED

AMMONIA

- Arctic Brand
- 12 oz. 16c, 2 doz. box 3 00
- 16 oz. 25c, 1 doz. box 1 75
- 32 oz. 40c, 1 doz. box 2 85
- Moore's Household Brand
- 12 oz., 2 doz. to case 2 70

AXLE GREASE



- 25 lb. pails, per doz. 18 80

BAKED GOODS

- Loose-Wiles Brands
- Krispy Crackers ----- 18
- L. W. Soda Crackers --- 16
- L. W. Butter Crackers --- 16
- Graham Crackers ----- 18
- Fig Sni Bar ----- 25
- L. W. Ginger Snaps ----- 18
- Honey Girl Plain ----- 25
- Honey Girl Iced ----- 28
- Cocoanut Taffy ----- 26
- Vanilla Wafer ----- 40
- Subject to quantity discount.

BLUING

- Jennings' Condensed Pearl
- Small, 3 doz. box ---- 2 55
- Large, 2 doz. box ---- 2 70

BREAKFAST FOODS

- 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 Bkfst Biscuit 1 90
- Quaker Corn Flakes 3 35
- Ralston Purina ----- 4 00
- Ralston Branzen ----- 2 70
- Ralston Food, large ----- 3 90
- Ralston Food, small ----- 2 90
- Saxon Wheat Food ----- 5 10
- Shred Wheat Biscuit 4 50
- Trisuit, 18 ----- 2 25

Kellogg's Brands

- Toasted Corn Flakes 4 20
- Toasted Corn Flakes
- Individual ----- 2 00
- Krumbles ----- 4 20
- Krumbles, Individual 2 00
- Biscuit ----- 2 00
- Drinket ----- 2 60
- Peanut Butter ----- 3 65
- No. 1412, doz. ----- 2 25
- Bran ----- 3 60

BROOMS

- 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

BRUSHES

- Scrub
- Solid Back, 8 in. ---- 1 50
- Solid Back, 11 in. ---- 1 75
- Pointed Ends ----- 1 25

Stove

- No. 1 ----- 1 10
- No. 2 ----- 1 35

Shoe

- No. 1 ----- 90
- No. 2 ----- 1 25
- No. 3 ----- 2 00

BUTTER COLOR

- Dandelion, 25c size -- 2 00
- Perfection, per doz. -- 1 75

CANDLES

- Paraffine, 6s ----- 15
- Paraffine, 12s ----- 16
- Wicking ----- 40

CANNED GOODS

- Apples
- 3 lb. Standards ----@2 25
- No. 10 -----@7 00

Blackberries

- 3 lb. Standards -----
- No. 10 -----@13 00

Beans-Baked

- Brown Beauty, No. 2 1 35
- Campbell, No. 2 ----- 1 50
- Fremont, No. 2 ----- 1 35
- Van Camp, 1/2 lb. ---- 80
- Van Camp, 1 lb. ---- 1 25
- Van Camp, 1 1/2 lb. --- 1 60
- Van Camp, 2 lb. ---- 1 80

Beans-Canned

- Red Kidney ----- 1 35@1 45
- String ----- 1 35@2 70
- Wax ----- 1 35@2 70
- Lima ----- 1 20@2 35
- Red ----- 95@1 25

Clam Bouillon

- Burnham's 7 oz. ----- 2 50

Corn

- Standard ----- 1 45@1 65
- Country Gentleman --- 2 00
- Maine ----- 1 90@2 25

Hominy

- Van Camp ----- 1 35
- Jackson ----- 1 30

Lobster

- 1/4 lb. ----- 2 45
- 1/2 lb. ----- 4 60

Mackerel

- Mustard, 1 lb. ----- 1 80
- Mustard, 2 lb. ----- 2 80
- Soused, 1 1/2 lb. --- 1 60
- Soused, 2 lb. ----- 2 75

Mushrooms

- Buttons, 1s, per can 1 40
- Hotels, 1s, per can--- 1 00

Plums

- California, No. 3 ----- 2 40

Pears in Syrup

- Michigan ----- 4 50
- California ----- 5 50

Peas

- Marrowfat ----- 1 60@1 90
- Early June ----- 1 45@1 90
- Early June sifd 1 75@2 40

Peaches

- California, No. 2 1/2 --- 4 75
- California, No. 1 ----- 2 40
- Michigan, No. 2 ----- 4 25
- Pie, gallons ----- 12 00

Pineapple

- Grated, No. 2 ----- 4 00
- Sliced No. 2 Extra --- 4 75

Pumpkin

- Van Camp, No. 3 ----- 1 60
- Van Camp, No. 10 --- 4 60
- Lake Shore, No. 3 --- 1 35
- Vesper, No. 10 ----- 3 90

Salmon

- Warren's 1 lb. Tall --- 4 10
- Warren's 1/2 lb. Flat 2 60
- Warren's 1 lb. Flat --- 4 25
- Red Alaska ----- 3 90
- Med. Red Alaska --- 3 50
- Pink Alaska ----- 2 40@2 65

Sardines

- Domestic, 1/4s ---- 6 00@6 50
- Domestic, 1/2s ---- 7 00@8 00
- Domestic, 3/4s ---- 7 00@8 00
- California Soused --- 2 00
- California Mustard --- 2 00
- California Tomato --- 2 00

