

MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, MAY 19, 1920

Number 1913

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TO-DAY'S RELIGION

Religion is not a collection of creeds,
Theologies, dogmas, or rules,
A burning of incense, a prating of prayers,
Or ecclesiastical tools.

Religion is not singing psalms by the hour,
Nor mumbling your prayer-book all day,
Nor reading the Bible, nor going to church—
Though these are all good in their way.

No! Religion is vital, religion is life!
Full of impulse which flows from the heart,
Which scorns all hypocrisy, snivel and cant,
And is honest in every part.

Religion is telling the truth in a trade,
Without even counting the cost,
And having the courage to stand by the right
Tho' fortune and friends may be lost.

Religion is thirty-six inches per yard,
And sixteen full ounces per pound,
And sixty whole minutes of other men's time—
Not watching those minutes roll 'round.

Religion is meeting the world with a smile,
Then bringing a bright smile back home—
A joy to the loved ones who wait for your step,
No matter how far you may roam.

Religion is turning your back on the wrong,
With a prayer in your heart to do right;
Then stepping forth boldly to conquer yourself,
With your face ever facing the light.

Religion is giving a bright word or more,
To those whose dark clouds hide their sun;
If you've got the kind of religion I mean,
You will hear the Great Master's, "Well done."

Public Reading Library
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Use Citizens Long Distance Service



To Detroit, Jackson, Holland, Muskegon, Grand Haven, Ludington, Traverse City, Petoskey, Saginaw and all intermediate and connecting points.

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

CITIZENS TELEPHONE COMPANY

Increase your sales by telling your customers about—

Fleischmann's Yeast

as a remedy for boils, carbuncles, eczema, constipation.

Hand out freely the—

Fleischmann's Compressed Yeast and Good Health Booklets

they tell the story.

RED CROWN

Dependable Quality

Canned Meats

IN TINS

Satisfy Consumers

AND ARE

Big Business Builders

24 VARIETIES

Nationally Advertised

Sold through Wholesale Grocers

Acme Packing Company

CHICAGO, U. S. A.

INDEPENDENT PACKER



Sometimes a woman forgets to include Gold Dust in her order. A little reminder from you is all that is necessary to make the sale.

THE N. K. FAIRBANK COMPANY



Are You Selling

FRANKLIN SYRUP?

A Cane Sugar Product



With a flavor deliciously different.

Splendid for use on the table and in cooking.

The housewives of your community will thank you for telling them about

Franklin Syrup

Made by the refiners of

Franklin Package Sugars

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



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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.

Subscription Price.

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THE DOWNWARD TREND.

Beyond question, the thought uppermost in the minds of business men just now is the matter of the trend of prices. Not that there is any doubt that these are on the downward slant but how far they are likely to descend before the close of the year is the thing which is puzzling. A real bona fide prophet who could predict whether there is to be a great and sudden break and when this will occur, or whether there will be what is euphemistically called a gradual deflation, would in course of time have all the honor he would be entitled to. What reductions have been made so far in most of the primary markets are slight and inconsequential when compared with the rapid rise in price levels during the past twelvemonth. Something much more drastic must come before buyers will be inclined to believe that bottom has been struck and be induced to put in orders. They object to purchasing at present price levels while they have a feeling amounting almost to a certainty that values must come down, but yet there is an absolute necessity for providing in advance for future needs, since finished articles cannot be produced all at once when they may happen to be called for. Then, too, there is the question of financing purchases. It was easy enough to borrow at comparatively low rates of interest while prices were steadily advancing. The general public was then buying somewhat recklessly and in abundance and there was no risk to the banks in being liberal, but with prices falling and consumers rebelling against the high cost of everything, lenders have had to put on the screws to save themselves, and this has made it hard and costly for those who would carry stocks of goods.

One of the good results achieved by the hardening of the money rates has been the elimination of certain factors, superfluous at times and often positively injurious to business. These have been the leeches developed by prosperous trade. They include a lot of inexperienced and cheap speculators

who have been masquerading as jobbers, especially of textiles. Others whom tighter money has been squeezing out are certain small manufacturers with inadequate facilities who had been turning out inferior and unserviceable goods, which are very hard to sell nowadays. Some of their productions have figured in recent price reduction offerings at retail. But not all of such offerings have been of this character. Quite a lot have been of merit and they had to be induced by the general public, which had been more than reluctant to pay the high prices theretofore demanded. How necessary it was to make the reductions is apparent from the fact that bargain sales are now the rule in practically every city of the country. In these are as successful as is hoped it will show that there is still both buying capacity and inclination—at a price. The alternative is not a pleasant one to contemplate. But, in any event, retail prices have come down to stay and the primary markets will have to accommodate themselves to the new conditions.

STILL HUNTING GOATS.

If there is any one thing of which the grocery trade is fully and enthusiastically sick and tired it is of being made the goat for the politician. The role has long ceased to really scare grocers—they once used to get scared of accusation until they grew wise enough to know that it does not pay for innocent men to get panicky every time a reformer or politician breaks forth—but it is annoying every time the public clamors about the high cost of this or that to find the political officeholders rushing out to arrest two or three "offenders" without the slightest chance of convicting them and then take the credit for doing something.

Of course, everyone clamors about the high cost and scarcity of sugar. The grocers themselves cry out against it. But most of the "arrests" are more vindications of a place on an official payroll than a likelihood that the grocer will ever be convicted.

The Tradesman commends the letter and spirit of the communication from Dr. Gerow, of Cheboygan, published elsewhere in this week's paper. The argument presented is irrefutable, because more small trees are wasted than are utilized. Thousands of small trees were shipped into Grand Rapids last December, where only hundreds were used. Considering the growing menace of timber shortage, there should be a stringent enforcement of existing laws on the subject of timber preservation and the enactment of even more stringent laws, if necessary, to prevent the wanton waste of our timber resources.

THE SAME OLD STORY.

The National Retail Grocers' Association is in session this week at Atlanta, and the outlook for a lively and promising convention is good. The programme itself is of characteristic mediocrity and, so far as it presents anything of constructive value, has not made a very strong impression on the trade. But that very fact has caused a reaction which may change the whole affair into a lively effort on the part of progressives to get hold of the situation and try to lift the organization out of its rut into genuine vigor.

There have long been progressives in grocery trade association circles who have felt that the National Retailers were "going ahead backward," and there was rejoicing when Leon M. Hattenbach, at the last convention, was pressed into service as the Secretary. He was a promise of new life. But, instead, after a few months, Mr. Hattenbach dropped dead one day, and ever since the organization has halted awaiting a new regime.

So far as appears, there are not many aspirants of promise in the field. If Frank B. Connolly, of San Francisco, consents to run—and rumor has it that he is itching to do so—he will put the organization on the map, but in a way that some Eastern interests do not wholly relish. Western policies are not uniformly acceptable to Eastern trade leaders, especially the policy of near-boycott and the closed door for all who disagree with the Association.

John H. Meyer, lately made State Secretary of the New York Association, is a progressive who is not only out for the Secretaryship, but has a strong backing among conservative men of the energetic type. While Mr. Meyer believes in the policy of co-operating with manufacturers and jobbers, rather than antagonizing them, he is as much a pleader for "more pep" in the Association as anyone else, and it would not be surprising to find him running strong.

NOW A SAINT OF THE CHURCH

If there is any reason for regretting Joan of Arc's canonization, it is that it seems to carry her further back into the mystic region of legend in which she is too deep already. Her matchless story would have taxed men's credulity even had it been more fully documented, more realistically detailed, than history can present it. She was the last, most perfect embodiment of chivalry and of profound mediaeval faith. That an untaught rustic girl of seventeen should in four months rise to command armies, defeat an apparently invincible foe and reunite a France that for years had been the prey of a ruthless blood feud between the Duke of Burgundy

and the Dauphin, with foreign enemies and mercenary nobles exploiting the civil war—this seems almost the wild imagining of romantic chroniclers. Her sublime courage and perfect simplicity are understandable. But whence came the military sagacity by which she divined the essential military rules of concentration, rapid movement and tenacity in attack, or the political sagacity which told her just what would revive France's hopes and unity? The dark background of intrigue, selfishness and treachery seems an added touch of fiction.

WANT THE KAISER'S THRONE?

Among her most piquant footnotes History will place the sale in an American auction room of the throne of the last of the Kaisers. Germany was not eager to get rid of the relic. The decent respect of a nation for its past—even the past with which it has broken—impelled her to retain the central symbol of her vanished monarchy. No people would care to see an object it once regarded as sacred made the toy of the curious eyes of strangers, still less of foes. Better burn it. But necessity dictated the sterner course. The useless throne might be exchanged for food; faded magnificence might be bartered for bread. And so, putting her pride in her pocket, democratic Germany signed the exporter's license for one throne, second-hand, but in fair condition, to be sold in Yankee land, a land never appreciative of kings but always willing to bid high for interesting trinkets. It should fetch a good round sum. Whatever the successful bidder has to pay for it, he can get back in three months by selling the privilege of sitting for three minutes where the ex-Kaiser sat and throwing one leg over the arm with true American nonchalance.

The co-insurance clause in fire insurance policies is a dangerous feature in times like these when values are high, because the merchant is very apt to be underinsured and the co-insurance clause penalizes him severely in the event of a loss by fire. There never was a time when it was so necessary to maintain full insurance as now.

Herbert Hoover is more outspoken than General Wood on the subject of the open shop. He asserts frankly that "The principle of individual freedom requires the open shop," which shows that he understands the situation and is not afraid to tell the truth and place himself on record, even if he is a candidate for the presidency.

Most of the wood is sawed by the men who talk little.

En Route To the National Convention at Atlanta.

Chattanooga, Tenn., May 15—Leaving Cadillac on Tuesday, May 11, I proceeded to Jackson, where the Jackson Association had called a meeting for the same evening, which was fairly well attended by grocers and their wives. Fred Fuller, formerly State Secretary, is now President of the Jackson Association and presided at the meeting in his usually pleasant and efficient manner.

One of the important addresses was made by Milo D. Campbell, one of the candidates for Governor and who is endorsed by some of the farmer organizations of the State. Mr. Campbell explained his attitude towards retail grocers and pointed out in a most forcible manner how necessary it is that the very best sort of an organization exists in every line if those in the business are to be successful in their efforts to get a square deal, illustrating its value by saying that, so far as the farmer is concerned, the penalty for violation of the Lever law had been removed. (Mr. Grocer, if it is not legal to penalize the farmer for violation of the Lever act, why should it be legal to penalize the grocer?)

A very important part of Mr. Campbell's address was the forcible manner in which he expressed his disapproval of the person who patronized mail order houses, thereby sending the money and profit properly belonging to the community in which the customer lives, rather than where the mail order house is located, making a strong point on behalf of the retailer and one that it is to be hoped the farmers will take to themselves and make them more loyal in this particular respect to the community in which they live.

A very nice luncheon was served, after which it was my privilege to add some new members to the State Association.

From Jackson my trip took me to Cincinnati, where I met President and Mrs. E. W. Jones, who were also on their way to the convention. The trip from Cincinnati to Glasgow Junction was one of pleasure and wonder at the, to us, unusual sights and landscape that we looked upon from our train in passing through the State of Kentucky. The sights and picturesque nature of the fields, forests, mountains and streams will not soon be forgotten, but in due time we arrived at Mammoth Cave in Kentucky at 7 p. m. on Thursday. We immediately donned cave suits and, with a guide, proceeded to partake of the mysteries of being initiated into our first experience of a 3½ mile trip underground. On going down to a depth of 160 feet, our guide explained to us the uses of the wooden pipes that extend from the mouth of the cave along the bottom to the vats, some half mile or so, where about 1812 the making of saltpetre was carried on very extensively in the rather secluded place. After a four hour trip and lecture on the scientific nature of many of the wonders found in this great place, we gladly made ourselves as comfortable as possible in our little beds, where the exceedingly cold night made us glad to use all the blankets allowed for our comfort. Friday morning we were up bright and early and, after a good breakfast, made our second trip into this famous old cave, where for five hours, without light except as furnished by the little lantern we each carried, we traveled a distance of 5½ miles with the guide, who took us through narrow passages and up corkscrew stairs made in solid rock and rude wooden ladders, into immense rooms with domes 60 to 100 feet high, down through a series of passages to a place where, in awe and amazement, it was our privilege to stand at the side of a vast pit in the solid rock down some 75 feet and from the bottom to the dome top a distance of 250 feet. From these wonders we were led to be taken to others of greater

magnitude and at a greater depth in the bowels of the earth to the bank of Echo River, an underground stream from five to thirty feet deep at this season, but at certain times as deep as 75 feet, but at this time it was our pleasure to have a boat ride of about one-half mile on this river, which is about fifty feet wide, with arched rocks the entire distance overhead some 100 or so feet, while the surface of the River is some 360 feet from the earth's surface.

From there we finally got back to our starting point, more than pleased with the fact that we had taken this opportunity of seeing one of the seven wonders of the world. From this place we went to Chattanooga, where I am writing this letter. Our first point of interest was Lookout Mountain, made famous from its connection with the Civil War, and it was at this historic place that we met Mr. and Mrs. D. L. Davis, of Ypsilanti, one of the members of our board of directors, who were also on their way to the convention. Together we took in all the beauties and wonders of this historic place, rode up and down the incline railway, which rises to a height of 1700 feet above the valley at about an 80 degree grade and a distance of 4,800 feet, the cars being operated by a cable with one car ascending while the other descends. From this we went to Signal Mountain, some twelve miles from the city and 2,000 feet above, and, after a splendid dinner in the hotel on the summit of the mountain, we came back to continue our trip to Atlanta, where we expect to arrive about 9 a. m. Sunday morning. As all reports seem to indicate, we will there find much of interest to take our time until the calling to order of the convention on Monday morning, where we hope that measures of an important nature will be adopted before the next issue of the peerless trade publication, the Michigan Tradesman, appears. I want to extend to all your readers the assurance that in all the distance traveled we have not as yet found any place that surpasses Michigan, My Michigan.

J. M. Bothwell.

News Items From the Cloverland of Michigan.

Sault Ste. Marie, May 18—Elmer J. Sterling, formerly an overseas veteran of the A. E. F., who lost an arm while serving in France with the American troops, has opened a cigar store in the Hasebrook block. Mr. Sterling is well known in this community and has a large circle of friends who will welcome this new venture and be glad of the opportunity to help make the business a success.

The drug store business of the late A. S. Putnam, of Manistique, has been sold to a company consisting of Thos. Bolitho, Wm. Bolitho and John Quick, who have taken possession. The new proprietors will continue business along the same lines as heretofore. Mr. Bolitho has practically been in charge of the business ever since Mr. Putnam was taken sick and has the details of the business well in hand. Mr. Quick is also a Manistique man who for the past year has been working in one of the large drug stores in Detroit.

Mr. Hamilton, of the Pickford Grocery Co., was a business visitor here this week, bringing in a large consignment of dairy butter.

What are coopers going to do for a living? All the barrels can't be used for sauerkraut.

George Jeffries, the well-known retired traveling salesman living at the Sailor's Encampment, made his first visit to the Soo this week by boat. George said to tell the boys that he put in one of the finest winters since retiring from the road. He is at present fitting out for a summer fishing expedition and will be at home to his many friends most of the summer.

Big improvements are being made to the Dunham House and LeClere

Hotel, at St. Ignace, a large addition connecting the two houses. When completed it will be one large structure. The cost of the new connection will exceed \$10,000 and will greatly increase the capacity, which will be glad tidings for the numerous travelers and tourists visiting St. Ignace.

Morris Caden and Charles Crocker, who for the past year conducted a second hand store, have dissolved partnership. The business will be carried on by Charles Crocker.

J. J. Dorgan, one of our local barbers, has moved his shop on Magazine street to his new quarters at 427 West Portage avenue, where he will continue his present occupation and will be in shape to take care of a large amount of tourist business during the Summer.

H. M. Wright, the well-known spice man, is calling on the trade. He expects to be joined by Mrs. Wright in a few days. She will accompany him on an automobile tour throughout the adjoining territory.

Every bachelor knows what it means to bring up children and how to do it. That's the reason he does not bring up any.

The Soo suffered a severe loss by fire when its magnificent new high school was practically destroyed last Saturday morning. The building was almost a total loss. It is expected that the Board of Education will proceed at once to rebuild same, as it is one of the city's chief assets.

The gas shortage is the next move now expected here. Unless more coal arrives in the near future, the users of gas will have to depend on other commodities for heat and lighting. The Soo, however, has plenty of light with the large surplus water power and there need be no fear of having to "go home in the dark."

The Cornwell Company, Saginaw, entertained its branch house managers at Saginaw with an elaborate spread during the business session last Thursday. The meeting was presided over by W. J. Asman, who gave the principal address of the occasion.

William G. Tapert.

Wool Supplies and Woolen Goods

On March 31 the supply of wool in the hands of dealers and manufacturers, exclusive of tops and oils, totaled 487,168,000 pounds, grease equivalent. This, with the domestic clip now being marketed and the amount to be sold for British Government account, will bring up the total of wool available in this country to over 800,000,000 pounds. Great Britain has enormous supplies and the Australian countries will soon add a great deal more. In Australia, in an effort to keep up prices, it is proposed to keep control by prohibiting exports of wool unless approved and to hold no auction sales there until October, or in London until May of next year. Before the year is over much difficulty is expected in disposing of the vast stocks that are everywhere available. At recent auction sales in London there was an apparent weakening in prices, which is likely to be more pronounced before the Summer is over. Sales in Boston of American Government-owned wool were made at close to the upset prices. The next of these sales will be on June 10. On Thursday will be held the last of the auctions of the wool shipped here on the British Government account. The offerings will be 30,431 bales. The fabric market is very quiet, except for certain kinds of dress goods. Cancellations continue to such an extent as to cause the abandonment of double shifts at certain mills, and it is even intimated that some will shut down wholly or partly when they have completed work on hand. The clothing trade is dull and complaints are frequent of reluctance on the part of retailers to order Fall goods.

Will Sell \$20,000 Fifteen-Year

8% CUMULATIVE PREFERRED STOCK

in our established Grand Rapids business. The net earnings of the company are several times in excess of the dividend requirements on the preferred stock.

If interested ask for information direct.

The Proudfit Loose Leaf Co.
Grand Rapids, Mich.

Telephones—Both Phones 2747.

WE OFFER FOR SALE United States and Foreign Government Bonds

Present market conditions make possible exceptionally high yields in all Government Bonds. Write us for recommendations.

HOWE, SNOW, CORRIGAN & BERTLES

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

Why the Wholesale Grocer

In these days of questioning and unusual conditions it may be of interest to understand the wholesale grocer's problems.

In March we contract for the tea which will be shipped from Japan in September and October and delivered to the retailer for your use during the twelve months thereafter.

In February and March we place our contracts for the canned vegetables which will be planted during the coming spring; canned during the summer, and placed in our warehouse the latter part of the fall for your consumption the next winter and spring.

During the winter months we contract with the packers of salmon for the fish that will be caught during the spring and summer and canned at that time. This will be placed in our warehouse in large quantities in the fall to supply the retailer who will deliver salmon to you for your needs the following winter and spring.

During the month of February we contract for large quantities of dried fruits which will be shipped to us during October and November and carried in storage in large quantities that we may be able to supply the retailer who will take care of your wants during the winter season and until the next supply.

At different times during the last several months we have felt that we were obliged to contract at high prices for sugar

to be delivered to us from time to time that we might be certain of having at least a portion of the supply that our company is supposed to deliver to the retailers for your use continuously during this spring, summer and fall season. Although we have no large amount on hand, we have the assurance that we will have reasonable shipments of sugar continuously during the summer months which means that we are fulfilling our service to you.

These are only a few illustrations of the way in which we are forced to buy goods in order to supply your needs. You will understand therefore that your own safety depends upon the wholesaler having his warehouse full of merchandise. Do not be misled by the man who finds fault because there is food in storage in the wholesale house in your community, but rather be glad that there is this insurance of a supply.

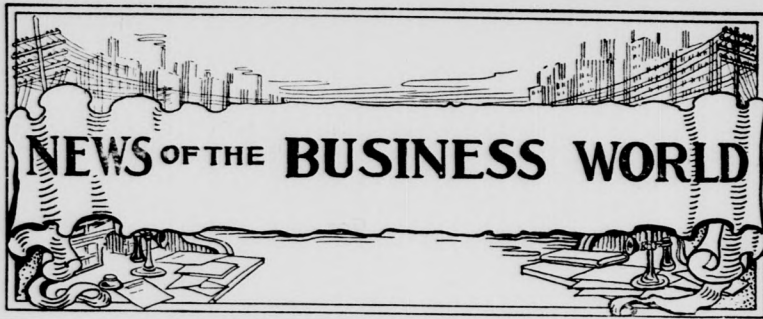
We do not know of any wholesaler or retailer who is profiteering, and in some lines the margin of profit is not sufficient to protect the dealers. At the present high prices he must take his gamble on the margin if he serves you and the present profit is not sufficient to protect him against possible loss.

Let us take a reasonable view of the matter. Let us be sane and refrain from harsh words or unfair criticisms, but without any thought of permitting any dealer in food stuffs to be a real profiteer under any circumstances.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



Movement of Merchants.

Mesick—The new State Bank building will be ready for occupancy, May 24.

Detroit—The Bedford Shoe Co. has changed its name to the Bedford Mercantile Co.

Clare—Frank S. Weaver succeeds J. W. Glass in the grocery business near Clare.

Detroit—The Hartman Furniture Co. has changed its name to the Kline Furniture Co.

Detroit—The Premont Commission Co. has changed its name to the Premont Produce Co.

Adrian—The Adrian Market Co. has changed its name to the Adrian Community Market.

Flint—The Advance Electric Co. has changed its name to the Advance Electric Supply Co.

Saginaw—The Saginaw Specialty Co. has increased its capitalization from \$7,000 to \$21,000.

Ypsilanti—The Ypsilanti Savings Bank has increased its capitalization from \$50,000 to \$100,000.

Holly—The First State & Savings Bank has increased its capitalization from \$30,000 to \$100,000.

Cadillac—The Cadillac Produce Co. is installing a dehydrating plant for making buttermilk powder.

Merrill—The Merrill Farmers' Elevator Co. has increased its capital stock from \$30,000 to \$50,000.

Birmingham—The First State Savings Bank has increased its capital stock from \$40,000 to \$100,000.

Flint—The Symons Moffett Co., wholesale grocer, has increased its capital stock from \$150,000 to \$200,000.

Battle Creek—Schroder Bros. Co., dealer in dry goods, has decreased its capital stock from \$125,000 to \$105,000.

Jackson—Harry Mills succeeds George Cotton in the ownership of the Temple garage, 142-146 West Cortland street.

Zeeland—The Zeeland Fuel & Supply Co. has sold its property and stock to the Farmers' Co-Operative Grain Elevator Co.

Wayland—Beall Bros., dealers in general merchandise, are remodeling their store building and installing a modern plate glass front.

Alma—Work has commenced on remodeling and making modern the Wright House. It is estimated the cost will be above \$50,000.

South Haven—Warren J. Dodge and Dwight Williams have purchased the interest of Frank E. Rood in the Moore Hardware Co., Inc.

Detroit—The Rosenthal-Coplan Co., dealer in women's ready-to-wear

clothing, has increased its capital stock from \$10,000 to \$50,000.

Lakeview—Meach & White, Inc., dealer in hardware, implements and furniture, has increased its capital stock from \$25,000 to \$35,000.

Fennville—A. M. Hulsen has purchased the grocery stock of L. A. Joslin and will consolidate it with his stock of jewelry and crockery.

Bay Port—Fire destroyed the store building and stock of general merchandise of the Wallace & Morley Co., entailing a loss of about \$50,000.

Wayland—E. W. Fox has purchased the Wayland House and will change its name to the Dixie Inn.

Wayland—L. W. Morford has sold his ice cream parlor and confectionery stock to H. Conrad, formerly of Kalamazoo, who has taken possession.

Grand Ledge—W. L. Ireland & Co. have sold their real estate and grain elevators to the Grand Ledge Produce & Supply Co., giving immediate possession.

Lansing—M. A. Harryman and C. J. Page, of Page & Harryman, shoe merchants, have taken a thirty year lease of their present building, and will immediately remodel.

Jackson—Otto M. Sondheim has sold his interest in the stock of the Stern Furniture Co. to three members of the company, who will re-organize it under the same style.

Lansing—Joseph H. Briggs has sold his grocery stock to F. M. Dennis, who will continue the business at the same location, in the McNeil block, East Franklin avenue.

Rochester—Our Grocery Co., Inc., has been organized with an authorized capital stock of \$10,000, all of which has been subscribed, \$3,000 paid in in cash and \$4,000 in property.

Union City—The Union City Co-Operative Co. has been incorporated with an authorized capital stock of \$20,000, \$10,000 of which has been subscribed and paid in in cash.

Benton Harbor—The Curtis & Meyers Electric Co. has been organized with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,500 paid in in cash.

Lake Odessa—Thieves entered the Elton L. Nye drug store May 11 and carried away the contents of the cash register, amounting to about \$20 as well as about \$100 in merchandise.

Lake view—Cantwell Bros. of Chesaning, have purchased the hardware stock of N. H. Youngman & Sons. The latter company will continue in the undertaking and garage business.

Vermontville—The Citizens Elevator Co. has been incorporated with an authorized capital stock of \$15,000 common and \$10,000 preferred, of

which amount \$19,800 has been subscribed and paid in in cash.

Big Rapids—Theodore Sellas has merged his confectionery and restaurant business into a stock company under the style of Theo Sellas & Co. with an authorized capital stock of \$19,000, all of which has been subscribed and paid in in property.

