

MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JUNE 9, 1920

Number 1916

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THE HIGHER FELLOWSHIP

Are you one of my gang?
Yes, you're one of my gang.
The same job is yours and mine
To fix up the earth,
And so forth and so forth,
And make its emptiness shine.
The world is unfinished; let's mold it a bit
With pickaxe and shovel and spade;
We are gentlemen delvers, the gentry of brawn,
And to make the world over our trade.
And I love the sweet sound of our pickaxes' clang,
I'm glad to be with you. You're one of my gang.

Are you one of my crew?
Yes, you're one of my crew,
And we steer by the same pilot star,
On a trip that is long
And through storms that are strong;
But we sail for a port that is far.
O, the oceans are wide,—and we're glad they are wide
And we know not the thitherward shore,—
But we never have sailed from the Less to the Less
But forever from More to the More.
And we deem that our dreams of far islands are true.
Let us spread every sail. You are one of my crew.

You belong to my club?
Yes, you're one of my club,
And this is our programme and plan:
To each do his part
To look into the heart
And get at the good that's in man.
Detectives of virtue and spies of the good
And sleuth-hounds of righteousness we.
Look out there, my brother! we're hot on your trail.
We'll find out how good you can be.
We would drive from our hearts the snake, tiger and cub;
We're the Lodge of the Lovers. You're one of my club.

Do you go to my school?
Yes, you go to my school,
And we've learned the big lesson,—Be strong!
And to front the loud noise
With a spirit of poise
And drown down the noise with a song.
We have spelled the first line in the Primer of Fate:
We have spelled it, and dare not to shirk—
For its first and its greatest commandment to men
Is, "Work, and rejoice in your work."
Who is learned in this Primer will not be a fool—
You are one of my classmates. You go to my school.

You belong to my church?
Yes, you go to my church—
Our names on the same old church roll—
The tide-waves of God
We believe are abroad
And flow into the creeks of each soul.
And the vessel we sail in is strong as the sea
That buffets and blows it about;
For the sea is God's sea as the ship is God's ship
So we know not the meaning of doubt,
And we know, howsoever the vessel may lurch
We've a pilot to trust in. You go to my church.

Sam Walter Foss

Dorothy Dalton the star of "Aphrodite" has acclaimed Fleischmann's Yeast a wonderful beautifier and aid to Good Health.

The demand for Fleischmann's Yeast is very heavy. Be sure your stock is sufficient to meet the increased sales.

The Fleischmann Company

Your City.



**FRANKLIN
GOLDEN SYRUP**

A Cane Sugar Syrup



For use at the table or in cooking. It has an all year 'round sale. Delicious on fruits and ice cream, and on waffles, muffins and hot cakes.

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"A Franklin Cane Sugar for every use"

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Confectioners, Brown, Golden Syrup



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**DIAMOND
CRYSTAL**

*The Salt
that's all salt.*

**DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICHIGAN.**

Keeping a Good Store

that conforms to all the sanitary requirements of the law, with everything arranged in apple-pie order, is a source of pride to the owner, but will not yield a profit unless there is a quick turn-over in packaged specialties.

Shredded Wheat Biscuit

stands at the top of all packaged foods and yields a steady profit because the demand is always a little greater than the supply. Another new factory now under construction with increased manufacturing facilities in the four model factories now in operation, will soon enable us to give your customers all the Shredded Wheat they want.

MADE ONLY BY

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



MICHIGAN TRADESMAN

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JUNE 9, 1920

Number 1916

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete In Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by

TRADESMAN COMPANY

Grand Rapids.

E. A. STOWE, Editor.

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five years or more old, 50 cents.Entered at the Postoffice of Grand
Rapids under Act of March 3, 1879.**LEADING TO LIQUIDATION.**

The rank and file of those engaged in the dry goods trade are now grasping the fact that has been pointed out to them for months past by financiers and great merchants. Business must be done on a smaller volume of credit. This smaller volume can come about through panic, as in Japan, or it can come about through a reasonable and steady exercise of restrictive influences exerted through banks, as in this country. High prices and extravagant buying of luxuries and necessities have exhausted many of the normal sources of credit. They are now being contracted in various ways. The retailers could not sell their goods at the high prices they were asking, hence there have been reductions. Because of the increased calls for more money with which to buy food, pay rent and provide fuel the average man has learned that he cannot go on indulging himself in extravagance.

Students of the financial conditions in this country affecting industry and commerce are positive in their conviction that credit will remain costly all of this year and will be reflected in high interest rates. Money is already becoming too costly for those prudent merchants who in the nature of their business must make plans soon for the long future of storekeeping. The conservative financial men in the dry goods industry have long since abandoned speculative ideas of advising their customers to buy to protect themselves against further advances. They now take the position that it is prudent for customers to hold on to their present goods and make their future commitments conservatively.

An uneconomic phase of the immediate dry goods situation is the rush to cut down production. Mills are running short time and shutting down, notably in the ready-to-wear trades, the silk mills and the woolen mills. In some degree manufacturers have no confidence in the high prices current. They will not run their mills and pile up goods. If laborers were intending to do a full day's work for a fair day's pay they would be better

disposed than they are to risk their capital and tie up their resources in merchandise.

Traders will seek to make much of this curtailment of production in further efforts to scare buyers.

The heads of large mercantile institutions will not be a party to this sort of propaganda in a critical financial period unless they, too, again become inoculated with the floating germ of speculative business methods.

There will be no over production nor continued under production of goods for some time, and if credit conditions are kept within safe bounds merchants should be able to do a steady business for a long time on a less dangerous margin of profit.

Under these circumstances primary market merchants look only for moderate price recessions to come along sometime in the next three or four months, on staple standard merchandise. During the period of readjustment in production, transportation, and forming ideas of crops, politics, and so on, they would seem to be acting wisely in advising their customers to haul in their credits rather than sacrifice their merchandise.

The process of eliminating speculators from the dry goods markets is going to be slow. Even where they are forced to take great losses as some of them have been doing, they will be slow to give up their habits of trying to boom a steady going trade by touting Wall Street methods. This is one of the penalties of after-war experience and it is nothing new to those who have been in business for more than a single generation.

LABOR PRODUCTIVITY.

There is real pleasure in the discovery of at least one set of workmen who are willing to combine shorter hours with undiminished production. The "congress" of the American Multigraph Company, at Cleveland, pledged the workers to maintain the rate of production at the ten-hour standard if the company would grant the nine-hour day. The concession was made in October of last year, and the pledge was faithfully carried out. The workmen have again come forward with a request (not a demand) for an eight-hour day, pledging themselves to a peaceable return to the nine-hour system in case of failure to maintain an undiminished rate of production. Preparatory to the request a committee appointed by the "congress" had gone carefully over the data of production and discovered possible changes of method by which the rate of production might be increased. Here appears to be a case in which workmen are co-operating with their employers on the plane of mutual confidence and common sense, rather than indulge in passion and distrust which are the stock in trade of union slackers and slovens.

INSTILLING COURAGE.

Several of the largest distributing houses in the country have recently sent out letters giving reasons why, in the opinion of the heads of such concerns, their customers should not look for price reductions before next spring, and asserting further that prices for the coming fall will be higher than now. A woolen mill has followed suit in this direction and so have certain clothing manufacturers. In all of these statements, stress is laid on the higher cost of production, especially as concerns labor and raw materials. Occasionally, also, reference is made to alleged inability to produce all that is wanted, which probably would not have been lugged in had the statements been issued after, instead of before, the partial shutting down of so many mills and factories. The idea behind this propaganda is to put courage into the minds of retailers and induce them to put in their orders early. But the very fact that it is deemed necessary to issue statements of the kind referred to betokens that things are not going the way that producers and distributors like to have them. Buyers are holding back because consumers refuse to pay the prices asked, and they are insisting that producers shall cut down the exorbitant profits they have been getting, which have not been justified by the prices paid for labor or raw materials. In the shrinkage of market values, which must come sooner or later, somebody will have to bear a loss. That somebody will be the one holding goods that cannot be moved at a profit. Perhaps the retailers may be pardoned for desiring those to "carry the bag" who have been receiving the lion's share of the profits while these were at their peak.

LET GEORGE DO IT.

In handing the reorganization of vocational training over to the President the House Committee on Education gives him an opportunity that he must welcome upon every ground. If he chose to look at it from the narrow standpoint of partisan politics he could not ask for anything better or more timely. To be made the agent for doing for the disabled soldier what ought to have been done for him long ago is to be placed in a position that any party leader might envy. But the President will doubtless prefer to view the matter in a larger way. It is too important to serve as a pawn in the political game. The thorough and impartial investigation which the House Committee on Education has made, and for which it deserves the thanks of the country, proved conclusively that fundamental changes, both of personnel and of system, are absolutely essential if we are to do for the disabled soldier what

every citizen wishes to see done. The natural method for making these changes was by legislation. It is to be regretted that the Committee did not draft a suitable measure in time for enactment on the last session of Congress. Instead it decides that the President possesses the power to do the job. Let him take the Committee at its word and with all speed order such reorganization and consolidation of vocational training as will do for those who fought for us what both they and the Nation have every reason to expect.

FIGHTING CANCELLATIONS.

Hosiery manufacturers say that an unbelievable number of reasons are offered by jobbers to validate their claims for cancellations and they are all more or less vain and empty. However, in spite of the weakness of many, or most, of the claims for cancellation they are very much of a "nuisance" and they consume most of the energy of the mill owners who would ordinarily, at this time of the year, be very much interested in merchandising.

Shipments are said to be totally ignored by buyers, even when the manufacturers have been able to get them to the point of destination designated in the orders, and only under stress will they be received. Unofficial orders to defer shipments of contracts are followed by buyers' claims that the goods are not delivered on time as stipulated in the contract and they base their cancellation claims on this ground.

Just how the thing is going to work out is something that no one can see for the moment, but the manufacturers are agreed that they are going to hold fast and not retrench one inch to help buyers who are not willing to meet their share of responsibility in a situation which is admitted to be anything but fortunate.

ETERNAL VIGILANCE.

For the past few years the National Fire Protection Association has not conducted any special campaign to curtail use of fire works at Independence Day celebrations. The regular practice of the Association in sending out bulletins on this hazard a short time before Independence Day was abandoned when the losses from this cause both to life and property had been reduced to a very low figure, but last year there was a recurrence of dangers because communities began again to allow use of fire works and fire works displays of all kinds. Therefore the Association this year will, as usual, conduct its campaign to arouse municipal and state officials as well as citizens of local communities to the danger of permitting indiscriminate use of all kinds of fire works.

National Association Should Stick to Its Last.

There is an old saw about the shoemaker sticking to his last and that when he goes out of his sphere of knowledge he usually makes a botch of it. The National Association of Retail Grocers ought to heed. When it was a straight out association of retail grocers formed for the purpose of advancing the cause of the retailer, it showed progress, but when it engaged in the publishing business as the main issue and permitted the association to become a side show, the result was what usually happens when one embarks upon a field it was not designed to cover. Instead of progressing the records show that it has been slipping in numerical strength for several years.

We have always maintained that there is need for a national organization of retail grocers, but it cannot hope to continue its effectiveness when its power is largely one in name only. It must be able to show definite, tangible results, which are absolutely impossible when it represents less than 4 per cent. of the retail grocers of the country. It cannot hope to get anywhere if it cannot grow beyond 8,380 members, which its per capita tax receipts showed from the report of the secretary at the last convention. It has been in existence twenty-three years and in that time ought to be able to make a better showing than it has up to date.

At every convention the California delegation prates and repeats about its per capita tax payment of \$400 a year and as one delegate remarked that state gets back about three times what it pays in. He was let to make this remark because Frank B. Connolly, as an officer, makes two or three trips a year across the continent at the expense of the National Association which cost between \$800 and \$1,200 a year, hence the per capita from that state is a liability rather than an asset.

It is ridiculous that an organization professing to be national in scope should only be able to collect \$2,095 from its members and be compelled to rely upon publishing a souvenir program which has no merit or intrinsic value to the advertiser and engages in the publishing business as its chief source of revenue. Either the Association is useless as an instrument of good under present conditions, or it should be made self-sustaining by having the members pay a sufficient fee per year to make it worth while. It cannot be independent when it relies on outside help for support. There are enough retail grocers in the United States to make it a bang up organization, but they have got to be shown and in addition must pay an amount sufficient to make the members appreciate it and then it must accomplish tangible results.—Interstate Grocer.

Some Questions For Roland Morrill to Answer.

Almont, June 5—We are very pleased indeed to "crawl out from under our toadstool," as Mr. Morrill puts it, with a few questions. We hope that he will do as agreed. If we have the wrong conception of the Farm Bureau movement, after listening to

argument that proves to be facts, we are capable of changing our ideas.

Who organized the Michigan Farm Bureau?

What is its object?

What is and who composed the original so-called Coalition Committee?

Does it now exist?

What was its object?

Why does the Farm Bureau aim to keep out of politics?

What salaries do the officers of the Farm Bureau receive?

Why are the members of most co-operative associations (the local units of the Farm Bureau) compelled to deal through their association or pay a forfeit to it?

Why is it the aim to eliminate competition between associations?

Why is it that a great number of these associations are not organized on sound business principles?

We do not believe that any business of any nature can be carried on for any great length of time if it is transacted for "mutual benefit." It is the element of chance in any undertaking that lends enchantment to it. If this element is lost, the undertaking becomes stagnant.

If the Farm Bureau would confine its activities to a conscientious effort for an educational, social and political uplift, we would be for it. At the present time it is on the wrong track and surely will not prove to be a beneficial organization to its members or to the people.

A few weeks ago we read an article in one of our magazines that set forth the fact that co-operative organizations were thriving and very successful in Russia. That is the place for them if the present program is adhered to. Who wants to live in a Russia? There is no place in this United States for radical, socialistic, soviet or class rule. R. S. Bishop.

Two Cleveland Concerns to Avoid.

The Tradesman warns its readers to go very slow in dealing with two Cleveland concerns—the Continental Jewelry Co. and the Iroquois Manufacturing Co.

The Continental Jewelry Co. has been repeatedly exposed by the Tradesman because of the "catch contract" it uses in dealing with (victimizing?) its customers. It is the old con game of the confidence man who employs large type in the body of the contract, but embodies some conditions in small type lower down which the merchant who is solicited to sign the "order" seldom reads until after it is too late.

The Iroquois Manufacturing Co. handles a roofing called Adamite which it sells with the understanding that it can be thinned down with gasoline. A trial soon convinces the person who attempts to use the preparation that it requires more than gasoline to accomplish the thinning process. Correspondence with the Cleveland concern discloses the fact that the stuff can be used for certain purposes only by thinning down with a special preparation which costs about as much as the original article and which can be obtained only from the same source. The correspondence department is so "sassy" and impudent that it pretty nearly causes a man to lose his self respect to attempt to do business with creatures of that stripe.

Shelby—Robert R. Rogers succeeds the Shelby Variety Store.

Ecorse—The D. J. Ryan Foundry Co. has increased its capital stock from \$500,000 to \$2,000,000.

Have You Enough Fire Insurance?

Have you checked your fire insurance lately? Have you enough?

Have you taken an inventory within the last year and raised your insurance to properly cover your stock and building?

Have you taken into account the increase in the value of your stock during the last six months?

Do you keep your last inventory and the daily record of purchases and sales in an iron chest or safe? [Does your policy require this?]

Does your policy properly describe your property and are you doing the things you agreed to do when you accepted the policy?

One of our customers had a fire recently and all of these questions were raised. We have just readjusted our insurance and thought perhaps some of our friends had overlooked theirs.