Sauerkraut

- Hackmuth, No. 3 ----- 1 50
- Silver Fleece, No. 3 1 60

Shrimps

- Dunbar, 1s doz. ---- 2 10
- Dunbar, 1 1/2s doz. --- 3 75

Strawberries

- Standard No. 2 ----- 4 50
- Fancy, No. 2 ----- 5 50

Tomatoes

- No. 2 ----- 1 35@1 75
- No. 3 ----- 1 80@2 35
- No. 10 -----@7 00

CATSUP

- Snider's 8 oz. ----- 1 85
- Snider's 16 oz. ----- 3 10
- Royal Red, 10 oz. --- 1 35
- Nedrow, 10 1/2 oz. --- 1 40
- Royal Red, Tins ----- 10 00

CHEESE

- Brick ----- 32
- Wisconsin Flats ----- 33
- Longhorn ----- 35
- New York ----- 35
- Michigan Full Cream --- 30

CHEWING GUM

- Adams Black Jack ----- 70
- Beeman's Pepsin ----- 75
- Beechnut ----- 80
- Doublemint ----- 70
- Flag Spruce ----- 70
- Juicy Fruit ----- 70
- Spearmin, Wrigleys --- 70
- Yucatan ----- 70
- Zeno ----- 65

CHOCOLATE

- Walter Baker & Co.
- Caracas ----- 43
- Premium, 1/4s or 1/2s --- 56
- Walter M. Lowney Co.
- Premium, 1/4s ----- 50
- Premium, 1/2s ----- 50

CIGARS

- National Grocer Co. Brands
- Antonella, 50 foil --- 37 50
- Antonella, 100 foil -- 37 50
- Antonella, 25 tins -- 37 50
- El Rajah, Diplomat-icas ----- 70 00
- El Rajah, corona 77 50
- El Rajah, Epicure, 50 74 00
- El Rajah, Epicure, 25 83 00
- El Rajah, Ark, 50 --- 73 00
- El Rajah, President, 50 ----- 100 00
- Odin, Monarch, 50, --- 56 00
- Mungo Pk., Perfectos 75 00
- Mungo Park, African 90 00
- Mungo Park, Gold Stand, 50 ----- 100 00
- Mungo Park, Gold Stand, 25 ----- 105 00
- Discount on Mungo Park.
- Lots of 500, \$1 per 1,000
- Lots of 1,000, \$3 per 1,000
- Lots of 2,500, \$3 per 1,000

Worden Grocer Co. Brands

- Harvester Line.
- Record Breakers, 50s 75 00
- Delmonico 50s ----- 75 00
- Panarella, 50s ----- 75 00
- Epicure, 50s ----- 95 00
- Favorita Extra, 50s 95 00
- Presidents, 50s --- 112 50
- Royal Lancer Line
- Favorita, 50s ----- 75 00
- Imperiales, 50s ----- 75 00
- Magnificos, 50s --- 112 50
- La Azora Line
- Washington, 50s --- 75 00
- Panarella 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
- 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
- Made in Tampa, Florida.
- Extra Fancy Clear Havana
- Delicados, 50s ----- 120 00
- Primeros, 50s ----- 140 00

Rosenthal Bros.

- R. B. Cigar (wrapped in tissue) 50s ----- 60 00
- Lewis Single Binder 58 00
- Imported Sumatra wrapper
- Manilla Cigars
- From Philippine Islands
- Lioba, 100s ----- 37 50
- Other Brands
- Charles the Eighth (Domestic), 50s ----- 70 00
- B. L., 50s ----- 56 00
- Hemmeter Champions, 50s ----- 59 00
- Scarlet 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 --- 58 00
- Boston Straight, 50s 58 00
- Trans Michigan, 50s 58 00
- Templar Perfecto, 50s 95 00
- Iriquois, 50s ----- 56 00

CLOTHES LINE

- Hemp, 50 ft. ----- 3 00
- Twisted Cotton, 50 ft. 3 25
- Twisted Cotton, 60 ft. 3 90
- Braided, 50 ft. ----- 4 00
- Sash Cord ----- 5 25

COCOA

- Baker's ----- 53
- Bunte, 15c size ----- 55
- Bunte, 1/2 lb. ----- 50
- Bunte, 1 lb. ----- 48
- Cleveland ----- 41
- Colonial, 1/4s ----- 35
- Colonial, 1/2s ----- 33
- Epps ----- 42
- Hersheys, 1/4s ----- 42
- Hersheys, 1/2s ----- 40
- Huyler ----- 48
- Lowney, 1/2s ----- 36
- Lowney, 3/4s ----- 47
- Lowney, 1/4s ----- 47
- Lowney, 5 lb. cans --- 43
- Van Houten, 1/4s ----- 12
- Van Houten, 1/2s ----- 18
- Van Houten, 1/8s ----- 36
- Van Houten, 1s ----- 65
- Wan-Eta ----- 36
- Webb ----- 33
- Wilbur, 1/2s ----- 33
- Wilbur, 1/4s ----- 33