Allendale—After sixteen years in general trade, J. J. & C. E. Wolbrink have dissolved partnership, J. J. taking over the general store and undertaking business, while C. E. will devote his entire attention to the lumber business of Parish & Wolbrink.

Detroit—The Joseph McAvoy Coal Co. has merged its business into a stock company under the style of the McAvoy Coal Co., with an authorized capital stock of \$12,000, \$6,000 of which has been subscribed and paid in, \$500 in cash and \$5,500 in property.

Jackson—A. E. Greene, the expert sales conductor, is holding a reduction sale for the Anderson Clothing Co., Rockford, Ill. He has also contracted a reduction sale for the George Knaub Co., of Princeton, Indiana and a close out sale of the grocery stock of T. J. Burt, of Lansing.

Calumet—The Portage Lake Hardware Co., Ltd., of Houghton, has bought the stock of the Carlton Hardware Co., and will continue the wholesale and retail business at the same location. The name will remain unchanged. The Carlton Hardware Co. was established by F. S. Carlton about thirty years ago. He retired about two years ago.

Midland—The E. L. Gardner Co., dealer in general merchandise at Bay City, Saginaw and Midland, has increased its capital stock from \$40,000 to \$150,000. The success of Mr. Gardner in the mercantile field is phenomenal starting with a "hole in the wall" store a few years ago, he now ranks among the merchant princes of Michigan.

Detroit—Mrs. Eleanor Parker, widow of Edward H. Parker and mother of two minor children, started suit in circuit court Monday for permission to lease the rights of the children and her own in the store at 225 Woodward avenue, occupied by the Woolworth 5 and 10-cent store. She says the Woolworth company has a lease running to 1924, but has agreed to cancel it February 1, 1921, when arrangements have been made for the lease to Frank & Sedar, incorporated, of Pittsburg. The rental paid by the Woolworth company is \$35,000 a year, but under the term of the new lease the rental for 30 years and three months will be \$36,000 for the first three years and \$90,000 a year after that.

Manufacturing Matters.

Homer—The Ideal Furnace Co. is building a large addition to its plant.

Flint—The Freeman Dairy Co. has increased its capitalization from \$225,000 to \$900,000.

Albion—The Albion Bolt Co. has increased its capitalization from \$10,000 to \$100,000.

Pontiac—The Pontiac Packing Co. has increased its capital stock from \$75,000 to \$225,000.

Detroit—The Detroit Lumber Co.

has increased its capital stock from \$850,000 to \$1,635,000.

Engadine—The Freeman Lumber Co. has increased its capital stock from \$29,000 to \$31,000.

Ypsilanti—The Peninsular Paper Co. has increased its capitalization from \$150,000 to \$300,000.

Rapid River—The Collins Land & Lumber Co. has increased its capital stock from \$200,000 to \$300,000.

Detroit—The Kuehl-Butcher Lumber Co. has changed its name to the Babcock Crate & Box Factory.

Zeeland—The Zeeland Furniture Manufacturing Co. has increased its capital stock from \$50,000 to \$100,000.

Fountain—The cheese factories of Michele DeMattia & Co., here and at Freesoil, opened for business May 15.

Detroit—The Manufacturers Machine Products Co. has increased its capital stock from \$15,000 to \$120,000.

Clinton—The Clinton Woolen Manufacturing Co. has increased its capitalization from \$300,000 to \$500,000.

Hudson—The Adrian Knitting Co., of Adrian, has completed arrangements for opening a branch factory here.

Temperance—An addition, 128 by 48 feet, is being put up at the plant of the Moore Co., manufacturer of toilet supplies and extracts.

Benton Harbor—The Crary Machine Works has changed its name to the Crary Machine Co. and increased its capital stock from \$20,000 to \$50,000.

Detroit—The Standard Reamer & Tool Co. has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed and \$4,000 paid in in cash.

Negaunee—The stock and fixtures of the Model Bakery, owned by Joseph Rocheleau, has been sold on a chattel mortgage given to the Negaunee National bank.

Owosso—The Owosso Paper & Twine Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,677.93 paid in in property.

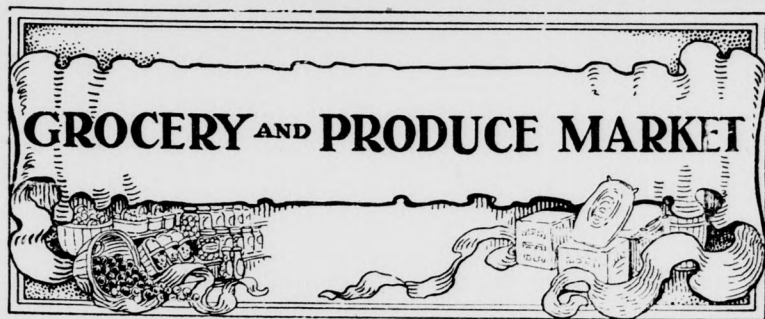
Detroit—The Bar Steel Parts Corporation has been organized with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$6,250 paid in in cash.

Ontonagon—The Ontonagon Lumber Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Milan—The American Furnace & Foundry Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$75,000 has been subscribed and \$15,750 paid in in cash.

Wallace—The Cloverleaf Cheese Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,020 has been subscribed and paid in, \$4,970 in cash and \$50 in property.

Jackson—The General Machine & Tool Co. has increased its capitalization from \$24,000 to \$100,000 and will immediately erect a modern plant on Wildwood avenue, near the M. C. R. R. tracks.



The Grocery Market.

Sugar—The market shows no change for the week. The situation is generally quiet, but the very stringent scarcity at constantly advancing prices still continues. The refiners are buying all the raws they can, but are not getting enough to satisfy the demand. Refined sugar is very scarce and is commanding a premium everywhere. Conferences are being held between the Government and the refiners, but up to now they have resulted in nothing. Attorney General Palmer announces that jobbers must handle sugar on a margin of 1c per lb. and retailers on a margin of 2c per lb. This does not give either class of merchants a new dollar for the old one; but so long as a presidential candidate misuses his office to make votes for himself among the "deer people," there is nothing for the trade to do but accept the situation and look pleasant.

Tea—The feature of the market during the week has been the naming of prices on new Japan teas. The advance over last year was very much larger than anybody expected. It ranged from a few cents a pound up to 12c per pound more than last year. The trade were not interested at those prices, although the chance is that some business will be done a little later. Up to this writing the very high opening prices have had no effect upon spot prices. General business on spot teas is about unchanged, mainly from hand to mouth on about last week's basis. The money market is extremely tight and that keeps large business down.

Coffee—There has been very little to report in coffee during the week. The tendency has been weak rather than otherwise, without, however, any material change since the last report. The market here is depending entirely upon the situation in Brazil, which is very irregular and unsettled. There is no indication of any radical change either up or down. Mild grades remain about the same.

Canned Fruits—The prospects of a short pack and high prices, due to the sugar shortage and higher labor and other costs, have given 1919 California fruits more attention and peaches are now on the basis of opening prices. Trading is going on steadily and the surplus stocks are being reduced in a way which promises to develop a better demand for apricots. Firmer advices from the Coast on the latter fruit has also been a help to that market. Pears are in good jobbing demand with supplies light. Future pineapples are selling at a small

premium over opening. Apples are unchanged and dull.

Canned Vegetables—The Tomato market has been spectacular in its increased strength on spot goods of all sizes. The market at factory points has kept in line with the local situation as canners are reducing their stocks and expect a heavy demand from all over the country when shipping conditions improve. The market on the Coast is firm and advancing and stronger really than on spot. No. 2½ standards cannot be bought here at less than \$1.50 as \$1 is the usual asking price. Corn is moving well in both standards and fancy, and as local stocks are depleted the market is advancing. Cheap futures are not obtainable. Peas are closely cleaned up on all grades, the shortage being noticeable in fancy and the cheap lines. Most holders are using their goods in their own trade and are not offering freely on the open market. Other vegetables, where obtainable, are selling well.

Canned Fish—The Maine sardine packing season has been handicapped by a lack of cans and prompt shipments have been curtailed on this account, but 1920 packs are moving in a small way. Most distributors are moving their local old goods as it is easier to get them to out-of-town buyers than the fish now in Maine. Only nominal interest is shown in 1919 fish. Salmon is improving in tone but the jobbing demand is light. No opening prices on the new pack have been named by the large canners as the cost of production and the size of the pack are still undetermined. S. a. p. orders have been booked, however. Tuna fish is selling s. a. p. also on the basis of two cases of striped or blue fin to one of standard white meat.

Dried Fruits—Oregon prunes are in better inquiry and more actual business is occurring in this line. The association has withdrawn its f. o. b. offerings of California futures but is confirming early contracts on the basis of its own assortments. All varieties of raisins are getting so reduced that the trend of prices is upward, the most marked firmness in the scarcest lines, such as bulk seeded and loose muscatels. There has been considerable comment over the announcement that the California Associated Raisin Company would not book any future business on loose muscatels until the requirements for bulk and package seeded have been determined. This has given some brokers the idea that Malagas will be a factor in the loose raisin line in the coming season. The reduced supplies of the desirable grades of apricots

from the North have given the market a better aspect not only on those packs but upon Southern packs as well. The peach market has been more active, as some of the buyers of apricots who cannot satisfy their wants are using this fruit as a substitute. Peeled varieties have the best call. Pears are being taken in a small way but there is no great interest shown at present. Currants have been the dullest of the dried fruits, as local stocks are in excess of present requirements, so that the market favors the buyer.

Nuts—All varieties are being neglected by the jobbing trade, as the movement into consumptive channels is slow and this condition is reflected all along the line. There is little interest in futures as crop conditions and probable price ranges are too uncertain to be attractive to the buying interests.

Molasses—Receipts continue light and are promptly absorbed, keeping prices on a strong basis.

Corn Syrup—The difficulty of making deliveries restricts the movement although there is a good demand. Available spot supplies are light and readily command the outside prices.

Rice—The marked conservatism of buyers is reflected by the dull appearance and unsettled tone of the market here. New Orleans reports that a good local demand is gradually absorbing stocks, and it is generally expected that the new crop will come on a very lightly supplied market.

Cheese—The market is firm on strictly fancy early made goods. The receipts of fresh-made cheese are extremely light, which has helped maintain the present prices. We do not look for any material change in the near future.

Provisions—The market on lard is slightly firmer; quotations, however, are unchanged. There is an adequate supply to meet the present demand. The market on lard substitute remains weak and prices are about ½c per pound lower. There is a very light demand and a good supply. The market on smoked meats is slightly firmer, with prices about 1c per pound higher over previous quotations. The supply is rather short, due to the recent railroad strike. The market on barreled pork is somewhat easier and has declined about \$2 per barrel within the last few days, owing to a very light demand and a good supply. The market on dried beef is firm and unchanged, with a moderate supply and a good demand. The market on canned meats is steady and unchanged.

Olive Oil—The distributing demand lacks force, but despite this the tone of the market is firm, due to the prospect of reduced shipments from abroad. Very little is moving to this country at present. Many jobbers are working on their own stocks while traffic movement is so uncertain. Poor oils are selling at \$3.15 a gallon, but the better grades are held at \$3.50 @3.75.

Olives—The jobbing demand is not up to normal for the spring season, occasioning an easy market. Firm offers at slightly under the prevailing quotations are often accepted. Both glass and bulk goods are neglected.

Salt Fish—At present the business in mackerel is at a standstill all along the line. Fancy grades are wanted to some extent, but other grades are scarcely wanted at all. There is a better demand for Irish mackerel. Prices all along the line show practically no change.

General Conditions in Wheat and Flour.

Written for the Tradesman.

Cash wheat continues to advance somewhat; in fact, it is about 6@8c higher than a week ago. However, mills have not advanced flour to correspond and are hesitating to do so, because of the uncertainty of the future market.

There has been some improvement shown in the winter wheat, and undoubtedly more grain will be harvested than the April Government Report indicated.

Some of the largest elevators in Kansas are pretty well loaded with wheat which they have been unable to move on account of transportation difficulties. Of course, if they had been able to move it, the grain would have been shipped to Europe; most of it is sold for shipment. However, Kansas wheat will be harvested in about thirty days, and unless railroad conditions improve so that grain may be moved from points of origin to the various markets requiring it, considerable difficulties will be experienced temporarily in Kansas in handling the early receipts of this year's crop.

Of course this transportation problem may cause exceedingly high prices on the flour and wheat where it is scarce, and prices may go higher than at present between now and the first of August.

It is not advisable in our opinion, however, to load up on flour at present values. There is a possibility of a break within the next thirty or sixty days. It may come in a week; it may not come for sixty days.

We can see no reason for changing our view-points of the past two or three weeks with reference to buying for future delivery. It seems to be the better policy to buy both flour and wheat only for normal requirements between now and harvest.

Lloyd E. Smith.

It is not a sign of good judgment that you are able to work right through the year without any vacation. It is a sign that you will not do as much or as good work as you would do if you took the vacation.

The DeJager-Bultema Fuel Co. has changed its name to the DeJager Fuel Co. and increased its capital stock from \$8,000 to \$15,000.

The Nichols & Cox Lumber Co has increased its capital stock from \$86,000 to \$121,000.

The Naylor Upholstering Co. has increased its capital stock from \$4,000 to \$20,000.

The Shaw Furniture Co. has changed its name to the H. E. Shaw Furniture Co.

Gabby Gleanings From Grand Rapids.

Grand Rapids, May 18—Saturday, May 15, was the regular night for Absal Guild, Ancient Mystic Order Bagnen of Bagdad, and a regular meeting it was with plenty of pep and enthusiasm, making it one of the most interesting meetings of the year. A very lively election of officers was held as follows: Great Ruler, J. D. Martin; Keeper of Records and Revenue, J. Harvey Mann; Viceroy, Gilbert H. Moore; Prime Minister, L. V. Pilkington; Master of Ceremonies, L. E. Stranahan; Captain of the Guard, H. J. Shellman; Caliph, Perry E. Larabee; Inside Gate Keeper, John Shoemaker; Outside Gate Keeper, Russell H. Freeman; Chief of Guides, Walter Miller. Delegates elected to the Imperial Guild meeting at Columbus, Ohio, in June were Homer R. Bradford and John D. Martin; alternates, J. Harvey Mann and Walter S. Lawton. The next regular meeting will be held the third Saturday in September and by that time we expect the new officers and princes back from their summer's vacation to make this coming year a record breaker, both in attendance and new membership. Later in the season a picnic will be given. The time, place and date will be announced in plenty of time to give each and every one a chance to plan on it, so you can be sure to set the date aside and be there to make this a very enjoyable day. Reports from the Keeper of Records and Revenue show that the past year has been very satisfactory, financially, also in new members enrolled, and with this ever before them the officers of the coming year will have some record to break, but broke she will be.

While it is regrettable that the motor car industry has drawn so many brain workers and skilled laborers from other essential lines, it also is true that it has drawn a lot of thieves who might otherwise now be engaged in the profiteering of necessities.

Another example of the way our money has shrunk comes from where a small child is reported to have swallowed a silver dollar. In the early months of 1914 the average child would have choked on a half dollar.

Fred H. Ball, of the former house of Ball-Barnhart-Putnam Co. (Grand Rapids), who has been buyer for the Potlatch Mercantile Co., Potlatch, Idaho, for some time, has taken the position of sales manager of the Lewistown Mercantile Co., a wholesale grocery house of Lewistown, Idaho, which did a business of \$3,500,000 during 1919. The Lewistown Mercantile Co. is affiliated with Long & Co., of Portland, Oregon, the largest jobber of groceries on the Pacific Coast.

Complaints regarding unsatisfactory postoffice service cover not only great delay in second-class delivery, but gross neglect and failure to deliver third-class matter. It is reported that a short time ago the New York post-office had on hand 80,000 bags of undelivered mail which had to be placed in a warehouse until it could be sorted and forwarded. Warehouses are said to be maintained in numerous Western terminals, such as Omaha, Kansas City, St. Louis and Chicago, for the storage of third-class mail. Delivery of local third-class mail is reported twenty-two days late. In one case where 1,600,000 pieces of third-class were mailed for delivery throughout the country, beginning Feb. 17, only 25 per cent, was reported delivered over two months later. First class mail is also subject to great delay and confusion, due to the lack of discipline in the department and the abandonment of civil service methods by the present administration. Men and boys are given employment in postoffices all over the country solely because they are Democrats. No question as to their efficiency is raised, if they satisfy the local postmasters that they are sup-

porters of the party founded by Andrew Jackson.

A New Jersey girl sued for damages for breach of promise and got a verdict for 6 cents. Either the jury didn't blame the man much, or else the girl was so handsome the jury couldn't believe she had suffered any permanent injury.

While going the rounds of paying bills, one sees a good many office girls in gingham aprons, reaching well down to the shoes and well up towards the chin. And it is surprising to find how many pretty faces there are when they're given a chance.

Archie McDonald has engaged in the grocery business at Saugatuck. The Worden Grocer Company furnished the stock. Mr. McDonald was formerly engaged in trade at Douglas under the style of H. A. McDonald & Son.

For some reason Grand Rapids does not "take to" fresh ocean fish. Last fall the New England Fish Co. sent a carload of 23,000 pounds of several varieties to this market. Although the sale was extensively advertised, the shippers sold only 11,000 pounds in three days. The car was then moved on to Kalamazoo, where a few hundred pounds were sold and the remainder of the carload dumped. Last week the Bay State Fish Co. sent a carload of 25,000 pounds of several different varieties to this market, undertaking to exploit the shipment without much newspaper advertising. The first day 600 pounds were sold at 12c per pound. The second day about 400 pounds were sold at 8c per pound, when the car was moved on to some other point. It is regarded as peculiar that such offerings of wholesome food products do not meet with more hearty reception at the hands of Grand Rapids people.

L. E. Stranahan.

Course in Accountancy and Business Administration.

The McLaughlin Business University has added a new course to its curriculum—that of Accounting, Law and Applied Economics. Mr. F. Denise, A. B., of Buffalo, has been secured to act as dean of the school and director of the new department.



Mr. Denise was born and brought up on a farm near Decatur. He graduated from the Decatur high school and worked his way through the Michigan University, receiving a special certificate in accounting from the Business Administration department.

He has had six years of practical auditing and accounting with large corporations. At Detroit he was accountant for the Detroit City Gas

Co., with thirty-nine book-keepers under his supervision. While in Detroit he taught the Pace and Pace Course of Accountancy and Business Administration in the Y. M. C. A. evening school at the time Wm. B. Van Akin was the Educational Director.

Mr. Denise has devoted four years to teaching. Three years of this time were spent in the State Normal at Whitewater, Wis., in the preparation of commercial teachers. He is now teaching advanced commercial subjects in the Nichols School of Buffalo, a select school for young men who are preparing for executive positions.

The Pace and Pace Course in Accountancy and Business Administration will be presented in both day and evening classes, starting early in September. This course will appeal not only to young men and women looking forward to a business career, but to those more mature who are now holding clerical and executive posi-

tions and wish to increase their knowledge of scientific business methods or prepare for Certified Public Accountant (C. P. A.) degree.

A Normal Department for the training of commercial teachers will also be organized, with Mr. Denise as Supervisor, to meet the demand that comes to the school for commercial teachers.

Hastings Opinions of the Tradesman.

Hastings Drug Co.: "Tradesman is a good paper. We like it."

Cook & Sentz, grocers: "We like it. The articles on the front cover are worth all the paper costs and there is some mighty good preaching all through it. It is a great help and is worth more than it costs to any one dealing in merchandise if they all will read it."

Frank Flanders, clerk: "It is a good paper and I like it."

John A. Meade, grocer: "We like the paper very much. We look anxiously for the Tradesman each week and it never disappoints us."

BEAUTIFUL OXFORDS

BUILT ON BEAUTIFUL AND PERFECT FITTING LASTS



- 2809—Wos. Hav. Brown Kid 5 eyelet oxf. lea. Louis Heel, plain toe Mc Kay A to D ---\$5.75
 2810—Wos. Blk. Kid 5 Eyelet oxf. lea. Louis Heel, plain toe Mc Kay C and D -----\$5.60
 2811—Wos. Pat. Colt 5 Eyelet oxf. lea. Louis Heel, plain toe Mc Kay B to D -----\$5.40
 Same as above with 14/8 Cuban Heel and imitation tip.
 2801—Wos. Hav. Brown Kid 5 Eyelet oxf. Mc Kay C & D -----\$5.80
 2803—Wos. Blk. Kid 5 Eyelet oxford Mc Kay C & D -----\$5.60

These oxfords will stimulate your sales. The combination of quality and style, at a reasonable price, results in satisfied customers that repeat.

Size up now. Lost sales mean lost profits.

RINDGE, KALMBACH, LOGIE CO.

10 to 22 Ionia Ave. N. W.

GRAND RAPIDS, MICHIGAN

- ☐ Our company has always followed the policy of carefully guarding our printed word.
- ☐ A few months ago we questioned the advisability of notifying the trade of the probable disappointment of those who deferred placing orders well in advance, fearing that such an announcement might be misconstrued.
- ☐ We finally decided to publish a warning in the leading trade papers in the interest of our customers who we felt sure would be demanding Summer and early Fall installations of "New Way" equipment.
- ☐ The demand has been so greatly in excess of our production that our vastly increased output has been oversold, and we are not now directly soliciting orders through our field representatives.
- ☐ However, through our service organization, we are making every effort to take care of those who have outstanding contracts with us for service.
- ☐ We have not been for some time, and are not now, in a position to quote definite prices on our future production because of the uncertainty of labor, and also on account of the material situation in connection with which we do not care to speculate. We could, of course, follow the suggestion of some of our customers and add to our prices a speculative advance sufficient to play safe, and thus name guaranteed prices. This is not in line with our usual standard, and is a practice our company could not approve.
- ☐ Such business as we are taking in order to reasonably insure our customers against disappointment in receiving fixtures for absolute needs at a future date, is subject to an attachment which specifies that these orders will be billed in keeping with our regular, published price list in effect sixty days prior to date of shipment.
- ☐ This open price method of selling may be misunderstood by some, yet it is the only basis upon which we can safely take business from those merchants who find it necessary to place orders for future shipment.
- ☐ Those customers who have dealt with us over a period of years, have sufficient confidence in our company to know that our policies are always founded upon fairness and equity, and that our company makes a price advance only when manufacturing costs show the absolute necessity.
- ☐ Further additions to our manufacturing facilities are now under way—subject, of course, to the present unusual delays. Should this increased production materialize to the point where we can anticipate additional business, a prompt announcement will be made.
- ☐ To those who can conveniently defer purchases at this time we promise a statement regarding our service as soon as the present situation is relieved.

Grand Rapids Show Case Company

Grand Rapids Michigan

Branch Factory: LUTKE MANUFACTURING CO., Portland, Ore.

NEW YORK 1465 Broadway at 42nd St.	CHICAGO 215 So. Market St.	PITTSBURGH 996 Union Arcade Bldg.	ATLANTA 431 Candler Bldg.
KANSAS CITY 606-607-608 Ridge Bldg.	DALLAS 401 Insurance Bldg.	HONOLULU, HAWAII Harrison Bldg.	

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

NOW GET YOUR MONEY BACK.

Any one who paid any fire insurance agent any surcharge between June 25 and Sept. 1, 1919, can be reimbursed therefor by making immediate application to the agent who extorted the extra charge. Every agent who resorted to this holdup is guilty of criminally violating the law and defying the Legislature and should be placed behind the bars, instead of being permitted the freedom which honest men only ought to enjoy.

The entire surcharge was a gigantic crime, concocted by monster criminals and foisted on the public by men who ought to hang their heads in shame every time they meet an honest man on the street. In order to get their victims to pay the surcharge without protest, the crafty and dishonest agents asserted that the surcharge was a tax exacted by the Government for war purposes. This was a lie made up out of whole cloth and every agent who passed along such a lie is forever marked as a man whose word will never be worth 5 cents in the estimation of honest people.

Of course, the insurance companies will not voluntarily repay this money criminally filched from the pockets of the insuring public. Every man who paid a penny of surcharge will have to present his claim to the criminal agent who participated in the crime and shared in the proceeds. Probably not to exceed 5 per cent. of the money obtained by deliberate robbery will ever be restored to the rightful owners, because most of the victims will not take the trouble to look up their invoices and present their claims for the sums due them. The crafty insurance managers knew what they were doing when they wheedled the State Insurance Commissioner into permitting them to keep the illgotten gains in their own possession, instead of turning them over to the State, as they should have been compelled to do.

TWO WAYS OF DOING THINGS.

When a business man carrying stock fire insurance meets a loss, he frequently finds he has caught a Tartar in dealing with the adjusters who are delegated to appraise the damage and settle the loss. There are many splendid fellows among the ranks of insurance adjusters, but the proportion of shysters, bluffers and bullies is still altogether too large. Complaints constantly come to the Tradesman regarding the reprehensible methods employed by many of these adjusters in conducting their negotiations. The greatest complaint is the delay they almost invariably precipitate, even when there is no suspicion of incendiarism on the part of the policy holder. It appears to be the policy of all stock company adjusters to delay the adjustment of losses as long as possible in hopes something leverage to hammer down the amount of the adjustment.

In contrast with the methods of this class of adjusters, the Tradesman commends the opposite methods pursued by the mutual companies. A case in point, we take pleasure in

citing the adjustment of the loss on the J. H. Prout roller mill at Howard City. Mr. Prout recently suffered a considerable loss by fire. He was insured in the Michigan Miller's Mutual Fire Insurance Co., which immediately wrote him the following letter:

Lansing, May 10—I have your favor of the 4th inst., relative to the repairs which you are making to your plant on account of the recent fire.