"An ounce of prevention is worth a pound of cure."

Let us act today without fail.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers

Are You Interested in

JAPAN NIBS

We have a Large Stock on hand.

Ask our Salesman or write us for
Samples and Prices.

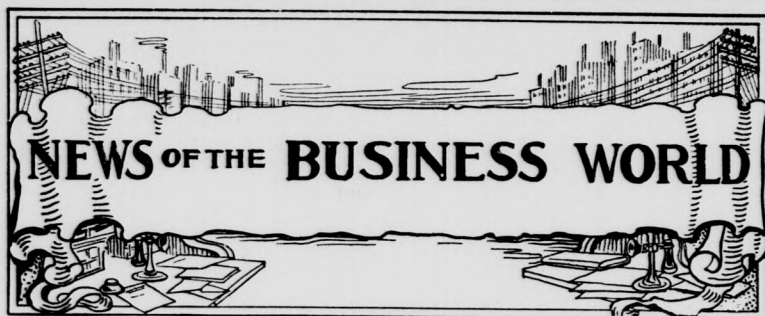
THE WIDLAR CO.,

C. W. BRAND, Pres.

Cleveland, Ohio

Packers of C. W. BRAND

Teas, Coffee, Spices, Extract, Mustard,
Salad Dressing



Movement of Merchants.

Detroit—The Detoit Candy Co. has increased its capital stock from \$50,000 to \$250,000.

Saugatuck—Fire destroyed the Bavaria Hotel May 31, entailing a loss of about \$12,000.

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

Freeland—The People's Grain Co. has removed its business office from Freeland to Elwell.

Detroit—The Michael Foley Land Co. has increased its capital stock from \$25,000 to \$220,000.

St. Johns—The Clinton County Savings Bank has increased its capital stock from \$28,000 to \$50,000.

Royal Oak—The First Commercial State Bank has changed its name to the First State Bank of Royal Oak.

Montgomery—The Tri-State Co-Operative Association has increased its capital stock from \$30,000 to \$100,000.

Zeeland—The La Huis Co., dealer in general merchandise, has increased its capital stock from \$25,000 to \$50,000.

Niles—Bret H. Crockett has filed a voluntary petition in bankruptcy in district court. Assets are given as \$210 and liabilities as \$881.34.

Marcellus—The Farmers' Co-Operative Association has purchased the grain elevator of Floyd Burlington and will take possession July 1.

Greenville—Martin Welsh, proprietor of Hotel Phelps, has sold it to W. F. Burns, recently of Grand Rapids, who has taken possession.

Battle Creek—E. P. Boynton, who has been keeping a grocery store for several years at 154 South Jefferson street, has moved his stock to the store at 120 East Main street.

Allegan—Mrs. J. B. Fouch has sold her drug stock to Bressin & Schad, formerly of the West drug store, Grand Rapids. They will continue the business at the same location.

Howard City—The remainder of the W. H. Collins stock of merchandise and store fixtures has been sold to Eastern Michigan parties and removed from town by motor trucks.

Wayland—The Yeakey Auto Co. has broken ground for a large addition to its garage. This is the second addition the company has found it necessary to erect since the first building was completed.

Saginaw—The Morford Hotel Co., owner of the Veague Hotel, 117-119 Genesee avenue, has purchased the Star Hotel, at 109 North Washington avenue, and will conduct both hotels under the general management of M. J. Morford.

Ionia—The Gleaners have purchased the warehouse, elevator and other properties of the R. K. Smith Co., as well as the Van Sickle grain elevator, and will continue the business adding a wood and coal yard.

Pentwater—Lynch Bros. closed out the general stock of Gardiner T. Sands in a seven day sale. O'Brien & Hunter have leased one side of the double store, formerly occupied by the Sands establishment, and will open a complete grocery stock therein.

Marcellus—C. H. Hudson has closed out his stock of groceries and dry goods at special sale and sold his store building to C. A. Rose & Son, who will occupy it with their hardware stock. Mr. Hudson has been engaged in business here for the past forty-three years and will now retire.

Detroit—Ernest Kirchler has merged his knit goods manufacturing business into a stock company under the style of the Detroit Knitting Mills, Inc., with an authorized capital stock of \$75,000, of which amount \$62,600 has been subscribed and paid in, \$11,562.16 in cash and \$51,037.84 in property.

South Haven—Christian Niffenegger has merged his garage and automobile supply and accessory business into a stock company under the style of the Niffenegger Auto Co. with an authorized capital stock of \$50,000 common and \$25,000 preferred of which amount \$40,000 has been subscribed and paid in, \$15,000 in cash and \$25,000 in property.

Charlevoix—Louis Orłowski, local grocer, suffered a badly crushed leg and probable internal injuries, when the car he was driving was struck by a Pere Marquette passenger train, at Ellsworth. Mr. Orłowski, his two children, and the daughter of Mrs. F. E. Cartier, were dragged 200 feet after the accident.

Utica—The Utica State Bank, a recently formed banking institution, is filing suit against the Farmers Co-Operative Bank to restrain construction of a banking building alongside the building the Utica bank now occupies. The plaintiffs allege that the construction of the building would weaken their building.

Lansing—The Lansing Electrical Engineering Co. has taken over the stock and good will of the South Side Electric Co., 1204 South Washington avenue, and will continue the business under the same style in conjunction with its retail store at 227 North Washington avenue. The company maintains its motor department and wholesale business at 123 East Ottawa street.

Manufacturing Matters.

Detroit—The Stand Pat Easel Co. has increased its capital stock from \$10,000 to \$60,000.

Saginaw—The Saginaw Mirror Works has increased its capital stock from \$20,000 to \$75,000.

Kalamazoo—The Kalamazoo Corset Co. has increased its capital stock from \$250,000 to \$500,000.

Detroit—The General Necessities Corporation has increased its capitalization from \$2,500,000 to \$5,000,000.

Detroit—The Vincent Clear-Room Steering Wheel Co. has changed its name to the Vincent Wheel Corporation.

Charlotte—Fire destroyed the buildings of the Charlotte Iron & Metal Co., causing a loss of about \$10,000.

Custer—Fire destroyed the flour mill of L. U. Kreider June 2, entailing a loss of about \$17,000. Insurance, \$10,000.

Benton Harbor—The E. L. Brant Co., Inc., has changed its name to the Benton Harbor Canning Co. and increased its capital stock from \$15,000 to \$50,000.

Mancelona—N. M. Langdon, manager of the Antrim Iron Co., has resigned and S. W. Katzenstein will succeed him.

Detroit—The Morehead Manufacturing Co., manufacturer of steam traps and plumbers' specialties, has increased its capital stock from \$45,000 to \$125,000.

Detroit—The Hanwood Tire Corporation has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Osseo—The Osseo Oil & Gos Co. has been incorporated with an authorized capital stock of \$200,000, all of which has been subscribed and paid in \$900 in cash and \$199,100 in property.

Adrian—The NuWay Stretch Suspender Co., doing a business totaling \$600,000, has announced the payment of an \$1,800 loan made to the company by Adrian business men and the Chamber of Commerce two years ago. It is one of the concerns in the municipal industrial "incubator."

Menominee—The American Rule & Block Co., manufacturer of yard sticks and A B C blocks as well as other wood specialties, has purchased the Menominee River Brewing Co. plant and will remodel it into a modern factory which it will occupy as soon as it is completed.

Bay City—The Clark Knitting Mills have moved from Niles to Bay City, where they are located on the second floor of the Central Auto Garage building, at Madison and Fifth avenues. Besides the machinery, which has been transferred from Niles, much new equipment has been ordered in New York and production will be doubled. This is Bay City's fifth knitting mill.

Three Rivers—The capacity of the Vassar-Swiss Underwear Co. plant is being increased as rapidly as material and machinery can be brought to the town. Owing to the railroad strike, it was necessary to ship several carloads of material from Chicago to Benton Harbor by boat. From there it was moved by truck. In this man-

ner the industry was able to keep the plant running daily. Now word has been received that a carload of machinery and material had been shipped by freight direct to Three Rivers. These supplies are expected to arrive shortly and as soon as possible the machines will be installed and started to work.

Small Prunes Much Better Buy For Money.

Retail grocers who want to do their customers a good turn can do it now by putting some pressure behind small prunes, which nobody seems to want. Most consumers turn up their noses at "scrubby little prunes," which they refer to as being "all stones," but the fact is there is much more meat for the money in a pound of little prunes than there is in a pound of large ones. It is a demonstrated fact that the buyer of a pound of small prunes gets nearly three times as much for his money as the buyer of a pound of large ones.

Herewith is a table showing the weight of the pits and of the meat in a pound of prunes of all the sizes from 30-40 up to 120:

One Pound	Weight of Pits	Weight of Meat
30-40	2½ oz.	13½ oz.
40-50	2½ oz.	13½ oz.
50-60	2½ oz.	13½ oz.
60-70	2¾ oz.	13¼ oz.
70-80	3¼ oz.	12¾ oz.
80-90	3½ oz.	12½ oz.
90-100	3¾ oz.	12¼ oz.
100-120	3¾ oz.	12¼ oz.
120-up	4½ oz.	11½ oz.

Thus to a pound of 120 prunes are 11½ ounces of meat and to a pound of 30-40 are 13½ ounces, and if they both cost the same, the big prunes would be the better buy. But the difference in price between big and little prunes is very great, particularly now when the supply of small fruit is relatively so much greater than the supply of large. Based on to-day's quotations the following figures show what the consumer pays for a pound of meat from 30-40 prunes, on up through the various sizes up to 120s.

30-40s	31.40 cents per pound
40-50s	26.96 cents per pound
50-60s	22.22 cents per pound
60-70s	19.62 cents per pound
70-80s	19.13 cents per pound
80-90s	18.42 cents per pound
90-100s	17.95 cents per pound
100-120s	13.19 cents per pound
120-over	12.65 cents per pound

Thus the consumer gets a pound of pure meat from the small fruit for 12.65 cents, but must pay 31.40 cents, or nearly three times as much, for a pound of meat from the 30-40s. And the meat is identical in both cases. The average consumer, however, does not know that, nor in fact, does the average retailer.

Andrew Carnegie once said to a class of young college men, "When beginning life, put all your eggs in one basket and then watch that basket."

Never make excuses. Your friends don't need them and your enemies won't believe them.

Review of the Produce Market.

Apples—Western fruit commands \$6 per box.

Asparagus—Home grown, \$1.50 per doz. bunches.

Bananas—9c per lb.

Beets—New, \$2.75 per hamper.

Butter—The price is 1c higher. Local jobbers hold extra creamery at 53c and first at 52c. Prints 2c per lb. additional. Jobbers pay 30c for packing stock.

Cabbage—\$5 per 100 lbs. for Texas.

Cantaloupes—Imperial Valley stock is now in market, selling on the following basis

Standards, 45s ----- \$6.55

Ponys, 54s ----- 6.00

Carrots—\$3.25 per hamper.

Cauliflower—\$3.50 per doz. for California.

Celery—California, \$1.50 per doz.; Florida, \$9.50 per crate of 3, 4, or 6 doz.; \$9 per crate for 8 and 10 doz.

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

Cucumbers — Home grown hot house, \$2 per doz.; Illinois hot house, \$1.75 per doz.

Eggs—Receipts are heavy and the price is steady. Jobbers pay 36c f. o. b. shipping point for fresh, including cases.

Egg Plant—\$5 per crate of 24 to 36.

Grape Fruits—Extra Fancy sells as follows

28 size, per box ----- \$4.25

36 size, per box ----- 4.50

46 size, per box ----- 5.50

54 size, per box ----- 6.00

64 size, per box ----- 7.50

70 size, per box ----- 7.50

80 size, per box ----- 7.50

96 size, per box ----- 6.50

126 size, per box ----- 6.00

Green Onions—25c per doz. bunches for home grown.

Green Peppers—\$1 per basket.

Lemons—Extra fancy Californias sell as follows

360 size, per box ----- \$6.25

300 size, per box ----- 6.25

270 size, per box ----- 6.25

240 size, per box ----- 6.00

Fancy Californias sell as follows:

360 size, per box ----- \$5.75

300 size, per box ----- 5.75

270 size, per box ----- 5.75

240 size, per box ----- 5.50

Lettuce—Iceberg \$5 per crate of 3 or 4 doz. heads; hot house leaf, 12½c per lb.

New Potatoes \$6.50 per bu. for Florida stock.

Onions—Texas Bermudas, \$3 per 50 lb. crate for White and \$2.75 for yellow; California 25c per crate higher.

Oranges—Fancy California Valencia now sell as follows:

126 ----- \$6.25

150 ----- 6.25

176 ----- 6.25

200 ----- 6.25

216 ----- 6.25

250 ----- 6.00

288 ----- 5.75

324 ----- 5.50

Choice Valencias, 50c per box less.

Parsley—60c per doz. bunches.

Pieplant—\$1.25 per bu. for home grown.

Pineapples—Red Spanish are finding an outlook on the following basis:

24 size ----- \$6.25

30 size ----- 6.25

36 size ----- 5.75

42 size ----- 5.00

48 size ----- 4.75

Plants—Now on sale as follows:

Cabbage, per box ----- \$1.25

Tomato, per box ----- 1.25

Geranium, assorted, per box ---- 2.50

Rose Geranium, potted ----- 2.50

Silver Leaf, potted, per doz. ---- 1.50

Pansy, 4 doz. flats ----- 1.40

Salvia, per box ----- 1.35

Aster, per box ----- 1.35

Pepper, per box ----- 1.35

Potatoes—Home grown, \$5.25 per bu.

Radishes—Outdoor grown, 20c per doz. bunches.

Spinach—\$1.25 per bu.

Strawberries—\$7.50@8.50 per 24 qt. case from Illinois.

Sweet Potatoes—\$3.75 per hamper for kiln dried Delawares.

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

The Grocery Market.

Sugar—The market is in the same condition as a week ago. Jobbers are undertaking to accumulate small stocks for the canning season, but are meeting with little success, on account of the interruption to shipments by strikers.

Tea—The market has put in a dull week, as the influence of the holiday has not quite departed. The markets in the East, however, are still very strong and there is no weakening on this side. If England resumes business with Russia, as appears to be likely in the near future, the tea market in all other countries will probably take a decided jump. New crop Japan teas which, as recently stated, show an enormous advance over last year, are very dull. The large buyers are not interested at the price.

Coffee—The market has put in an unsettled week, the prices, however, on spot coffee but little changed. There is some business doing in milds, but no great activity and no particular change in price. The market for Rio and Santos coffees still depends upon the primary markets in Brazil, which are very uncertain these days.

Canned Fruit—Both peaches and apricots of the 1919 pack are active and the free buying has led to more firmness, particularly in cling peaches of the extra and extra standard grades. These offerings are now in small compass here. No. 10 apricots of all grades are moving in larger volume, the syrup grades showing a pronounced firmness. Pears are a minor factor, as they are not offered freely. While there is a disposition to regard the new pack as a better buy than many have expected, there is no rush among local buyers to place their buying orders. Some business already has been done s. a. p. and confirmations are being secured, but those who have taken no action are reluctant to go beyond a part of their future requirements. They are inclined to let the packer carry the load for a while at least. Old pack pineapple is to be had only a small way, but there is a good market for it. Brokers are trying to pick up contracts for new pack as they have buying orders which they find it difficult to fill, but they are not able to do much trading even though they are paying 20@25

per cent. over the opening. Gallon apples are in moderate demand and about steady in tone.