COCOANUT

- 1/2s, 5 lb. case Dunham 46
- 1/4s, 5 lb. case ----- 45
- 1/4s & 1/2s, 15 lb. case 45
- 6 and 12c pkg. in pails 4 75
- Bulk, pails ----- 33
- Bulk, barrels ----- 35
- 48 2 oz. pkgs., per case 4 00
- 48 4 oz. pkgs., per case 7 00

COFFEE ROASTED

- Bulk
- Rio ----- 25@28
- Santos ----- 37@40
- Maracabo ----- 43
- Mexican ----- 43
- Gutamala ----- 42
- Java ----- 50
- Mocha ----- 50
- Bogota ----- 43
- Peaberry ----- 41

Package Coffee

- New York Basis
- Arbuckle ----- 38 50

McLaughlin's XXXX

- McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Coffee Extracts

- N. Y., per 100 ----- 10 1/2
- Frank's 250 packages 14 50
- Hummel's 50 1 lb. ---- 10

CONDENSED MILK

- Eagle, 4 doz. ----- 11 50
- Leader, 4 doz. ----- 9 15

EVAPORATED MILK

- Carnation, Tall, 4 doz. 6 25
- Carnation, Baby, 8 dz. 5 75
- Pet, Tall ----- 6 25
- Pet, Baby ----- 4 25
- Van Camp, Tall ----- 6 25
- Van Camp, Baby ----- 4 25
- Dundee, Tall, doz. --- 6 25
- Dundee, Baby, 8 doz. 5 75
- Silver Cow, Tall, 4 dz. 6 50
- Silver Cow Baby, 6 dz. 4 25

MILK COMPOUND

- Hebe, Tall, 6 doz. --- 4 20
- Hebe, Baby, 8 doz. --- 4 00
- Carolene, Tall, 4 doz. 4 35

CONFECTIONERY

- Stick Candy Pails
- Horehound ----- 30
- Standard ----- 30
- Cases
- Jumbo ----- 31
- Boston Sugar Stick --- 36
- Mixed Candy Pails
- Broken ----- 31
- Cut Loaf ----- 31
- Crookers ----- 24
- Kindergarten ----- 33
- Leader ----- 30
- Novelty ----- 31
- Premio Creams ----- 44
- Royal ----- 30
- X L O ----- 27
- French Creams ----- 22

Specialties Pails

- Auto Kisses (baskets) 31
- Bonnie Butter Bites--- 35
- Butter Cream Corn --- 35
- Caramel Bon Bons --- 35
- Caramel Croquettes --- 32
- Cocoanut Waffles --- 33
- Coffy Toffy ----- 35
- Fudge, Walnut ----- 35
- Fudge, Walnut Choc. 35
- Champion Gum Drops 28
- Raspberry Gum Drops 28
- Iced Orange Jellies --- 32
- Italian Bon Bons --- 30
- AA Licorice Drops
- 5 lb. box. ----- 2 15
- Manchus ----- 31
- Nut Butter Puffs --- 33

Chocolates Pails

- Assorted Choc. ----- 37
- Champion ----- 35
- Honeysuckle Chips --- 50
- Klondike Chocolates --- 45
- Nabobs ----- 45
- Nibble Sticks, box --- 2 60
- Nut Wafers ----- 45
- Ococo Choc. Caramels 43
- Peanut Clusters ----- 60
- Quintette ----- 37
- Regina ----- 32
- Victoria Caramels --- 42

Gum Drops

- Champion ----- 28
- Raspberry ----- 28
- Favorite ----- 30
- Superior ----- 29
- Orange Jellies ----- 32

Lozenges

- A A Pep. Lozenges --- 35
- A. A. Pink Lozenges 35
- A A Choc. Lozenges 35
- Motto Lozenges ----- 36
- Motto Hearts ----- 36

Hard Goods

- Lemon Drops ----- 32
- O. F. Horehound Drps 32
- Anise Squares ----- 32
- Peanut Squares ----- 32
- Rock Candy ----- 40

Pop Corn Goods

- Cracker-Jack Prize --- 7 00
- Checkers Prize ----- 7 00

Cough Drops

- Putnam Menthol ----- 1 65
- Smith Bros. ----- 1 65

COOKING COMPOUNDS

- Mazola
- Pints, tin, 2 doz. --- 7 75
- Quarts, tin, 1 doz. --- 7 25
- 1/2 Gal. tins, 1 doz. --- 13 75
- Gal. tins, 1/2 doz. --- 13 50
- 5 Gal. tins, 1/4 doz. --- 20 50

COUPON BOOKS

- 50 Economic grade --- 2 50
- 100 Economic grade 4 50
- 500 Economic grade 20 00
- 1,000 Economic grade 37 50
- Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.

CREAM OF TARTAR

- 6 lb. boxes ----- 75
- 3 lb. boxes ----- 76

DRIED FRUITS

- Apples
- Evap'ed, Choice, blk --- 22

Apricots

- Evaporated, Choice --- 33
- Evaporated, Fancy --- 45

Citron

- 10 lb. box ----- 60

Currants

- Packages,

HIDES AND PELTS

Table listing various hide and pelt types such as Green, Cured, and Horse, with their respective prices.

Table listing pelts including Old Wool, Lambs, and Shearlings with prices.