You have been insured with us a long time and we have known you personally so long that it seems to me we can not do better than to leave this question entirely to your own judgment. I know you will attend to the repairs in the most economical way that it can be handled and not make a cheap and unsatisfactory job. Therefore, if you will go ahead and use your own judgment, we will be glad to settle on the basis of what the actual cost of such repairs has been to you. When you are through with it, let us know and we will take your bills just as they are or send our man up to look the job over.

I trust you will be able to get back in running shape without undue delay.

A. D. Barker, Sec'y.

This letter is in keeping with the policy of mutual companies generally in the adjustment of losses. The sooner every business man replaces his stock insurance with mutual insurance, the less trouble he will experience in the event of his ever meeting a loss by fire.

QUIT "SWOPPING JACKETS."

It is a matter of history that some years ago, in a prosperous Ohio agricultural section, six bright sons of a bright farmer frequently made from \$250 to \$500 each morning before coming down stairs to breakfast simply by "swopping jackets."

Unfortunately, they extended the jacket-swopping period to cover the whole day. No work was done on the farm, the mortgage was foreclosed, nobody appeared to take the last jacket at the highest price, and the family went to the poorhouse.

There has been a revival of late of the jacket-swopping practice by many people in many sections of the United States. It is time to quit. Passing over something which we possess to some other person at what we know to be double its real value, and replacing it with something which somebody else sells to us at double its value, in the end works good to nobody; indeed, it creates a vicious circle which injures everybody. Let us give hot air a holiday. Let us practice economy in the use of adjectives. Let us win new wealth by work rather than wit. Let us so change the current of public print and talk that the present rule, which places all the real news in the advertising columns and the advertising in the news columns, becomes obsolete, and we go back to the good old principle of calling a spade a spade.

Real wealth will come from real work, real economy, real loyalty. It is time to put our face against the hard but illuminating face of fact and shape our actions to fit things as they are, and not things as they ought to be but are not.

When you begin to doubt you begin to lose.

FAMINE IN CANNED FOODS.

As one broker aptly describes the canned vegetable market, buyers are like a pack of hungry wolves which devour everything in sight and clamor for more. The devouring process has been going on for some little time and as the movement of goods from factory points is much below normal there has been such a heavy drain on the spot market that already famine conditions are beginning to exist. Serious results are anticipated as brokers have been unsuccessful in selling goods f. o. b. factory in any considerable volume. There is little interest in transit goods either as they are subject to such unreasonable delay in moving that their arrival at destination is uncertain. Spot stocks for immediate use are in demand and the buyer, in his rush to take care of this business, has hardly time to consider the future. The large chain stores are out-bidding each other, and as they require enormous supplies for their daily needs they are paying premiums for long lines and are getting the cream of the pickings. Many of them will not resell even at advances, as they have found during the past ten days that when they have done so they were often forced to buy back at advances parts of the lots they had originally owned. Jobbing houses are all short of their immediate requirements and are buying on spot wherever they can find the goods. The volume of buying going on at present has not had a parallel in a long time. On top of the present shortage of local canned vegetables comes the growing certainty that the new pack will be lighter than expected earlier in the season, so short that a continued scarcity of stocks is more than probable. The withdrawal of prices on cans has brought the realization that the prospective marked shortage of cans will be another important factor in the situation. Already it is the dominating influence in the canning of Maine sardines, which has been checked at the opening of the season by a lack of reserves of cans and closed can manufacturing plants in Maine. Tin plate is not only scarce but the freight situation makes the delivery of cans already made below normal.

CANNING CANNER'S HOPES.

It would be hard to imagine a worse time for the supply of tin cans to fail than the present, and yet the past week has seen the total withdrawal of the biggest of the can companies from the market. It looks like a real calamity.

At no time should tin cans be rolling to the cannery centers as right now. It is true that acreage shrinkage is already menacing and late planting a serious drawback, making the whole packing outlook dubious and the farmers more disgusted and more exacting than ever. At the best, the cost of raw material and of cannery labor is going to be enormously high. Even now the trade are suffering from such high levels that the consumer has rebelled. Yet high-

er levels seem likely. If now the farmer suffers short crops and the canners lose even such as is harvested for lack of cans, a big setback in the canning industry will be experienced at the very time when the progressive campaign of inspection and publicity is beginning to take hold.

But the plain fact is that transportation demoralization has called a halt of the whole industry. The can companies for weeks past have been unable to run at even 50 per cent. capacity and now can neither get the tin plate, the labor nor the cars for shipping cans to the packer. No one likes to be a "bull" on food products nowadays, but it is hard to avoid it with the outlook as it stands to-day.

LIKE DRUNKEN SAILORS.

The underwriting results of the fire and marine insurance companies during 1919, as shown in the statistics compiled by the Connecticut Insurance Department from sworn statements furnished by the officers of the various companies were eminently satisfactory to the companies. The total earned premiums, fire and marine, of the 178 companies reporting to that State were \$539,044,964, an increase of \$61,912,983 over the figures of 1918. The incurred losses of these companies amounted to \$250,628,470, a decrease of \$6,741,124 from the previous year. Thus the loss ratio for 1919 was 46.49 per cent., as compared with 53.94 per cent. in 1918. The underwriting expenses incurred by all the companies amounted to \$241,046,397, or 44.72 per cent. of the earned premiums. Thus the combined losses and expenses incurred equaled 91.21 per cent., resulting in an underwriting gain in surplus of \$47,698,576, which is 8.79 per cent. of the earned premiums.

Summarized, every hundred dollars paid for insurance was used as follows:

Losses paid, \$46.49.

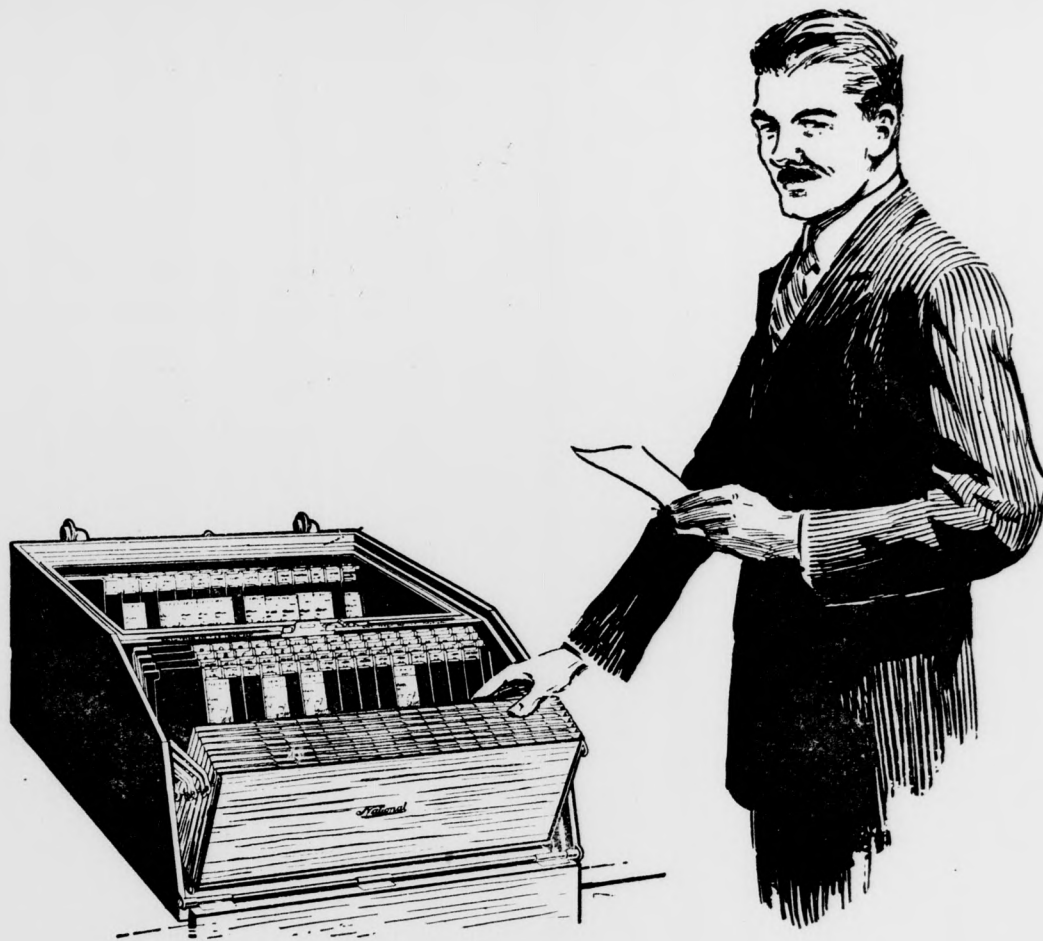
Expenses, \$44.72.

Profits, \$8.79.

The Tradesman has always maintained that any business which absorbs \$44.72 out of every \$100 handled for expenses is based on a wrong conception and must ultimately be supplanted by a system which avoids such wasteful and prodigal expenditures.

THE LABOR SHORTAGE.

While it is safe to say that the United States is now short 2,500,000 workers because of the falling off in immigration, other factors make the shortage much worse than would appear from a mere perusal of immigration statistics. Nearly 10,000,000 men have had their hours of labor reduced 20 per cent., from ten to eight hours per day, equivalent to a loss of 2,000,000 men. The services of 5,000,000 others are estimated to be engaged in businesses which either did not exist ten years ago or were then in their infancy, such as the automobile and truck industry and the factory workers, chauffeurs, garage workers, etc., who are employed by it.



The common-sense way of handling credit accounts

MERCHANTS in 182 different lines of business are using the N. C. R. Credit File.

These merchants have found that the file gives them the common-sense way of handling credit accounts.

It is a one-writing system. It eliminates book posting of accounts.

It keeps each day's credit business separate.

It prevents forgetting to charge goods sold on account.

It prevents neglecting to credit money paid on account.

It gives each charge customer a statement of account on every purchase.

It protects every credit record until it is paid in full.

It saves time, work, and worry. It stops leaks and saves profits.

Investigate this common-sense way of handling credit accounts

////////////////////////////////////// FILL OUT THIS COUPON AND MAIL TODAY //

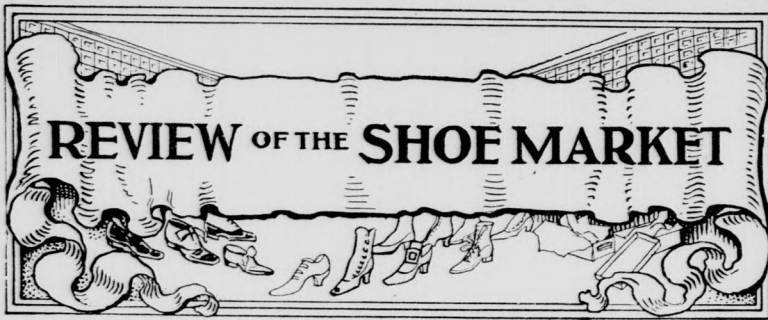
Dept. 25, The National Cash Register Company, Dayton, Ohio:

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name _____

Business _____

Address _____



Washington Rules on "Gym" Shoes.

Philadelphia, May 18—The official N. S. R. A. Bulletin for May has been mailed to the entire membership. Secretary-Commissioner T. C. Mirkil advises that because of labor troubles, print paper and other contributory conditions, it was impossible for the April Bulletin to be issued. Headquarters has abandoned—at least until the situation is somewhat better—the larger magazine makeup, but the members are promised a return to the larger Bulletin as soon as this is practicable.

In order that members may keep abreast of headquarter's activities, the N. S. R. A. will issue a special weekly letter to firm members only. The advantage of such a letter as a means of keeping all in close touch with the more important current events of national interest is apparent. It is also hoped to bring the members to closer relationship with their national headquarters and show them that the N. S. R. A. is on the job to safeguard their interests.

Recently the newspapers of the country gave much publicity to a sensational story of a Senator's experience in a Washington shoe store where he was "charged \$20 for a pair of shoes" which he found on investigation "cost the retailer \$8."

Headquarters immediately got busy to ferret out the truth of the article and now has the reporter's statement that the figures—\$20 and \$8—were guessed at, and that prices were not mentioned.

One more pernicious news-story nailed in the head.

Numerous inquiries have been received from both manufacturers and retailers of "gym" shoes in an endeavor to learn whether that class of "gym" shoes which are sold primarily and often exclusively, for use in schools, gymnasium classes, and where physical culture is a compulsory course or a regular study, are taxable as sport shoes.

A decision was requested from the Commissioner of Internal Revenue, Washington, D. C., and sample shoes were forwarded in order that he might be cognizant of the class of shoes being considered.

The following ruling, stating that "gym" shoes are not taxable unless sold in excess of \$10 per pair, has come to headquarters:

"In reply to your letter of March 31, 1920, you are advised that this office holds if the shoes submitted by you, and referred to in your letters as "gym shoes," are advertised and sold by the manufacturers thereof as primarily adaptable for gymnasium purposes and not for use in a game or sport, they are not taxable under section 900 of the Revenue Acts of 1918 on the manufacturers' selling price, but are taxable when sold by or for a dealer or his estate for consumption or use at 10 per cent. of the amount for which they are sold as in excess of \$10 per pair, under section 904 thereof."

No Help From Senator Townsend on Mc Nary Bill.

Washington, May 17—With the receipt of your recent telegram came many others from Michigan worded in almost the same language. I am, therefore, answering all with the same letter. I notice you protest against

the McNary bill, which proposes to mark the cost and selling price of shoes so that the retail purchaser may know what profit is enjoyed by the dealer.

Now, I can quite readily understand why it will be impossible to put cost and selling price on many articles of commerce but I say to you frankly that if I knew how to do it, I should not hesitate to enact it into law. I believe that there has been altogether too much profit made during the last three or four years and that the evils of that fact are to be experienced even more greatly in the future than they have been in the past. I can see no reason why a business man dealing in the necessities of life should not be willing to allow the purchaser of his wares to know what he paid for the same.

Ordinarily I would not have favored such a proposition as this but when I think of what has been done in the way of profiteering I am willing to try the McNary experiment if it is demonstrated to me that it can be done successfully. I am going to give this matter more careful study, however, if the bill is seriously pressed for passage.

Charles E. Townsend.

Opinion of Two Leading Belding Merchants.

E. C. Lloyd, dry goods: "The Michigan Tradesman is the best paper that comes to my desk. I like it very much. I do not have as much time to read it as I wish I had, but I take it home and my wife and the family reads it and enjoy it very much."

E. E. Hudson, grocer: "Tradesman is all right. Very useful. It is a great help to any one who handles merchandise. Of course, I'll renew."

During more than a quarter of a century after the Civil War, the question of payments to the veterans, including service pensions, was a constant topic of legislative interest. They were at times made a football of party politics, and carried to unwarrantable lengths. But the demand for largely increased appropriations for the purpose was invariably pressed during years of an overflowing surplus revenue. It was never urged, even in political conventions, when the Treasury was laboring under a heavy deficit. It will hardly be supposed that Congress is now about to discard the ordinary financial common sense which governed it on such occasions.

You can't harvest success unless you first labor earnestly in the field of opportunity.

All Indications Point to a Big Ked Year

Prevailing high prices of leather footwear is one of the features that will help make this a big year for Keds.

Look over your stock and see that it is equal to the demand that is bound to come. Order while our stock is in fairly good condition.

It is going to be impossible for us to replenish our stock this year. The big sellers won't last long. So we recommend early buying to keep your own stock in the best of shape.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

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.

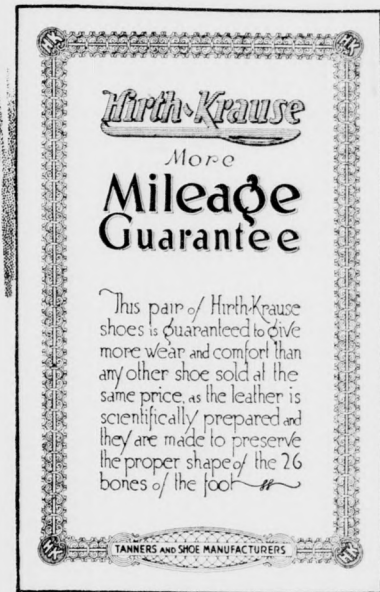
HOOD RUBBER PRODUCTS CO., Inc.
GRAND RAPIDS, MICHIGAN

BETTER BUSINESS

HIRTH KRAUSE Shoes mean better business to shoe dealers. During the past, when quality shoes have been difficult to obtain, HIRTH KRAUSE have been able to supply the demand made upon them by their dealers. As manufacturers we are better able to control the quality of our product and know as only a manufacturer can the condition in the shoe market.

Do not hold up your important, profitable sales for this season. Keep your lines complete by buying often from us.

Make a connection today, for better bigger business with HIRTH KRAUSE quality shoes.



A great advertising campaign is making HIRTH KRAUSE shoes the state's biggest seller. Newspapers in every town and popular state and farm journals are carrying the message of "anatomically correct" footwear that gives "more miles per dollar, more smiles per mile" to the consumer. Let us show you how to get in on this publicity and help make popularity for you. The advertising is running now and dealers everywhere are making great sales and growing daily more enthusiastic.



3549

WOMEN'S GIBSON TIES

- 3549—Wos Dull Kid 2 Eye Gibson Pl Toe SSMS lmt Turn Full Breasted 2 In. Cov Louis Heel\$5.90

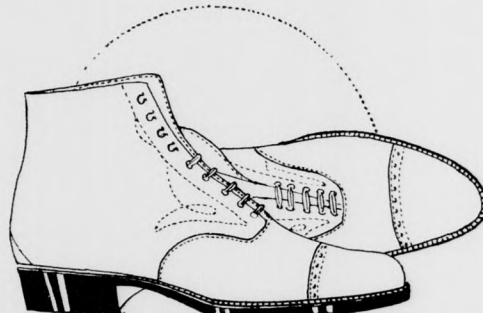
WOMEN'S OXFORD WELTS

- 3550—Wos Blk Kid 5 Eye Ox Welt lmt Tip Milt Heel, 3-8 A B C D\$7.00
- 3551—Wos Brown Kid 5 eye Ex Welt lmt Tip Milt Heel, 3-8 A B C D\$7.25
- 3552—Wos Russia Calf Ox Welt lmt Tip Milt Heel, 3-8 A B C\$7.40



3577

- 3577—Pat 1 Eye Tie Pump Thin Edge Welt 13-8 Milt Heel, 3-8 A B C D\$7.50
- 3571—Pat 1 Eye Tie Turn Thin Edge Welt Louis Heel, A B C D\$7.50
- 3576—Matt Kid 1 Eye Pump Thin Edge Welt Lea Louis Heel Pl Toe 3-8 A B C D\$7.60
- 3595—Two Eyelet Blk Kid Gibson Tie Milt Heel Welt AA-D\$7.00
- 35510—Choc Kid 2 Eyelet Gibson Welt Milt Heel A-D\$7.25



MEN'S OXFORDS

- 540—Vici Kid 5-eyelet Ox Freak Last Flex Welt, 6-10 E\$7.50
- 544—Mens Tan Ox W.ng Tip Welt, 6-10 D\$7.00
- 557—Mens Tan Calf Ox Eng Last Flat Toe Whole Qtr Stag Vp Pattern Goodyear Welt C D, 6-10\$7.75
- 562—Gun Eng Ox Tip S S Welt, 6-10 D\$7.25
- 563—Gun Calf Eng Ox Strut Last Whole Qtr S S Welt, 6-10 D\$8.65
- 570—Mahog Side Ox Tip S S Welt, 6-10 D\$6.50
- 571—Mahog Side Bluch Ox Tip S S Welt, 6-10 D\$6.50
- 595—Mens Blk Genuine Kang Bluch Ox Panama Last Arch Grip Rubber Heel, 6-10 C D\$10.75
- 596—Mens Choc Kid Bluch Panama Last Ox Tip Goodyear Welt Arch Grip Rubber Heel, 6-10 C D\$11.50



3578

- 3578—Cocoa Calf 5 Eye Ox Thin Face Welt Wing Tip 13-8 Milt Heel, 3-8 A\$8.50
- 3598—Women's Tan Broque Ox, Milt Heel Welt Wing Tip A-D\$7.50



3553

- 3553—Wos Blk Vici Kid Lace Ox Welt Pl Toe Louis Heel, 3-8 A B C D\$7.00
- 3554—Wos Brown Kid 5 Eye Ox Welt Pl Toe Louis Heel, 3-8 A B C D\$7.25
- 3559—Wos Blk Vici 5 Eye Goodyear Welt lmt Tip Milt Heel, 3-8 A B C D\$6.90
- 3560—Wos Blk Vici 5 Eye Ox Goodyear Welt Pl Toe 2 Inch Leo Louis Heel\$6.90
- 3561—Wos Tan Calf 5 Eye Ox Goodyear Welt lmt Tip Milt Heel, 3-8 A B C D\$7.00
- 3563—Wos Blk Cf 5 Eye Ox Goodyear Welt lmt Tip Milt Heel, 3-8 A B C D\$5.60
- 3564—Wos Blk Cf 5 Eye Ox Welt Pl Toe Louis Heel, 3-8 A B C D\$5.60
- 5566—Wos Blk Buck Ox Welt lmt Tip Lea Louis Heel, 3-8 A B C D\$7.50
- 3591—Wos Pat Chrome Pump 1 Eye Tie Celluloid Cov. Louis Heel, 3-8 A B C D\$7.25
- 3592—Matt Kid Pump 1 Eye Tie Celluloid Covered Heel, 3-8 A B C D\$7.25

Anatomically
Correct
Footwear

Hirth-Krause
Shoemakers for three Generations
Shoes

TANNERS AND SHOE MANUFACTURERS
GRAND RAPIDS, MICH.

More Miles
Per Dollar
More Smiles
Per Mile



Co-operation With Farmer Needed To Steady Nation's Business.

"Co-operation with the farmer needed to steady the nation's business"—of course, co-operation is needed. Could anything be clearer? This splendid body of Americans, producers of the things we must have in order to live, form such a large part of the rank and file of our people, their function enters so importantly into the nation's processes of production, their judgment plays such a large part in the formation of national policy, that merely to direct attention to these things is sufficient to convince any reasonable person of the importance of co-operating with them.

We may safely assume general acceptance of the fact, therefore, and talk about other things bearing on this thought of co-operation, which are not nearly so well established or so generally understood. Co-operation of any kind, to be effective, must be based upon at least two things—a willingness to get together and a condition of things which makes it possible for the different elements to get together to their mutual benefit or to the benefit of something in which they may be mutually interested. Oil and water will not mix, and the different elements in our population will not come together in any proper combination until they have been brought to the point of realizing that they are able to get together, that they can afford to get together and finally that they should get together.

This brings us to the question of citizenship. Americans in the past have been prone to talk altogether too much about the classes within our boundaries, capital and labor, the farmer, the business man, the clerk, the educator, the man in government and all the other elements of our population. What we should talk about is Americans—not classes but one great people.

There are countries in which the distinction between the classes is fixed and definite. In America it is our boast that such distinctions are neither definite nor fixed. The environments in which the individual works and lives change so frequently and so rapidly that the question of class identification has become exceedingly indistinct. What an interesting task, for instance, to classify the man who owns a farm and operates it, whose children have university educations and possibly travel abroad, and who drives to a meeting of the bank board of directors, of which he is a member, in a Pierce Arrow or a Packard car! Yet this type of farmer, and many other types still more complex as regards functions, are found in all parts of this country, and are real farmers, too.

When we talk, therefore, of co-operation with farmers, or with educators, or with any other of our numerous classes, we are covering less than the entire case. The big thing is co-operation between Americans of all our various groups, and such development of the spirit of Americanism that a mutually beneficial coming together will be the logical and easy and natural thing instead of the unusual and difficult thing.

Citizenship, citizen-building—that should be the regular job of every American who knows his nation's needs and his own responsibilities.

America's position in the world is so conspicuous in these times and the world is demanding so much of us that unless we keep our house in order we are sure to fall far short of our own obligations and, incidentally, short of the world's expectations. America, strong, sound, resourceful, well regulated, will mean much in a world in which the obligations of leadership have been placed upon us. America divided against itself, with one element of power neutralizing another; America uncoordinated, not steadfast to its ideals of citizenship, would present a disappointing spectacle in the face of an unmistakable world duty.

No nation may hope to remain permanently above the level of its men and women. The effective working point will be well above the lowest level of citizenship, but also much below the highest. In this, as in most relations, the general average is the foundation to be built upon if building is to proceed safely. Accidents of fortune, favorable or unfavorable; strokes of luck, good or bad, operate only to temporary advantage or disadvantage. Final results will be measured by the power to recover an advantage lost, and then to carry on.

And this means all our men and women—the "hundred million," if you please, and as many more as may be added through choice or accident or fortune, good or evil. Now is not the time to discuss the question of why they came, or what they left behind, or what they expected to find upon arrival, or what has been their experience since coming, or the right or the wrong of it. There is no room in this situation for any "holier than thou" sentiment. The only fact with which we have to deal is that they are here and are a part of us. Any conception of citizenship, to be efficient, must include the unfledged and the partly fledged as well as the full-fledged citizen elements in our total population.

This thought should appeal with particular force to the farmers of

FACTS you should KNOW

There are certain definite facts you should know about the manner in which your Executor will proceed to settle your estate when the time comes.

The GRAND RAPIDS TRUST COMPANY will be pleased to furnish you with these facts, such as the steps that will be taken to safeguard and handle your property; how the securities and papers belonging to your estate will be protected; the care and courteous attention your heirs will receive; the cost of the service; and any other information you may desire.

It will cost you nothing to satisfy yourself regarding these important details.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN BOTH PHONES 4391

Send for booklet on Descent and Distribution of Property and blank form of Will.