Canned Vegetables—Little buying interest is shown in future tomatoes. Brokers are not urged by packers to push their goods as they find the jobber indifferent. All sizes are unattractive. Growing conditions in the Tri-State territory are unfavorable and indicate a light acreage. Corn is steady to firm, according to the holder, with a moderate movement under way to the chain stores and other buyers. There is little future offered in either quarter. Maine fancy sells up to \$1.80. Spot supplies are light. Peas show firmness in all lines as a result of a shortage here and at packing points. Many canners are not inclined to sell in the face of unfavorable growing conditions as a result of the backward spring as well as a shortage of cans. Standard grades are selling freely, particularly the smaller sizes, which are scarce. Fancy is about out. Asparagus tips of the old pack are all cleaned up. New pack Southern spinach is selling well but it is hard to get the goods moved from the factory points. All sizes are in demand.

Canned Fish—Salmon is quiet and firm. Maine sardines are in small volume for new packs with no large surplus of old goods. The market in Maine is firm owing to the light pack but there is no large volume of orders placed here for either 1919 or 1920 goods. Production is light as cans are short of requirements and the run of fish so far has not been heavy. Tuna fish is in moderate demand for striped, which is the only available offering of consequence.

Dried Fruits—Raisins are the ruling factor and the ace of the dried fruit line. Holdings are short on spot and there is nothing in sight to indicate a reaction in prices. On the contrary, the indications all point to a higher market as the season advances. The shortage of stocks and the difficulty to fill buying orders show a tendency toward higher prices, which is further strengthened by the unprecedented demand at the prevailing quotations. All grades, foreign and domestic, are being taken. Spot prunes are quiet compared to a week ago. The demand is more of a routine character as the jobber is evidently buying for actual needs, rather than to stock up against future requirements. The call for all sizes, however, is strong enough to keep large prunes firm and small runs steady. Considerable quantities of future prunes have sold both at opening prices and at subject to approval of prices. The association is doing the f. o. b. business, but so far has not intimated what the opening prices will be. Only a few independents are ready to make contracts at present and when they do it is only at the seller's assortments. Late reports indicate that the crop looks favorable. Oregon prunes are unchanged and equally quiet. A big crop is expected this season. Fancy Bleinheim apricots are short on spot. Buyers have to scour the market carefully and then are not able to fill their requirements in full. Extra choice are also scarce. What is left has been picked over and does not satisfy the

fancy buyer. Southern apricots are steady. Currants are selling more freely and have easily sustained the recent ½c advance. The shortage of Thompson raisins in packages ought to make itself felt in currants. Holders are optimistic as to the market and are confident higher values will prevail. Peaches are in better jobbing demand as this is the season for their heavier consumption. Pears are quiet. There is little call for them except in a small way.

Sugar Syrups—The volume and the size of jobbing orders show that the movement is not speculative but to take care of current requirements, which is in line with the general buying policy of all food distributors.

Molasses—Grocery grades are moving in a normal manner. The market is firm under the influence of moderate offerings.

Corn Syrup—The market is steady as a result of moderate jobbing demand. Supplies are not excessive.

Cheese—The market is steady at prices ranging about the same as a week ago, with a light consumptive demand. Owing to the lateness of the season in the cheese producing country, cheese are not quite as good as they usually are at this season. We look for better quality and an increased production at slightly lower prices in the near future.

Olives—Dullness continues as a result of the freight situation coupled with the tight money market.

Rice—Shipping conditions are one of the controlling factors in the situation, as there is a shortage of the fancy grades in consequence, with a surplus of other offerings. The latter are not moving freely and tend toward accumulation and weakness. Fancy rice is firm.

Starch—The jobbing demand for corn starch is fully up to normal while supplies are restricted by the freight congestion, causing a firm market in all grades.

Salt—Outside of continued firmness there have been no new developments in the market during the past few days.

Provisions — Everything in the smoked meat line is steady, with a light consumptive demand at prices ranging about the same as last week. Both pure lard and lard substitutes are steady, with a light demand and no change in price. Barreled pork, dried beef and canned meats are all unchanged, with a light demand at unchanged prices.

Salt Fish—The market is unchanged as to prices and general conditions during the past few days. The movement from first hands is light and continues to be centered in the better grades, which jobbers are taking in a routine way as the goods are needed. There is no heavy demand for any of the offerings. Cheaper lines are dull and not active. There is no disposition to shade prices, which has resulted in unchanged values.

Our insane asylums are full of men whose check books are perfectly good. They kept their noses to the grindstone.

The Century Furniture Co. has increased its capital stock from \$200,000 to \$350,000.

WHAT ABOUT THE PUBLIC?

The Question Which Boss Gompers Invariably Ignores.

We have established in Kansas our court of industrial relations, not as a court of arbitration or conciliation, because, obviously, every effort at arbitration and conciliation has failed of its purpose. When you select a man representing your viewpoint in the controversy, and I choose a man representing my viewpoint and those two select an umpire, he may do one of two things: He may choose your side and get a partisan decision, or he may choose my side and get a partisan decision, or he may dicker back and forth between us and get a compromise. But into the conciliation of that board of arbitration there never has yet come in the growing history of industrial relations any concern for the party whose interest is chiefly at stake in an industrial controversy, the third party in the triangle—the public.

We have observed during the last thirty or forty years that society has stratified, so far as its expression in industrial life is concerned, and the amount of the stratification has been so great that the largest group has been entirely neglected. At the top one and one-half per cent. representing employing capital, at the bottom six and one-half per cent. representing organized labor. The relation of the top and the bottom changed as the phraseology ebbed and flowed, but in the center always there is 92 per cent. representing us, held together by nothing stronger than our good-natured power of passive resistance.

Organized labor in Kansas, which is divided up into two separate and distinct classes, the radical and the conservative, is going through a new formation of its lines. The conservatives are linked up with the Kansas law. We have already made a dozen decisions, 90 per cent. of which were in favor of organized labor. We have done some things that radical leadership has not been able to do for the mining district and the transportation industry, and the things we have done we have been able to do because we have the power of determination. The causes we settle stay settled. And yet, before that law has had an opportunity to prove whether it is a blessing or a curse, here comes a general order of the American Federation of Labor that the Kansas law is not to be allowed to gain a foothold in the conference of labor.

It is not arbitration such as they have in New Zealand and Australia. Those industrial courts were created for the purpose of enforcing the decisions of arbitration. They have been growing stronger all the time. They were established first in behalf of organized labor. They have finally grown to the point where they have penalties. At first if a labor organization broke its contract they fined the labor organization. Then they found there was no source from which to collect the fine, and so that did not work. So they have stiffened up the penalties and put in this odd thing, that a party not satisfied with the decision is allowed to appeal to

Parliament, and a vote in either branch of the court. Well, of course, if you are going to make courts the football of politics through legislative expression, you are not going to get very far.

In Kansas we make this court like every court; we are going upon the fundamental idea that society has the right to take jurisdiction of offenses against it.

After men have exhausted every effort to negotiate, after they have discovered that they cannot reach a basis of justice then the court steps in and offers itself as the substitute for the strike.

We do not say that men shall not quit work. Men may quit work in groups or singly. But we do say whenever, for the purpose of applying economic pressure to the public, any group of men conspires to shorten the production of a human necessity, that conspiracy may be dealt with under certain penalties prescribed in the criminal clauses of the law.

There is going through the Kansas mining district to-day a welfare commission to determine whether living conditions, housing conditions, working conditions are such as they should be. In the thirty years that radical unionism has held charge of that district they have never had a welfare survey and they have never raised the issue on these welfare considerations.

Labor says we have taken away from them the only weapon they ever had, the weapon to strike. It is an adequate reply to tell them in return that we have given them the most useful and more successful weapon—the State Government. And, when you consider the use they have made of the weapon to strike, in the thirty-three months that preceded the operation of the Kansas law there had been called in the Kansas district 396 strikes, an average of more than 11 strikes a month, and those strikes had gained for the mining population in monetary victory the total sum of \$778,94. It had cost them in loss of wages \$1,600,000 and they had paid out of their own pockets from money they had earned the sum of \$157,000 on strike benefits. Oh, surely, surely, government may do better for these unfortunate people than that.

Henry J. Allen,
Governor of Kansas.

Items From the Cloverland of Michigan.

Sault Ste. Marie, June 8—The baseball fans are worrying these days and have long faces, owing to the fact that the old baseball park will be taken over by the Soo's latest industry, the new handle factory, but the Scoites in general and especially the business community are willing that the fans look up another ball park, as it is a great deal easier task to get a baseball park than a factory.

The plans for the Cass centennial exhibition, which will be celebrated in the Soo June 15 and 16, are progressing very favorably and from present indications, the celebration of the Soo's peace treaty with the Indians will go down in history as one of the biggest events ever pulled off here.

C. O. Brown has purchased one of the A. H. Eddy branch stores, known as the McEvoy branch, and one of the best locations on the East side of the city. Mr. Brown is a practical grocer and well and favorably known throughout the city.

Mr. Haye, the popular representative for the Ohio Match Co., is covering Cloverland this week. He makes a favorable report of conditions in general.

One of our local prophets predicts that it will not be long before there will be dandelion profiteers in this part of the State.

The report that the Soo might possibly be short of coal this winter has been relieved by two large cargoes which arrived this week—practically enough for the winters supply, with more to hear from.

The Lake Superior Paper Co. of the Canadian Sault, has purchased a large seaplane which will be used in mapping and survey work over the company's forest concessions. Capt. Geo. H. Simpson, who was with the Canadian Air Force, will pilot the new machine and M. Beal is mechanic. The plane was christened last Thursday by Miss Doreen Wilson, daughter of P. B. Wilson, Vice-President of the Paper Co. The plane has been named "Dorie" in honor of Miss Wilson. The daily flights have been very interesting to our residents and the many visitors who are taking advantage of the unusual summer weather that we have been having for the past two weeks.

The local merchants have decided on Thursday afternoon as a half-holiday for the summer months, which is meeting with the approval of the community. The clerks are thus afforded an opportunity to enjoy life while it is worth while.

Chester Moran, who moved to Boston a few months ago, has returned to the city, where he expects to remain. Chester says that Boston is a fine place, but is not in it along side of the Soo for a place in which to live. The good old Soo looks better to him than it ever did before.

The reason some people never get anything done is because they waste too much time bothering with efficiency methods. William G. Tapert.

Death of Pioneer Muskegon Grocer.

Muskegon, June 5—Louis Kolkema, pioneer groceryman of Muskegon, died May 30, at the Holland home for the aged, Peck street and Dale avenue, after a two weeks' illness, aged 72 years. He had been a resident of Muskegon since 1865, when he came here from the Netherlands.

Mr. Kolkema was born in Uithuizen, province of Groningen, Netherlands. He emigrated to America when 17 years of age and came directly to Muskegon. As there were no railroads between here and Grand Haven he walked from there to Muskegon. He was employed in the lumbering industry for a time and then opened a retail grocery store.

For sixteen years he continued in business in Muskegon, then moved to Allegan, where he had a grocery store for ten years. Aside from the time spent in Allegan and six years on a farm at Fremont, Muskegon has been his home.

He maintained a grocery business in the building now occupied by Edward Kolkema, on Catherine street, for several years.

Mr. Kolkema is survived by six sons and a daughter, Edward, Thomas, John, Albert, Walter, Jacob and Catherine, and two sisters, Mrs. J. D. Vanderwerp, and Mrs. Der Dykema.

The funeral services were held at the home of Edward Kolkema.

You can make yourself like your work or you can allow yourself to hate it. It is up to you, and the results will be in proportion to your liking for the work.

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.

America's Play Garment

Outerrall
THE U.S. PATENT OFFICE
The Economy Garment

Outerrall one piece play garments range in size from 2 to 16 years, and are made in a variety of styles in both khakis and indigos. They are made by the makers of the famous Outerrall one piece work garments—and made as well.



Michigan
Motor Garment
Company

Greenville, Mich.

Factories
Greenville,
Carson City,
Lowell,
Lakeview,
8 Branches.

010

The longest wearing Play Suit on the Market

Confidence and selling costs

IF you establish your customers' confidence in the products you handle it means increased and repeated sales with diminishing selling costs.

That is the purpose of the National Canners Association Advertising and Inspection Service, —to establish in the minds of millions of housewives a lasting confidence in canned foods. They will learn, through advertising, that they can rely on the purity, wholesomeness and safety of the many brands bearing the Seal of the Sanitary Inspection Service.

You should share in this consumer confidence by your interest in the Inspection Service and its Seal upon inspected brands.

NOTE CAREFULLY—The National Canners Association has organized an efficient inspection service for the purpose of assuring satisfactory sanitary conditions and clean, sound food products, canned either in tin or glass.

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



This grocer favors it:

"Having been interested in the canned foods industry for the past fifteen years, we, as large distributors, heartily endorse the efforts of your Association, and believe that you have taken the most beneficial course to bring about the improvement that you are after."

THOS. ROULSTON,
Brooklyn, New York.

NATIONAL CANNERS ASSOCIATION, Washington, D. C.

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

*Canned Food—the Miracle
on Your
Table*



THE PROCESS OF DEFLATION.

As significant a circumstance as any other in showing business conditions is the closing down for a portion of the week of a number of the larger textile mills. They are getting down to a four or five day week in many of the biggest of these mills, and all have virtually stopped a great deal of the speeding up of production by extra shifts. This means, among other things, that there is a superabundance of goods, owing to the slackened demand and the inability to deliver finished products because of the crimp in transportation facilities. The condition is much more marked in silk and woolen mills than in those turning out cottons, but it seems only a question of a short time before it will be as noticeable also in the last named. In certain specialties it is still possible to go through the motions of distributing cotton goods by allotment, but this is only true where production is arbitrarily restricted. The partial shut-down is in the nature of a warning by the manufacturers to those clamoring for lower prices, but it is more than doubtful if it incites to active buying at the present levels. Nor is it very likely to induce reconsideration by the great number who have been cancelling orders for fabrics. Its most potent effect is apt to be on the organized labor forces which are meeting with determined resistance in efforts to shorten hours of work and increase wages. The absolute collapse of such an attempt at Passaic mills last week was a striking instance in point. It is no time to strike when unemployment is imminent and when employers would rather welcome a shutdown.

In the processes of deflation and readjustment of values now going on in various lines, there is a wholesome promise of betterment in the efforts which are being made to avoid needless waste and to get away from evils of long standing which add materially to the cost of doing business and thereby increase prices. Bad shop practices which spell inefficiency, ridiculous trade discounts and protection of buyers against falling prices are included in the things which it is now sought to put in the discard. Another of the pernicious practices now being openly fought is that of cancellation of orders by buyers. This had become a recognized trade custom in many industries before the war, although it could never be defended on either legal or moral grounds. By it, the great risks in business were saddled on the sellers, whether producers or distributors. The latter insured against those risks by making additions to their prices which were ultimately paid by consumers just as the excess profits tax now is. While the war lasted the practice of cancellation was stopped from necessity just as were others of the trade evils. Sellers had buyers at their mercy and were able to impose their own terms. Sometimes, these terms were as inequitable as had been the practices of the buyers. But the condition lasted long

enough to demonstrate the advantage to all concerned in sticking to a contract, once it was accepted. It remains to be seen whether manufacturers, in a buyers' market, will act together for the general welfare or will go into a wild scramble for any immediate and individual gain.

THE CASE OF MR. MORRILL.

Roland Morrill, President of the Michigan Farm Bureau, was in Grand Rapids Monday en route to Lansing. He stated to friends in this city that he proposed to hand in his resignation Tuesday as President of the organization above named. He did not call at the Tradesman office. No member of the Tradesman staff has ever met him personally or ever had any dealings with him.