Table listing tallow types: Prime, No. 1, and No. 2.

Table listing wool types: Unwashed, md. & fine, and Unwashed, rejects.

Table listing honey types: Airline, No. 10, 15, and 25.

Table listing horse radish per dozen.

Table listing jelly pure per pail.

Table listing jelly glasses per dozen.

Table listing mapleine in various bottle sizes and quantities.

Table listing mince meat in cases and quakers.

Table listing molasses in New Orleans and Open Kettle styles.

Table listing nuts—Whole including Almonds, Brazils, and Peanuts.

Table listing nuts—Shelled including Almonds, Peanuts, and Pecans.

Table listing olives in bulk, stuffed, and fitted quantities.

PEANUT BUTTER

Table listing Bel-Car-Mo Brand Peanut Butter in various sizes.

Table listing uncolored oleomargarine in various quantities.

Table listing rice types: Fancy Head and Blue Rose.

PETROLEUM PRODUCTS

Table listing petroleum products like Perfection, Red Crown Gasoline, and V. M. & P. Naphtha.

Table listing pickles in barrel and gallon kegs.

Table listing small barrels and gallon kegs.

Table listing gherkins in barrels and gallon kegs.

Table listing sweet small barrels and gallon kegs.

Table listing pipes in boxes.

Table listing playing cards like Steamboat, Bicycle, and Pickett.

Table listing potash like Babbitt's.

Table listing provisions like Barreled Pork and Pig.

Table listing dry salt meats like Bellies.

Table listing lard in various quantities.

Table listing smoked meats like Hams and Bacon.

Table listing sausages like Bologna and Liver.

Table listing beef like Boneless and Rump.

Table listing pig's feet in various quantities.

Table listing tripe in various quantities.

Table listing casings like Hogs and Sheep.

Table listing uncolored oleomargarine.

Table listing rice.

Table listing seeds like Anise and Canary.

Table listing shoe blacking like Handy Box and Miller's Crown.

Table listing rapped oats like Monarch and Steel Cut.

Table listing salad dressing like Columbia and Durkee's.

Table listing saleratus like Packed 60 lbs. and Wyandotte.

Table listing salt soda like Granulated and packages.

Table listing salt like Solar Rock and Common.

ROLLED OATS

Table listing rolled oats like Monarch, Steel Cut, and Quaker.

Table listing salad dressing like Columbia and Durkee's.

Table listing saleratus like Packed 60 lbs. and Wyandotte.

Table listing salt soda like Granulated and packages.

Table listing salt like Solar Rock and Common.

Table listing soap like Acme, Big Master, and Climax.

Table listing scouring powders like Sapollo and Queen Anne.

Table listing washing powders like Snow Boy.

Table listing soap powders like Johnson's and Lantz Naphtha.

Table listing salt fish like Middles and Tablets.

Table listing Holland herring like Standards and Y. M.

Table listing herring like K K K K, Norway, and Cut Lunch.

Table listing trout like No. 1, 100 lbs. and No. 1, 40 lbs.

Table listing mackerel like Mess, 100 lbs. and Mess, 50 lbs.

Table listing lake herring like 1/2 bbl., 100 lbs.

Table listing seeds like Anise, Canary, and Cardamom.

Table listing shoe blacking like Handy Box and Miller's Crown.

Table listing rapped oats like Monarch and Steel Cut.

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SNUFF

Table listing snuff like Swedish Rapee, Swedish Rapee, and Norkoping.

Table listing soap like Acme, Big Master, and Climax.

Table listing scouring powders like Sapollo and Queen Anne.

Table listing washing powders like Snow Boy.

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Table listing mackerel like Mess, 100 lbs. and Mess, 50 lbs.

SEASONING

Table listing seasoning like Chili Powder, Celery Salt, and Sage.

Table listing soap like Acme, Big Master, and Climax.

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Table listing washing powders like Snow Boy.

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WOODENWARE

Table listing woodenware like Baskets, Bushels, and Splint.

Table listing soap like Acme, Big Master, and Climax.

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Meeting of American Pomological Society in Grand Rapids.

The year 1885 brought into the life of Michigan horticulture experiences, influences and opportunities which were profoundly impressive. It would be hard to find a more hopeful and neighborly band of people than the bunch which formed the aggressive and progressive group which fostered and made serviceable the Michigan Horticultural Society.

The death of Charles Downing, the father of American pomology, that year, and the splendid tributes which were paid to his memory all over the world, brought graphically before our fruit growers the possibilities in the life of a simple minded, common sort of a man who was willing to devote himself to the welfare of his fellows in a single line of effort.

The stimulus given to the lovers of the orchard, vineyard and garden by the narrative of facts in public gatherings, concerning the life work of Downing, awakened a spirit of altruistic effort which blossomed and bore fruit during this period.

The movement for the preservation of our farm wood lots and to stay the thoughtless destruction of the forest areas which were a protective characteristic of our climate, was a prominent feature of the horticultural meetings in Michigan in 1885, 1886 and 1887. Papers were presented and addresses given replete with statistical information that has never been refuted and which has gone into permanent history and used over and over again in the promotion of National ideas concerning the obligation to secure and preserve a proper proportion of forest cover in the interest of fruit growing and general agriculture.