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

Make This Your Bank



Established 1853

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

WANT TO DO IT

in a way which will meet with your unqualified approval

- CLAY H. HOLLISTER
President
- CARROLL F. SWEET
Vice-President
- GEORGE F. MACKENZIE
V.-Pres. and Cashier

America. Perhaps more than any other group of Americans, they witness the process of making real citizens out of raw material. To them, the "melting pot" is something more than a figure of speech. A very large portion of the work upon which agricultural success must be built is performed by men who are learning the lesson of American citizenship. How well and how quickly this lesson can be learned under "open skies and in wide places" is shown in the splendid American farming centers scattered throughout the land in which only a few years ago few who could speak the English language were to be found and fewer still who had any clear conception of the possibilities of this land to which they had come.

This problem of citizen-building, particularly as we find it in the larger centers of population, is a serious and difficult one. What other among all our national problems is more important? Foreign trade, foreign finance, industrial and financial methods and systems, are all-important, but every one of them depends for its success and safety upon plain individual power to do things—the power to give expression to intentions, and ideals, to meet the unexpected with assurance. And this means good citizenship—a total population in which intelligence, understanding and appreciation of American institutions will hold a sufficient preponderance over ignorance and indifference to insure safety for our national institutions.

It should not be difficult for Americans, the most intensely practical people on earth, to take up this question of better citizenship in a purely practical spirit. Just to get the thing started in the right direction, let us assume that every citizen, active and potential, good and bad, represents an investment by the nation. The nation under this theory, puts everything it possesses—traditions, power, wealth, accomplishment, government and all the privileges that go with such a government—into a common fund to be drawn upon by each member of our population regardless of his personal contribution to this common fund.

We might even assume that this is what was meant by the fathers of our nation when they declared that "men are created free and equal." They had in mind not equality in merit or in actual condition, but rather in the opportunity to acquire merit and to improve conditions. But here equality ends. Upon this national fund not all men will draw equally, nor will all men make equal contribution to it. The helpless infant and the sick man will contribute less and demand more than will the adult in full possession of his powers.

But the infant will grow to manhood and the sick man return to health. The illiterate who comes to these shores, perhaps to escape oppression, in time and under proper influences draws upon this national fund fully and becomes the honest, patriotic productive American. In the effective life of the nation he plays a large and important part. Has not his Americanism furnished many of the splendid object lessons of the war? When he and his sons followed the flag to the battlefields of Europe and back again to America, carrying such a large share of the nation's marks of distinction for conspicuous Americanism, they furnished a lesson in the worthwhileness of virile citizenship which we should not soon forget.

It would be impossible to exaggerate the importance of this citizenship obligation of ours? Expressed in the colloquial, it is "up to us," up to each one of us. If organizations of men within our boundaries are to be permitted to defy the spirit of our institutions, the fault will be ours. If educational institutions are to spread the seeds of Communism broadcast among our youth, the blame for the logical consequences will be upon us. We hear much about the Monroe Doctrine as applied to a hemisphere—how about a Monroe Doctrine which can

be applied to a neighborhood? We refuse to tolerate alien domination of our hemisphere—how about the centers of foreign influence which are alien to America in almost every imaginable sense, to be found in all parts of our country, principally in the great cities?

The war has taught us something of the dangers which may come through foreign language publications. What provision has been made to insure the expression of an American instead of a European spirit in these publications? If we are to admit the necessity for foreign language publications at all, should we not see to it that they express American rather than anti-American sentiments? How many of us in daily contact with foreign language publications make any effort to learn what sentiments they really express?

How about our educational institutions, their faculties, the men and women, who to such a large extent direct the thought of young America? Are we seeing to it that the practical elements of American citizenship are being properly stressed in courses of instruction? What efforts are being made by Chambers of Commerce and Boards of Trade and other business organizations to insure for the spirit of business, practical business, proper representation among the things our young Americans are being taught? Does each local Chamber and Board realize that it has a particular local problem of its own to solve in this connection?

In different countries of Europe the school occupies an almost controlling part in the preparation of the youth

of the country for citizenship and for business. In Denmark there is a type of high school established years ago by Bishop Gruntvig, in which are taught only the things which make for better citizenship. National history, national folk-lore, patriotic songs, the heroic accomplishments of the past, the handicrafts and domestic arts, music—all of these are taught to the young, and sometimes to grown people, by men and women selected primarily because of their character and with a view to bringing the youthful mind in intimate contact with the highest types of Danish citizenship.

But Denmark is a more highly in-

An Important Extension

Corporations now have until May 15, 1920, to file FINAL TAX RETURNS.

Those unable to assemble complete data on the TENTATIVE RETURN, already filed, should improve this chance. Anything overlooked may be supplied.

The professional accountant who has had diversified experience in TAX MATTERS, is best able to straighten out these problems. He brings to their solution the benefit of comparison. His work is analytical.

He does it with the minimum expenditure of time. It is economical, as well as advisable, to have a specially trained accountant go over your figures. He will honor your confidence.

Our Public Accounting and Federal Tax Department is strongly organized to help the Business Executive in the solution of his TAX and ACCOUNTING problems.

Let us serve you.

The Michigan Trust Company

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

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

Resources

11 1/2 Million Dollars

3 1/2 Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings

Assets \$3,572,588



Insurance in Force \$66,109,220

MERCHANTS LIFE INSURANCE COMPANY

WILLIAM A. WATTS, President

CLAUDE HAMILTON, Vice Pres.

RELL S. WILSON, Secretary

JOHN A. MCKELLAR, Vice Pres.

CLAY H. HOLLISTER, Treasurer

RANSOM E. OLDS, Chairman of Board

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

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits
Compounded Semi-Annually

3 1/2

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

stitutionalized country than America. We are essentially individualistic, and the national duty which over yonder is performed by an institution created or developed for that purpose, in this country frequently must be performed by the average citizen, by the man in the street, by the farmer who has charge of a few farm-hands, by the country storekeeper in his talks with his customers. Lawyers, doctors, manufacturers, bankers—all Americans belong and can represent effective value in this citizen-building process if only they realize their place in the national situation.

After all, could we have a safer guide toward citizenship than the Constitution? The woods nowadays are full of those who suggest all sorts of expedients to serve the purposes which we know can be served only by adherence to the fundamentals of that Constitution. At least fifty-seven varieties of radicalism have been served up to our people in one form or another. Some of them are not so popular as formerly because the danger attaching to them has been made so clear.

Danger does not come from criminal radicals alone. We have men in political positions who indulge in theories which if carried to their logical conclusion would result in destruction of the constitutional rights which we should value so highly. They do it with comparative impunity, too. We also have the occasional college or university teacher who preaches doctrines which aim directly at the overturning of constitutional government. Frequently we meet at dinner or elsewhere the short-haired lady, who under the privilege of "uplift," says things, which are plain treason. And instead of giving her the classification she deserves, we find her merely "amusing." Or if we refuse to find her amusing, how many of us are qualified to meet her arguments off-hand? Again we find that we are not taking serious things seriously. She knows her story, such as it is. Do we know ours? Are we as effective exponents of our doctrines as she is of hers?

These things are dangerous and should be treated as dangerous things. It is all very well to say "give them rope enough and they will hang themselves." But the war and happenings since the war have shown the fallacy of any such theory as this. If all these dangerous folk could be shipped back to the lands they come from the case would be simple. But this is impossible with more than a very few of them. The others, the more cautious ones, are likely to remain with us. The only way we can meet them is to assume the personal responsibilities of our citizenship, and pass along to these unassimilated ones enough of the spirit of Americanism to convince them that their interests and obligations also are in the direction of sound government and institutional safety.

The task should not be difficult if we, as individuals, take it up in a sufficiently personal way. After all, the radical leadership in this country is numerically small when compared with either our total population or the portions of that population which may be influenced by false leadership. The danger and the difficulty is that these radical leaders in their efforts to destroy and lead astray are in deadlier earnest than are the conservative and consistent citizens of the country who try to build up and lead safely. The average striker who destroys property or possibly life, is not necessarily a bad citizen or a dangerous member of society. In the great majority of cases he is simply a man who is being led astray, a man who, through the efforts of some enemy of society, has learned only one side of the case in which he is an actor.

If, then, this question is to be one of leadership, why should not every decent citizen become a leader? If the blind are to lead the blind, when will our people see the light? Have not the lessons of recent times been

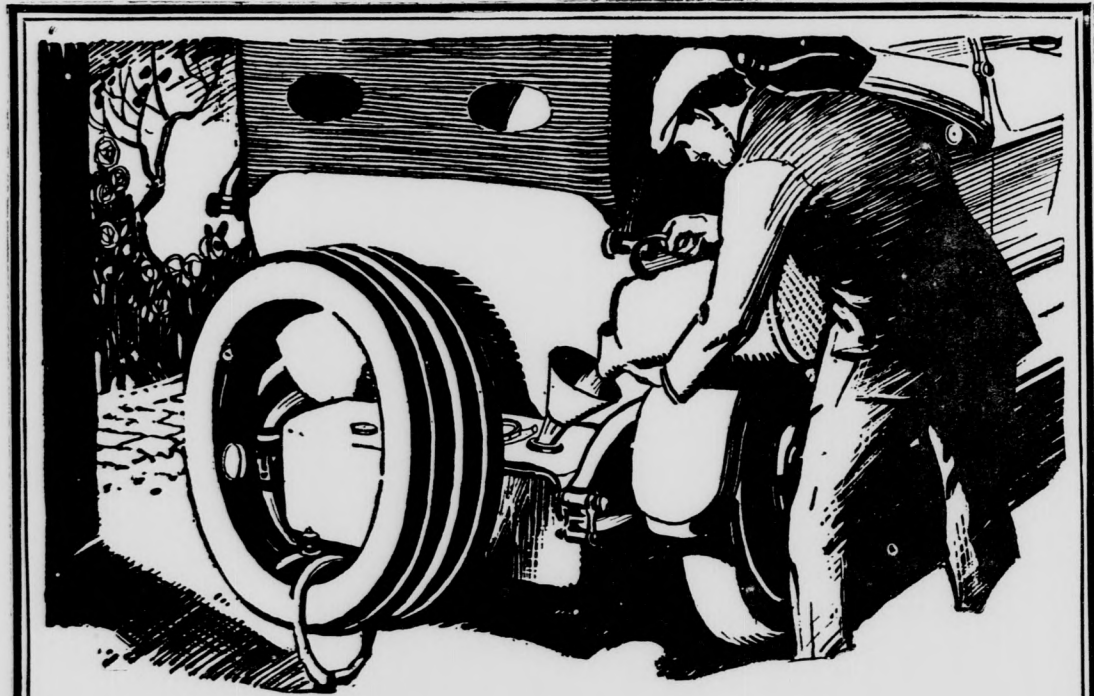
striking enough to show us the danger of shirking personal responsibility in national things? Are we to slip back to the old condition in which the average citizen voted once in a while, paid his taxes, attended the Fourth of July celebrations, and felt that he was fulfilling his entire obligation as an American? The Declaration of Independence and the Constitution contemplated no such situation as this.

It would seem proper, before closing this discussion, to say something about the part which the publishers of agricultural papers can play in the citizen-building campaign which is so clearly up to our people. Has the farmer been put in touch with the real facts of the case? Does he recognize his position in the national picture? Does he realize that class domination and class privileges are things which should be repugnant even to his sense of self-interest? He is a producer of raw material and a consumer of manufacturer products. Has he considered this fact in its relation to movements which are current in the industrial and commercial life of the nation? Has he tried to determine, or been properly aided in determining, what should be his affiliations? What should be his attitude upon great national questions?

Does the American farmer know

An Attractive Purchase

For sale—a small amount of an 8% CUMULATIVE PREFERRED STOCK of a growing Corporation doing a large business in this State. This stock participates with the common up to 20% of the Company's earnings and this amount has been earned and paid yearly since its organization. Details on request. Address "8%" c-o Tradesman.



"More Power"

You know what happens when a car runs dry for lack of gasoline—it is just naturally out of business.

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

In other words you can't run a car without gasoline. A telephone company, or any other company is in exactly the same fix; it can't run unless it gets enough financial "power" to keep the employees working "on all cylinders," and to insure proper operating conditions.

You also know that it takes more "power" today to keep a business going than it ever did before. Workers must be paid more if they are to meet the increased cost of living; also everything that goes into the building and repairing of property has gone up in price.

So long as you furnish the necessary "power" we will see to it that the telephone keeps running.

MICHIGAN STATE



TELEPHONE COMPANY

that logically he is the natural enemy of disturbances of any kind which tend to interfere with the normal currents of business? Does he see that if the wheels stop going around it is his raw product which will suffer because unable to reach the factory and the consumer? It is his wheat and corn which will clog freight terminals and side tracks; his fruit and potatoes which will rot in cars and warehouses. Does he realize that when these labor disturbances threaten, the case is largely up to him, and that in the restoration of normal conditions he has a very definite responsibility?

Down in New Zealand an agricultural country, practically the entire business of the nation was tied up by a shipping strike in a leading port some years ago. The strikers were in full control, the authorities were powerless, the case seemed hopeless. Then the farmers, the people primarily interested, took the case in hand. In a perfectly orderly manner several thousand of them mounted their horses, rode into town, armed, not with guns, but with good, healthy-looking clubs and quietly asserted themselves. Can there be any doubt as to what happened? Can there ever be doubt as to what will happen when in times of disturbance the people honestly, intelligently and determinedly do their simple duty?

The New Zealand case was not one of mob violence so far as these farmers were concerned. They acted not against law and order but in defense of it and to protect national interests at a time when no other power seemed equal to the task. In a country like ours such a demonstration might take on quite a different color and become reprehensible in the extreme. But the New Zealand case is worth consideration as showing the importance in times of emergency of the men who are responsible for the agricultural life of a country.

There are those who would find a cure for our ills in a great spiritual

revival which will make men see more clearly the right and the wrong of business and social and civic plans and theories and contentions. Whether such a revival will come and when are things beyond the scope of today's vision. But even though such a wonderful source of help may not be available, we at least can face our national problems in a plain, everyday, personal business spirit. The average of our citizenship must be improved. Men, all men, must be brought at least to respect law and order. There is no "just as good" for the Constitution of the United States or the Declaration of Independence, or the rule of the majority or the great principles which not we alone but intelligent men of all nations recognize as essentially American. This is the plain duty of American citizenship. Are we ready to assume it?

Lewis E. Pierson.

Things That Will Void Your Insurance.

1. If your interest in the property is less than sole and unconditional, and the policy does not show what that interest is.
2. If during the life of your policy there be any change in the title to the property insured other than by the death of the assured, without notice of such change being endorsed on the policy.
3. If you have other insurance without notice of the amount being endorsed on your policy.
4. If your building becomes vacant or unoccupied without notice endorsed on your policy.
5. If you are a manufacturer and operate your factory after 10 o'clock P. M. without a permit endorsed on your policy.

6. If your building is on ground not owned by you, without notice of such fact endorsed on your policy. (This does not apply to those policies covering only personal property.)

7. If you assign your policy before a loss as collateral security or otherwise without explaining the transaction and getting the company's consent in writing.

8. If you generate illuminating gas on or adjacent to your premises.

9. If you (or your tenant without your knowledge) keep or store gasoline, benzine or explosives of any kind on the premises without permission of the company endorsed on the policy.

10. Most policies permit mechanics to make repairs to the premises for

not exceeding 15 days at any one time. Be careful this time is not exceeded without permit.

11. The company exempts itself from any loss caused by your failure to use all reasonable means to save and protect the property both at and after the fire, or when endangered by fire in neighboring premises.

Many ignorant people imagine that when the fire occurs, nothing must be done until the insurance company's agent or adjuster orders it done. Just remember neither the fire nor the insurance policy creates any change in the title to your property. On the contrary, the policy expressly tells you to protect it and makes you bear any loss for failure or refusal to do so.

STRENGTH More than 2,000 property owners co-operate through the Michigan Shoe Dealers Mutual Fire Ins. Co. to combat the fire waste. To date they have received over \$60,000 in losses paid, and even larger amounts in dividends and savings, while the Company has resources even larger. Associated with the Michigan Shoe Dealers are 10 other Stock Companies.

MICHIGAN SHOE DEALERS MUTUAL FIRE INSURANCE COMPANY

Main Office: **FREMONT, MICHIGAN**

ALBERT MURRAY, Pres.

GEORGE BODE, Sec'y

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. SENE, Secretary.

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
F R E M O N T ,**

**A. T. MONSON, Secretary
M I C H I G A N**



Teach Children to do Their Own Thinking.

Written for the Tradesman.

A little boy in my hearing some years ago asked his father how glass was made. I happened to know that the father knew a good deal about industries of all sorts and I fully expected to be an incidental beneficiary of an illuminating explanation. Not at all.

"Why do you ask me?" the father said.

"I thought you'd know."

"I'm not a glass maker, and I never made any."

The little boy's eyes involuntarily wandered toward the bookcase; he anticipated what his father was going to say. I guessed and guessed rightly, that this was not the first occasion of a conversation of this sort.

"You see, my boy," the father continued; "I might think I knew about the making of glass, and give you some very wrong information. Even then I would tell you the best I knew how, if it weren't that a person who knows how glass is made is right here in this house, patiently waiting for you to ask him about it."

"How interesting!" I caught myself saying aloud. "I never met a glass-maker. Is this man going to be here long enough to tell me, too?"

"Oh, no," the boy said, somewhat scornfully. "You don't understand what Daddy means. It isn't a man, it's a book—the encyclopedia, over there on the bottom shelf. He always sends me to it. I just about knew he would."

"You're a very lucky boy," the father said. "There's many a boy who wants to know about things, just as you do, but there aren't any books that he can get at, waiting to answer his questions."

"Don't you ever answer the boy's questions yourself?" I asked of this father, after his boy was out of hearing.

"Oh, yes. I always answer them, and take the utmost pains about it, if they are questions that he cannot easily answer for himself. He knows that. But what I am after is to train him to go to the authoritative sources for the information that he wants. I keep trying to make him see that the best, the finest, the wisest men and women in the world, of this age and previous ages, are waiting on the library shelves to give him the best they have, and that he would be both foolish and ungrateful if he did not let them talk to him.

"I am trying to do another thing. I want him to realize that no matter how many years he may spend in college, no matter how many books he

may read, no matter how wise he may get to be as compared with other men, the amount of knowledge that he will have, compared with the amount that there is to know, is infinitesimal, pitiful.

"Therefore, I tell him, it is quite impossible for him to get to that state of education in which he will not always be asking questions, seeking information about facts and processes and people. And the wise man is not so much he who knows the greatest number of things, but he who knows how to find out with the least trouble and the greatest accuracy what he wants to know. Therefore, I am training him now to look up all these things for himself.

"I have a large encyclopaedia, but as I do not expect my children to get without assistance the information from that, I got for this very purpose a comparatively small one, and almost always they are able to get a clear answer to their questions."

"Suppose they can't understand what they read there?"

"They have only to tell me so and I will spare no pains to help them understand. Not only that, I often try to elaborate what they find, drawing their attention to other books from which they can get still further information. In this particular case I would take the boy where glass is made if there were any place available."

"How about spelling?" I asked.

"Exactly the same. They used to come and ask me how to spell this, that or the other word, but they seldom do it now—unless for some reason the dictionary is not accessible I tell them that I often misspell myself, and that they must not depend upon me or anybody else, but must go to the book in which the correct spelling is kept for their particular use."

"It would be easier to tell them," I remarked.

"Exactly, and that is why, I suppose, so many parents do it. But I want them to get acquainted with the authoritative sources of information. Thus early I am trying to get them over their fear of books of reference. And there is the more important, underlying matter of getting them to do things of this sort for themselves. Their mother and I have introduced them not only to the dictionary and the encyclopedia but to the historical atlas, the dictionary of phrase and fable, the geographical gazetteer, encyclopaedias of biography, and so on. They use them, too. And we find that they naturally turn from these books to the individual volumes in which subjects are further developed, with

illustrations that help them to understand more completely."

I will testify further that during my visit with this family I was constantly impressed by the extent of the general information and the scope of the general intelligence exhibited by the children. But I suspect they did not get it all out of books of reference. The manner in which that father and mother dealt with this particular thing was only one indication of a thoughtful, intelligent, purposeful attitude about their children which was reflected in everything they did with regard to them. Prudence Bradish.

(Copyrighted 1920.)

Save the Spruce and Balsam Trees.

Cheboygan, May 18—With this I am sending you a clipping from the Cheboygan Democrat. I wish to call your attention to a resolution passed at a meeting of the Cheboygan Farm Bureau and signed by those present. It calls attention to a great and evil practice of cutting down small spruce and balsam for Christmas trees. The amount of trees annually destroyed must be in the millions.

We hear a great deal about reforestation, but I am sure that the number of trees destroyed would exceed those planted by 100 or more to one. Not only that, but the trees now growing are in their natural soil and surroundings and may be expected to show far greater growth. A small spruce five to seven feet high will become in thirty or forty years a merchantable tree, fit for telephone poles or pulp wood or even lumber. I calculate that a spruce tree, healthy and in proper location is worth at least one dollar if from five to seven feet high. One can readily figure the immense annual loss in dollars to the State. Last December there were over 200,000 of these trees dumped into Lake Michigan for which there was no demand in the city of Chicago alone.

The spruce and balsam are the only trees left worth mentioning and if nothing is done to prevent it they, too, will vanish like the pine and other forest trees.

I do not wish to inflict too long a letter on you, but one can readily see the immense importance of a move in this direction.

Government restrictions on newspaper were recently urged before a Senate investigating committee by Frank A. Munsey, of New York, publisher of five daily newspapers and three magazines. Mr. Munsey declared that if the ratio of consumption continued for the next 25 years at the rate it had in the last quarter century, there would be no pulp wood forests left in the world.

"I know that sounds like a broad statement, but it is true," he said.

The witness said that even now the

Nation must look forward to the time when daily newspapers will be selling for 5 and even 10 cents.

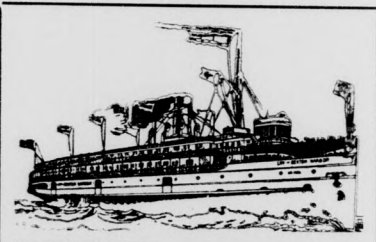
There should be a State wide crusade to prevent this useless destruction of the finest of our remaining trees. Through your paper you can exert a wide and salutary influence in favoring this proposition and bringing about a forest conservation so urgently demanded and conferring a great favor on the people now living in this State and for generations to come.

A. M. Gerow.

The Cigarette Hog Again.

Grand Rapids, May 18—In the days when tipping was more prevalent than at present the drinking man was considered an intolerable nuisance. When drunk the police was summoned to remove the nuisance to a place where he might recover and at the same time relieve decent humanity of his presence. Not so with the cigarette addict. He is permitted to roam at will, carrying his stinking person and boorish manners into circles of refinement and decency. If society is entitled to protection from the vile practices of the drunkards it is also entitled to protection from men whose habits make them stink like a tan yard, the unbearable odors which their habits generate. The writer smoked all grades of tobacco in various forms seventeen years and it was not until he realized that the habit was an unpardonable social offense that he stopped it. Many who have the habit declare that they cannot break it. Probably they have not tried to.

Arthur S. White.



GRAHAM & MORTON
Transportation Co.

CHICAGO

In connection with

Michigan Railroad

BOAT TRAIN 7 P. M.

Tuesdays, Thursdays
Sundays

Freight for CHICAGO ONLY

Grocers' Display Counters



No. 46

This glass front counter shows the goods. Goods well displayed are half sold. Are you interested? If so, let us give you full particulars and price.

DETROIT SHOW CASE CO., Detroit, Mich.

Packers' Decree

Does Not Affect

Armour Grain Company's

Cereal Business

The Armour Grain Company announces that it is in no way affected by this Decree, and is not only continuing the manufacture and sale of its cereal products but is constantly enlarging its business and increasing its production facilities.

Under the Packers' Decree, Armour & Company must, within two years, discontinue the jobbing and handling of cereal products. The Armour Grain Company, however, has already withdrawn the distribution of its products from Armour & Company in a very large territory, and turned same over to the Wholesale Grocers, and in the balance of the country is making the withdrawal from Armour & Company and entrusting its distribution to the Wholesale Grocers as rapidly as it can and as the patronage of the Wholesale Grocers can be secured.

Up to now about half the Wholesale Grocers of the entire country have stocked and are marketing our cereal line, and find it in good demand and attractive from a profit standpoint. The patronage of all Wholesale Grocers is solicited. Write us for our terms.

Retail trade will find that they can be supplied by jobbers in most territories, but at occasional spots there has been a little confusion in making the change in method of distribution and if retailers unable to find supplies will write us, we will advise them the names of jobbers in their vicinity from whom they can purchase.

THE ARMOUR GRAIN COMPANY

G. E. MARCY, President
CHICAGO

Collar Price Increases Attributed To the Retailer.

Collars, instead of being one of the chief targets of the profiteer hunters, could be sold to-day at \$1.60 a dozen wholesale if the demand for them had been kept within normal limits, according to an executive for one of the largest makers. Making allowance for the natural rise in the price of cotton when world trade once more became possible, he said that the haberdashers by ordering large quantities of collars against rumored advances were chiefly responsible for price increases on that article. A country-wide investigation will show, he added, that with the exception of the local stores, 80 per cent. of the retailers are overloaded with collar stocks. He placed the amount of this overstocking at from 20 to 50 per cent.

"A study of conditions among the collar manufacturers," he said, "will show that what profits they may have made are in some measure due to profit taking on raw materials, and not on the finished article. Our percentage of profit on the finished article has remained stationary, and the same can be said for our competitors. But it must be remembered that, while the percentage of profit has been the same, in dollars and cents it represents more, because the price of collars has advanced. On raw materials bought long ahead of when they would actually be needed, market values were placed when they were used. In silks, when the demand shot prices to unreasonable limits, we refused to try and get prices we knew the public could not pay.