As Mr. Morrill evidently assumes that he has a grievance against the Tradesman, it is only fair that this publication define its exact position toward the gentleman.

The Tradesman has never questioned the honesty or good intentions of Mr. Morrill, who has the saving grace of a charming personality which attracts men to him in spite of his shortcomings in some directions. He has a humane and sympathetic outlook and a willingness to entertain opinions that might be in conflict with his own. He is a ready talker, a rapid thinker and an ideal presiding officer. He has done much to develop fruit growing in Southwestern Michigan and his remarkable type of cantaloupes has come to be known and highly regarded over a large area contiguous to Benton Harbor.

In some other respects Mr. Morrill is not so fortunate. He is over enthusiastic, over confident and optimistic to a degree that is sometimes little short of ridiculous. This defect in his character causes him to see some things with an enlarged vision, to think along distorted lines and to indulge in overstatement in utterance. As asserted by the Tradesman last week, Mr. Morrill "sees profits which cannot be realized and discovers abuses which never exist." He makes statements regarding the profits of merchants and manufacturers which are at variance with the facts and fails to justify them when given ample opportunity to do so. Because of this unfortunate defect in an otherwise splendid character, Mr. Morrill is not mentally qualified to assume the management of so gigantic a combination of discordant elements as the Michigan Farm Bureau promises to develop into. No man can handle such an aggregation of conflicting interests unless he is sober minded, level headed and utterly devoid of the elements of misrepresentation and overstatement.

The Tradesman has received no word from Lansing as to the outcome of the Tuesday meeting, but the Tradesman feels no hesitation in stating that the directors of the Farm Bureau cannot go very far wrong in permitting Mr. Morrill to retire from a position which he is utterly disqualified to fill, because of the per-

sonal peculiarities above described. If permitted to continue at the head of the organization they will have only themselves to blame if they find that people generally measure up their organization according to the characteristics of their brilliant, but erratic and undependable, leader.

NO ACTIVITY APPARENT.

Unless there is some very heavy underwear buying on the part of the public during the first couple of weeks of the first warm season that we may have there will be a lot of carrying over of this material into the market of next spring, and buyers, the jobbers and the retailers will be even more conservative about buying than they have been so far, even in response to any openings which may be made after the first of July.

Manufacturers of nainsooks say that the demand has been unusually light for this class of goods during this season, and the weather is always held up as being the main cause for the slackness in buying.

The owners of the knit goods mills are going to make a thorough canvass of the market at the first opportune moment, and if buyers are not responsive they are going to close down they say. The main cause for the continued lack of interest from the trade is that oft-repeated low price psychology that the buyers seem to be working on. Manufacturers say that they are not going to cater to this line of thought and run the mills at a loss. It would be much more sensible to close the mills and go through with a season of complete inactivity rather than to keep running at a loss and hoping against hope that eventually the continuously overproduced market would reach some sort of a position where the manufacturers would begin to make a profit again; that is the line of reasoning brought forward in more than one quarter of the market.

However, the mill owners say that they are not going to be pessimistic over the situation until they have carefully probed it.

If, after all they have done that they can do to make their lines buyable that are still left on their hands, they will then have reached the conclusion that, after all, there is not justice in all things, particularly in the attitude that the trade is taking, and they will see to it that production is so curtailed that a demand of the lively sort will be created.

The unfortunate part is that every manufacturer has come to the conclusion that practically all of the buyers are as well fixed financially as they are, or that they can get the wherewithal to go on with things as usual; therein lies the chief fallacy that the manufacturers create in their minds when they think that the jobbers and retailers are being wilfully stubborn in this situation.

WOOL AND WOOLENS.

If any evidence were needed to show that wool prices are on the toboggan it would be afforded by what has been happening at the auction sales of the article conducted by the British government at London during the past week. A decided decline

amounting to as much as 20 per cent. was shown in fine merinos, and the lack of demand was shown in the fact that much of the stuff offered was withdrawn for lack of bids. The Government has been so much impressed by the change in conditions that it has determined to restrict the quantities which it will offer at future auctions. Nothing has as yet been decided as to the disposition of the large quantity of Colonial wool in this country, owned by the British government, which failed to find buyers at the recent sales in Boston. In Australia the Hughes proposal for marketing the new wool has been accepted. Under it, sales at auction will be held at Melbourne beginning in October and no wool will be allowed to be exported except under license. The hope is that prices may be upheld in spite of the large amount of wool available. But the hope seems illusory. There is enough wool in sight to supply the world's needs for a long period to come and sheep will insist on growing more regardless of market prices. Any attempt to hold up prices artificially is bound to fail. The market for woollens remains in a very upset condition. Until the prosecution for profiteering of the principal factor in the trade is disposed of, there will be much caution in the upholding of prices. Buyers are seemingly in no hurry to anticipate their needs and purchasing, therefore, is likely to be delayed.

CANNED GOODS SITUATION.

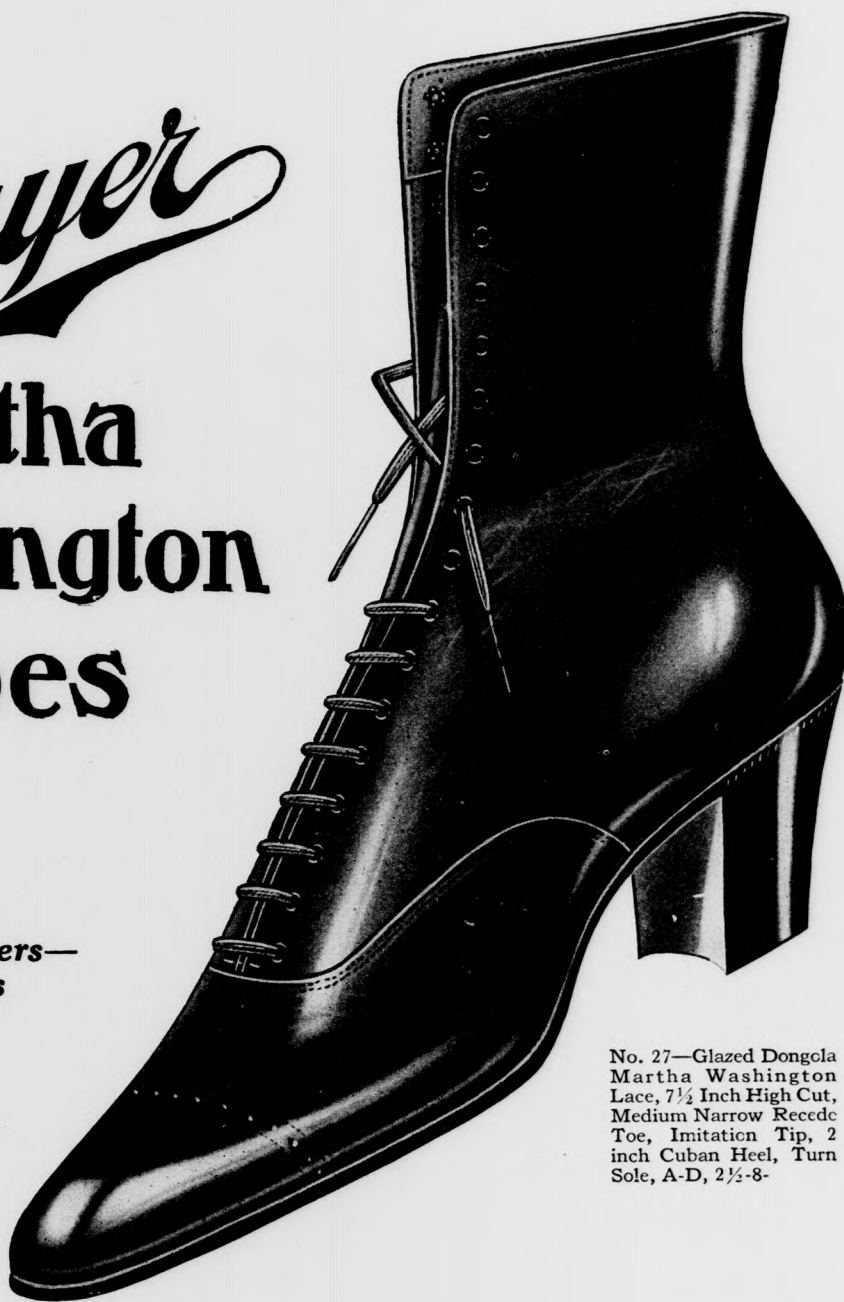
The canned food market is rather quiet. There is a dearth of spot offerings which is discouraging to the jobber who needs immediate supplies, and while he is buying factory shipments to some extent he is not operating as freely as a week or so ago. It is routine business chiefly which concerns the trade, as speculative operations are limited by the refusal of the banks to loan money freely. While quieter, in aspect, the price situation remains the same as the dullness is offset by firmness on the part of the packer in what he has left of the old pack. The movement from country points is light as the carriers are not shipping freely. Some of the delayed cars are arriving but the incoming shipments in the aggregate are light.

PRESENCE OF MIND.

As a supreme example of that presence of mind which marks the great leaders in every line of endeavor, attention is directed to the action of a stock fire insurance agent in a Western town who, seeing a tornado approaching the town in the peculiarly arrogant manner that tornadoes affect, hastened to his desk and wrote out in due form a policy of tornado insurance to cover his own property. That his company refused to admit liability under the circumstances and that a hard and unfeeling court upheld its action in no wise detracts from the glory of this attempted achievement. It stands embalmed in imperishable words within the annals of insurance law decisions, for future generations to read and wonder.

Mayer's
**Martha
 Washington
 Shoes**

*More than 70 Numbers—
 all Staple Sellers*



No. 27—Glazed Dongola
 Martha Washington
 Lace, 7½ Inch High Cut,
 Medium Narrow Recede
 Toe, Imitation Tip, 2
 inch Cuban Heel, Turn
 Sole, A-D, 2½-8-

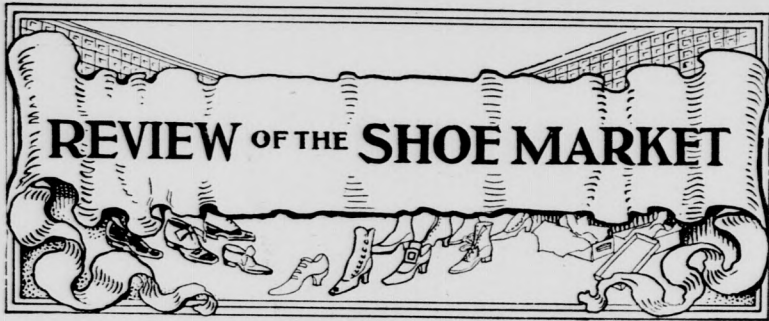
Martha Washington Shoes possess the style and quality that give complete satisfaction and build lasting good will. They are quick, sure sellers and will bring bigger business and more profits to your women's department.

Martha Washington Shoes have been extensively advertised and this advertising has created a big demand and has established a ready market that you can turn to your immediate advantage.

Decide *today* to place the Martha Washington line in stock—over 70 different handsome styles. Ask for the Mayer Catalog and information regarding Mayer Co-operation—real selling helps that mean profitable business for the Martha Washington dealer.

F. Mayer Boot and Shoe Co., Milwaukee, Wis.

EXPORT DEPARTMENT: Bush Terminal Sales Building, 130 West 42nd St., New York City



Michigan Retail Shoe Dealers' Association.

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

The Present Price Slashing Movement in Shoes.

Philadelphia, June 8—The present price slashing movement is a good thing for the health of the shoe trade, Philadelphia shoe merchants were told by Melvin Mark, of the Louis Mark wholesale and retail stores, at a meeting of the local association held last week. Mr. Mark's address, which was received with enthusiasm by the dealers, was as follows:

Are shoes getting cheaper to-day? Are they already selling below what they did for this time last year? Has the peak been reached, and are they coming down, or will there still be a higher peak of prices in the shoe game?

Almost every merchant to-day is trying to solve this problem, and we are all facing so many different situations, that we do not know what to say, yes or no. The truth of the matter is that we cannot say yes or no, all we can say is maybe and that maybe might mean that the prices are going up or the prices are coming down.

Leather in the last three months, especially calf skins, shows some slight reduction, although the first selections and second selections are very scarce.

The labor situation is not righting itself, but is getting harder to face every day. Labor is still demanding more money for future business, than it had received for the past. W. H. McElwain factories are closed now with a strike, and several other factories are facing the same situation.

The coal miners are about to go out, they demand 25 per cent. raise, they have already been offered 15 per cent. and they are refusing it.

Labor as we know is very erratic. When things are quiet and dull, they seem perfectly contented and willing to work, but as soon as things boom and business or manufacturing starts, they always feel that they are being overworked and under paid.

Now, just what condition is this country in. Are we "going to the dogs," or do we intend to keep the wheels of industry turning.

You and I and almost every merchant in every line of business has been speculating. The speculating fever is the big craze. Now there must be a time when speculating must stop, which does not necessarily mean a crash, but it might mean a period of readjustment. I suppose that we have one point definitely fixed in our minds above others, that this is no market to speculate in.

My version of it is that you should place your fall business in a normal way. Once again go over your stock carefully, with a pencil and size sheet, see what you have got and instead of buying a case of this and a case of that, fill in the sizes that you need, and in that way you can decrease your stock and in the meantime increase your sales.

Business for the last few weeks has fallen off. The weather conditions have been bad, and we have also had no end of propaganda, spread out by

newspapers to try to hurt our business. Column after column, sheet after sheet, has aroused the country to the effect that the shoe merchants were not shoe merchants, but shoe robbers, and their whole game was to take all and give nothing.

After that was proven to be false in the majority of cases, to be absolutely wrong, then what happened, would the newspapers come back and give us propaganda to strengthen our true business. No, they gave us no credit for the good of this business at all.

Then came a wonderful campaign on the high cost of living, not only everything else. Papers came out in taking shoes, but also clothing and a big broad way, advising the people not to buy, sit tight, hold and save their money, the prices were too high, to wear overalls, and wooden shoes and so forth.

Then on top of that came three or four weeks of very poor weather, things began to look rather blue. Something had to start, that, I mean something in a very large way, and the man who started that something was John Wanamaker. Just remember this, that I am not trying to advertise Wanamaker's sale, but what I am trying to do is to meet my point.

This Wanamaker realized that the people had money, and wanted to buy. He knew that the public had been fed up and read up and was sick and tired of hearing of the high prices. Now what does he do? He advertises in plain English before everyone, admits the prices are too high and offers his merchandise as you know at 20 per cent. reduction, and from what we understand Wanamaker is doing one of the largest businesses he has ever done, and not only doing this large business himself but giving the public at large an incentive to buy.

It is up to everyone of us, and not only to John Wanamaker, as good merchants to arouse this incentive to make the people discard their old clothes, hats and shoes, loosen up and spend their money. Every single, solitary merchant here, including myself, in the last three years, made a large enough profit and accumulated enough stock to offer the public some sort of a reduction and also to get the people in his neighborhood, or his customers to deal with him, rather than to go to the few stores that are offering the reduction.

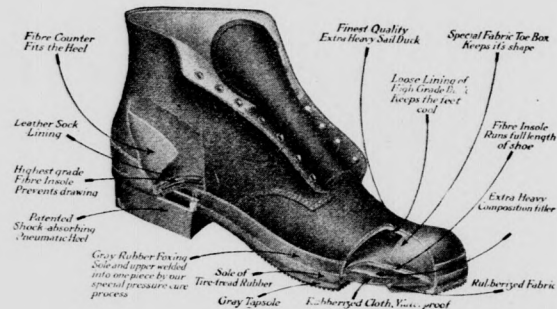
Take one, two, three, four or half a dozen or a dozen numbers, offer them a reduction, and see if you cannot stimulate your business as John Wanamaker has done to his.