Through the influence of a few leading spirits, the American Pomological Society was induced to hold its biennial session of 1885 in Michigan, leaving the exact location to the Michigan Society. There was practically no opposition to the selection of Grand Rapids. The date was the first week in September and the Legislature provided a modest appropriation to defray the expense of hospitably entertaining the leading pomologists of the Nation. The program was left to Michigan men and we inserted the subjects which would give us the largest value in open discussion. The attendance was large and representative, the exhibit was phenomenal and the distinguished guests united in pronouncing it the most valuable meeting of the Society that ever convened. Michigan showed a thousand plates of fruit, exhibiting to the world, as never before, its pomological resources. A distinguishing feature of the great exhibit was a collection of native nuts, berries and other fruits gathered and displayed by Prof. L. H. Bailey, who was at the beginning of his career as America's foremost exponent of horticulture. It was at this meeting that Mr. Roland Morrill made his first speech at a horticultural gathering, and it was a most impressive one, as he gave the details of shipments from the cities at the mouth of the St. Joseph River during the fruit season. His figures were so large that he was questioned quite sharply by the Eastern delegates, who found him thoroughly equipped to support his statements. Mr. Morrill has given many effective addresses since that occasion, over a wide area of the United States, but he has never made a more serious impression upon a receptive audience. In that gathering among the men who were to become great leaders, I recall Prof. T. V. Munson, of Texas, who beyond doubt was the most valuable exponent of American grape culture; Prof. William Saunders, of Ontario, whose influence upon Canadian agriculture became world renowned; Dr. Charles E. Bessey, whose career as a botanist and promoter of horticulture in Iowa and Nebraska became historical.

Michigan during this year had the

honor of initiating the movement which finally secured for the Nation a separate Bureau of Pomology as a section of the Department of Agriculture, thus bringing into wide prominence in American rural life and National commerce a factor which has proved its worth and justified its importance.

Among the Michigan men whom I recall as wonderfully useful during this period because of their practical demonstration of horticultural values were Benjamin Steere and S. B. Mann, of Adrian; J. N. Stearns, of Kalamazoo; Evert H. Scott, of Ann Arbor; James Satterlee, of Greenville; Alfred G. Gulley, of South Haven; Arthur A. Crozier, of the Agricultural College; Robert D. Graham, of Grand Rapids; G. C. McClatchie, of Ludington.

No man exerted a stronger influence in promoting a cordial relationship between the Michigan Horticultural Society and the State Agricultural Society, which resulted in the useful and far reaching influence of the annual fair exhibits, than Hon. Ira H. Butterfield, of Lapeer. The writer of these historical items, who was identified with the horticultural activities of the State at that time, found his strongest and most reliable supporter in Mr. Butterfield and a friendship was cemented in these experiences which led to many combined services to the state.

In 1886, for the first time at a Michigan fair, an expert was secured to judge the whole exhibit. It was a successful venture, largely because of the character, standing and wisdom of the man chosen for the job. Col. G. B. Brackett, of Iowa, who afterward became Government Pomologist, accomplished the service so acceptably that the object lesson became a continuous practice thereafter in lieu of committees selected at the fairs.

During this year the discussions at various meetings of the State Society and in sessions of local branch organizations, children's horticulture and the embellishment of school grounds and the importance of instructing all children in city and country schools about the possibilities of soil culture were prominent features and real progress was made in popularizing the movement to make tuition in the principles of successful agricultural a feature of school curricula. It was really the beginning of the movement which was subsequently urged in former conventions and later adopted as a factor in the extensive work of the agricultural college and which suddenly during the late war reached a marvelous development.

This year was the semi-centennial of the statehood of Michigan and as a marker erected with a horticultural inscription, President Lyon prepared a very complete history of Michigan horticulture and it was issued in a volume which was a credit to the State.

Contemporaneously, the Secretary of the Society in response to a re-

Watson-Higgins Mfg. Co.
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Merchant Millers

Owned by Merchants

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Brand Recommended by Merchants

New Perfection Flour

Packed In **SAXOLIN** Paper-lined Cotton, Sanitary Sacks



JUST SAY THAT TO YOUR CUSTOMERS

IF THEY SHOULD ASK YOU WHY, TELL 'EM—FOR YOU KNOW
"WHITE HOUSE" SPELLS SATISFACTION.

DISTRIBUTED AT WHOLESALE BY

LEE & CADY

DETROIT, BAY CITY, SAGINAW AND KALAMAZOO

"ECLIPSE" STANDS
for
Berries, Fruits and Vegetables



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

Manufactured by

The Wellston Manufacturing Co.

WELLSTON, OHIO, U. S. A.

quest from the Governor, prepared a resume of the salient features of Michigan's horticultural progress for the celebration of the anniversary and which appeared as one of the features of the published proceedings. At the State Fair this year in Jackson the horticultural Society secured from a firm of nurserymen at Fredonia, New York, an exhibit of 160 varieties of grapes, the most extensive exhibit of this fruit ever made on this continent. It was really a sensational feature of the annual fair and created comment by the entire agricultural press of the country.