"But to get back to the retailers' responsibility for making collar prices high. It would be natural to suppose that if collars doubled in price the demand for them would suffer, because, while collars are necessary, they are not actually indispensable, at least stiff collars bought at the store. But buyers disregarded this principle of economics and plunged more heavily with every advance. They took their eyes off the possibilities of selling collars, and only considered that collars bought at \$2.10 a dozen were now worth \$2.25; that collars they had in stock at \$2.25 were worth \$2.40. In other words, they seemed content to take a paper profit and forget that there was no profit unless there was a sale. The result of this plunging was to force our house and others into the cotton goods market, and, through our heavy bidding for the desired materials to shove up prices on ourselves. Is it any wonder that a runaway market developed in such goods as we needed?"

"Up to seven weeks ago, despite the high prices of collars and the certainty of a curtailed demand, we had orders calling for 20 per cent. more collars than our fullest production would take care of. In other words, though men were buying fewer collars because they were double in price, the orgy of retail buying was turning in a 20 per cent. higher demand than ever before. Is there anything remarkable, then, in the fact that the manufacturers' prices advanced and were firm at those advances?"

"From a careful observation of the

situation, we now find that 80 per cent. of the retail stores are overloaded with collars anywhere from 20 to 50 per cent. The outlook is for a cessation of retail buying until stocks become more nearly normal. This is the only hope for lower prices."

Retailer Should Provide for His Normal Requirements.

New York, May 17—The collapse of the "overall" movement in New York—or rather its failure to get properly under way—is not to be taken as evidence that the general public is indifferent to high prices.

It is true that the big cities have not shown as much interest in the "overall" movement as the smaller communities, but it would be a mistake to imagine that the metropolitan dweller has not been influenced by the propaganda against high prices even though it has not moved him to make a show of himself by donning denim.

Many individuals feel that it is unfair to vent their resentment against high prices upon a single industry when high prices are universal. Why try to hurt the clothing industry, when other industries contribute just as effectively to the high cost of living? Why boycott the clothier, and smile at the butcher, the grocer, the baker and the landlord?

Clothing is not the only item that swells the family budget, and the average individual is wise enough to realize that wearing overalls won't solve his problem.

Nevertheless high prices are now doing exactly what they might be expected to do—they are checking buying in every line. The consumer has at last discovered that one way to buy a \$4 article at \$2—for all practical purposes—is to make it last twice as long as it would under ordinary circumstances. Instead of buying one \$2 hat every three months, a man now buys a \$4 hat and makes it last six months!

That discovery is reflected in the overall movement, and abortive though that movement has proven in New York and other large cities, restricted buying is nevertheless making its influence felt. Those who are actively rebelling against high prices by wearing overalls and carrying their own lunches may be comparatively few, but the number of those who are passively rebelling against high prices by curtailing their buying is legion and increasing.

This tendency must be taken into consideration by the retailer in every line. Manufacturers cannot be expected to sell their products for less than cost, and retailers should not tolerate the suggestion that it is up to them to do so either. The cry against the profiteer is easily raised and finds a sympathetic audience wherever it is heard, but the honest retailer should not be intimidated. He is in business to make a legitimate profit, and he should not give ear to the demand of the unthinking radical or the officious profiteer-hunter who would bring prices back to pre-war levels by force—at the expense of anyone but themselves.

Here are three outstanding features of the present general merchandise situation:

1. Wholesale prices will not drop while raw materials remain high, taxes and labor remain unchanged, and production remains at from 60 to 75 per cent. of what it should be.

2. For some time to come, prices in almost every line will remain at their present levels or go higher—and the public will meet the situation by buying less.

3. The retailer can make no profit from empty shelves. Reckless buying upon the part of the public will soon be a matter of history, but normal buying will continue as strong as ever—overall movements notwithstanding. To meet this normal de-

mand, the retailer must have merchandise. As far as his line of credit will permit, he should confidently provide for his normal requirements.

Things Affecting Cotton and Cottons.

Restriction of credits was added during the week as a kind of antidote to the untoward weather in affecting quotations on cotton. Actual selling in the growing districts has been very slight of late and shipments are piling up at the various centers. Most of the cotton, however, is of low grade. Orders for export are very small, but considerable cotton is awaiting shipment on old contracts. Both Great Britain and Japan seem to have acquired enough for their needs for some time to come. Uncertainty still prevails as to the prospects for the new crop. In cottons there seems to be a chance that the spinners will have to come down in their prices for yards if they wish to continue to do business, as prices for fabrics are being reduced by both first and second hands. Investigations by Department of Justice agents may result in reductions much greater than those now being forced by the action of retailers trying to move their stocks. Finished goods are feeling the effects of the efforts of a few varieties which are in especial demand. The cotton finishers are a little perturbed over the action taken by the Government in the case of the Hardwood Lumber Association, which is now before the United States Supreme Court. The finishers, like the lumber men, have an open price association and fear it may be adjudged illegal. They offer to show their minutes of proceedings

to prove they do not fix prices by any concerted arrangement. Knit goods men are still in a waiting mood.



Neat Collar
Buttons Riveted
Guaranteed side opening to reach made trousers pockets
Special Pocket for Pliers
Roomy and Cool in Summer
Roomy Crotch and Seat
Reinforced Strain Points
Deep Swing Pockets
Guaranteed Fast Colors
No Suspensives to Bind
Large Brass Buttons
Yardage in Right Place

Interall
"The Economy Garment"

MICHIGAN MOTOR GARMENT CO.
GREENVILLE, MICHIGAN—4 Factories—8 Branches

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.

STEVENS CRASH

(ALL LINEN)

We have a complete line in stock
for immediate shipment.

ORDER NOW

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

WE ARE SHOWING
EXCEPTIONAL VALUES

—IN—

**MEN'S WORK SHIRTS and
BOYS' PANTS**

Get in touch, through our salesmen or by mail.

Daniel T. Patton & Company

GRAND RAPIDS

The Men's Furnishing Goods House of Michigan

Bargain Basement and Piece Goods City Day

Wednesday, May 26th, 1920

We want to convince you that we are the livest Wholesale Dry Goods House in this section, also that we have the largest, most complete and most attractively priced merchandise of any. Everyone of these SPECIALS are excellent items which will boost your business and make you a good profit. You cannot afford to miss this sale as there will also be Special Bargains in all Departments.

Railroad conditions are getting worse instead of better. This means that if you order merchandise from a distant point you cannot figure on getting it for a long time. YOUR LOGICAL MARKET IS HERE. If we didn't have such a complete stock you might have an excuse not to trade with us, but there is every reason why you should trade with us and none to stay away.

MAKE US PROVE IT.

36" hemstitched, tape bordered, CURTAIN SCRIMS in shorts of 5-20 yards, while they last, yard ----- 11³/₄c

42" x 36" PILLOW CASES, good quality ----- \$4.67¹/₂

45" x 38¹/₂" PILLOW CASES, splendid quality ----- \$6.47¹/₂

54" x 90" Utica BLEACHED SHEETS, seconds, subject to slight stains, branded Oneida, per dozen ----- \$16.50

36" fine MERCERIZED BATISTE seconds, 2 to 10 shorts, all fine qualities, yard ----- 25c

27" plain WHITE INDIA LINON, 2 to 10 shorts, yard ----- 20c

36" plain WHITE GABERDINE, a good quality for dress skirts, 18 to 20 yd. shorts, of our 67¹/₂c number, yard ----- 52¹/₂c

40" plain WHITE DRESS VOILE, fine quality, tape edge, an excellent 50c number, 10 to 20 shorts, yard ----- 27¹/₂c

36" WAMSUTTA NAINSOOK, fine quality, second of 52¹/₂c number, just slight stains, yard ----- 30c

36" extra fine WHITE SATINE shorts, 75 to 100 yard bundles, yard ----- 50c

36" plain WHITE SATINETTE SKIRTINGS, a \$1.00 number, 60 to 80 yard bundles, per yard ----- 75c

48" plain WHITE OTTOMAN POPLIN, full pieces, \$1.00, shorts 10 to 20 yard lengths, yard ----- 65c

27" fine WHITE PIQUE, assorted cords, a 62¹/₂c number, 75 to 85 yard bundles, yard ----- 45c

36" novelty WHITE SKIRTINGS, 75c to \$1.10 qualities, in a bundle of 60 to 75 yards, yard ----- 62¹/₂c

36" plain WHITE INDIA LINON, shorts, 2 to 10 in bundles of 100 to 150 yards ----- 30c

40" WHITE ORGANDIE, a very fine sheer quality, irregular lengths, a good \$1.00 retailer, yard ----- 45c

36" fine STRIPED SHIRTING, shorts, 80 square cloth in very attractive styles, City Day only, yard ----- 39¹/₂c

17" striped glass TOWELLING, seconds of a 32¹/₂c number, sold as are, yard ----- 22c

Striped TICKING in an A C A stripe, good quality, 7¹/₂ oz. 52¹/₂c number, 10 to 40 yard pieces, yard ----- 41¹/₂c

30" plain navy blue PERCALE, slightly napped on back for Army use, while it lasts, yard ----- 22¹/₂c

29" very fine count DRESS PERCALES, in navy blue grounds with neat dots, stripes and figures, yard ----- 26¹/₂c

260 BROWN DENIM, a limited quantity, yard ----- 35¹/₂c

18" birdseye DIAPER CLOTH, seconds, 10 yard bolt ----- \$1.97¹/₂

20" birdseye DIAPER CLOTH, seconds, 10 yard bolt ----- \$2.12¹/₂

36" TAPESTRY CRETONNE, shorts, of a 60c number, City Day special, yard 42¹/₂c

36" bleached PILLOW TUBING, good quality, yard ----- 41¹/₂c

36" BROWN COTTON shorts, a very good quality, yard ----- 25c

BATES BED SPREADS, full size, heavy quality, \$3.75 number, subject to slight mill imperfections, each ----- \$3.00

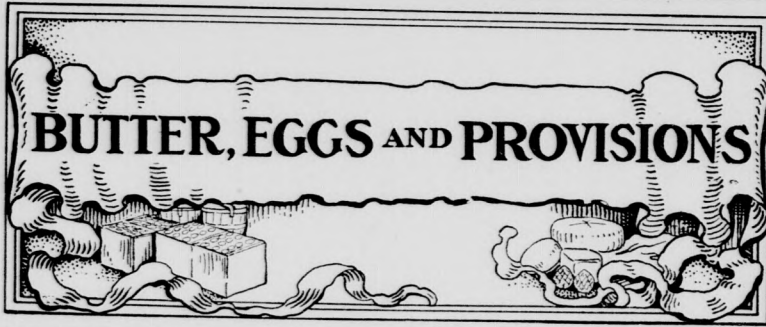
36" soft finished BLACK BLOOMER MATERIAL, yard ----- 30c

GRAND RAPIDS DRY GOODS CO.

GRAND RAPIDS, MICHIGAN

EXCLUSIVELY WHOLESALE

NO RETAIL CONNECTIONS



Michigan Poultry, Butter and Egg Association.

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

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

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

High Character of Founders of Michigan Pomology.

Written for the Tradesman.

In reviewing the service rendered the people of Michigan during the first thirty years of its existence I am impressed by the quantity of work and the unselfishness of the motives of the men who were prominent in the activities of the Michigan Horticultural Society. There was an ideal issue in the purposes and methods which characterized the manufacture of the fabric which was woven into the growth of the State. Everywhere in the literature of the organization one finds a spiritual essence that indexes the high mindedness of the people who were making a useful historical record of accomplishments.

Quality in the type of productions; art in processes of development; high commercial standards; honesty in the interpretation of experiments; beauty as an intrinsic factor of all improvements—these were all recognized as vital considerations. Inaccuracy of statement, exaggeration in conclusions and imputation of bad motives were frowned upon as unworthy and the severest condemnation of dishonest tree agents' fulsome commendation of untested varieties, misleading advertising, dishonest packing and false returns of commission men were condemned in unequivocal language.

The attitude and utterances of some of the leaders impress me so strongly as indicative of the spirit of these men that I am constrained to recall a few examples.

Prof. Will. W. Tracy graduated from the Michigan Agricultural College in 1867 and immediately became active in State horticulture. He was a genius, a keen observer, a lover of nature and a winsome talker. The simplicity of his style, his ability to glorify common things connected with everyday life, his exact and retentive memory and his sympathy with rural life made him a welcome guest in any group of horticulturists. He had the gift of aptness in illustrating and always wanted something in his head or on the table beside him brought in from the out of doors to illustrate his message. He loved children and delighted in quoting them in his addresses and there was an exhilarating freshness in his conversation and communication that gave a charm to any gathering so fortunate as to secure his presence.

Benjamin Hathaway, of Little Prairie Ronde, had a quaint Quaker-like personality. He was a very modest man with great resources of knowledge gathered from an intimate acquaintance with nature's processes. He was a persistent digger and felt rewarded if from thousands of seedling strawberries he found one variety of exceptional merit. He was the first man in Michigan to grow a woodlot from the seed. His home was surrounded by beautiful wild things gathered from forest and marsh and nothing gave him more pleasure than talking to a friend or a sympathetic

audience about his pets in flowers, shrubs, trees and garden products. At the horticultural conventions he was always the center of an admiring group and giving valuable counsel in the matters of improving varieties by selection and treatment.

Edward Bradfield and W. K. Munson, of Kent county, were enthusiastic grape culturists and never tired of talking about their favorites. The former had wonderful success with the Iona and the latter originated the King. They were both plain men and never used the blandishments of oratory, but when they talked of their specialties the audiences were glad to give rapt attention.

Sluman S. Bailey, of Kent county, was a pioneer in growing many attractive things. His attention went from one product or process to another and having a wonderful facility of expression, he commanded great respect. He loved to "fuss" with new things and had favorites in trees, shrubs, garden vegetables and garden flowers. He had a little irrigation plant and the results of its use were given to the Society and led to more extensive and useful experiments in artificial watering of gardens. He had wonderful success with gladiolas and distributed beautiful strains freely to others.

Prof. W. J. Beal was a versatile writer and a loyal friend to the horticulturist. For thirty-five years he gave abundantly of his time, energy and attainments to the Society and was particularly useful in connecting botanical facts with the experiments in horticulture. He was a strong and persistent advocate of the landscape method of treating roadsides, instead of planting trees at regular distances and in right lines. He urged, in and out of season, that there was diversion and recreation of the highest order in learning to observe nature in all her moods. There was really more fun in watching the ways of plants and animals than in killing birds and catching fish. He contended that it was not a great victory for man to disclose the fact that he could triumph over the strength or cunning of the denizens of the woods, lakes and streams.

Prof. A. J. Cook was a power for good in Michigan horticulture. He was a renowned entomologist and rendered invaluable assistance to the orchardists and gardeners by portraying vividly the life history of injurious and friendly insects. He became an expert apiarist and brought together in friendly conferences the honey and fruit producers. He was a warm and sympathetic friend of the birds as co-workers with the tillers of the soil and had little patience with the gunmen and boys engaged in the indiscriminate destruction of insect eating birds.

The Agricultural College influence is everywhere apparent in the transactions of the Horticultural Society and the testimony of the fruit, in appreciation of this influence, is prominent and unequivocal.

GROCERS and BUTCHERS

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.



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

THE PIOWATY STANDARD IS THE MODERN STANDARD IN MERCHANDISING FRUITS AND VEGETABLES

A visit to one of our branches will convince you

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

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

OUR NEAREST BRANCH WILL SERVE YOU

Kent Storage Company

Wholesale Dealers in

BUTTER | EGGS | CHEESE

PRODUCE

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

Phone, write or wire us.

GRAND RAPIDS, MICHIGAN

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

SEND US ORDERS FIELD SEEDS

WILL HAVE QUICK ATTENTION

Pleasant St. and Railroads
Both Phones 1217

Moseley Brothers, GRAND RAPIDS, MICH.

T. T. Lyon, long time active President of the Society and honorary executive until his death, was noted for the accuracy of his experiments and the exactness of his statements. The learned papers which he presented through the Horticultural Society had notable value for purposes of reference. He did not embellish his contributions so as to give them attractiveness when presented to the public, but no papers in all the records of Michigan horticulture are of so much practical value to the student of the science and art of soil production. His statements were absolutely correct and his judgment the very best.

The methods of reporting the discussions at conventions and conferences during the first half of the Society's existence could not be bettered. Notes were taken by men who discriminated between chaff and grain, so the records were relieved of inconsequential material which so often fills space when stenographic reports are used and not very carefully edited by some one familiar with the terms used and the literature emanating from previous meetings. A fact worthy of record and favorable comment connected with the history of the Society is the care given to exclude from its meetings and its annals the attempts to use the Association to further private selfish purposes. It is a legend that no one was able to "work the association" in promoting ventures, nostrums or money making devices. Even the tree agents, who were always made welcome, had to mind their p's and q's or suffer disquieting criticism.

During the decade of the nineties the great regret of the Society was that Michigan, being so close to the great Columbian Fair, was so inadequately represented in all its departments of production through the incompetence of the management and the lack of comprehension of the wonderful opportunity.

Even to this day the fact that our horticultural accomplishments and possibilities were so feebly portrayed in our exhibits through mismanagements of funds still rankles in the blood of the fruit growers who would have been glad to contribute of their products for so worthy a cause if they had even been consulted or invited. The Society during this decade gave wide publicity to the bulletins of experiment stations which dealt with horticultural subjects and the station at South Haven, in charge of T. T. Lyon, was a mecca to which fruit growers journeyed with interest and delight. The location in the midst of the peach belt was wisely chosen, but the character of the soil and particularly the inadequate drainage were unfortunate conditions that have always been a handicap.

I can not close this chapter without referring to the self-sacrificing and loyal service rendered by Charles J. Monroe, of South Haven, as member of the Board of Agriculture and patron of the State Weather Service; member of the Legislature and leader in various farm organizations; as an officer of the State Fair and of the State Horticultural Society; as an intelligent, progressive and successful fruit grower and as a public spirited citizen. Mr. Monroe never shirked a responsibility and was alive to every opportunity suggested for the furthering of the best practice in fruit growing. He believed in the wonderful possibilities of his State and never hesitated to proclaim the promises of what was popularly called "the peach belt" of Western Michigan. He was a great admirer of President Lyon and sought opportunities to bring out the erudition of this modest but wonderful leader in Michigan pomology. Charles W. Garfield.

It's a day well nigh wasted if at night you know no more about your business than you did in the morning.

Wholesale Grocer Who Preaches Patriotism.

For broadmindedness in method and foresightedness in effect I have never seen any advertising which beats the full-page announcements of the Worden Grocer Company, of Grand Rapids, which have appeared weekly in the Michigan Tradesman since the Kaiser started the world war.

These advertisements, which are prepared by Mr. Guy W. Rouse, president of the corporation, have become the talk of the wholesale grocery trade all over the country. Wholesale grocers, as a class, have usually stuck pretty close to their texts and confined their trade journal announcements to discussions on the merits and reasonableness of the goods they handle. Mr. Rouse, on the contrary, has launched out into fields heretofore untouched by the wholesale advertiser and discussed topics which have a direct bearing on patriotism, good citizenship and the welfare of the people.

During the early days of the war his appeals rang out like clarion notes preparing the American people for the crisis which confronted them. Next came his urgent appeals to assist the Government by prompt and substantial subscriptions to bond issues and financial assistance to all other organizations which sought to alleviate the sorrows and suffering of the war. Later he made vigorous appeals to the people to economize in the use of foods needed by the boys in the training camps and on the front overseas.

This was followed by a series of talks to farmers and planters to increase their acreage and augment the output of their fields and gardens. Then appeared urgent pleas to workmen to increase their efficiency, so that the manufacturing output of this country might be maintained as nearly as possible.

Now he is turning his attention to the farmers again, urging them to keep up the ratio of their planted fields, so the nation may not wake up some morning and find itself faced with the gaunt specter of hunger! He joins issue with the merchants in undertaking to bring about a better condition of things than seems possible under existing circumstances.

Mr. Rouse's publicity program is so unique in design and so cumulative in effect that he has come to be regarded as the seer and prophet of the wholesale grocery trade. His advertisements are being reproduced in other parts of the United States, both with and without credit, so that the good he does in his own State is being repeated in many other parts of the country. Instead of being noted for the fluency with which he discusses the merits of his matches and molasses, he is quoted in financial and agricultural circles as one of the most practical exponents of patriotism and public spirit developed by the late war.—Frank Stowell in Class.

If your store is back in a small town, you are doubly in need of live trade papers to keep in touch with what is going on in your field outside.



In 8 oz. to 100 lb. Tins

Bel-Car-Mo Peanut Butter

Not made to fit a price, but to set a standard for high quality. First nature flavored reselected Virginia Peanuts, a clean, sanitary factory and Hygienic Tin Packages. Is it any wonder that "Bel-Car-Mo" is popular?

Order from Your Jobber

WHEN YOU MARVEL

at the better goods and prompter service which

THE VINKEMULDER COMPANY

gives, remember that you are dealing with

the oldest produce firm serving the community.

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

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



New Perfection Flour

Packed In SAXOLIN Paper-lined Cotton, Sanitary Sacks

You Make Satisfied Customers when you sell

"SUNSHINE" FLOUR

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

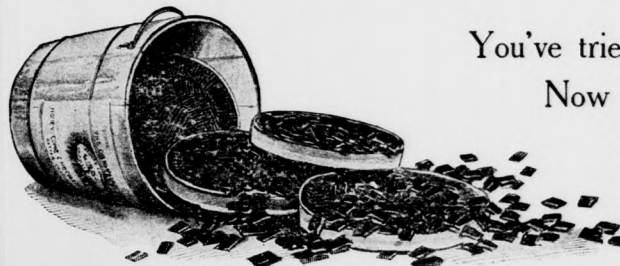
Genuine Buckwheat Flour
Graham and Corn Meal

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

Improved

"Taylor-Made"

Honey Comb Chocolate Chips



You've tried the rest
Now Buy
the Best

W. E. TAYLOR, Maker

Battle Creek, Michigan



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.

"Keep It Up" the Paint Department Watchword.

Written for the Tradesman.

A great thing in connection with the hardware dealer's spring paint campaign is keeping it up.

Toward the end of winter, the hardware dealer looks forward to a busy paint season. Paint bulks large in the outlook for spring business. The dealer looks for some substantial sales between March and July; and often he plans an elaborate follow-up selling campaign upon which he counts to bring in the business.

Too often, however, the tendency discloses itself for this selling campaign to lag after it has lost its first impetus.

Perhaps the immediate returns haven't been as big as you expected and you are momentarily discouraged. Perhaps they have been better than you expected, and you've jumped at the conclusion that the business will come along anyway, and that you no longer need to hustle. As a rule, you are busy at the moment with something else—and as a result you put the paint campaign out of your mind, the advertising isn't changed when it should be, and the new paint display you intended to put on is let go for the moment, and ultimately forgotten in the rush of other things. And half a dozen paint prospects who come in that particular afternoon for other things are let go out again without any mention of paint. You reflect: "I'm too busy to bother—if they were ready to buy, they'd have mentioned it."

This item of keeping after the prospect personally is perhaps more important than any other feature of the entire paint campaign. For, while your advertising, circularizing and display should not for one moment be permitted to relax, it is your personal work that actually clinches the sales for which your publicity work paves the way.

"If they were ready to buy, they'd have mentioned it" isn't the right attitude of mind to adopt toward the paint prospect. Never leave the initiative to the other fellow. It doesn't pay. Ten to one, he is waiting for you—or someone else—to make the first move. If someone else makes it, you have missed a paint sale, and a nice little chunk of paint profits.

The initiative of the buyer is a mighty small factor in paint business. If houses waited until the owners made up their minds, unaided, that it was time to paint, there would be

a mighty large proportion of mighty bare and weather-beaten houses in most communities. It is the initiative, the hustling, business-getting qualities of the dealer that has made the paint business, and will continue to make it—and if you want your share of the business in your town, you have got to get after it, and keep after it.

So, it will pay you at this particular season to keep pushing paint, and to keep after the paint prospect individually.

It is also important, once the campaign is under way, to watch your stock closely. Particularly under present-day conditions, when orders aren't always filled as quickly as they used to be.

Here is an incident that came to my notice to-day. Customer went into a paint store and asked for a quart of gray floor paint. The salesman secured the color card, identified the desired color, and then turned to the shelf-stock.

"I'm sorry," he announced, "but we haven't a quart or even a pint of that color in stock. It will be in within a few days."

More than that, he had nothing else in a gray shade to offer. Yet in that particular community there were probably five hundred or more porches alone done in gray porch or floor paint. It was one of the most popular colors for floor or porch use. Yet with the painting and housecleaning season well under way it was out of stock. That might have been due to the popularity of the color—a rush of orders cleaning out the supply.

Well, it pays to watch the stock closely, and to keep well stocked with the colors in demand, and particularly with the extra popular colors. In this instance the customer bought the quart of gray floor paint at the next store. If he is well-pleased with results, chances are he will buy there again. So the results of being temporarily "out" of a popular color are often far-reaching.

In addition there is to be considered the annoyance sometimes caused to customers through work being held up. I ran across an incident last year, where a woman had started work early in the season on the interior decoration of a room with wall-tint. She was doing the job as a surprise for her husband, who was out of town for a few days. She bought what looked like sufficient wall-tint for the job. With the ceiling finished and the wall two-thirds done, she ran out of paint. She went to the store for another can, and the color was out, and had to be ordered. That was a matter of several days waiting. Of course the carefully-planned sur-

Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

HARNESS, HORSE COLLARS

Jobbers in

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

GRAND RAPIDS, MICHIGAN

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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



SIDNEY ELEVATORS

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

Sidney Elevator Mfg. Co., Sidney, Ohio

For Better Piston Ring Service

Distributors
 Sherwood Hall Co.,
 Ltd.
 30-32 Ionia Ave.
 Grand Rapids, Mich.