Owing to our position as wholesale distributors as well as retailers, we do not feel as though we wanted to take this step without sharing and versing our opinion at large with the retailers.

With all that I have said you must remember this, the people must wear shoes, and although the merchant to-day might have quite a stock on hand, still to meet competition, he has got to have some new styles for fall. On the styles he is carrying over he must have sizes and what we have all got to do is to get together, try to dispose of the stock we have on hand, anticipate again our wants for fall and fill in our short sizes.

You know and I know that it will be a total impossibility for factories

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

-- KEDS --

Don't forget we are headquarters for this popular line of Rubber soled canvas footwear.

Summer weather is going to bring a big demand for them. For quick service send us your orders.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

to meet the demands of fall buying, within a very short specified time, especially with the unrest that is existing to-day and will exist for quite some time among the labor.

Sit tight, keep a stiff upper lip, remember again we have no crash ahead, buy your normal needs, start something, do not speculate and you won't have to worry.

Planning For Kalamazoo Convention.

A dinner and smoker at the Burdick House recently was attended by practically every shoe retailer in the city of Kalamazoo, as well as by members of the executive committee of the State Association, prominent among whom were J. E. Wilson, of Detroit, and George Owens, of Saginaw. Covers were laid for forty-five and a most interesting and enthusiastic get-together was staged.

Immediately after the dinner the regular business session was opened by recently elected President Geo. Moore. The purpose of the meeting was to lay the foundation for activities prefacing the state convention which will be held in Kalamazoo, Sept. 7, 8 and 9, according to plans on foot at the present time. This convention will be the biggest ever held in the history of the Association and the local committees in charge of General Chairman Wm. C. Stone, have some big things in mind and some big ideas which they expect to carry out. The following committees were appointed:

Entertainment — Everett Herrick, Haskill Ware, Geo. Moore.

Spaces and Booths—Frank Dill and Lawrence Muffley.

Publicity—Geo. Martin and Wm. Van Dis.

Registration—John Muffley and Henry Balman.

The business program will be taken care of by the State Executive Board. Hotel reservations are in charge of Fred Appeldoorn and A. A. Schlafer, both of Kalamazoo. The committees have made extensive plans for the entertainment of visiting merchants and travelers.

The local organization at Kalamazoo is now on a firm foundation. The membership consists of the proprietors, managers, buyers and the sales force of the different shoe stores. The committee is expecting the full co-operation of the State Executive Board and also of the National Shoe Travelers' Association. All communications should be addressed to Wm. C. Stone, manager of the Bentley Shoe Co., Kalamazoo.

If you take your business worries home with you at night, you may expect to bring back discouragement with you in the morning.

The Case For the Open Shop.

It is apparent from our experiences of the past that we cannot hope for efficient production under a closed shop or organized labor control. Unwise leadership has chosen to restrict production wherever organization had secured control of an industry or an establishment. Each succeeding increase in wage has been followed by a decrease in output under stringent rules. The flagrant abuses in the building trades are familiar to all of us and are only indicative of similar abuses wherever organized labor has secured control over industry. The inability of wages to ever overtake cost of living under such practice is so apparent that it is difficult to understand why it is continued. The fact that there have been so few organized industries, as compared with the independent ones is all that has prevented disaster before this.

I can see but one permanent remedy for this condition, and that is the adoption of wage system based on production. The employer must assume responsibility for development of such systems. They must be fairly based, so that an honest day's work will produce an honest day's pay. Beyond that, the individual workman should be unrestricted and every effort made to encourage a maximum of output. The result will be a high real wage, rather than a high money wage, a participation in profits of industry and a benefit which will teach the public. Shorter hours will be possible and, not least of the advantages of such system, will be contented men. It is unnatural for men to be contented under a program of work which requires them to kill time, and nothing quite equals the satisfaction of accomplishment of a real task.

The establishment, as a unit of production is of equal importance in our responsibilities. It is difficult to develop any effective means of sympathetic relationship where management is far removed. It is dangerous to such relationship to permit an outside interest to intervene. Such intervention or interference brings a separation rather than a unification. I know that it is contended that employes can only express themselves through men trained in fighting their battles. But such contention is based on a wrong conception of American industry. It is based on a vision of industry to-day which pictures a great corporation with millions of capital and management far removed from the individual worker. Yet 95 per cent. of the manufacturers of the United States employ less than 100 men, and 98 per cent. less than 250.

John W. O'Leary.

Comfort Shoes

**HIGH IN QUALITY
LONG ON SERVICE**

AND

REAL LOW IN PRICE



2536—Wos. Dong. Comfort Bal., Plain Toe,
McKay Rubber Heel, 3-8 EE\$3.80

2537—Wos. Dong. Comfort Bal., Stock Tip,
McKay Rubber Heel, 3-8 EE\$3.80

THE TWO BEST BETS IN OUR COMFORT LINE AT PRICES THAT MAKE THEM BY FAR THE GREATEST VALUES ON THE MARKET. DON'T LOSE ANY TIME ORDERING THESE SHOES OR YOU'LL REGRET IT.

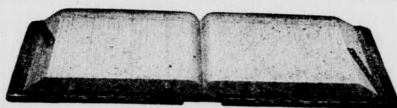
RINDGE, KALMBACH, LOGIE CO.

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

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

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**Flat Opening
Loose Leaf Devices**

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

THE Proudfit
LOOSE LEAF CO.

GRAND RAPIDS, MICHIGAN

CORRECT FOOTWEAR

Men and women's oxfords this season must be just right.

The correct styles are the ones that will be shown by the Hirth-Krause dealers.

Every pair is exceptionally attractive.

Hirth-Krause
Shoemakers for three Generations
Shoes

Tanners and Shoe Manufacturers

Grand Rapids, Michigan



Increased Levy on Excess Profits.

The human race hates taxes. Therefore the adroit ruler endeavors to hide them. Sharp politicians always have tried to practice a sort of sleight-of-hand as they relieved the populace of loose change. In the old unregenerate days of the eighties and nineties, Congressmen and legislators and bosses used to boast about their skill in levying what they called indirect taxes. They got the money while the people were not looking. These statesmen thought that they had discovered a new trick. Actually it is as old as the ages.

A hundred years before Julius Caesar rose to power Roman Senators knew more about the popularity of indirect taxes than the American Congress was able to learn in the nineteenth century. The Roman gentlemen got completely rid of taxes. They went out and conquered colonies and made the vanquished natives foot the bills. That really was very effective. No more perfect example of "passing the buck" could be found. Roman politicians freed Italy of taxes. The hapless folk of regions East, West and South, gentry without much prestige, supported the Roman State.

That arrangement, from the standpoint of the man who wishes to carry favor with the voters, is ideal. So admirable was it that many of the great figures in history took leaves from the Roman note book. Mahomet had a similar notion. He could have given an American tariff tinker trumps and still have taken the tricks. Under the prophet's rule the true worshippers of Allah paid no taxes. These uncomfortable exactions were reserved for unworthy infidels. To escape taxation a man had to get Mahomet's variety of religion in the days when the Crescent was throwing its shadow around the Mediterranean Sea. Senator Platt and his coterie used to take much pride in the covert form in which taxes were laid. But the man who made Mecca famous was ahead of them. In the good old days of the Crusades Mohammedan taxes were so indirect that the other fellow actually paid them. The best the American politician could hope for would be to practice a financial legerdemain. But the tax was always there and whether we knew it or not we paid it.

But the statesmen who would like to win plaudits by levying sleight-of-hand taxes have come upon evil days. Government is too expensive for the revenue to be taken from somewhat secret sources. Besides that the World War must be paid for, and then there is the question of the bonus. Altogether Uncle Sam requires a lot

of money, so much that the question of discovering ways of obtaining it has become very urgent. Congress is, indeed, in a sad plight. It will be damned if it does and damned if it doesn't, and worst of all we are in the midst of a Presidential election. It is a safe guess that in their heart of hearts the men who at Washington are figuring on future levies envy the ease of the old Romans or of the prophet Mahomet. If they could just find some conveniently docile outsiders from whom to exact the cost of running this Government, happiness would reign supreme on the Potomac. Alas, the halcyon days are gone. The buck cannot be passed to the conquered, as France is lucklessly discovering, even when, as in that case, the conquered enemy is responsible for the damage. We most of all must pay our own bills.

The practical question is, how. The Government must be kept running, war debts must be paid gradually, and added to that, perhaps a bonus aggregating possibly another billion dollars must be raised. All told, very large sums of money will be needed for a number of years. This is regrettable but it is a fact. We can blame it on William Hohenzollern, but even his alleged throne has been auctioned off. He is an international bankrupt.

At the present time the United States gets its political income from the so-called War Revenue act. That act is extremely unpopular with several classes of citizens. It is probably popular chiefly with those who think they are untouched by it. In

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



CAMPAU SQUARE

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

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

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

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

A FOOL'S PARADISE

The man who fails to provide for the future is living in a fool's paradise.

The June number of our monthly trust message,

You and Yours,

tells of such a man. Read it and learn how to prepare against misfortune.

Upon request we will place you upon our mailing list.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN BOTH PHONES 4391

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

particular several sections of the War Revenue act are considered horrible examples of what a tax law ought not to be by many citizens. Especially the Excess Profits tax and the upper limits of the Income tax are hated. The Excess Profits tax, however, is the center of the storm. The enemies of the Excess Profits tax are various. Democrats and Republicans are included. Millionaires and some relatively poor men stand together in the opposition. They propose that the Excess Profits tax be repealed. Before listening to what they have to say, however, it simplifies matters to examine the law itself.

For this year and for subsequent years corporations pay first of all a 10 per cent. income tax. That is the normal tax. Certain deductions are allowed. It corresponds to the normal income tax which an individual pays. This 10 per cent. tax is not the heart of the controversy. Above that comes the Excess Profits tax.

Congress regarded an 8 per cent. return on invested capital the normal return. A corporation which earns no more than 8 per cent. is not liable to excess profits taxation. But if it earns more than 8 per cent. on its invested capital it must pay an excess profits tax. If a corporation earns between 8 per cent. and 20 per cent. on its invested capital this year it must pay 20 per cent. of the profits above what Congress considered normal to the Government. If the corporation earns more than 20 per cent. on its invested capital after all deductions are made it must pay 40 per cent. of this excess as taxes. These are the rates of the present time. During 1918 they were much higher in order to take care of the war profits. But the war profits provision of the Revenue has already been repealed and it, therefore, is outside the present debate.

The opponents of the excess profits tax say that it increases prices. They urge that it be repealed and that a sales tax or a consumption tax be imposed in its place. Before jumping overboard into the sea of their argument it is helpful also to recall that taxes often do have indirect effects, some of which are more important than the tax itself. England, for example, used to tax windows. France did likewise. If a house had many windows its owner paid large taxes. That may have been sound taxation, but it was poor hygiene. For rather than pay taxes some house owners bricked up their windows. Others refrained from building enough windows to provide sufficient light and air. The consequence is that some sanitarians have connected France's tax on windows with the high tuberculosis rate. A source of revenue thus became a source of disease. Similarly in other places Government fees for marriage licenses have been high enough to influence many people not to go through the legal forms. Thus instead of raising revenue such exactions have stimulated loose marital relations. Social effects of these varieties and others have to be kept in mind in estimating the advantages and the disadvantages of whatever forms of taxation are proposed.

United Light & Railways Company

Davenport - Chicago - Grand Rapids
Preferred Stock Dividend No. 39

The Board of Directors has declared a dividend of one and one-half (1½%) per cent. on the First Preferred Stock, payable out of the surplus earnings, on July 1, 1920, to stockholders of record at the close of business, Tuesday, June 15, 1920.

First Preferred Stock transfer books will reopen for transfer of stock certificates at the opening of business, June 16, 1920.

L. H. HEINKE, Secretary.
June 1, 1920.



JOIN THE
GRAND RAPIDS SAVINGS BANK FAMILY!
44,000
Satisfied Customers
know that we specialize in
accommodation and service.

BRANCH OFFICES

Madison Square and Hall Street
West Leonard and Alpine Avenue
Monroe Avenue, near Michigan
East Fulton Street and Diamond Avenue
Wealthy Street and Lake Drive
Grandville Avenue and B Street
Grandville Avenue and Cordelia Street
Bridge, Lexington and Stocking

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

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

Resources

11½ Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings

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

Are Your Eggs All in One Basket?

The merchant who finally becomes financially well off is the one who takes part of the profits of his own and invests them wisely in other businesses.

He doesn't stake everything on his own effort—he invests his capital and takes his profit from the energies of other firms also.

He follows a plan of investing regularly part of his income in sound securities issued by reputable concerns in many kinds of industry.

Our business is to recommend such investments. We shall be glad to talk this over with you, without obligating you in the least. Our representative is in your city frequently. Would you like to have him call?

HILLIKER, PERKINS, EVERETT & GEISTERT
BELL M. 290. SECOND FLOOR MICHIGAN TRUST BLDG. CITY 4334

STOCKS

BONDS



Constructive Public Accounting

This Department of Our Main Office

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

Installs General and Cost Accounting Systems.

Makes Audits and Investigations for any purpose desired.

THE MICHIGAN TRUST COMPANY

PEARL AND OTTAWA
Citz. 4271 Bell M. 408
Grand Rapids, Michigan

Quick Service Safety Vaults on ground floor

Hours 9 A. M. to 5 P. M.

Positive Proof That Close Collections Increase Sales.

Chicago, June 8—Collecting close has helped our sales; and it has released an amount of capital sufficient to add, through the saving in bank interest alone, a tidy sum to our dividend funds. At the time I wrote the other article we had reduced the outstanding accounts in most of our branches so that they amounted to only 75 per cent of one month's sales, when the figure was nearer 150 per cent. throughout the wholesale grocery business. The average figure for 1918 was 77 per cent. for our two organizations. The best branch could boast of 50 per cent, as its record.

We have kept everlastingly at it. Our showing at that time—it was almost remarkable for our line of business—did not satisfy us. And we have proved to ourselves that we had no reason to feel content with the figure which was then regarded as good. Our average of outstanding accounts for 1919 is 72 per cent. of one month's business. And the best showing of any of our houses, during the month of December, 1919, was 31 per cent.

Our four best branches made December showings of 31, 34, 37 and 42 per cent., respectively. So much for the general results. I shall conclude this little article with excerpts from three letters which I have received within the last few days.

The manager of the branch with the uncollected figure of 37 per cent. writes: "You will notice some unusual features in the December statement which will be of particular interest to you, I believe—notably our percentage of outstandings for December, 37 per cent. Our sales were \$256,205.30; our outstandings, \$96,238.80. Regardless of this close collection policy, we increased our sales for the month of December \$114,000 and made an increase for the year of \$500,000. This, I think, might supply a text for a first-class sermon on the subject of collections."

The manager of the house which made the best showing, 31 per cent., has this to say: "Our sales for the month of December were \$85,342.84 and our outstandings were \$26,176.70, which makes the percentage of outstandings 31 per cent. We increased our sales over December a year ago by \$17,532.19; our sales for the entire year were \$1,031,261.57, or an increase of \$116,448.04 over 1918."

"As you know, we have been close collectors at this branch for the past four or five years. In spite of this, our sales have increased steadily every year until at last we have passed the \$1,000,000 mark.