Near the close of this year there passed from the field of valuable horticultural service the venerable Marshall P. Wilder, President of the American Pomological Society for many years. His life and service had been an inspiration to the leaders in Michigan horticulture and his loss was felt keenly by his friends in this State. Generous tributes of appreciation of his unselfish work, which reached to all the states of the union and the provinces of Canada, found generous expression. His will provided an endowment for special prizes to be offered by the Society over which he presided so many years. The writer of these annals was the Secretary at this time and took an active part in the incorporation of the American Society, so it could carry out the provision of Mr. Wilder's legacy.

Charles W. Garfield.

If anyone speaks evil of you, let your life be so that none will believe him.

Figures Which Stagger the Imagination.

Kalamazoo, April 23—I am sure you will be interested in knowing that many people throughout the State are urging me to allow them to use my name in the August primaries as a candidate for Governor on the Democratic ticket. Notwithstanding that I consider this a great compliment, up to the present time I have given it no serious consideration.

I fully realize the deplorable situation that is confronting the tax payers of Michigan and for that reason I feel that both parties should be very cautious in selecting candidates for all offices within our State who have the ability to serve the people wisely, economically and justly.

Probably you are aware that the tax levy in the State of Michigan for the fiscal year of 1910 was \$4,729,000, for 1918, \$9,108,219.97; for 1919, \$17,430,895.73; and from the present appearances, there will be a deficit of possibly a half million dollars.

Our present Governor's extravagance in creating boards and commissions and his other ways of spending money should be checked once and for all. The enactment of his hobby, the State Police, as near as I can ascertain, has cost the State more than a million dollars, and the appropriation for the fiscal year of 1919 which will end June 30, 1920, is about \$375,000.

As a further illustration of the rapid increase in our State taxes, I will give you the levy for Kent county for the fiscal year of 1918 which was \$566,010.86 and for 1919 which is \$961,798.01.

James B. Balch.

Puritan Flour

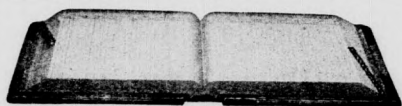
Made at Schuyler, Nebraska. A strictly Short Patent Flour with a Positive Guarantee on each sack.

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



Flat Opening Loose Leaf Devices

We carry in stock and manufacture all styles and sizes in Loose Leaf Devices. We sell direct to you.



GRAND RAPIDS, MICHIGAN

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.

Would You Change Your Job For a Position?

We are looking for young men who have had general experience in dry goods who are eager to learn and increase their earnings.

An opportunity for live, ambitious men, seeking a future through energetic work.

Permanent, congenial positions for the right young men.

O. M. SMITH & CO.
FLINT, MICH.

FOR SALE—76 room three story brick hotel. Hot and cold running water, steam heat. In a town of 12,000. THREE RAILROADS. It will pay 20% on investment. Write or wire care box 65, Durant, Oklahoma. T. Graham. 856

For Sale—Grocery stock and fixtures. Established ten years. Good location on main street, and doing good business. Will make good proposition for cash. Address J. S. Briggs, Station A., Lansing, Mich. 857

What's the use of paying from \$1,000 to \$2,000 for a special sale? We will furnish free instructions for the biggest and best sale you ever held. Small charge for ads and cards. Also monthly ad service that will stimulate your business. Write for particulars. P. O. box 449, Kansas City, Mo. 858

On account of retirement will sell my stock in Grand Rapids Wholesale Grocer Co. at a liberal discount. F. C. Elliott, 1524 Portage St., Kalamazoo, Mich. 859

For Sale—Store, and stock of general merchandise consisting of groceries, dry goods, shoes, rubbers; and if one wants to handle feed and hay, he can do so. The buildings are of the old type, consisting of store, five small room house attached, barn, hay shed, good warehouse, about six or seven acres of land. Pere Marquette main line right by the store. Cash preferred, but might consider a good trade for farm or city property. It will invoice all staple stock of around \$4,500. Only store in village twenty-three miles north of Baldwin. Will give best of reasons for selling. A very large county to draw from. Address Rob't. J. Fuchs, Dublin, Mich. 860

Wanted—Dry goods, general store, variety, hardware or grocery stock—live town. Address No. 851 c-o Michigan Tradesman. 851

For Sale—Illinois, Rock Island County, \$9,000 stock hardware, groceries, dry goods, shoes. Postoffice in store. Ten miles from station. Village 75 people. Best farming district in state. Good opportunity for country merchant. Enquire Frank S. Childs, Buffalo Prairie, Ill. 840

For Sale—Shoe and rubber stock, about two thousand dollars. Good value, old invoice price. Displayed for inspection. L. J. Gronseth, Suttons Bay, Mich. 847

For Sale—Store and stock—Store building, solid brick, 2 stories 24 x 60, full basement, cement floor, stone walls, price on store building \$14,000. Warehouse and other buildings, \$5,000. Stock about \$9,000. A. Brixius, owner, St. Michael, Minn. 848

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.