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

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

A. B. Knowlson Co.

203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

Sand Lime Brick

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

Brick is Everlasting

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

Signs of the Times Are Electric Signs

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

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

THE POWER CO.

Bell M 797

Citizens 4261

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

prise for the husband was a fizzle. The job stood half finished for more than a week, all told, as a result of the unexpected delay. On top of this double annoyance, when the new paint arrived, there was a distinct line of separation between the first paint and the second. The woman fervently believes they were different shades under the same label; and she will tell you so every chance she gets, and just what brand of paint it is, and at whose store she got it. All of which is a poor advertisement for what is really a mighty good brand of paint.

In this connection it is important to remember that future business depends on the results your customer secures. There is a tendency in some stores to adopt an attitude of total indifference to what the customer feels or thinks. This attitude is perhaps the result of war-time conditions, when, in the estimation of some merchants, people were lucky to get goods at all.

However, war time conditions were merely temporary; and if for a few years the merchant had more business than he could handle, and could afford to turn people empty away regardless of their goodwill the time is inevitably returning when the goodwill of the individual customer will mean a lot to the retailer. The great majority of retailers have never lost sight of that fact; that future business depends upon satisfying the customer.

In the words of one experienced retailer: "A paint sale here is not only so much business secured. It is also something done to secure more business. Deals do not stand out distinct and separate. Each sale does something to affect future sales—either to draw or to repel them. The good paint job is the corner stone of future paint business."

This same dealer adds: "No paint made is good enough to maintain its reputation when it is not properly applied under right conditions. We find it pays to advise our customers and to take an interest in what they are doing with the paint we sell. The natural time for all explanations is when the paint is bought; not after it is put on and begins to peel. Amateurs can make a good job with mixed paint, but they need pointers; and it is to the dealer's advantage to give these pointers. Often we go out to

look at the work to be done and to make suggestions. This, we find, is one of the best ways to build up a paint business—by taking an individual interest in each job done with our paint."

It pays to consider the customer, to give him the right kind of service, and to keep after him until you have clinched his order. Victor Lauriston.

Everybody There!

Marion, Indiana, is fussing and fuming and doing bitter things all because the blowing of the fire whistle has been ordered discontinued by the city council. The Marion population took the order with good grace until the other day when a big business block was burned and more than 5,000 people did not know of a spectacular fire because the fire whistle did not blow. Now they are demanding that the order be abolished and that the fire alarms be sounded. The Hoosier is a natural fire fiend and to be deprived of his favorite pastimes borders on cruel and inhuman treatment, he thinks.

A Non-Essential.

"Pa, what is an economist?"
"An economist, my boy, is a man who tells you what you should have done with your money after you have done something else with it."

MCCRAY

SANITARY REFRIGERATORS

**For All Purposes
Send for Catalog**

MCCRAY REFRIGERATOR CO.

944 Lake St. Kendallville, Ind.

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

THE MCCASKEY REGISTER CO.
ALLIANCE, OHIO

Foster, Stevens & Co.
Wholesale Hardware



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

IS YOUR AX SHARP?

Ever see a fellow try to chop down a tree with a dull ax? Pretty slow work, wasn't it? Lots of haggling and fussing, but mighty few chips. You probably thought and perhaps said to him, "Why don't you sharpen your ax?"

Ever see a fellow apply for a position in a business office and hear the employer say, "What can you do? Can you keep a set of books, or take dictation, or use a typewriter?" Did you notice that crestfallen look come over the applicant's face as he realized that HIS AX WAS DULL?

It Pays to Take Time to Sharpen Your Ax

Just as the fellow was handicapped by having a dull ax, so is the young man or woman at a disadvantage in trying to do office work without a business training. A few months spent in an Accredited Commercial School is good business, just as much so as to SHARPEN YOUR AX before trying to cut down a tree. In either case a short time spent in PREPARING FOR WORK will help you to finish the work sooner, better and with greater satisfaction and gain.

A new class will come in touch with our educational grindstone on May 24 when beginning classes will be formed in all departments. McLachlan Graduates have sharp eyes, nimble fingers, alert minds, and are in great demand. What others have done, you can do. Other beginning classes will be formed on June 7, June 21, July 6 and July 19.



A. E. HOWELL, Manager



**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

DICKINSON'S



SEEDS

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO



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

Injustice and Unfairness of Minimum Wage Law.

Grandville May 18—I was once asked to write an article in advocacy of a minimum wage for workmen, which would of course include women. I declined to do this because of the fact that such laws are a detriment rather than a help to the working man or woman.

Paternalism is not desirable in a republic such as ours, where every soul born into the world under the flag has an equal chance with every other soul which enters the world unhandicapped with bodily defects.

There are many fool laws on the statute books, both Federal and State, which have been enacted, not because of a public demand, but simply to curry favor with a certain class. Of course, this is class legislation of the baldest nature, yet it is winked at and even advocated by some would-be statesmen of the country.

That legislation which works out in practice the greatest good for the greatest number is the only kind that ought to be tolerated, yet we see certain cliques and classes demanding recognition at the hands of government, regardless of how much ill such legislation may inflict on a majority of their fellow citizens.

In one department of work the claim has been made that a minimum wage for a family of five is \$2,500 per year. It would be indeed a grand thing if everybody could have all the money they could use, with a minimum amount of labor. The millennium would then dawn and we should all be happy together. The man who makes the claim that this amount is the least a family of five can live upon is lame in the upper story and needs to have his head examined with regard to his sanity.

It is the exploiting of such wild ideas that aids in creating that feeling of unrest which pervades the country to-day. Undoubtedly, such a wage would prove comforting, and would enable the young miss of the family to pay \$10 to \$15 for a hat that she doesn't need, \$2 for a pair of silk stockings, \$10 for a pair of shoes and so on in proportion.

Under a law passed by Congress a minimum wage of \$16.50 per week has been decreed for the girls who work in stores in the District of Columbia. What will be the result? It may be easily imagined that the non-efficient workers will be crowded out; that while the few who make good will draw an increased salary, many who had jobs for smaller wage will be without jobs, thus instituting a law which aids one class to the detriment of another.

Minimum wage laws are unfair, unjust and un-American and have no place in a republic like ours. Give everyone a chance for his life. Make no class distinctions in our lawmaking. When we do, and it cannot be

denied that a lot of such unrighteous enactments mar our statute books in almost every state in the Union, we invite troubles galore.

Treat everybody alike. This is no one-man republic, but the essence of a hundred million minds boiled down into one, the acme of all that the heart of man has striven for since the fall of man in the Garden of Eden, quite a good many years ago.

Naturally, where the minimum wage for girl clerks is set at such a high figure, the wary and careful merchant finds a way out by tacking the extra expense on the goods which go out of the store, thus making the consumer foot the bill. These minimum wage laws are on a par with the idea advanced by some members of Congress that the soldier bonus would not be felt by the taxpayers of the Nation, since the extra money needed could be raised by a one per cent. tax on mercantile sales, the consumer again coming in for the brunt of the expense.

Every exorbitant expenditure in state and Nation must, in the end, come out of the pocketbook of the common people, the great consuming mass, who are not bound together in a union to fight these senseless and unrighteous exploiters.

Minimum wage laws are, in the main, utterly indefensible. They ought never to be enacted in either state or Federal jurisdiction. How true it is that "the laborer is worthy of his hire." One of the injustices connected with labor unions is their crushing individual freedom to climb, to work out one's own destiny in a way personal with himself.

Even in school it isn't a square deal to hold back a bright pupil with the dullards of the class. Much of this has been done, no doubt, and with evil effects. In the workshop, as well as in the school room, there should be no law binding an efficient workman to any rule of thumb in order to keep the whole machine intact, in a groove, to overstep which is not permitted by the rule of the labor union.

Give every man and woman a chance, without the hindrance or boosting one above another by unjust, unrighteous, un-American minimum wage laws. Old Timer.

Almost the Speed Limit.

"At Chattanooga," said a veteran of the Civil war, "one of the men in my command left early in the action, and no one saw him until after the battle, when he appeared in camp unwounded and unabashed. Some of the boys accused him of running away, but he wouldn't admit it.

"I only retreated in good order," he declared.

"I heard of the matter, and a few days later I asked him if he had any idea how fast he had 'retreated.'

"Well, I'll tell you, Cap'n," he said, "If I had been at home and going after the doctor, folks that saw me passin' would have thought my wife was right sick."

Be cordial in greeting your customers, but don't slop over. Too much gush is unpleasant.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

Livingston Hotel and Cafeteria

GRAND RAPIDS

Nearer than anything to everything.

Opposite Monument Square.

New progressive management.

Rates \$1.00 to \$2.50

BERT A. HAYES, Propr.

Bell Phone 596

Citz. Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising
 Expert Merchandising

209-210-211 Murray B dg.

GRAND RAPIDS, MICHIGAN

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.

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

GOODRICH BOATS

TO CHICAGO

Sunday, Monday, Wednesday and
 Friday Nights

7:15 P. M. STANDARD TIME

FROM CHICAGO

Tuesday, Thursday & Sat'day Nights

7:45 P. M. STANDARD TIME

Fare \$3.85 Plus 31 Cents War Tax.

Boat Car leaves Muskegon Electric
 Station 7:15 P. M.

Daily Service Effective Soon.

Route Your Freight Shipments

"The Goodrich way."

Over-night service.

Goodrich City Of-
 fice, 127 Pearl St.,
 N. W., Powers
 Theater Bldg.

Interurban
 Station,
 156 Ottawa
 Ave., N. W.

W. S. NIXON, City Passenger Agt.

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.00 and up

EDWARD R. SWETT, Mgr.

Muskegon

Michigan

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.

Formal Organization of the Michigan Merchants' Association.

Lansing, May 18—I earnestly urge each and every one of our members to carefully read this bulletin. In my judgment it brings up a very important matter which should be thoroughly understood by the members of all of our Michigan mercantile organizations.

On April 21 a meeting was held in Grand Rapids to organize a temporary federation of mercantile associations. This meeting decided that the Presidents of each of the mercantile associations of the State should constitute an executive committee and that a meeting should be held in the near future to perfect the organization.

This meeting was held in Grand Rapids on Tuesday, May 11, and there were present, either in person or by a representative of their organization, the following officers, which constitute the Board of Directors of the Organization known as the Michigan Merchants' Association:

W. H. Barney, Pres., Mich. Retail Lumber Dealers Ass'n., Albion.

D. M. Christian, Pres., Mich. Retail Dry Goods Ass'n., Owosso.

F. B. Drees, Mich. Millers Association, Lansing.

C. J. Farley, Wholesale Dry Goods Dealers, Grand Rapids.

W. T. Feetham, Pres., Mich. Retail Jewelers Ass'n., Sault Ste. Marie.

John B. Hutchins, Pres., Mich. Retail Clothiers, Ass'n., Grand Rapids.

Thomas Jackson, Mich. Retail Shoe Dealers Ass'n., Detroit.

E. W. Jones, Pres., Retail Grocers & General Merchants Ass'n., Cass City.

Fred S. Piowaty, Wholesale Produce Dealers, Grand Rapids.

Howard B. Rowe, Pres., Furniture Club of Michigan, Lansing.

H. W. Spindler, Wholesale Hardware Dealers, Grand Rapids.

C. E. Wilkinson, Pres., Mich. State Pharmaceutical Ass'n., Lansing.

F. L. Willison, Pres., Mich. Implement Dealers Ass'n., Climax.

There were also present Lee H. Bierce, Secretary of the Grand Rapids Association of Commerce, and Jason E. Hammond, Manager of the Michigan Retail Dry Goods Association. The purpose of the organization is fully set forth in the enclosed constitution and by-laws. After a discussion and adoption of the same, article by article, the Board of Directors elected the following officers:

President—J. Charles Ross, Kalamazoo.

Vice-President—John G. Clark, Bad Axe.

Secretary—Lee H. Bierce, Grand Rapids.

Treasurer—Jason E. Hammond, Lansing.

It was decided that the headquarters of the organization shall be the Association of Commerce, Grand Rapids, and upon motion it was directed that the President and Secretary of the organization should appoint three committees as follows: Ways and Means, Legislative and Publicity. In a later bulletin the full list of Board of Directors, officers and committee members will be announced.

Please read carefully the enclosed Constitution and By-Laws that you may understand fully the object of this organization. In union there is strength, and we desire to have the Michigan Retail Dry Goods Association be thoroughly in sympathy with the work of the Federated Organization.

Mr. Bierce, the Secretary, will have general charge of this work. He is a very capable and broad-gauged man and will give service of great value to the retail interests of the State if he receives the support which he deserves. Jason E. Hammond,

Mgr. Michigan Retail Dry Goods Ass'n.

CONSTITUTION.

Article I—Name.
The name of this organization shall be the Michigan Merchants' Association.

Article II—Object.
The object of this organization shall be to promote fair dealings in the handling of merchandise and to protect the interests of the retail and wholesale merchants of the State.

Article III—Residence.
The office of the Association shall be located at Grand Rapids.

Article IV—Board of Directors.
The entire control, management, direction and execution of the affairs of the Association shall be vested in a Board of Directors, the membership of which shall be prescribed by the by-laws. Such Board of Directors shall have the authority to bind the Association in all things and to buy, sell and convey any and all property in its name and on its behalf.

Article V—Membership.
The qualifications for membership in the Association shall be fixed by the by-laws.

BY-LAWS.

Article I—Membership.
Any legitimate retail or wholesale merchant engaged in business in the State of Michigan shall be eligible to membership.

Article II—Officers.
The Board of Directors shall consist of the president of each of the various State associations of retail and wholesale merchants or some other member of these associations designated by the president thereof. At the first meeting of the Board of Directors there shall be chosen a President, Vice-President, Secretary and Treasurer.

Article III—Duties of Officers.
The duties of the President, Vice-President, Secretary and Treasurer shall be those usually incumbent upon such officers as outlined in Roberts' Rules of Order.

Article IV—Meetings.
The Board of Directors shall meet upon call of the President or upon the written request of any three members of the Board.

Article V—Dues.
Each member of the Association shall pay a membership fee of not less than \$5 and shall be requested to pay a greater fee than this pro rata with his annual volume of business, according to a schedule to be submitted by the Ways and Means Committee.

Article VI—Committees.
Upon authorization by the Board of Directors the President shall appoint the following committees of five members each: Ways and Means, Legislation, Publicity and any other committees which from time to time shall be deemed necessary.

Article VII—Debts.
All evidence of debt of this Association shall be authorized by the Board of Directors and signed by the President and countersigned by the Secretary.

Article VIII—Discontinuance of Existence.
As this is a temporary organization, there shall be no annual meeting or election of officers after the original election, but the President shall call the Board of Directors together immediately following the adjournment of the 1921 session of the Michigan Legislature for the purpose of determining whether or not this organization shall cease to exist or whether it shall be continued beyond the date of the meeting.

Bottom Facts From Booming Boyne City.

Boyne City, May 18—A. E. Barden, Secretary of the Chamber of Commerce, has spent the week in personally placing road signs on all the main highways from Manistee on the West Michigan Pike and Cadillac on the Mackinaw Trail to Mackinaw, showing travelers the shortest way to Boyne City. Watch for them when you come North this summer. If you follow their lead you will land up at the best hostelry in the North.

The steamer Griffin put into this port last Friday for inspection. The officers report a very unsatisfactory trip because of the trouble in getting fuel. Waits and delays are not conducive to prosperous business, whatever its nature.

Boyne City is very busy with street work. Michigan avenue is being graded for the paving of the county road. Two abutments of the East street bridge are in. The parked garden areas have been put in shape and the city truck was busy all last week carting the rubbish to the city dump. Boyne City is getting dolled up for the summer and the two new plants are being pushed as rapidly as possible to completion. Spring is really here for sure. Maxy.

Will President Morrill Please Answer? Written for the Tradesman.

I note with interest the communication of Roland Morrill in the Tradesman of May 5. I would like to ask Mr. Morrill a few questions.

Who pays the county agent's salary? (The county agent is a representative of the Farm Bureau and his salary in some counties is twice and over that paid to such county officials as the prosecuting attorney, etc.).

Who pays the expenses incurred by the Agricultural College at East Lansing in promoting a portion of this Farm Bureau plan?

Who appropriates money to the college for this particular activity? Who is responsible?

We think that part of the program of the Farm Bureau is fine. The standardization of seeds and farm products is all right and we are for it. It is a good medium for the distribution of facts among the farmers of this country; facts that will instill into them the determination and desire to raise bigger and better crops. Every fair minded man would be willing to donate his little bit toward a program of this kind.

But why this propaganda of antagonism being spread by leaders of the movement against legitimate business? We will concede that there are shysters among business men as there are among farmers, but we are happy to believe that the great majority of our people in this great country are honest and well meaning.

What we are absolutely against is the poor business management of the movement in its present form and the demoralizing effect it is sure to have on legitimate business and in legitimate business we include the business of farming, one of the most important of all.

To analyze the situation, the so-called local co-operative society functions according to instructions of the county agent, who is a representative of the Farm Bureau. He is looked to for advice and gives it in Farm Bureau terms. Each member of the co-operative society must necessarily abide by the by-laws, which are more or less uniform and recommended by the county agent or representative of the Agricultural College. Most of the by-laws contain a clause providing that each member shall pay a tithe into the local society for all business (that the directors shall choose to engage in) done outside based on amount in dollars and cents of products bought or sold. This, we understand, is the policy pursued by the Farm Bureau itself through its elevator exchanges, potato growers' exchanges, etc. Is this according to the principles on which this Government was formed?

A movement of any kind, in order to serve its purpose, must be formed on good business principles. The Farm Bureau, through its subsidiary organizations advocates doing business for mutual benefit. (No profit). It is all wrong. Do farmers till their soil for mutual benefit? Can the profits and losses incurred in successful business be eliminated? If these are eliminated your business is a failure and a detriment to humanity.

Co-operative associations are being formed thick and fast on the above plan, fostered by the Farm Bureau, which intends to hover them all. Under the present program there is no limit to their activities. (Politics, they say are excepted?) Business initiative, one of this country's good qualities, cannot help but be deadened. Members of such movement in its present form will become slaves to the whims of their leaders. Disputes will be settled by the strike method. We can meet their demands or be starved. In fact, these methods are being pursued at the present time. Is there not some humane way of settling these differences? Have not the American people enough faith in their fellow citizens to meet each other on a common footing and rely on common sense to settle differences? We firmly believe they have.

The word profiteer is getting tiresome. Profiteering is not as rampant as people are led to believe. Have we ever stopped to figure what the increased cost of doing business and the excess profit tax bear to the so-called profiteer?

We respect the farmer and realize that he has to work hard for his earthly goods. In fact, it is the general rule that it takes brain or brawn and hard work to make a success of any undertaking. The successful farmer is not the one who feels the prevalent unrest. He does not link himself to every fad that comes along. We know because we see and talk with them every day.

The Farm Bureau in its present form is doomed to failure. It will work rank injustice on its innocent members as well as on the public at large. The quicker it is curbed, the greater the benefit to all. Let's start now.

Eastern Michigan Grain Dealer.

Arthur T. Slaght, who has been connected with the Grand Rapids National City Bank for fifteen years, has resigned that position to accept one of even greater responsibility and usefulness with the Continental and Commercial National Bank of Chicago. Mr. Slaght made an excellent record with the Grand Rapids institution. He gave it his best effort and produced a large amount of business for the bank, giving it wide publicity and creating for it many new friends. In doing this he has made many friends for himself who will join the Tradesman in congratulating him on the enlarged field his new connection will afford him. He will continue to reside in his beautiful suburban home in East Grand Rapids, making this city his headquarters for his operations in Michigan.

H. J. Milton has purchased the Plaza Hotel, of Ionia, and has remodeled and refurnished it. He is now having built a fine canopy porch. It is run on the European plan and the accommodations are good and the prices very reasonable. In renewing his subscription Mr. Milton writes: "I am pleased to renew. I like the Tradesman and the traveling men are pleased to always find it here so they can read it."

Wages Paid Our Teachers Fifty Years Ago.

Grandville, May 18—Before me as I write lie two teachers' contracts, duly signed and attested, that show what long ago people thought of this loudly tooted living wage question. It is a mighty commonplace teacher who gets less than \$60 to \$75 per month these days, with in many instances a \$50 or \$100 bonus thrown in at the conclusion of the school year.

Fifty-two years ago this month a contract was drawn up between a school director and woman teacher to the effect that Miss Blank was to teach the district school for the term of thirteen weeks, from May 11 to August 13 for the sum of \$65. This was \$20 per month and the teacher was fully qualified to teach in the higher grades of a city school.

Was this \$20 a living wage, I ask you teachers of to-day? Doubtless you will reply that the higher cost of living to-day makes all the difference in the world. Well, let us see about that. Common calico, such as the women once wore for every day, was 50c a yard and it required ten yards to make an ordinary woman a dress. Other goods in the dress making line were proportionately high. In the line of foodstuffs, flour was \$20 per barrel, sugar 25c a pound, kerosene oil 80c per gallon, sheeting and blue denims 75c per yard. Those were not such cheap times as you moderns imagine. It required a week's salary for the teacher to pay for a print dress; a whole month's salary to purchase a barrel of flour, other things in proportion, and yet the teachers in that day made no complaint, accepting the going wages with becoming grace and good nature.

The second teachers' contract that lies before me, bears date Nov. 3, 1861, a matter of nearly sixty years ago, and was an agreement between the school director and a man teacher, well qualified to teach in any school in the country. This was a winter school of four months duration, the salary being designated as \$20 per month.

Mind you, there was no kick coming from any source. No grumbling about starvation wages, and when the term closed the salary was paid over to the teacher in a lump sum, not, however, with a bonus added. Had the district board had the gall to make the teacher a present of \$20 or more at the expense of the taxpayers, what would have been the result? You may well imagine that said director and other members of the board would never serve another term in that district; furthermore, the men who generously filched from the pockets of the taxpayers this bonus would have been branded as dishonest men. They would have been despised in the community as wholly untrustworthy.

Doubtless those were days when a spade was called a spade, when public officials were held to a strict accountability for their acts. Times have changed. One can read almost daily of wage raising by school boards and of bonuses being paid out of the public funds for purposes wholly unauthorized by law.

Such slackness with regard to public deals seems to threaten evil results in the future and should be frowned upon by the citizens of the various districts of the state.

No doubt our schools are run on a better plan than were those of half a century ago. I deny, however, that present day teachers are more intelligent or better qualified for the work they are called upon to do. An over-look of papers submitted for examination by would-be teachers of to-day shows some discouragingly bad breaks and leads one to wonder how such crass ignorance can come out of a schoolroom.

Those old time teachers were not particularly coddled with the belief the life of the Nation depended on

them. They taught five and a half days every week, six full hours a day. They put in full time without a murmur, remembering that this is what they agreed to do. The fact that we have shorter hours now may be no disparagement, since we are told that under modern methods a child learns more readily and retains that knowledge far longer than under the old way.

The present restlessness and discontent among all classes of wage earners is unnatural and undesirable. The way out to better things, however, cannot best be brought about by coddling a certain class with the idea that they are superior beings, who are so necessary to the welfare of the country that anything they have a mind to ask will be granted, no matter how unjust and burdensome it may be upon the great mass of our people.

The trouble comes from people who do not and can not earn more, yet demand more for the mere reason that they want to spend more. The more they get the more they want, and no matter how much they get they are never satisfied, which we must admit is a bad, unnatural state of affairs.

The public weal demands that those workers in all lines of endeavor, from teacher to hodcarrier, take a tuck in their reasoning powers and come back once more to a state of at least sanity, make no more demands for unearned money, but settle themselves into the harness with an earnest purpose to earn the wages they are getting. When they do this it will be time enough to discuss that which lies in the future. Old Timer.

How Ionia Merchants Regard the Tradesman.

Bert Lampkin & Son, clothing: "We like the Tradesman and we like Mr. Stowe for the stand he took in the Newberry case and we admire the way he goes after Sleeper and the whole disreputable bunch, both State and National. If we had more editors like Stowe that was not afraid to print the truth we would have less grafters and crooked politicians and a cleaner county, State and National government."

Thomas A. Carten, dry goods: "We like the Tradesman very much and are pleased to renew our subscription."

M. Agostini, confectioner and ice cream dealer: "I have taken the Tradesman one year and like it fine. It is a great help to me and I am pleased to renew my subscription."

Quality Store: "The Tradesman is fine. Like it ever so much. Stowe certainly is doing a great work for the trade. His editorials and writings are sound and what he says in regard to Glasgow for Governor is dead right. We think he is by far the best one in the field, except, of course, our own Fred Green. If he is forced into the race Ionia would be solid for him."

Ionia Hardware Co: "We like the Tradesman. Would not keep store without it. Tell Stowe to keep right on going after crooks and crooked politicians. He is doing a lot of good. Stick to Fred Green. You cannot say too much for him. He is worth his weight in gold and he does things. Geo. Nichols is a good smart fellow. Please do not stir up his past and the water deal."

R. M. Cheney, harness dealer: "I like the Tradesman. It is full of valuable information and I am willing to renew my subscription."

Essential to Success in Cigar Business.