"The first year that I was manager of this branch our sales were a little over \$400,000. Of course, a good portion of this increase is due to increased prices and better general conditions, but we feel that a lot of it may be credited to the fact that we have insisted on getting our money when it is due. Thereby we have made our retailers collect their money and become better merchants, with their bills cleaned up and ready to buy when our salesman calls—instead of trying to avoid him.

"Our December report will also show that we had only eighteen accounts on our books over thirty days old; the total of these was only \$1,327.02. These are the fellows on whom we are putting the work nowadays. We are determined to get down to a point where we shall have no accounts on our books over thirty days. That is the goal we have set and everyone at this branch is working toward it.

"We have one salesman who at the end of December had no accounts on the books over thirty days, and two others with one or two accounts each, so you see we have not far to go until we reach our goal. In closing our books on January 1 for the year, we only charged off on 1919 business \$222.42. During the year we collected \$202.80 on old accounts charged off

before 1919. So we have collected nearly as much on old accounts as we charged off in 1919."

And here is another letter, from a man outside our organization. He is a wholesale grocer in an Iowa city, a merchant who came to me two or three years ago for help with his collections. At the time, his concern's outstandings were running from 150 to 175 per cent. of a month's business. He saw the light; and I have kept on working with him. Here is what he writes:


"Let me congratulate you on the wonderful showing of some of your houses on their December business. Our average outstanding for the year 1919 was 58 per cent. of a month's business. We, like you, have done an increased volume; we have more customers on our books than at any time in the history of our business—better satisfied customers.

"The amount we lost by bad debts is very small. We issued instructions a day or two ago that we must be more rigid this year than we were last; and we prophesied that we should do a greater volume of business.

"Prompt payment makes longer friendships and better friendships. You are absolutely right."

Frank C. Letts,
President National Grocer Company.

Fourth National Bank
United States Depository



Savings Deposits

Commercial Deposits

3
Per Cent Interest Paid on Savings Deposits
Compounded Semi-Annually

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

Capital Stock and Surplus
\$580,000

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

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



Marooned

A man marooned on a desert island will not get far without a boat; neither will he be much good to himself or anybody else.

A telephone company without sufficient income to meet expenses is in just about the same condition as a man marooned. Without fair rates telephone material can not be bought and wages can not be paid. Without material and employees the telephone can not operate.

The telephone cannot get along without money to meet all necessary expenses any easier than you can.

Unless you are fair with the telephone the telephone can not give you proper service. So the answer to the operation of the telephone is in your hands. You must decide.

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

MICHIGAN STATE



TELEPHONE COMPANY

Getting the Most Protection From Town Watchmen.

A few weeks ago fire destroyed one of the principal business houses in a small town in Indiana. The night watchman employed by the town said that when he discovered the blaze it was very small and could have been extinguished with a few pails of water. He did not know that just inside the door of this particular building there was a barrel of water and several pails, placed there for the express purpose of fire extinguishment. So instead of extinguishing the fire, he began to arouse the citizens of the community and by the time they arrived—they could do nothing of course but enjoy the glorious spectacle.

Now the watchman, if he had the faculty of exercising any initiative, could have investigated the properties in that town and made himself acquainted with the conditions in the various properties under his guard so that he would know what was the best thing to do should he discover a fire. But this is no doubt too much to expect of a watchman and so the responsibility must be shifted to the property owner.

Many of the smaller towns and cities, even up to ten and fifteen thousand population, employ a night watchman who is partly paid by the city and partly paid also by the business men of the community. This night watchman is expected to patrol the streets and safeguard the property, particularly the high value district, against loss by fire or burglarly. How

many property owners in these small towns have even consulted with this watchman as to what should be done in the event of any emergency concerning their own property? Usually the conversation extends to passing the time of the day when the watchman comes in to collect his one or two dollars a week.

Here is a real opportunity for a vast improvement in the small town and city watch service. Let every property owner interested in any common watchman show this man what facilities are on his premises for fire extinguishment so that he may have some room for exercising judgment as to what is the best thing to be done when fire is discovered. This is particularly desirable in the smaller towns where the fire department may not be more than a bucket brigade when it is called. This offers a way to get increased protection without increased cost.

Boost.

Boost for every forward movement.
Boost for every new improvement.
Boost the man for whom you labor.
Boost the stranger and the neighbor.

Cease to be a chronic knocker,
Cease to be a progress blocker,
If you'd make your city better,
Boost it to the final letter.

Getting Back at Him.

"You couldn't make a good dog biscuit," he growled. "What have you to say to that?"

"I guess you're a good judge," replied his wife.

Michigan Shoe Dealers Mutual Fire Insurance Company

Fremont, Michigan

Insurance in Force \$4,921,150

STATEMENT FOR JUNE 1, 1920.

Insurance in force May 1, 1920	\$4,482,100.00
New Business in May, 1920	439,150.00
Total	\$4,921,150.00

Cash on hand May 1, 1920	\$22,128.18
Cash received in May, 1920	6,629.55
Total	\$28,757.73

Cash paid out in May, 1920	4,459.11
Cash on hand June 1, 1920	\$24,298.62

ONE OF THE STRONGEST COMPANIES IN THE STATE.

Dividend for 1920, 30 per cent.

If you want the best. Place your Insurance in our Company. We write Insurance on all kinds of mercantile stocks and buildings.

THE PIONEER

Michigan Shoe Dealers Mutual Fire Insurance Company
FREMONT, MICHIGAN

HAVE YOU A GOOD MEMORY?

THEN REMEMBER THIS NAME:

Michigan Bankers and Merchants Fire Insurance Co.

OF FREMONT, MICHIGAN

THEN REMEMBER THIS ALSO:

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

Wm N. SENF, Secretary.

Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

Savings to Our Policy Holders

- On Tornado Insurance 40%
- General Mercantile and Shoe Stores 30%
- Drug Stores, Fire and Liability, 36% to 40%
- Hardware and Implement Stores, and Dwellings 50%
- Garages, Blacksmiths, Harness and Furniture Stores 40%

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

C. N. BRISTOL, Manager
FREMONT,

A. T. MONSON, Secretary
MICHIGAN

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.

Associated with several million dollar companies.

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

End of Season Bargains

The dry goods market—especially in Cotton Goods—is much firmer. Primary markets are sold far ahead and are not soliciting business. The following items are Spring merchandise which we want to clean up now and not carry over. At these exceptionally low prices, they will not last long. Our salesmen can tell you about these or you can buy them in the House or by telegraph, or telephne. Remember that mail orders are our specialty. At this season you can doubtless use many of these items. **SEND US YOUR ORDER NOW.**

BASEMENT SPECIALS.

36" CHALLIE DE MOUSELLINE, Short pieces from 10 to 40 yds. Asst. patterns and colors, per yard	\$.30
30" UNBLEAHD POCKET DRILL, full pieces, per yard	.31
Short pcs. from 10 to 40 yds., also bdl. 50 to 75 yds., per yard	.30
18" BIRDSEYE DIAPER CLOTH, 10 yd pcs, Slight seconds, 10 pcs. to bdl., per piece	1.97 1/2
20" BIRDSEYE DIAPER CLOTH, 10 yd. pcs, Slight seconds, 10 pcs. to bdl., per piece	2.12 1/2
27" ANDOVER CHEVIOT, Full pcs., Stripes and Plains, per yard	.37 1/2
36" FINE STRIPED SHIRTINGS, 88 x 88 count cloth, 2 to 10 yds. to pc., 200 yds to bdl., per yard	.42 1/2
36" WAMSUTTA NAINSOOK seconds, subject to slight stains, yard	.36 1/2
36" CHEESE CLOTH, No. S, White, 60 yd. bolts, per yard	.09 1/2
36" CHEESE CLOTH, No. A, White, 60 yd. bolts, per yard	.11 1/2
36" CHEESE CLOTH, No. 1, White, 60 yd. bolts, per yard	.12 1/2
17" STRIPED GLASS TOWELING, Slight seconds, subject to small holes, per yard	.22 1/2
30" BROWN DENIM, Full pcs., perfect quality, per yard	.37 1/2

FIRST FLOOR SPECIALS—Piece Goods.

VOILES.

40" La France Voile, Fancy, per yard	\$.52 1/2
40" Favorite Voile, Fancy, per yard	.36 3/4
40" Victoria Voile, Fancy, per yard	.52 1/2
No. 5000—40" Printed Voiles, per yard	.57 1/2
No. 5000—40" Printed Voiles, Gold on Navy ground, per yard	.60
No. 100—White Voile, per yard	.39
No. 1409—Novelty White Voile, per yard	.47 1/2
No. 1401—Novelty White Voile, per yard	.47 1/2
No. 1413-1414—Novelty White Voile, per yard	.59
No. 1434-1435—Novelty White Voile, per yard	.42 1/2
No. 1437—Novelty White Voile, per yard	.37 1/2
No. 9114—Checked Voile, per yard	.42 1/2
39" Fairway White Voile, per yard	.47 1/2
40" Patria White Voile, per yard	.37 1/2

ORGANDIES.

No. 4068—Fancy Check Organdie, per yard	\$.62 1/2
No. 100—Organdie, White and colors, per yard	.84
No. 101—Organdie, White and colors, per yard	.57 1/2
No. 4022—Check Organdies, per yard	.55
No. 4012—Check Organdies, per yard	.51

WHITE GOODS, ETC.

36" Rex Poplin, all colors, per yard	\$.52 1/2
No. 520—White Repp, per yard	.47 1/2
No. 1226—White Gabardine, per yard	.53 1/2
No. 46950—36" White Pique, per yard	.60
No. 212—India Linen, white, per yard	.27 1/2
No. XXX—Fancy White Goods, per yard	.42 1/2
27" White Plisse Crepe, per yard	.45

PERCALES.

Gloria Percales, darks only, per yard	\$.33 1/2
Pacific Percales, darks only	.37 1/2
Premier Percales, stripes and darks, per yard	.37 1/2

MISCELLANEOUS.

27" Magnolia Silk, all colors, per yard	\$.37 1/2
No. 1—27" White Satine, per yard	.34 1/2
No. 4061—40" French Serge, per yard	2.17 1/2
Old Glory Cambric, per yard	2.17 1/2

SECOND FLOOR SPECIALS—Piece Goods.

825-829—Fancy Turkish Towels 18x36", pink, blue, gold, lavender, doz.	\$7.62 1/2
400-500—Fancy Turkish Towels, 21x41, pink and blue, per doz.	9.25
4005—Pattern cloth, 58x72, each	1.75
5001—Huck Towels, 17x30, each	2.90
7422—Huck Towels, 17x32, per doz.	3.17 1/2
316—54" Merc. damask heavy quality, per yard	.87 1/2
Renfrew—58" Merc. damask, per yard	.92 1/2
58x58 Ligerwood pattern cloths, each	1.75
No. 1—Lace Knit Wash cloths, per doz.	.80
400—Turknit shell edged wash cloths, per doz.	1.35
403—Wash cloths, plain design, per doz.	1.62 1/2
No. 5—Red and blue checked glass toweling, 17", per yard	.31
17" Irish Huckabuck Bleached toweling, per yard	.24
No. 4—17" Lunhuck Bld. towelling, per yard	.21
29" Tudor Draperies, choice patterns, per yard	.37 1/2
6000—Curtain voiles colored felt figured, per yard	.65
5155—WCE Merc. Marq. 36" wide with 1 1/2" tape border, per yard	.52 1/2
Bates Crochet Hemmed Bed Spreads, 70x88", each	3.00
12" Scalloped edge Meritas Shelf oil cloth, pl. white and blue figured per piece	2.12 1/2
Snowy Owl 3 lb. Batts, Plain, per case	13.50
26" Warrior White Shaker, per yard	.28

THIRD FLOOR SPECIALS—Notions.

3/4" Loom Lisle Elastic White, per gross	\$14.00
3/4" Loom Lisle Elastic Black, per gross	14.00
No. 15—Round Arm Bands, per doz.	.90
Collingbourne Darning Cotton, white, per doz.	.75
Presto Snap Blk. or White, 1-0, 2-0, 3-0, per G G	3.50
Harmony Snap Blk. or White, per G G	7.80
Bonnie B, Snap Fasteners, Blk. or Wh., 100 Envelopes to Cab., Cab.	3.00
Superior Hose Supporter, White, 7/8" Loom Lisle Elastic, 1 doz. to box, Size A, per doz.	1.35
Size B, per doz.	1.30
Size C, per doz.	1.25
13-68—Shell Hair Pins, 8 on card, per doz.	.72 1/2
Best Yett Veil, Blk, Brown, Taupe, per doz.	.85 1/2
Job Lot Collars, Asst. Patterns to doz., per doz.	.72
M-K Knitting Cotton, White, per doz.	1.80
P F C—Ecu 5 to 50, per doz.	.85
5000—Dresser Scarfs Asst., per doz.	2.25
773—Emb. 100 yds., 5 patterns to box, per yard	.09 1/2
1056—Cluny Lace, 4 doz. yards to piece, Asst. patterns, per doz.	.52 1/2
No. 5—Spec. Asst. Emb. 25 pcs., 1000 yards, per yard	.06 1/2
716—Tatting Val, Asst. of 18 doz., per doz.	.39
708—Val lace, Asst. of 18 doz., per doz.	.40
651—Val Lace with beading, 18 doz. Asst., per doz.	.52 1/2
631—Val Lace with beading, 18 doz. Asst., per doz.	.52 1/2
Spec. Six Fancy Ribbons (6 pieces to box), per box	4.90
Margurete Fancy Ribbons (6 pieces to box), per box	3.90

FOURTH FLOOR SPECIALS—Hosiery and Underwear.

INFANTS' HOSIERY.

21B1170—Infants Silk Hose, IXI, ribbed, colors black, white and brown, sizes 4 to 6 1/2, boxed 6-12 doz.	\$ 7.87 1/2
21B44-20—Infants Lambs Wool Hose in white, silk heel and toe, sizes 4 to 6 1/2, boxed 6-12 doz.	4.75

CHILDREN'S HOSIERY.

21B100—Children's Mercerized Hose, "English ribbed" in black and white, boxed 6-12 doz. Black, Sizes 5 1/2 to 9 1/2; White, Sizes 5 to 7 1/2; \$4.00 on 7, rise 10 fall 5.	
21B0900—Children's Mercerized Hose in IXI ribbed, Black only, boxed 6-12 doz. These Hose are Seconds, but very good and prices at less than the yarn in them, Sizes 5 1/2 to 9 1/2, for all sizes	5.00

LADIES' HOSIERY.

21B921—Ladies 12-strand Silk Hose, 21-inch boot fashioned ankle, Black, White Cordovan, Navy, Grey, boxed 3-12 doz., sizes 8 1/2 to 10	19.75
21B918—Ladies 12-strand Silk Hose, same as 921 only 18-inch boot	18.00
21C1200—Ladies 10-strand Silk Hose, 21 inch boot, boxed 6-12 doz., Black, White, Cordovan, Navy and Grey, sizes 8 1/2 to 10	13.50
21A400—Ladies Silk and Lisle mixed, White, Navy, Grey, due to construction this is an ideal Hose for wear, boxed 3-12 doz., Sizes 8 1/2 to 10	12.00
21B226—Ladies "Ipswich" No. 2305 Mercerized Lisle, Sizes 8 1/2-9-9 1/2, boxed 1 doz.	4.50

MEN'S HOSIERY.

21B513—Men's Ipswich Hose, 220 needle combed maco yarn, boxed 6-12 doz., Sizes 9 1/2 to 11 1/2, black only. Priced less than present cost to manufacturer	2.50
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MEN'S UNDERWEAR.