Wanted—From \$2,000 to \$5,000 stock of dry goods and groceries in small live town on railroad. Do not answer unless you want to sell right out for cash; would rent building. Address No. 852 c o Michigan Tradesman. 852

For Sale—Complete and up-to-date meat market and grocery located in one of the best cities in Michigan. Equipment includes ice machine and bone cutting machine. Did \$127,000 business last year. Can be increased. Will sell abattoir and store building for \$16,000; stock for \$12,000; fixtures for \$10,000. Will rent store building if purchaser prefers to lease premises. Purchaser must be prepared to make substantial payment down. Address No. 854, c-o Michigan Tradesman. 854

For Sale—\$15,000 interest in a going corporation to one that is willing to take a working interest as general secretary. If interested, write at once. Address No. 844, care Michigan Tradesman. 844

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

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 866

For Sale—Combined grocery and meat market. Strictly cash and carry. Main Street, Battle Creek. Stock and fixtures about \$3,000. 1919 business \$45,000. Address No. 837 c-o Michigan Tradesman. 837

Wanted—A good stock general merchandise in exchange for my farm. Groceries, general merchandise, dry goods, clothing, shoes. I must trade this farm quick. J. P. Phillips, Manchester, Tenn. 829

MERCHANTS—FOR REDUCTION OR CLOSING OUT sales write Arthur E. Greene, Jackson, Mich. 808

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.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS



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

Bel-Car-Mo

Peanut Butter

Here is a product that is the purest form in which the healthy, wholesome peanut can be eaten. Your customers will appreciate the fact that you carry it in stock. Display it.



Bel-Car-Mo comes in Sanitary Airtight Tins from 8 oz. to 100 lbs.

THE FARM BUREAU.

Will It Ruin the Trade of All Merchants?

The Tradesman is in receipt of the following letter from a leading produce and grain firm in Eastern Michigan:

We are very much interested in reading your editorial in the April 14 issue relative to the ten possibilities for governor of the State of Michigan.

We are very much opposed to the Farm Bureau movement among the farmers which is being fostered by the present State administration, a movement which is growing with great rapidity and, if not checked, will eventually ruin the trade of all merchants. We say all merchants, because we can not tell where it will stop. The part of the public that joins in the movement are compelled to sign away a portion of their personal liberty. They become a part of a great machine which will dictate to their every action. The movement destroys personal initiative, a progressive quality that has made this country what it is.

The leaders of this movement claim to want to make it a strictly non-political affair, but how easy it will be, when producers all over the United States are banded in one gigantic body, for politicians to take it over. What we want is a government by the people, not a soviet form of government by classes which will be in continuous warfare among themselves. We believe this Farm Bureau movement and similar movements should become a political issue in the coming election. We want to support an administration from the president down which will work for the interests of the people and not for classes.

Wish you would post us on the possibilities for Lieutenant Governor and their policies, also on other state officials that may have a bearing on the situation.

The Tradesman has in preparation analytical reviews of the various candidates for Lieutenant Governor and Speaker of the House of Representatives, because these officers wield an influence second only to that of the Governor. They accomplish this through the appointment of the committees in the two branches of the Legislature. It is a matter of common knowledge, for instance, that the Insurance Committees in both houses have been practically selected by the legislative henchmen of the stock fire insurance companies for the past twenty or thirty years. The result has been that little legislation in the interest of the insuring public could be accomplished. Forty years ago the railroads practically owned the Legislature through the "assistance" they rendered influential men to secure their election. Public sentiment then became so strong against the unfair methods of the railway attorneys and lobbyists that it was not safe for any member of the Legislature to be known as a "railroad man." Then the brewers took a turn at the wheel and insisted on owning enough members at each session of the Legislature to swing things their way. The slimy hand of the insurance monopoly has always been in evidence, but its "workers" have kept so far in the background that they have managed to accomplish their nefarious ends without being compelled to disclose their identity. All they undertake to do is to secure the pledges of the candidate for governor and the two men who absolutely control legisla-

tion through the appointment of the committees. By working together the chairmen of the insurance committees in both houses can put through anything their masters order and defeat any measure the insuring public may aim to have embodied into law. The manner in which this was accomplished in the last Legislature was enough to make any honest man sick at heart. At the last session the chairman of the Senate committee—the adroit Irishman from Almont—double crossed his friends and repudiated his promises in order to serve his master.

The same condition applies to every other special interest which seeks to obtain an unfair advantage over the people by selecting men for the Legislature who will consent to be servile tools of some monopoly—for some sort of consideration. It does not pay to wait until the Legislature is elected or assembled before seeking any kind of remedial legislation. The only way to accomplish this result is to see to it that men are elected who will not stultify themselves by making pre-election promises or accept "assistance" from representatives of special interests who have private axes to grind.

Regarding the Farm Bureau movement, the Tradesman has as yet expressed no opinion, because its aims and objects are so utopian and altruistic that the organization cannot fail to disappoint the expectations of its crafty and impractical founders. If the pursuit of its ideals results in the curtailment of the business of the regular merchant, the Tradesman is "agin" it on general principles, because the Tradesman's influence has always been exerted in behalf of the legitimate dealer when his rights are menaced by mushroom competition which invades his rightful domain. If the Sleeper administration is giving the movement encouragement, it goes without saying that he is actuated solely by a desire to further augment the machine he is building with such great care to land him in the Senatorship—a position he is unfitted to fill. Sleeper as United States Senator would be the greatest disgrace Michigan has ever suffered at the hands of a mediocre man who is beneath the average hod carrier in intelligence and has not the sense to see his own shortcomings. Late reports from Lansing are to the effect that Sleeper offers Secretary of State Vaughan the support of the Sleeper machine for the governorship if Vaughan will agree to appoint Sleeper Senator in the event of Senator Newberry becoming disqualified through the action of the Federal Supreme Court. The Tradesman does not believe Mr. Vaughan will consent to be a party to such a dirty deal. If he does, he will reverse the record of a lifetime and seriously disappoint his many friends. He will find he cannot touch pitch without being himself defiled. The Tradesman confidently expects to see Mr. Vaughan announce that he is not a candidate in the very near future.