Don't forget that success in the cigar business depends upon the quality of the goods the dealer offers. There are more good judges of tobaccos amongst smokers than there are among dealers. It has often been said that the average man smokes with his eyes; this is undoubtedly true but it does not contradict the claim that the consumer is a connoisseur. The smoker may judge by appearance as well as his palate, but it is all quality just the same, and the smoker will not continue to use a cigar merely because it looks good. He may try it once or twice on appearance, but if it has not the taste and burn, and the general character which concurs with his views of what a cigar should be, he will not stick to the brand. It is easy enough to go into the cigar business, but if you are going to stay in it, you must stick to the quality proposition; this is imperative. Let the slogan of every dealer be: Good cigars, well selected, well kept, courtesy, service. If this policy prevails the smokers will flock to his store as bees around a hive, with the result that two blades of grass will grow where only one grows now.

Don't think the world is not giving you a square deal. If you give the world a square deal you will receive the same with interest.

Theodore Roosevelt said, "Every man must have a master. If you are not your own master some one else will be."

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

Ice Cream never reached the present day heights for purity and wholesomeness until the "Arctic" came into the field. If you're an "Arctic Dealer" the public knows you are particular in selecting your stock.

Write us for information regarding the necessary steps to take for you to become an Arctic Dealer.

ARCTIC ICE CREAM CO.

Grand Rapids, Mich.

Claude G. Piper, Manager

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Mazola	
Raisins	
Molasses	
Salsoda	
Rolled Oats	

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 18
Graham Crackers 18
Fig Sni Bar 25
L. W. Ginger Snaps 18
Honey Girl Plain 25
Honey Girl Iced 26
Cocoanut Taffy 28
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 90
Pillsbury's Best, Cer'l 3 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 4 15
Ralston Food, small 3 15
Saxon Wheat Food 5 50
Shred Wheat Biscuit 4 90
Triscuit, 18 2 25

Kellogg's Brands

Toasted Corn Flakes 4 20
Toasted Corn Flakes Individual 2 00
Krumbs, 4 20
Krumbs, 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. Fcy, 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 16
Paraffine, 12s 16½
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, ½ lb. 80
Van Camp, 1 lb. 1 25
Van Camp, 1½ 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

¼ lb. 2 45
½ lb. 4 60

Mackerel

Mustard, 1 lb. 1 80
Mustard, 2 lb. 2 80
Soused, 1½ 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. 2½ 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 ½ 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, ¼s 6 00@6 50
Domestic, ½s 7 00@8 00
Domestic, ¾s 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, 1½s 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, 10½ 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
Spearmint, Wrigleys 70
Yucatan 70
Zeno 65

CHOCOLATE
Walter Baker & Co.

Caracas 43
Premium, ¼s or ½s 56

Walter M. Lowney Co.

Premium, ¼s 50
Premium, ½s 50

CIGARS
National Grocer Co. Brands

El Rajah, Diplomat-icas 70 00
El Rajah, corona 74 00
El Rajah, Epicure, 50 74 00
El Rajah, Epicure, 25 83 00
El Rajah, Ark, 50- 65 00
El Rajah, President, 50 100 00
Odin, Monarch, 50- 65 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, \$2 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
Panatella, 50s 75 00
Epicure, 50s 95 00
Favorita Extra, 50s 95 00
Presidents, 50s 112 50

Royal Lancer Line

Favorita, 50s 75 00
Imperial, 50s 95 00
Magnificos, 50s 112 50

La Azora Line

Washington, 50s 75 00
Panatella Foil, 50s 75 00
Aristocrats 75 00
Perfecto Grande, 50s 95 00
Opera, 50s 95 00
Sanchez & Haya Clear Havana Cigars, Made in Tampa, Florida

Diplomatics, 50s 95 00
Roma, 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

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 58 00
Iriquois, 50s 56 00

COCOA

Baker's 53
Bunte, 15c size 55
Bunte, ½ lb. 50
Bunte, 1 lb. 48
Cleveland 41
Colonial, ¼s 35
Colonial, ½s 33
Epps 42
Hersheys, ¼s 42
Hersheys, ½s 40
Huyler 36
Lowney, ¼s 48
Lowney, ½s 47
Lowney, ¾s 47
Lowney, 5 lb. cans 48
Van Houten, ¼s 12
Van Houten, ½s 18
Van Houten, ¾s 36
Van Houten, 1s 65
Wan-Eta 36
Webb 33
Wilbur, ¼s 33
Wilbur, ½s 33

COCOANUT

¼s, 5 lb. case Dunham 46
¼s, 5 lb. case 45
¼s & ½s, 15 lb. case 45
6 and 12c pkg. in pails 4 75
Bulk, pails 38
Bulk, barrels 35
48 2 oz. pkgs., per case 4 00
48 4 oz. pkgs., per case 7 50

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 XXXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Coffee Extracts

N. Y., per 100 10½
Frank's 250 packages 14 50
Hummel's 50 1 lb. 10

CONDENSED MILK

Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

EVAPORATED MILK

Carnation, Tall, 4 doz. 6 60
Carnation, Baby, 8 dz. 5 90
Pet, Tall 6 60
Pet, Baby 4 45
Van Camp, Tall 6 60
Van Camp, Baby 4 45
Dundee, Tall, doz. 6 60
Dundee, Baby, 8 doz. 6 00
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

Horehound 33
Standard 32

Cases

Pure Sugar 6 00@4 75
Boston Sugar Stick 38

Mixed Candy

Broken 32
Cut Leaf 32
Grocers 24
Kindergarten 35
Leader 33
Premio Creams 44
Royal 30
X L O 37
French Creams 33

Specialties

Auto Kisses (baskets) 31
Bonnie Butter Bites 35
Butter Cream Corn 38
Caramel Bon Bons 37
Caramel Croquettes 33
Cocoanut Waffles 37
Coffy Toffy 40
Fudge, Walnut 35
Fudge, Walnut Choc. 35
Champion Gum Drops 28
Raspberry Gum Drops 28
Iced Orange Jellies 32
Italian Bon Bons 32
AA Licorice Drops 5 lb. box. 2 15
Manchus 31
Nut Butter Puffs 35

Chocolates

Assorted Choc. 37
Champion 36
Honeysuckle Chips 53
Klondike Chocolates 45
Nabobs 45
Nibble Sticks, box 2 75
Nut Waters 45
Ocoro Choc. Caramels 43
Peanut Clusters 50
Quintette 37
Regina 32
Victoria Caramels 43

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

Gum Drops

Champion 28
Raspberry 28
Favorite 31
Superior 29
Orange Jellies 32

Lozenges

A A Pep. Lozenges 35
A. A. Pink Lozenges 35
A A Choc. Lozenges 35
Motto Lozenges 37
Motto Hearts 37

Hard Goods

Lemon Drops 32
O. F. Horehound Drps 32
Anise Squares 35
Peanut Squares 38
Rock Candy 40

Pop Corn Goods

Cracker-Jack Prize 7 00
Checkers Prize 7 00

Cough Drops

Putnam Menthol 2 25
Smith Bros. 1 65

COOKING COMPOUNDS

Mazola

Pints, tin, 2 doz. 7 75
Quarts, tin, 1 doz. 7 25
½ Gal. tins, 1 doz. 13 75
Gal. tins, ½ doz. 13 50
5 Gal. tins, ¼ doz. 21 00

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, 12 oz. 20
Boxes, Bulk, per lb. 23@27

Peaches

Evap. Choice, Unpeeled 22
Evap. Fancy, Unpeeled 24
Evap. Choice, Peeled 23
Evap. Fancy, Peeled 25

Peel

Lemon, American 35
Orange, American 36

Raisins

Choice S'ded 1 lb. pkg. 24
Fancy S'ded, 1 lb. pkg. 25
Thompson Seedless, 1 lb. pkg. 26
Thompson Seedless, bulk 24

California Prunes

80-90 25 lb. boxes @18½
70-80 25 lb. boxes @19
60-70 25 lb. boxes @20
50-60 25 lb. boxes @21½
40-50 25 lb. boxes @25
30-40 25 lb. boxes @28

FISHING TACKLE
Cotton Lines

No. 2, 15 feet 1 45
No. 3, 15 feet 1 70
No. 4, 15 feet 1 85
No. 5, 15 feet 2 15
No. 6, 15 feet 2 45

Linen Lines

Small, per 100 yards 6 65
Medium, per 100 yards 7 25
Large, per 100 yards 9 00

Floats

No. 1½, per gross 1 50
No. 2, per gross 1 75
No. 2½, per gross 2 25

Hooks—Kirby

Size 1-12, per 1,000 84
Size 1-0, per 1,000 96
Size 2-0, per 1,000 1 15
Size 3-0, per 1,000 1 32
Size 4-0, per 1,000 1 65
Size 5-0, per 1,000 1 95

Sinkers

No. 1, per gross 65
No. 2, per gross 72
No. 3, per gross 80
No. 4, per gross 85
No. 5, per gross 1 10
No. 6, per gross 1 45
No. 7, per gross 2 30
No. 8, per gross 3 35
No. 9, per gross 4 65

FLAVORING EXTRACTS
Jennings

Pure Food Vanilla
Terpeneless
Pure Food Lemon

Per Doz.

7 Dram 17 Cent 1 40
1¼ Ounce 25 Cent 2 00
2 Ounce 37 Cent 3 00
2½ Ounce 40 Cent 3 20
3 Ounce 45 Cent 3 40
4 Ounce 65 Cent 5 50
8 Ounce \$1.00 9 00
7 Dram, 17 Assorted 1 40
1¼ Ounce, 25 Assorted 2 00

FLOUR AND FEED

Lily White 16 40
Graham 25 lb. per cwt. 6 55
Golden Granulated Meal, 25 lbs., per cwt. 5 65
Rowena Pancake 6 lb. Compound 5 90
Rowena Buckwheat Compound 6 50
Rowena Corn Flour,

Watson Higgins Milling Co.

New Perfection, ¼s 16 40

Meal

Gr. Grain M. Co.

Bolted 5 60
Golden Granulated 5 80

Wheat

No. 1 Red 3 10
No. 1 White 3 08

Oats

Michigan Carlots 1 25
Less than Carlots 1 40

Corn

Carlots 2 12
Less than Carlots 2 25

Hay

Carlots 34 00
Less than Carlots 36 00

Feed

Street Car Feed 83 00
No. 1 Corn & Oat Fd 83 00
Cracked Corn 83 00
Coarse Corn Meal 83 00

FARINACEOUS GOODS
Beans

Med. Hand Picked 8½
California Limas 16½
Brown, Holland 6½

Farina

25 1 lb. packages 2 80
Bulk, per 100 lbs. 2 80

Hominy

Pearl, 100 lb. sack 5 50

Macaroni

Domestic, 10 lb. box 1 10
Domestic, broken bbls. 8½
Skinner's 24s, case 1 37½
Golden Age, 2 doz. 1 90
Fould's, 2 doz. 1 90

Pearl Barley

Chester 6 50

Peas

Scotch, lb. 7
Split, lb. 9

Sago

East India 11

Taploca

Pearl, 100 lb. sacks 11
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant, 3 doz., per case 2 70

FRUIT JARS

Mason, ½, pints, gro 8 00
Mason, pts., per gross 8 40
Mason, qts., per gro 8 75
Mason, ½ gal., gro 11 00
Mason, can tops, gro 2 85
Ideal Glass Top, pts. 9 15
Ideal Glass Top, qts. 9 60
Ideal Glass Top ½ gallon 12 00

GELATINE

Cox's 1 doz. large 1 45
Cox's 1 doz. small 2 90
Knox's Sparkling, doz. 2 25
Knox's Acid'd doz. 2 25
Minute, 1 doz. 1 35
Minute, 3 doz. 4 05
Nelson's 1 50
Oxford 75
Plymouth Rock, Phos. 1 55
Plymouth Rock, Plain 1 35
Waukesha 1 60

HIDES AND PELTS
Hides
Green, No. 1
Green, No. 2
Cured, No. 1
Cured, No. 2
Calfskin, green, No. 1
Calfskin, green, No. 2
Calfskin, cured, No. 1
Calfskin, cured, No. 2
Horse, No. 1
Horse, No. 2

Pelts
Old Wool
Lambs
Shearlings
Tallow
Prime
No. 1
No. 2

Wool
Unwashed, medium
Unwashed, rejects
Fine
Market dull and neglected.

HONEY
Airline, No. 10
Airline, No. 15
Airline, No. 25

HORSE RADISH
Per doz.

JELLY
Pure, per pail, 30 lb.

JELLY GLASSES
8 oz., per doz.

MAPLEINE
1 oz. bottles, per doz.
2 oz. bottles, per doz.
4 oz. bottles, per doz.
8 oz. bottles, per doz.
Pints, per doz.
Quarts, per doz.
1/2 Gallons, per doz.
Gallons, per doz.

MINCE MEAT
None Such, 3 doz.
case for
Quaker, 3 doz. case
for

MOLASSES
New Orleans
Fancy Open Kettle
Choice
Good
Stock
Half barrels 5c extra

NUTS—Whole
Almonds, Terragona
Brazilis, large washed
Fancy Mixed
Filberts, Barcelona
Peanuts, Virginia raw
Peanuts, Virginia,
roasted
Peanuts, Spanish
Walnuts, California
Walnuts, French

Shelled
Almonds
Peanuts, Spanish
Peanuts, Spanish,
100 lb. bbl.
Peanuts, Spanish,
200 lb. bbl.
Pecans
Walnuts

OLIVES
Bulk, 2 gal. kegs, each
Bulk, 5 gal. kegs each
Stuffed, 4 oz.
Stuffed, 15 oz.
Pitted (not stuffed)
14 oz.
Manzanilla, 8 oz.
Lunch, 10 oz.
Lunch, 16 oz.
Queen, Mammoth, 19
oz.
Queen, Mammoth, 28
oz.
Olive Chow, 2 doz. cs.
per doz.

PEANUT BUTTER



Bel-Car-Mo Brand

8 oz., 2 doz. in case
24 1 lb. pails
12 2 lb. pails
5 5 lb. pails, 6 in crate
10 lb. pails
15 lb. pails
25 lb. pails
50 lb. tins
100 lb. drums

PETROLEUM PRODUCTS
Iron Barrels
Perfection
Red Crown Gasoline
Gas Machine Gasoline
V. M. & P. Naphtha
Capitol Cylinder, Iron
Bbls.
Atlantic Red Engine,
Iron Bbls.
Winter Black, Iron
Bbls.
Polarine, Iron Bbls.

PICKLES
Medium
Barrel, 1,200 count
Half bbls., 600 count
5 gallon kegs
Small
Barrels
Half barrels
5 gallon kegs

Gherkins
Barrels
Half barrels
5 gallon kegs

Sweet Small
Barrels
5 gallons kegs
Half barrels

PIPES
Cob, 3 doz. in box

PLAYING CARDS
No. 90 Steamboat
No. 808, Bicycle
Pickett

POTASH
Babbitt's, 2 doz.

PROVISIONS
Barreled Pork
Clear Back
Short Cut Clear
Pig
Clear Family

Dry Salt Meats
S P Bellies

Lard
Pure in tierces
Compound Lard
80 lb. tubs
69 lb. tubs
50 lb. tubs
10 lb. pails
5 lb. pails
3 lb. pails

Smoked Meats
Hams, 14-16 lb.
Hams, 16-18 lb.
Hams, 18-20 lb.
Ham, dried beef
sets
California Hams
Picnic Boiled
Hams
Boiled Hams
Minced Hams
Bacon

Sausages
Bologna
Liver
Frankfort
Pork
Veal
Tongue
Headcheese

Beef
Boneless
Rump, new

Pig's Feet
1/2 bbls.
3/4 bbls.
1 bbl.
1 1/2 bbls.

Canned Meats
Red Crown Brand
Corned Beef, 24 1s
Roast Beef, 24 1s
Veal Loaf, 48 1/2s, 5 1/2
oz.
Veal Loaf, 24 1/2s, 7 oz.
Vienna Style Sausage,
48 1/2s
Virgines, 24 1s
Potted Meat, 48 1/2s
Potted Meat, 48 1/2s
90
Hamburger Steak and
Onions, 48 1/2s
Corned Beef Hash,
48 1/2s
1 7/5
Cooked Lunch Tongue,
48 1/2s
4 00
Cooked Ox Tongues,
12 2s
22 50
Chili Con Carne, 48 1s
1 40
Pork and Beans, 24 2s
1 50
Sliced Bacon, medium
4 00
Sliced Bacon, large,
6 25
Sliced Beef, 2 1/2 oz.
2 20
Sliced Beef, 5 oz.
4 00
Mince Meat
Condensed No. 1 car.
1 80
Condensed Bakers brick
30
Moist in glass
6 50

Tripe
Kits, 15 lbs.
3/4 bbls., 40 lbs.
7/8 bbls., 80 lbs.
Casings
Hogs, per lb.
Beef, round set
Beef, middles, set
Sheep, a skein

Uncolored Oleomargarine
Solid Dairy
Country Rolls

RICE
Fancy Head
Blue Rose
ROLLED OATS
Monarch, bbls.
Rolled Avena, bbls.
Steel Cut, 100 lb. sks.
Monarch, 90 lb. sacks
Quaker, 18 Regular
Quaker, 20 Family

SALAD DRESSING
Columbia, 1/2 pints
Columbia, 1 pint
Durkee's large, 1 doz.
Durkee's med., 2 doz.
Durkee's Picnic, 2 dz.
Snider's large, 1 doz.
Snider's small, 2 doz.

SALERATUS
Packed 60 lbs. in box
Arm and Hammer
Wyandotte, 100 3/4s

SAL SODA
Granulated, bbls.
Granulated, 100 lbs. cs.
Granulated, 36 2 1/2 lb.
packages

SALT
Solar Rock
56 lb. sacks

Common
Granulated, Fine
Medium, Fine



Per case, 24 2 lbs.
Five case lots

SALT FISH
Cod
Middles
Tablets, 1 lb.
Tablets, 1/2 lb.
Wood boxes

Holland Herring
Standards, bbls.
Y. M. bbls.
Standards, kegs
Y. M. kegs

Herring
K K K K, Norway
8 lb. pails
Cut Lunch
Scaled, per box
Boned, 10 lb. boxes

Trout
No. 1, 100 lbs.
No. 1, 40 lbs.
No. 1, 10 lbs.
No. 1, 3 lbs.

Mackerel
Mess, 100 lbs.
Mess, 50 lbs.
Mess, 10 lbs.
Mess, 8 lbs.
No. 1, 100 lbs.
No. 1, 50 lbs.
No. 1, 10 lbs.

Lake Herring
1/2 bbl., 100 lbs.

SEEDS
Anise
Canary, Smyrna
Cardomon, Malabar
Celery
Hemp, Russian
Mixed Bird
Mustard, white
Poppy
Rape

SHOE BLACKING
Handy Box, large 3 dz.
Handy Box, small
Bixby's Royal Polish
Miller's Crown Polish

SNUFF
Swedish Rapee
Swedish Rapee, 1 lb. gls
Norkoping, 1 lb. 8 for
Norkoping, 1 lb. glass
Copenhagen, 10c, 8 for
Copenhagen, 1 lb. glass

SOAP
James S. Kirk & Company
American Family, 100 7 85
Jap Rose, 50 cakes
Kirk's White Flake

Lautz Bros. & Co.
Acme, 100 cakes
Big Master, 100 blocks
Climax, 100s
Queen White, 80 cakes
Oak Leaf, 100 cakes
Queen Anne, 100 cakes
Lautz Naphtha, 100s

Proctor & Gamble Co.
Lenox
Ivory, 6 doz.
Ivory, 10 oz.
Star

Swift & Company
Classic, 100 bars
Swift's Pride, 100 9 oz.
Quick Naphtha
White Laundry, 100
8 1/2 oz.
Wool, 24 bars, 6 oz.
Wool, 100 bars, 6 oz.
Wool, 100 bars, 10 oz.
Peerless Hard Water,
50s
Peerless Hard Water,
100s

Tradesman Company
Black Hawk, one box
Black Hawk, five bxs
Black Hawk, ten bxs
Box contains 72 cakes.
It is a most remarkable dirt
and grease remover, with-
out injury to the skin.

Scouring Powders
Sapallo, gross lots
Sapallo, half gro. lots
Sapallo, single boxes
Sapallo, hand
Queen Anne, 60 cans
Snow Maid, 60 cans

Washing Powders
Snow Boy, 100 5c
Snow Boy, 60 14 oz.
Snow Boy, 24 pkgs.
Snow Boy, 20 pkgs.

Soap Powders
Johnson's Fine, 48 2
Johnson's XXX 100
Lautz Naphtha, 60s
Nine O'Clock
Oak Leaf, 100 pkgs.
Old Dutch Cleanser
Queen Anne, 60 pkgs.
Rub-No-More
Sunbrite, 72 cans

KITCHEN KLENZER



80 can cases, \$1.40 per case

SODA
Bi Carb. Kegs

SPICES
Whole Spices
Allspice, Jamaica
Cloves, Zanzibar
Cinnamon, Canton
Cassia, 5c pkg., doz.
Ginger, African
Ginger, Cochin
Mace, Penang
Mixed, No. 1
Mixed, No. 2
Mixed, 5c pkgs., doz.
Nutmegs, 70-8
Nutmegs, 105-110
Pepper, Black
Pepper, White
Pepper, Cayenne
Paprika, Hungarian

Pure Ground in Bulk
Allspice, Jamaica
Cloves, Zanzibar
Cassia, Canton
Ginger, African
Mustard
Mace, Penang
Nutmegs
Pepper, Black
Pepper, White
Pepper, Cayenne
Paprika, Hungarian

Seasoning
Chili Powder, 15c
Celery Salt, 3 oz.
Sage, 2 oz.
Onion Salt
Garlic
Ponely, 3 1/2 oz.
Kitchen Bouquet
Laurel Leaves
Marjoram, 1 oz.
Savory, 1 oz.
Thyme, 1 oz.
Turmeric, 2 1/2 oz.

STARCH
Corn
Kingsford, 40 lbs.
Muzzy, 48 1 lb. pkgs.
Powdered, barrels
Argo, 48 1 lb. pkgs.

Kingsford
Silver Gloss, 40 1 lb.
Gloss
Argo, 48 1 lb. pkgs.
Argo, 12 3 lb. pkgs.
Argo, 8 5 lb. pkgs.
Silver Gloss, 16 3 lbs.
Silver Gloss, 12 6 lbs.

Muzzy
48 1 lb. packages
16 3 lb. packages
12 6 lb. packages
50 lb. boxes

SYRUPS
Corn
Barrels
Half Barrels
Blue Karo, No. 1 1/2
2 doz.
Blue Karo, No. 2 2 dz.
Blue Karo, No. 2 1/2, 2
doz.
Blue Karo, No. 5 1 dz.
Blue Karo, No. 10,
1/2 doz.
Red Karo, No. 1 1/2, 2
doz.
Red Karo, No. 2, 2 dz.
Red Karo, No. 2 1/2, 2
doz.
Red Karo, No. 5, 2 dz.
Red Karo, No. 10, 1/2
doz.

Pure Cane
Fair
Good
Choice
TABLE SAUCES
Lea & Perrin, large
Lea & Perrin, small
Pepper
Royal Mint
Tobasco
England's Pride
A-1, large
A-1, small
Capers

TEA
Japan
Medium
Choice
Fancy
Backed-Fired Med'm
Basket-Fired Choice
Basket-Fired Fancy
No. 1 Nibbs
Siftings, bulk
Siftings, 1 lb. pkgs.

Gunpowder
Moyune, Medium
Moyune, Choice
Young Hyson
Choice
Fancy
Oolong
Formosa, Medium
Formosa, Choice
Formosa, Fancy
English Breakfast
Congou, Medium
Congou, Choice
Congou, Fancy
Congou, Ex. Fancy

Ceylon
Pekoe, Medium
Dr. Pekoe, Choice
Flowery O. P. Fancy
TWINE
Cotton, 3 ply cone
Cotton, 3 ply balls
Hemp, 6 ply

VINEGAR
Cider, Benton Harbor
White Wine, 40 grain
White Wine, 80 grain
White Wine, 100 grain

Oakland Vinegar & Pickle
Co.'s Brands
Oakland Apple Cider
Blue Ribbon Corn
Oakland White Pickling
Packages no charge.

WICKING
No. 0, per gross
No. 1, per gross
No. 2, per gross
No. 3, per gross

WICKING
No. 0, per gross
No. 1, per gross
No. 2, per gross
No. 3, per gross

WICKING
No. 0, per gross
No. 1, per gross
No. 2, per gross
No. 3, per gross

WICKING
No. 0, per gross
No. 1, per gross
No. 2, per gross
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No. 2, per gross
No. 3, per gross

WICKING
No. 0, per gross
No. 1, per gross
No. 2, per gross
No. 3, per gross

WICKING
No. 0, per gross
No. 1, per gross
No. 2, per gross
No. 3, per gross

WOODENWARE
Baskets
Bushels, wide band,
wire handles
Bushels, wide band,
wood handles
Market, drop handle
Market, single handle
Market, extra
Splint, large
Splint, medium
Splint, small

Butter Plates
Escanaba Manufacturing
Co.
Standard Wire End
No. 1 1/4
No. 1 1/2
No. 1
No. 2
No. 3
No. 5
No. 8-50 extra sm cart
No. 8-50 small carton
No. 8 50 med'm carton
No. 8-50 large carton
No. 8-50 extra lg cart
No. 8-50 jumbo carton

Churns
Barrel, 5 gal, each
Barrel, 10 gal, each
Stone, 3 gal.
Stone, 6 gal.

Clothes Pins
Escanaba Manufacturing
Co.
No. 60-24, Wrapped
No. 30-24, Wrapped
No. 25-60, Wrapped

Egg Cases
No. 1, Star
No. 2, Star
12 oz. size
9 oz. size
6 oz. size

Faucets
Cork lined, 3 in.
Cork lined, 9 in.
Cork lined, 10 in.