22C70—Mens Athletic U Suits, 64x60 Nainsook, full cut, Sizes 34 to 46, boxed 6-12 doz.	8.75
22C698—Mens Balbriggan Shirts and Drawers, Shirts come short or long sleeves. These are the Lawrence brand and prices at less than Mill prices. Shirts 34 to 46, Drawers 32 to 44, Boxed 6-12 doz.	8.87 1/2

LADIES' UNDERWEAR.

22C682—Ladies Vest IXI rib. Bodice top, band trim. The popular style today, Boxed 1 doz., Sizes 34-36-38 @ \$2.75; Sizes 40-42-44	3.25
22A235—Ladies Pants, band top, Lace Knee, Boxed 1 doz, Sizes 34 to 44. A real specialty for your July Clearance Sale. Strictly Firsts. All sizes	3.87 1/2

CONTINUED ON NEXT PAGE

GRAND RAPIDS DRY GOODS CO.

GRAND RAPIDS, MICHIGAN

EXCLUSIVELY WHOLESALE

NO RETAIL CONNECTIONS

End of Season Bargains -- Continued

FIFTH FLOOR SPECIALS—Men's Furnishings.

MEN'S FURNISHING SPECIALS.

DRESS SHIRTS.

- 27C22—French Cuff Dress Shirt, made of 68x72 "Slater & Morrills" Percalé, assorted patterns to box, packed 6-12 doz. solid, all sizes 14 to 17, per doz. ----- \$18.50
- 27C34—French Cuff Dress Shirt, made of Imported English Madras, boxed 3-12 doz., all sizes 14 to 17, VERY SPECIAL, per doz. 37.50
- 27B47—French Cuff Dress Shirt, made of silk and cotton, "Haberdasher Brand," boxed 3-12 doz., solid sizes 14 to 16½, per doz. 52.50
- 27B86—French Cuff Dress Shirt, "Crest Brand," fancy dark patterns, good Spring novelty, extra collar to match, boxed 3-12 doz., all sizes 14 to 17, per doz. ----- 22.50
- 27B85—French Cuff Dress Shirt, "Crest Brand," fancy str. boxed 6-12 doz. assorted colors, all sizes 14 to 17, SPECIAL, per doz.----- 22.50
- 27B20—Laundered Stiff Cuff Dress Shirt, made of 80x80 percale, fast colors, neat str., boxed 3-12 doz., all sizes 14 to 17. WORTH AT LEAST \$25.50, TODAY, per doz. ----- 23.50

MEN'S PAJAMAS.

- 27C1253—Muslin Pajamas, assorted str. in 6 ranges of various colors, 68x72 percale, good make and well finished, boxed 6-12 doz., solid sizes, A-B-C-D, per doz. ----- 27.50
- 27C1254—Muslin Pajama, made in fancy weave, 5 colors to box as lavender, pink, blue, white and tan, 6-12 doz. to box, solid sizes, A-B-C-D, SPECIAL, per doz. ----- 27.50
- 27C1255—Muslin Pajama, Solid colors as blue, lavender, tan, pink and white assorted to box, boxed 6-12 doz., sizes A-B-C-D, VERY SPECIAL, per doz. ----- 27.50

WORK SHIRTS!! WORK SHIRTS!!

- 28C210—We have about 200 doz. blue Cheviot Work Shirts, sizes 14½ to 16, GOOD MAKE, 1 pocket, large size, FIRST ORDERS RECEIVED, GET THEM TO CLOSE, per doz. ----- 12.25

MEN'S OVERALLS.

- 28C105—Men's "U. L. S." Union-made one-piece Khaki Coverall, double stitched throughout for Garage men, etc. GIVE YOUR TRADE A GOOD SUIT, sizes 34 to 46. SAVE SOME MONEY BY BUYING THIS SPECIAL, per doz. ----- 45.00

BOYS' WASH SUITS.

- 29C3—Boy's 2 piece style Wash Suit, pleated Coat made of Beach Cloth, boxed 1 doz., sizes 3 to 8 to box, per doz. ----- \$26.50
- 29C4—Boy's 2 piece style Wash Suit, Norfolk style, assorted stripes to box, packed 1 doz. assorted, sizes 3 to 8. A LIMITED QUANTITY, per doz. ----- 24.50
- 29C5—Boy's 2 piece Wash Suit, Middy style Coat, made of Beach Cloth, boxed 1 doz., assorted sizes and colors, 3 to 8, per doz. 22.50
- 29C6—Boy's 1 piece Wash Suit, fancy blue trimmed, fast colors, boxed 1 doz. assorted, sizes 3 to 6, per doz. ----- 19.50
- 29C20—Boy's 2 piece Wash Suit, belted model, packed 2 colors as grey and blue, boxed 1 doz. assorted, sizes 3 to 8, per doz. ----- 14.25
- 29C21—Boy's 2 piece Wash Suit, belted model, pencil stripe, 2 colors as blue and tan, sizes 3 to 8, per doz. ----- 15.00

ROMPERS!!! ROMPERS!!! ROMPERS!!!

- 29C105—"McCawley's" one piece style Romper, boxed 1 doz., sizes 2 to 6 assorted, per doz. ----- \$12.37½
- 29C108—"McCawley's" Overall style Romper, shoulder straps, bld. 1 doz. assorted, 3 to 6, EXTRA SPECIAL, per doz. ----- 8.12½
- 29C109—"McCawley's" Overall style Romper, bld. 1 doz., assorted, sizes 3 to 8, SPECIAL, per doz. ----- 8.87½
- 29C110—"McCawley's" Overall style Romper, plain blue, demin, bld. 1 doz. assorted, sizes 6 to 12, per doz. ----- 10.50
- 29C111—"McCawley's" one piece Coverall, red piped, bld. 1 doz. assorted, sizes 3 to 8, EXTRA SPECIAL, per doz. ----- 12.37½
- 29C112—"McCawley's" one piece Coverall, plain blue denim, patent buttons, bld. 1 doz. assorted, sizes 3 to 8, per doz. ----- 13.50

"OVERALLS"

- 28C5—Men's 260 weight Stifels "Club & Spade" patterns Overall, Good full sizes, TRIPLE stitched throughout, suspender back, with wide elastic, 2 front swing pockets, 2 rear patch pockets, also change and watch pockets, sizes 32 to 42, GOOD VALUE, per doz. ----- 27.50
- 28C6—Jackets to match "Club & Spade" Overalls, sizes 34 to 44, doz. ----- 27.50

"OVERALLS"

SIXTH FLOOR SPECIALS—Ready-to-wear.

- 35C2—White Middy Blouse made with Navy Wool detachable collar, sizes 16-18-20-38-40-42 and 44. Regular price \$27.00 per dozen ----- \$24.00
- 37C118—Ladies' White Wash Skirt made of fine quality Gabardine—two deep pockets, with flaps trimmed with buttons, sizes 26 to 30 waist ----- 31.50
- 37C117—Ladies' White Wash Skirt made of fine quality Gabardine—two pockets with tabs extending from waist to pockets, sizes 26 to 30 waist ----- 25.50
- Asst. B White Muslin Petticoat with embroidered flounce, boxed 6-12 dozen, assorted sizes and patterns ----- 14.75
- Asst. C White Muslin Petticoat with dust and embroidered flounces, Boxed 6-12 dozen assorted sizes and patterns ----- 16.50
- Asst. E White Muslin Petticoat with dust and embroidered flounces, Boxed 1 dozen assorted sizes and patterns ----- 21.00
- 38C15—Ladies' White Muslin Gowns, Boxed 1 dozen assorted sizes, assorted round, V and square necks ----- 41.75
- 40C81—Children's Voile Dresses, fine quality Voile, assorted patterns and colors, trimmed with belt and sash, sizes 8-10-12-14 ----- 28.50

CORSETS.

- 421—W-T Corset, medium to average figure and medium bust, sizes 19 to 30 ----- 14.75
- 536—W-T Corset, average figure and medium bust. Triple Sta-bone boning. Sizes 19 to 30 ----- 19.75

"The cloth in the above numbers of Corsets will not wrinkle and the bones will not push up and come through the binding."

GRAND RAPIDS DRY GOODS CO.

Grand Rapids, Mich.

Exclusively Wholesale

No Retail Connections.

Little Things Which Make Up Sum of Patriotism.

Written for the Tradesman.

So many people seem to think that patriotism consists of making some kind of noise at sight of an arrangement of colored bunting, standing up and letting other people who remember the words—or some of them—sing "The Star Spangled Banner," and insisting that your own country is in all respects perfect and can win and always has won in war with any and every country. All this is well enough I suppose; like the other Americans, my own heart "with rapture thrills" when I see our beautiful Stars and Stripes floating in the breeze, and I do believe we have, or at any rate ought to have, the best country in the world. Not so much the country that can "lick" any other country as the best country in the world to live and to grow up in—so fine a country that the peoples of other countries not only will want to come here to live but will want to make their own countries as much like ours as possible. I wonder, by the way, how much the other peoples right now wish their countries were exactly like ours, and in what respects they are glad they are not.

These things are worth thinking about to-day, on the eve of Flag Day, June 14, the 143d anniversary of the adoption by Congress of the flag of the United States of America. On that day in 1777, in the Continental Congress, a resolution provided "that the flag of the United States be thirteen stripes, alternate red and white, that the union be thirteen stars white, in a blue field, representing a new constellation." It is claimed, I believe that this flag was first unfurled at the camp of Washington's army near Bound Brook, N. J.

However loud the shouting and the talk about patriotism, I guess everybody will admit that the source of all public spirit is the individual home. It is almost unimaginable that a child could get a better impression of his country than he got of the surroundings in which he was brought up. So far as he is concerned his own home is his country. As the old saying has it, "a stream cannot rise higher than its source," and the final source of the citizenry of any country is the home in which the individual citizen is born and in which he gets his first and most lasting impression of the world.

If the child is to become an unselfish, public-spirited man or woman the atmosphere of the home must be unselfish and public spirited. The mutual consideration, the sharing of duties and happiness, the ideals, exhibited in the home or the absence of them, to a great extent fix the standards that will guide the individual in his conduct as a citizen. I don't care how well he knows the words of "The Star-Spangled Banner" or the details of battles or the names of the Presidents in the history of the United States—if his experiences at home have made him selfish, inconsiderate, wasteful, indolent, he isn't and can't be really a good citizen or patriotic in any sense worth talking about or being.

It is well that children and elders, too, should know and observe the courtesies due to the flag of their country, to uncover as it passes them in a parade and to treat it with the respect that is customary; but unless there is a real and intelligent understanding of what it means to be an American and what the flag stands for in the affections and ideals of the people, all these observances are rather empty.

It would be a good thing on Flag Day to have the American flag, or several of them, displayed as conspicuously as possible in the house, in the window or on a flagstaff if you have one. You can get little paper flags to use as table decorations. Some member of the family might prepare and tell or read to the rest the story of the flag, which you can get from such a book as the World Almanac or from an encyclopaedia or at the public library. It would be well at the family table or at some other convenient time in the day to let each member of the group give his idea of what the flag stands for and what each, young and old, can do to show why and how he loves the country for which the flag stands. Every such celebration helps to fix ideas and inspire conduct.

But it is the conduct that counts. And conduct consists of small things done hour by hour, day by day. The test of patriotism is the kind of things that the individual does as affecting his fellow citizens. His fellow citizens are the people about him. When he does what he can to prevent the scattering of papers or the injury of grass and shrubbery in the park; when he obeys the laws and regulations that are made for the general convenience; when he tries to understand the things that are being done in the city government, the State Legislature and in Congress, or by the National Government, and to help in their discussion and co-operate in the public life, he is exhibiting patriotism.

On the other hand, the men and women who are doing their best to dodge and evade the prohibition law, for instance, and who offer drink to young people in their homes, are doing, I believe, more harm to their country than any of the much-discussed Bolsheviks; because they are teaching their children contempt for law, inspiring them to make their own will the test of their compliance with the public will. That is the essence of anarchism, and I don't care much what such people say about either Bolshevism or patriotism.

Children are quick to sense these things. Keeping the front yard clean, picking up papers and eggshells in the woods after a picnic, and all that sort of thing, seem small matters; but it is small matters that make up life. The habits that children get about their conduct in the community measure the reality of their degree of patriotism and give the meaning to whatever they may say or think about the flag of their country.

Prudence Bradish.
(Copyrighted 1920.)

A hen that makes a lot of fuss over an egg is seldom a good layer.

Definition of Word May Decide Wood's Fate.

Judicial interpretation of the intent of Congress in the enactment of the Lever Law and the Act of Oct. 22, 1919, which amended the original act, will determine whether or not William M. Wood, indicted woolen chief, will be prosecuted on indictments returned last week by the Federal Grand Jury, charging profiteering in the sale of woolen cloth.

This salient feature of the contemplated proceeding was brought out before Judge Julian M. Mack in the United States District Court of New York when Charles E. Hughes, counsel for Wood and the American Woolen Company moved that the indictments be vacated. Counsel for the defense maintained that the amendment of the Lever Act by the Act of Oct. 22, 1919, did not vest the Government with power to bring an indictment against the defendants.

In asking that the indictments be vacated Mr. Hughes said that the proposed prosecution could not be conducted because the indictments returned did not state facts that showed defendants had made unreasonable profits. Continuing he said that selling woolen cloth did not come within the act, as it specifies prosecution for profiteering can only be instituted when it has been proved conclusively that exorbitant profits have been made in clothing, food, fertilizer and other necessities of life.

"Pieces of cloth do not constitute wearing apparel," explained Mr. Hughes in answering a question of the Court. "To ascertain the true meaning of the word we must use the dictionary. We will find there that wearing apparel means garments, clothing and dress."

After quoting several definitions from recognized dictionaries, Mr. Hughes said his contention of the definition of "wearing apparel" signified the trade meaning of the word. "It would create no end of merriment in this city," he added, "if the defendants had held themselves out as the manufacturers and dealers of wearing apparel."

Mr. Hughes to support his argument cited the tariff acts of 1846 and 1864. In concluding his remarks the defendant's counsel intimated that the indictments were not returned in accord with a strict interpretation of the statute. At this point of the proceeding Mr. Hughes to clarify his contention said that the Government had no right to read into the Penal law, or the statute under which the indictments were found, the meaning of Congress, to assist in its prosecution when there is no law to sustain its charges. "The court," he added, "should judicially construe the meaning of words 'wearing apparel,' in the same language as intended by Congress.

Herbert E. Symthe, who appeared in behalf of Attorney General Palmer, objected strenuously to Mr. Hughes' arguments, stating that to delay the prosecution of the defendants until next fall would affect the interest of millions interested in the question, which will be decided by the immediate trial of the accused profiteers. "It

is just and proper that there should be no delay," he said in attempting to emphasize his argument.

The prosecutor said that the courts on numerous occasions had determined that wearing apparel and cloth are synonymous. In discussing the definition of the word he added that there could be no possible distinction between cloth prior to being manufactured into a suit, then when it was placed on the market for sale.

"The intent of Congress in passing the Lever law," Mr. Smythe continued, "was to provide an ample supply of clothing. In construing the statute no other meaning can be defined. There is no doubt as to the intent of this statute, and despite the assertions of the defendant's counsel the Lever law is applicable in proceedings and prosecutions based upon indictments such as have been returned in this case."

Decision was reserved.

"Four Seasons" Plan Appeals To Dress Manufacturers.

Indications point to the adoption by the manufacturers of dresses in the United States of the system in vogue in Europe for the production of women's wearing apparel on a basis of the four seasons of the year, according to a statement issued yesterday by the Associated Dress Industries of America. Suggestions for the promulgation of the "four seasons" movement have reached Executive Director David N. Mosessoehn, and it was said by him yesterday that the organization regards the movement with favor. While no official action has yet been taken in the matter, the subject will come before the Executive Board of the organization in the near future.