Commercialism based on selfishness will never carry the world through to peaceful prosperity.

National Biscuit Company Charged With Unfairness.

Charges of unfair trade practices on the part of the National Biscuit Company have been filed with the Federal Trade Commission by the New York State Retail Grocers' Association.

As stated by Secretary Mayer, of the Grocers' Association, the facts are that, "The National Biscuit Company sell their products to chain store dealers on a price basis whereby purchases of \$50 per month are allowed a discount of 5 per cent.; \$100 10 per cent. and on \$200 per month, they allow a discount of 15 per cent. The orders for these biscuits are collected from each unit and delivered to each unit, just the same as is done in the case where the dealer is an individual grocer, but the goods are billed to the main store or office of the chain store, and the discount is allowed on the total purchases of all the stores, regardless of any one of these units having sold less than the minimum quantity required for the minimum discount.

"Thus the chain store dealers get the maximum discount, thus buying 15 per cent. under the individual, especially the grocer who may not be able to even reach the minimum quantity required by this arrangement.

"The discrimination appears when the individual retailer attempts to pool or combine his orders for biscuits with other grocers in order that he may secure the maximum discount—which, in effect, is no different from what the chain store dealer does—he is denied this privilege. In some instances we know where a grocer operated three stores, all his own, pooled his orders of the three stores at one store and delivered and billed at this one store, was told that he could no longer order, etc., in this manner, and each store must operate as a unit, thus depriving him of the maximum discount allowance, although buying the quantity required. The individual pooling system requires only one delivery and billing and order collecting from each unit. In other words, chains of stores numbering hundreds are O. K., but chains of two or three are all wrong.

"Our contention is that this is wrong and unfair to the individual, depriving him of the discount privilege, notwithstanding the fact that he is willing to comply with all of the conditions, thus giving the large chain store operator a distinct and valuable advantage and profit over his individual competitors, and in many cases permitting the chain store dealer to undersell him."

The accusations, as above stated, were submitted to the Federal Trade Commission and elicited a reply reading in part as follows:

"Whether the particular matter about which you complain—viz., refusal of manufacturers and jobbers to fill orders for split shipments—is one on which the commission should act would depend upon whether it is unfair and whether the public interest is involved.

"If you or the association wish your letter to be taken as an application for the issuance of a complaint against the National Biscuit Com-

pany and the Loose-Wiles Biscuit Company, please let me know, so that it may be docketed and investigated."

The reply also stated that the Federal Trade Commission now has the National Biscuit Company on trial relative to the practice of giving deferred cumulative rebates to retailers. "A decision will probably be reached within a few weeks."

This practice is described by the commission as follows:

"A system of giving cumulative discounts or rebates in the sale of its bakery products, whereby retail dealers purchasing its goods are given at the end of each month certain rebates or discounts based and graded upon the aggregate of the separate purchases made by such dealers during the month; that the said system is designed and calculated to cause such dealers to confine their purchases either largely or exclusively to the products of the respondent (National Biscuit Company), and to hinder and prevent respondent's competitors from making sales of similar products to such dealers except at so low a price as will not only meet the price of the respondent on its separate sales but will also offset the loss in rebates or discounts resulting to such dealers in the event that they divide their purchases during the month between respondent and one or more of its competitors instead of purchasing exclusively from the respondent."

The Commission also alleges that the National Biscuit Company has "divided its selling territory into separate and distinct districts or zones, and in the allowance of payment of the rebates or discounts discriminates between purchasers by varying in different districts or zones the amount of aggregate monthly purchases upon which such rebates or discounts are allowed or paid."

Chicago householders who offer their homes for \$500 to \$3,000 during convention week in June, are really surprised at their own moderation. Hotels, reserved to the last barber chair, are charging \$100 a room and rigidly limit the number of their occupants. But in these North Shore mansions and South Side apartments there is still sleeping accommodation, in bathtubs, on kitchen ranges, over bureaus and windowsills and on the floor. In 1916 Chicago counted 12,000 visiting Republicans in the Coliseum and scores of thousands outside. She will not be satisfied if the coming love-feast, initiating what Republicans hope will be the most irresistible march to the White House in history, does not show delegates housed even in the Lake Michigan cribs. But Chicago householders may yet overreach themselves. As heat, brass bands and congestion become more indispensable to the Presidential nomination, sleep becomes more dispensable. Few ever sleep anyway; hours outside the Coliseum will be spent in hotel lobbies, telegraph rooms, long-distance booths and feverish conferences. Naps can be sought during the three-hour nominating speeches and the hour of automatic applause for leading candidates.