Mop Sticks
Trojan spring
Eclipse patent spring
No. 1 common
No. 2, pat. brush hold
Ideal, No. 7
20oz cotton mop heads
12oz cotton mop heads

Pails
10 qt. Galvanized
12 qt. Galvanized
14 qt. Galvanized
Fibre

Toothpicks
Escanaba Manufacturing
Co.
No. 48, Emco
No. 100, Emco
No. 50-2500 Emco

Traps
Mouse, wood, 4 holes
Mouse, wood, 6 holes
Mouse, tin, 5 holes
Rat, wood
Rat, spring
Mouse, spring

Tubs
No. 1 Fibre
No. 2 Fibre
No. 3 Fibre
Large Galvanized
Medium Galvanized
Small Galvanized

Washboards
Banner Globe
Brass, Single
Glass, Single
Single Peerless
Double Peerless
Northern Queen
Universal
Our Best

Window Cleaners
12 in.
14 in.
16 in.

Wood Bowls
13 in. Butter
15 in. Butter
17 in. Butter
19 in. Butter

WRAPPING PAPER
Fibre, Manila, white
No. 1 Fibre
Butchers Manila
Kraft
Wax Butter, short c't
Farchm't Butter, rolls

YEAST CAKE
Magic, 3 doz.
Sunlight, 3 doz.
Sunlight, 1 1/2 doz.
Yeast Foam, 3 doz.
Yeast Foam, 1 1/2 doz.

YEAST-COMPRESSED
Fleischman, per doz.

THE LABOR SITUATION.

Why No Improvement Can Be Expected Soon.

The shortage of labor in this country is due to the fact that around 700,000 people who were formerly engaged in other lines of production, notably the building trades, are now employed in the manufacture of automobiles and automobile accessories.

Of all the great problems which confront this land of riches to-day that of a place in which to live; that of something to eat and that of something to wear, the simplest necessities, are the most difficult to obtain, while the luxuries are to be had upon every hand, and the problem will continue to grow more serious from day to day until it is relieved in one way or another.

The Government has ceased to function upon behalf of the great mass of people. One department of the government tells us that prices are going down while another department presents carefully compiled statistics to show that prices are advancing in order that a few may obtain a further increase in wages because of an agreement that if the cost of living advances they shall obtain an increase in wages. Whatever other things may do rents will advance as places to live continue to grow more scarce. Prices of food will increase as control of prices and a short supply will permit, while prices of raiment will show tremendous increases. This is not wild conjecture. It is based upon experience and opinion of men of wide experience and intimate association who have studied the problem and do not hesitate to say now what they think the future has in store. If this country were not prospering as it never has before and were not the prospects of a continuance of this prosperity likely this forecast would be the extreme of pessimism meaning panic and depression.

The people who are undertaking to solve the housing and kindred problems do not think back upon the years that are gone. They do not think of the causes leading up to the present condition. Our present condition in the matter of people to employ began many years ago. Take the building industry as an illustration. About eighteen years ago we had an abundance of good building mechanics; unions were organized and began to prohibit the employment of apprentices. There was a time when a brickmason or a carpenter desired that his son should succeed him; in handling his father's tools, by working with and around him, by the time he left school he could secure a situation in the work of building construction and make fairly good wages. He cannot do this to-day in any substantial line of industry. The number of apprentices is limited and it is impossible to recruit the necessary mechanics to keep up with the demand for building.

Years ago a builder could go out to any of his buildings before time to begin work and find a score of good strong, substantial mechanics in the various lines of industry; able-bodied men, young and in middle life, who knew their business, from which he could select; but he cannot do this

to-day. He is compelled to employ men whom ten to fifteen years ago he would have been afraid to permit to sweep out his office. They might fall over a chair, and he would have been called upon to pay for their injuries. Besides building construction is dirty work; one gets his hands and his clothes soiled, the weather is bad, it is cold, he is laid off and loses his pay.

The war came on, the Government interfered with building construction; it was a non-essential; men were thrown out of work; they went to work in munition factories, building cantonments, and to building ships at higher wages than they had ever before received. This had the bad effect of taking almost all away from home. When the war was over, what did they do? Their work had taken them away from home, their former relations were dislocated, the change was a novelty and they like it. To where did the men go? The great bulk of these men have gone to work in the automobile and tire factories in Detroit and Akron. These are the seats of the automobile industry. There they are sure of steady employment at higher wages than they had ever known before. Much of the work didn't require any particular skill; they worked indoors eight hours a day for \$5 and \$6 a day, and if they worked overtime they were paid for it. Under these conditions why should a man work in building construction?

In addition to this, a workman has his life insured, he has a club room, in some instances a vacation with pay and he is going to remain at his work just as long as it is possible for him to do so. But men employed in building construction are so scarce that they can demand and get \$10 or more a day and it will soon be \$15 a day for interior workmen because they are so hard to get.

Few houses are being erected to-day and is it any wonder! We think the question of housing is a problem, what will it be after a little while? "In a few months we will find out how serious it really is," said a successful builder. "I would not undertake to-day to put up a building if someone were to bring me a long list of tenants of the most responsible sort with all the leases signed, for no one has any idea of the obstacles we are called upon to surmount. I am am through. Formerly we counted on four or five months to finish a building; no living man can tell you to-day whether a building can be finished in six months, eight months, ten months or a year, and the likelihood is that when it is finished there will not be a single contractor on the job who was there when the work started. If we can obtain me we cannot secure materials, and if we can obtain materials we may not be able to get the men to do the work.

Take the subject of raw materials. It is becoming a serious matter with many of the big concerns when they will get materials to put into their machines. One big manufacturer has a rubber plantation of thousands of acres in Ceylon, while another has cotton plantations of thousands of acres in this country. The manufacturers of automobiles are absorbing

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Products and commodities listed are carried in stock for immediate delivery. Any information desired, viz: prices, colorcards, samples, etc., will be supplied upon receipt of request.

Automobile Enamels	Paper (Criterion Wall Paper & Crystal Bay Sand Paper)
Alcohol (Completely and Specially Denatured)	Paints (Bridgeport)
T. & B. Asphaltum	Putty (Oily and Water)
Alum	Pumice Stone (Domestic and Imported)
Aluminum Paint and Bronze	Rubbing Felt (All Thicknesses)
Barn Paints (Criterion and Bridgeport)	Rotten Stone
Bronze Powders (Gold and Colors)	Roof Paint (Liquid and Plastic)
Boston Varnish Co. (Clear Varnishes and Stains)	Shades (Window)
Bronzing Liquid	Shellac (Pure Orange and White, all Weights)
Brushes (Factory and Painters)	Sponges
Cutlery (Paints and Paper Hangers)	Steel (Wool and Shavings)
Criterion (Paints, Stains, Varnishes)	Silex (Bridgeport)
Dry Colors (Domestic and Imported)	Stains (Standard, Bridgeport, Boston & Johnson's)
Enamels (White and Colored) (Boston, Standard, O'Neil's Denny-Hilborn and Bridgeport)	Stains (Dry)
Fillers (Paste Liquid and Crack)	Shingle Stains (Criterion and Bridgeport)
Floor Enamels (Boston and Bridgeport)	Trestles (Paper Hangers)
Glues (LePage's and Flake Ground)	Varnishes (Boston, Standard and Bridgeport)
Graphite (Dry and Pale)	Varnish Stains (Bridgeport Kyanize and Lacquer)
Lead (Pure and Graded)	Varnish Removers (Lingerwette and Boston)
Ladders (Painters)	Wax (Johnson's & Old English and Bridgeport)
Lamp Black (Dry and Oil)	Wall Paper Cleaners (Climax)
Mops (O'Cedar)	Wall Finishes (Alabastine and Muralite)
Japans and Japan Colors	Whiting
T. & B. Japan Dryer	Waste (White and Colored)
Oils (Linseed, Gloss and Rubbing)	Wool Steel
Oil Colors (Masuaries and Bridgeport)	Wall Paper and Window Shades
Paste (Rex)	
Polish (O'Cedar, Wondermist, Liquid Veneer)	

CRITERION WALL PAPER AND WINDOW SHADES

Do you want the Du Pont exclusive agency?

Big Business—Better Profits—Best Line

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Lily White

"The Flour the Best Cooks Use"

is made to "make good" and it does.

Only the very choicest varieties of wheat are used in its manufacture, and the wheat is cleaned four times, scoured three times and actually washed once before going onto the rolls for the first break.

This eliminates every particle of dirt from the grain, making it impossible to preserve the natural flavor of the wheat.

The result of careful, sanitary milling is immediately apparent in LILY WHITE FLOUR, which bakes the most delicious bread and pastries you have ever eaten.

Your dealer will refund you the purchase price if you do not like LILY WHITE FLOUR better.

VALLEY CITY MILLING CO.

Grand Rapids, Mich.

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

the bulk of the output of the steel companies and there are constant reports that it is the intention of the producers to shut down on the supply, but why should they do this? They can sell their output to a business that can afford and does pay a higher price for its materials than any other industry. Why should they not continue to do so?

Automobiles are absorbing a vast quantity of material which should go into the construction of building that investors cannot afford to compete in the matter of price when it comes to buying hardwood, lumber, glass, leather, steel, aluminum and many other things. It has only been a few weeks since there was an enquiry for 150,000,000 feet of hardwood lumber to be used in the manufacture of automobiles. This is why we are paying \$260 a thousand for flooring which should cost \$30 a thousand. An automobile manufacturer bought up the entire output of three glass factories, to meet his requirements for glass; large quantities of leather go into the production of automobiles. A combination of cotton goods manufacturers placed the price of muslin so high that a group of manufacturers bought and leased all the cotton goods factories in Poland, shipped the raw cotton across the ocean and returned it in the shape of muslin to be used in upholstering automobiles.

From the foregoing it will be seen that the troubles with construction in this country at the present time is that building is a diminishing quantity and promises to continue so for years to come for the reason that the automobile industry has been and is absorbing the new life and the flower of the workers in this country and affords them continuous employment in an attractive and more remunerative employment than formerly obtained in building.

Frank Stowell.

Gratuity to Soldiers Without Embarrassing the Government.

Traverse City, May 18—May I express through your columns a suggestion in regard to the bill before Congress concerning the proposed bonus for soldiers and sailors?

Believing as I do that some such reward is a most desirable thing, and having had a boy in the army, you can readily see that I am in favor of some such bill. I do believe, however, this subject should have more careful consideration before the details are finally passed upon. The country at the present time is staggering under heavy expenditures—money is tight, and bids fair to become even more so, and it would be a great menace to the country's trade and financial condition to issue a large number of bonds or to increase the already burdensome taxes.

It seems to me if the Government would issue bonds direct to the soldiers and sailors to the extent of the bonus to be given under the bill—having these bonds run for a period of, say, five to ten years, payable to the individual and not transferable, and bearing interest at 5 per cent—it would do more for these soldiers and sailors than the payment at this time of cash. If the men received cash or negotiable bonds, many would immediately sell their bonds and spend the money; whereas if these bonds were non-transferable and held to maturity, as they must needs be, the habit of saving in these men would be inculcated and encouraged, and at the maturity of the bonds they or their families would come into possession of the principal.

This would also eliminate the necessity of floating bonds on a market which is already overburdened with securities, as is evidenced by the decline in the present United States bonds, as well as all other securities.

Then again, if the men received their bonuses in cash, a great number would not seek employment until this money was spent, and this would aggravate the scarcity of labor and shortage of production, under which the country is now suffering. It is a foregone conclusion that every able-bodied man can find occupation—and the sooner he seeks it, the sooner will the cost of production and "high cost of living" be reduced.

R. Floyd Clinch.

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, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

Wanted—An all around tinner and plumber for a shop in a country town of 1000. Want a man who will be satisfied to remain permanently if conditions are satisfactory. Salary \$35 to \$40 per week. M. E. Southwick, Moville, Iowa. 888

For Sale—We have the largest grocery business in the city. Our town has about 15,000 people. We do \$90,000 business per year. Address A. L. L. care Michigan Tradesman. 889

FOR SALE—TIMBER—40 acres of oak timber in Lake Co., Mich., five miles from R. R. station. Inquire of C. A. Morrow, 1019 5th St., N. E., Canton, Ohio. 890

For Sale—One Hubbard portable oven, capacity 180 loaves. Bargain. Lock Box 238, Alanson, Mich. 891

For Sale—Chandler & Price 10 x 12 Gordon for \$200. In use every day, but wish to install larger machine. Tradesman Company.

Wanted—Good all around clerk for general store. Must be good salesman. Kuyers-Longwood Co., Grant, Mich. 892

For Sale—Combined stock groceries and meats, with some fixtures, in one of best locations in Muskegon Heights, Michigan. Complete, up-to-date. Good paying business, doing about \$40,000 a year. Will sell for cash. Building leased for three years. Address No. 893 Care Michigan Tradesman. 893

For Sale—Candy and cigar store, and ice cream parlor in city of 4500; good paying business. Arthur W. Maskey, Allegan, Mich. 894

Wanted—Shoe man to cover Upper Peninsula. Good connection for live man. Apply giving experience and references. No. 895 Care of Michigan Tradesman. 895

CASH REGISTERS

REBUILT CASH REGISTER CO. (Inc.)

122 North Washington Ave., Saginaw, Mich.

We buy sell and exchange repair and rebuild all makes. Parts and supplies for all makes.

Wanted—To hear from owner of good general merchandise store for sale. State price, description. D. F. Bush, Minneapolis, Minn. 827

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

For Sale—A good-paying, well-established meat market, in a town of about 1,100 inhabitants. Also property consisting of three lots, 150 feet front and about 400 feet deep, with good two-story house of nine rooms and a store room, electric lights, hot water, furnace, cement cellar; also large barn, and an extra building for sausage room. Good reason for selling. Price reasonable. For particulars, call or write to Box 33, Oldenburg, Ind. 866

For Sale—Property 56 x 132 feet, one-story building in business district of Holland. Splendid for auto sales agency or any other business. Real estate agents need not apply. Address No. 884 care Michigan Tradesman. 884

Wanted—A good business, hotel, retail store, laundry, garage, or factory. State price and description cash buyer. Address No. 885 care Michigan Tradesman. 885

MUST SELL, on account of sickness, lunch room, candy and cigar store. Have the only bar in city of 6,000. Write for particulars. Henry Robinson, Charlotte, Mich. 886

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

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 stock 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. 884, c-o Michigan Tradesman. 884

FOR SALE—Half interest in good, clean, well-paying hardware business in an Ohio town of 1500 population, only hardware store in town. Stock will invoice about \$10,000. Reason for selling, have other business. Investigate if interested. T. E. Gaskill, Eelpre, Ohio. 872

FOR SALE—Twelve-foot soda fountain, fully equipped. Good as new. Fine for city store. Bargain. C. E. Nelson, Coopersville, Mich. 873

For Sale—Up-to-date dry goods store and fixtures in a live manufacturing town in Michigan. A good location. Best reasons for selling. Address No. 876, care Michigan Tradesman. 876

I AM A MERCHANT and have perfected a practical collection plan that gets the cash but does not antagonize customers. If this interests you write to Arthur Mittelstaedt, Milbank, S. D. 877

For Sale—\$8,000 stock of shoes and dry goods, also \$3,500 building and fixtures. Good business. Postoffice in store. Village of 300 with growing farming country surrounding. Inquire Paquin and Wallborn, Trout Lake, Mich. 878

Wanted—Manager for grocery department in large department store. Cash and carry department in connection. Must be experienced in buying and selling and capable of handling help. Fair Savings Bank Department Store, Escanaba, Mich. 879

Good Opening—For a variety store, at Onaway, Mich. No store of that nature here. Population, 3,500. Andrew Johnston, Onaway, Mich. 882

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.

WHEN PRICES BREAK

how much loss will you have to take on slow-selling goods that were bought at higher figures?

Van Duzer's Certified Flavoring Extracts cost no more than they did. And their price will remain the same when artificially high prices are reduced. Safe to stock. Safe to sell. Safe to use.

Van Duzer Extract Co. New York, N.Y. Springfield, Mass.

Chocolates

Package Goods of Paramount Quality and Artistic Design

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

LEVEL HEADED JUDGE.

Bert Boes, a 17 year old boy, was convicted last week in the Kent Circuit Court on a serious charge. In passing sentence on the prisoner, Judge Brown said:

Regardless of the fact the Red Cross, Y. M. C. A. and kindred organizations during the war saw to it that our young men got cigarettes, I believe it an unfortunate circumstance, as in your case. One of the first things a young man must do is to eliminate habits which are not conducive to good morals. One of the worst habits among boys to-day is that of smoking cigarettes and in placing you on probation I insist you absolutely refrain from smoking cigarettes or using tobacco in any form.

Judge Brown is to be commended for his courageous stand on the most monstrous evil of modern times. The cigarette habit is the underlying cause of many of the crimes committed by young men at this time. The habit undermines the moral stamina of its victims and weakens their power of resistance to such an extent that they become easy prey to temptation and crime. If more judges took the stand Judge Brown assumed in this case, it would be better for all concerned.

Status of the Soldier Bonus.

The proposition to collect two billion dollars by extraordinary emergency taxation to pay a bonus to the soldiers who fought in France has proven a genuine Pandora's box. Changing the figure of speech somewhat, both political parties in Congress have created a Frankenstein from whom they cannot withdraw the breath of life, although now they bitterly regret the success of their original endeavor.

Starting out with the modest project to give a hundred dollars or so to each returned soldier, the two parties have been bidding against each other for several weeks until the current plan involves the tidy sum of \$500 per capita to be derived through a complicated system of so-called "Victory" taxes—Heaven forgive the sarcasm!—that should cause such veteran revenue-raisers as McKinley, Dingley, Aldrich, Payne, et al., to turn over in their graves.

To-day Congress stands aghast at its own work, but feeling that the expectations of the soldiers have been raised to a point where they must be satisfied or a political cataclysm will follow, the leaders of both houses are struggling desperately to find a way out of their dilemma.

Already the Republicans, who control the House by a small majority, have become convinced that they can not poll a quorum of the House for a retail sales tax project which is the backbone of their plan for raising the money. An all-night wrangle in caucus demonstrated that from forty to sixty of their number stand ready to vote against this feature, and, if necessary, to join with a large contingent of Democrats in foisting upon the long-suffering taxpayers a socialistic, retroactive war levy that would swallow 80 per cent. of all the corporate and individual incomes for the past five years in excess of the average for the period from 1911 to 1916.

At this writing a small but determined band of conservatives in the

House, who are opposed on principle to a bonus, believing that it would be as demoralizing to the soldiers as it would be burdensome to the people, are slowly gaining ground, and there is good reason to believe that, if there were time enough, they would ultimately force the abandonment of the whole ill-advised project. The leaders of both houses, however, are anxious to make the demonstration of their love for the soldiers' count as heavily as possible and therefore are moving Heaven and earth to force the bill through before the Presidential convention to be held in June. As the program of the House organization provides for a recess as early as June 5, it is obvious that strong-arm tactics will have to be invoked to put the bonus law on the statute books before the summer vacation.

Insurance Companies Agree To Restore Stolen Plunder.

Settlement effected last Thursday by Frank H. Ellsworth, State Fire Insurance Commissioner, ends a suit against his Department by some 145 insurance companies and forever abolishes the 10 per cent. surcharge criminally extracted during the war. This agreement will return to policyholders of the State approximately \$200,000.

The surcharge became effective May 1, 1918, and a year later, with the war no longer a factor, Ellsworth determined that the extra charge should be eliminated. It is estimated that during the time the companies were permitted to collect this fee, the collections aggregated more than \$1,250,000. When the companies received Ellsworth's order they immediately started suit and through Judge Collingwood in Ingham Circuit Court succeeded in obtaining an injunction restraining Ellsworth from enforcing the penalties for violations to the order. In the meantime they continued to collect the extra 10 per cent.

During June, 1919, the State Legislature enacted a law making collections of these fees illegal, and gave the law immediate effect on June 25.

The fire companies discontinued the collections on Sept. 1, and in the first order granted by the court were to have paid the funds to the keeping of the State Treasurer until the case was finally settled, but later this was modified and the companies were allowed to keep the funds in trust in their treasuries.

According to the settlement, the companies have agreed to return to the policy holders all money collected between June 25, when the act was effective, and Sept. 1. During May, June, July and August when they continued to collect the extra charge the amount is estimated at about \$400,000, showing that Ellsworth's settlement was on the basis of a compromise.

Benton Harbor—Mrs. Fannie Nicolson has merged her mattress manufacturing business into a stock company under the style of the Nicolson Mattress Manufacturing Co. with an authorized capital stock of \$50,000, all of which has been subscribed, \$1,200 paid in cash and \$35,000 in property.

Review of the Produce Market.

Apples—Western fruit commands \$5.50 per box.

Asparagus—Illinois Sectional, \$4.50 per crate of 24 bunches; home grown, \$2.25 per doz. bunches.

Bananas—8½c per lb.

Beets—New, \$2.75 per hamper.

Butter—The market is steady, with receipts gradually becoming normal. The average quality is showing slight improvement over winter made goods and prices have declined about 2c per pound during the last week. There is a fair demand at this time which has hardly been heavy enough to consume the daily receipts. Under normal conditions butter will probably show a further decline. Local jobbers hold extra creamery at 58c and first at 56c. Prints, 2c per lb. additional. Jobbers pay 35c for packing stock.

Cabbage—\$5 per 100 lbs. for Texas; California, \$4 per crate of 70 lbs.

Carrots—\$3.25 per hamper.

Cauliflower—\$4 per doz. for California.

Celery—California, \$1.50 per doz.; Florida, \$8 per crate of 3, 4 or 6 doz.; \$7.50 per crate for 8 and 10 doz.

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

Cucumbers—Hot house, \$2.75 per doz.

Eggs—The market is very firm at this writing. The quality of eggs now arriving continues to be very fine. There is a good demand for eggs at the present time and a slight decrease in the receipts. The consumption of eggs is very heavy. Warehouse reports indicate that storage stocks are 900,000 cases less than they were one year ago. Jobbers pay 41c f. o. b. shipping point for fresh, including cases.

Grape Fruits—Extra Fancy sells as follows:

28 size, per box	-----	\$5.00
36 size, per box	-----	5.25
46 size, per box	-----	6.50
54 size, per box	-----	7.00
64 size, per box	-----	7.50
70 size, per box	-----	7.50
80 size, per box	-----	7.50
96 size, per box	-----	7.25

Green Onions—35c per doz. bunches for home grown.

Green Peppers—\$1.60 per basket.

Lemons—Extra fancy Californians sell as follows:

360 size, per box	-----	\$6.00
300 size, per box	-----	6.00
270 size, per box	-----	6.00
240 size, per box	-----	5.75

Fancy Californians sell as follows:

360 size, per box	-----	\$5.50
300 size, per box	-----	5.50
270 size, per box	-----	5.50
240 size, per box	-----	5.25

Lettuce—Iceberg \$8.50 per crate of 3 or 4 doz. heads, hot house leaf, 22@24c per lb.

Onions—Texas Bermudas, \$3.75 per 50 lb. crate for White and \$3.50 for Yellow; California 25c per crate higher.

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

Oranges—Fancy California Navals now sell as follows:

80	-----	\$5.75
100	-----	6.50
126	-----	7.50
150	-----	8.50
176	-----	8.75
200	-----	8.75
216	-----	8.75
250	-----	8.75
288	-----	8.75

Parsley, 60c per doz. bunches.

Pieplant, 75c per bu. for home grown.

Pineapples—The canning season is now on. Arrivals are finding an outlook on the following basis:

18 to 24 size	-----	\$6.75
30 to 36 size	-----	6.75

Plants—Now on sale as follows:

Cabbage, per box	-----	\$1.25
Tomato, per box	-----	1.25
Geranium, assorted, per box	-----	2.25
Rose Geranium, potted	-----	2.25
Silver Leaf, potted, per doz.	-----	1.50
Pansy, 4 doz. flats	-----	1.25

Potatoes—Home grown, \$5 per bu. Baking from Idaho, \$5.50 per box.

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

Spinach—Home grown, \$2 per bu. Sweet Potatoes—\$3.75 per hamper for kiln dried Delawares.

Tomatoes—\$2.25 per 6 lb. basket from Florida.

Manufacturing Matters.

Detroit—The Rey Wheel Co. has been incorporated with an authorized capital stock of \$400,000, of which amount \$213,300 has been subscribed and paid in, \$12,300 in cash and \$201,000 in property.

Detroit—The National Cap Co. has been incorporated to manufacture and sell men's hats and caps, with an authorized capital stock of \$3,500, all of which has been subscribed and paid in, \$2,467.35 in cash and \$1,032.65 in property.

Escanaba—The Needham Electric Co. has merged its business into a stock company under the same style with an authorized capital stock of \$20,000, of which amount \$11,450 has been subscribed, \$850 paid in cash and \$10,000 in property.

Casnovia—Fred G. Brown, manager of the Grant Canning Co., has organized the Gordon Canning Co. here, with an authorized capitalization of \$75,000. Mr. Brown has removed his family to this place and will assume full charge of the plant.

Detroit—The International Metal Exchange has merged its business into a stock company under the same style with an authorized capital stock of \$175,000, of which amount \$90,000 has been subscribed, \$4,000 paid in cash and \$86,000 in property.

Detroit—The Tolbert Manufacturing Co. has been organized to deal in and manufacture auto accessories, specialties, etc., with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in cash.

Adrian—Further expansion of the manufacturing facilities of the Nu-Way Stretch Suspender Co. has become necessary. The company has purchased ground adjoining the factory and first will put up a two-story office building.