From every viewpoint the "four seasons" idea will benefit the consumer as well as the retailer and manufacturer. It will do more to stabilize conditions in the women's garment industry than any thing that has ever been attempted, according to the sponsors of the movement in this country. First of all, it is contended, it will enable the manufacturer of dresses to place his orders for "raw" material with more confidence and in larger quantities than under existing conditions.

In the second place, the retailer will fill his needs for a particular season at one time instead of placing the spasmodic orders which he has been forced to by prevailing conditions. Furthermore, the styles, instead of changing frequently, will be limited to the four seasons of the year. It is also contended that the labor end of the industry will be materially benefited by the inauguration of the "four seasons" movement because it will result in steady employment for the thousands of workers in the industry on a twelve months' basis instead of six or seven months, as is the case at the present time.

"While the associated Dress Industries of America is not sponsoring the "four seasons" idea in the needle industry, it is ready to co-operate with any project that has for its purpose the betterment of conditions and the stabilization of the dress trades," said Mr. Mosessoehn yesterday. "There is no doubt but that the "four seasons"

movement has some very splendid features, and from information which we have received—it was submitted to us by those who are confident of its success—it would appear as though the dress industry might do well to follow Europe in this connection."

Charlotte—Fire damaged the plant of the Charlotte Iron & Metal Co. to the extent of about \$10,000 June 1 and destroyed the tin shop of the R. S. Spencer hardware store, entailing a loss of about \$15,000.

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.

Just when you want them most

We have all styles of
Pointed Soft Collars
on the floor!

Snappy Shirts to go with them too.

Daniel T. Patton & Company

GRAND RAPIDS

The Men's Furnishing Goods House of Michigan

We are receiving daily good
assortments of:

Utility Gingham @ 35c
Red Seal Gingham @ 37½c

Also good shipments of plain and figured voiles.

Come in and see them.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



Wilmarth show cases and store fixtures in West Michigan's biggest store

In Show Cases and Store Fixtures
Wilmarth is the best buy—bar none.

Catalog—to merchants

Wilmarth Show Case Company
1542 Jefferson Avenue Grand Rapids, Michigan

Made In Grand Rapids

Blue Buckle

Union Made

Overalls

Blue Buckle Overalls unvarying quality and persistent advertising will back dealers to the limit in building bigger business and surer profits.

Blue Buckles advertising is cultivating every section of the national sales-field. It is going right into the homes of men in your district, your own customers. Make your store their headquarters for Blue Buckles.

Stock Blue Buckles and get the advantage of the greatest sales-making force ever put back of a work garment. In newspapers, magazines, farm papers, brotherhood magazines, on billboards in over 1500 towns and cities, millions of people are being tipped off to Blue Buckles' superiority in wear and in comfort.

Order Blue Buckles through your jobber. If they're not in stock he can easily get them for you.

Largest manufacturers of overalls in the world

Jobbers OverAll Co., Inc., Lynchburg, Va.
New York Office: 63 Leonard Street Wm. T. Stewart, Representative



Blue Buckle Overalls and Coats are sold only through the jobbing trade—the most economical, practical and satisfactory method of distribution for both retailer and manufacturer. Samples, prices and other information are now available in practically every jobbing house in America. We request that you write your jobber. Should he not carry Blue Buckles he can order them for you.



Strong-for-Work

CONTENTS OF CORN COBS.

Adhesive, Dynamite, Paper, Dyes and Bug Poison.

Our Department of Agriculture is for making the business of farming more profitable by making production and marketing more efficient and economical.

Twenty-five million dollars worth of sweet potatoes were wasted in 1919. One hundred million bushels of sweet potatoes rotted instead of being eaten. They rotted because they were put on the ground in small heaps and covered with dirt, instead of being stored in properly constructed warehouses. Specialists of the Department of Agriculture developed a storage house that reduced the loss when used from 50 per cent. to 2 per cent. More than 600 such storage houses, recommended by the Bureau of Markets, were erected—enough to take care of about 9 per cent of the sweet potatoes stored every year. Then we had practically to discontinue the educational campaign because our appropriations were decreased to such an extent that we had no money for the purpose.

From \$50,000,000 to \$75,000,000 is lost every year because baled cotton is left out in the weather instead of being put in properly regulated storage houses. Tests made by the Department have shown losses by exposing cotton to the weather ranging as high as \$100.48 a bale, and the lowest shown was \$8.80 a bale. The Department of Agriculture is trying to eliminate this loss, but the funds at its command for demonstration and educational work make it impossible to cover the ground in any adequate way.

Multiplied millions of dollars worth of fruits and vegetables rot every year in railroad cars. In two months last winter, \$3,000,000 worth of apples from the Pacific Northwest were frozen in transit. Losses from heat are just about as heavy as those from cold. A new type of refrigerator car was designed by Department specialists. It was so efficient that the Railroad Administration adopted it as a standard. Practically all refrigerator cars built in the United States during the past two years are built in accordance with those specifications. Efforts are now being made to perfect a means for heating the standard refrigerator car in cold weather. Specifications to cover this have been worked out and were adopted by the Railroad Administration.

Losses caused by improper loading and packing of fruits and vegetables frequently run as high as 40 to 50 per cent. of the car load. Specifications for loading cars with certain fruits and vegetables have been worked out by the Department. There has not yet been opportunity for checking up on all of them in operation, but we have checked up on potatoes, which formerly suffered very severely.

The Department of Agriculture is eliminating waste along many other important lines, by discovering uses for products that formerly served no useful purpose. The most notable recent illustration is that of corncobs. About a bushel of cobs is produced

for every bushel of shelled corn, and they have always been almost a complete waste.

During the past few months, chemists in the Department of Agriculture have discovered that the entire content of corn cobs can be converted into highly useful products. Commercial plants are now being equipped to manufacture half a dozen products from them. One of these products is an adhesive of exceptionally high quality. Another is cellulose, suitable for use in the manufacture of dynamite and various other things. We have made very good paper, using a part of the corncob product as filler. Another product that the plants will turn out from cobs is acetate of lime, from which acetic acid is made.

And, after all these things had been demonstrated, our chemists discovered a very valuable by-product—furfural. Up to this time furfural has been so rare that it has sold as high as \$20 a pound. Every ton of corn cobs will yield about 30 pounds of furfural as a by-product, and our specialists estimate that it can be manufactured in this way for less than 20 cents a pound. Furfural is what the chemists call a basic intermediary in dyes. It is useful in the manufacture of many paints and lacquers and in the making of bakelite, the substance used in pipe-stems and other articles, even though the price was \$20 a pound. So the corn cob, instead of a dead waste, is likely to become a commodity on the market. Edwin T. Meredith,

Secretary of Agriculture.

Keeps Customers Informed About Canning Industry.

Detroit, June 8—Once a week during the summer I enclose a slip with purchase tickets or bills. On this slip I tell my customers what fruit or vegetables can best be preserved at that particular period of the season. Either through ignorance or thoughtlessness a great deal of canning is let slip past by housewives every summer. They mean to do it, but forget the exact time of the season at which the material can be purchased most cheaply. When they discover it, the time has passed; and the grocer has lost a sale that might easily have been made. I co-operate honestly with my regular customers in this respect. The more I save them in price the more I gain in the quantity they buy—besides adding considerably to my asset of good will and gaining a reputation for absolute honesty among my customers. C. H. Lyman.

We would need less sugar if we made more use of sirups.

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
VANILLA EXTRACTS

Made only by

FOOTE & JENKS
Jackson, Mich.

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.



WE ARE
**EXCLUSIVE
DISTRIBUTORS**
FOR
"Dinner Bell"

ALWAYS FRESH AND SWEET

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.



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

Old Timer Replies To Mr. Rockwell.

Grandville, June 8.—Just a word with regard to Mr. A. F. Rockwell's slash at Old Timer in the Tradesman of June 2. He devotes more than a column to berating the writer for bringing up the wage scale for teachers in this State over fifty years ago. That scale was satisfactory at the time, nor would it have enlarged the personal funds of said teacher to jump the job and engage in the business of running a peanut stand.

Mr. Rockwell is pleased to be facetious and carries the idea that the statement I made with regard to those old time contracts may be matter of fiction rather than fact. I have the contracts, however, and remember distinctly those days when a fair degree of contentment pervaded the population in general.

He sneers at \$75 per month as "calico wages," intimating that the young women teachers of long ago, were not mentally capable of appreciating something more costly. Admitting that those early day teachers wore neat print gowns while in the school room, I can testify to the fact that they looked every way as neat and wholesome as do the modern silk-begowned misses, either in our schools or outside in other walks in life.

It is not the dress that makes the man or woman, although I have not advocated calico for the school ma'am. One can be becomingly clad in either costly garments or those less expensive. Such things are matters of individual taste and I am a contender for individuality. I believe the laborer is worthy of his hire, be he teacher, president or hod carrier. I believe in paying what one earns, regardless of the job he is doing.

Twenty dollars per month in the early sixties was a fair wage and nobody found fault with it. To-day from three to six times that amount seems to be cause for dissatisfaction.

My contention, where the school

teaching people are concerned, is that strict honesty in the living up to contracts ought to be observed. We read of many teachers striking for a raise and even quitting their jobs where the school board refused to grant the raise. These teachers broke signed contracts, thus setting a bad example for the young folk they were teaching.

"The inventor of the little hooks on shoes became a millionaire," hence reasons Mr. Rockwell the teacher is underpaid. Yes, Old Timer frankly admits he would oppose pensioning school teachers or any other class of workers from the public purse. If anyone goes through life working at a salary and fails to lay up enough for old age, it certainly is not the public's business to pension him. Legislating pensions for teachers would be unjust to those workers in other lines of endeavor who have to fish or cut bait. Old Timer.


How Some Hartford Merchants Regard the Tradesman.

Olds Bros., grocers: "We like it fine. It is a good paper. We would hate to be without the Tradesman."

W. H. Dunbar, meat market: "I have taken the paper and find it pays me well and am pleased to renew at the advanced price. It is well worth it."

A. Z. Perry, grocer: "We all like the Tradesman. It is a great help to us in our store business and many of the articles in it are fine. As I said before, we all enjoy the Tradesman."

In Getting
COSTS
Write to
BARLOW BROS.
GRAND RAPIDS, MICH.



SHORT CUTS

STRAWBERRIES and PINEAPPLES

You can handle them profitably because you are sure of having the best obtainable shipped you promptly by the

VINKEMULDER COMPANY
GRAND RAPIDS, MICHIGAN

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

RED CROWN PORK AND BEANS

WITH RICH RED TOMATO SAUCE

A WINNING ITEM FOR RETAILERS



RED CROWN PORK AND BEANS is a very high-grade product—a combination of the choicest small beans and tenderest pork, carefully cooked, perfectly seasoned and scientifically prepared with the proper portion of delicious, rich, red, piquant sauce made of pure ripe tomatoes.

Because of quality and genuine satisfaction the consumer constantly demands this item, which makes it a fast-repeating seller.

The Red Crown line, including this item, is being nationally advertised—colored, full-page advertisements being used.

Red Crown Pork and Beans dominate because of pure merit and consumer appeal.

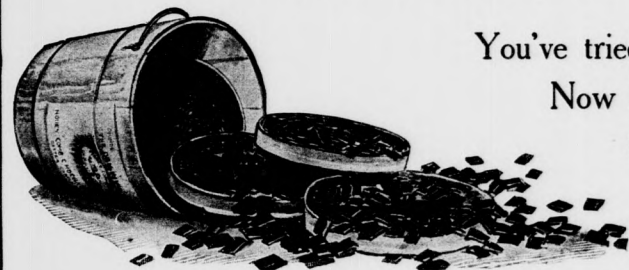
Sold by Wholesale Grocers

The Taste Is the Test	Acme Packing Company Chicago, U. S. A. INDEPENDENT PACKER of PURE FOOD PRODUCTS	The Brand Is Big Demand
-----------------------	---	-------------------------

Improved

"Taylor-Made"

Honey Comb Chocolate Chips



You've tried the rest
Now Buy
the Best

W. E. TAYLOR, Maker

Battle Creek, Michigan

Bel-Car-Mo PEANUT BUTTER



A high grade food staple of guaranteed quality and always issues a quick turnover because of its ability as a repeater. A product that makes friends for the store that sells it.

All Good Jobbers



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.

It is Customers That Count in Building a Business.

Written for the Tradesman.

"Customers count a lot more than sales," said an experienced hardware dealer the other day. "That's why I always look beyond the immediate sale, and never try to put across anything that might prevent me converting a transient purchaser into a steady customer."

Then he instanced an experience of another dealer to illustrate his point. This dealer—it was in the old days before the war—got a chance to handle a food chopper. The regular choppers were selling then at prices ranging from \$1.50 to \$2.50, or thereabouts, depending on size. They were substantial, serviceable articles, got up by reliable companies. But this competing article looked pretty much the same, and could be sold for 89 cents—a bargain sale feature.

"Well," pursued the hardware dealer, "this fellow I was speaking of—Watkins—took them on. He ordered a lot of the imitation choppers, for they were an imitation—nothing less. He featured them. He sold them, too, and made money, and his choppers helped to sell other goods. And he took care not to openly misrepresent the things. In fact, he didn't need to do that. Other firms were featuring the real thing in food choppers, and these looked enough like it to deceive anyone. He sold them to regular customers, and he sold to a lot of transients, who had been attracted to his store by the chopper advertised at this exceptionally low price.

"If the things had been any good at all, they would have given that man's business an uncommon spurt. But they were flimsy, and weak, and useless. The average chopper I handle has four knives for different classes of chopping. This one had one, and it hadn't any edge to it. The material was poor, brittle stuff. You know there is a pretty heavy pull on a food chopper, and what is worse, a variable pull, especially when a youngster is running it. It has got to be pretty substantial to stand the strain; and if it isn't substantial, it is apt to break.

"Now, these 89 cent choppers hadn't anything back of them. I suppose 50 per cent. of them were out of commission in a few months. Watkins got a lot of kicks direct, and what he did about the thing I don't know. I think he tried to blame the customer, and made things all the worse. A lot of people came to me

and bought real food choppers that are still doing the work after six or seven years and just as sound and serviceable as ever. Other hardware dealers made sales in the same way, to people who were dissatisfied with the article Watkins had sold them.

"I know I got at least a score of Watkins' old, steady customers as a result of that one stunt. He must have lost some to the other dealers. During the sale where the 89 cent chopper was featured, he had a lot of transients come to his store, and some of my regular customers, as I later learned. I am willing to bet one of my food choppers against one of his that he didn't convert a single one of those transients into a regular customer.

"Which," concluded the hardware dealer, "proves just what I was saying: you've got to look ahead of the immediate sale to the steady business. Any fool can get people into a store and sell them things, but it takes a wise man to keep them coming."

Herein lies the secret of the failure—from a strictly business point of view—of a lot of more or less spectacular selling stunts. It is like the case of the hardware dealer who put some bunny rabbits in his window, blocked the street with a crowd, and expected to do business. Everybody stopped to look at the rabbits, but nobody came in to buy anything—simply because the hardware dealer wasn't selling rabbits and, to put the thing gently, wasn't properly trying to sell hardware. An intelligent hardware display that would have stopped a dozen people, brought four or five inside the store, made two sales and resulted in one new steady customer for the store, would have been worth a lot more to the business.

It will pay the hardware dealer to give some attention to this phase of his business—the matter not merely of making sales but of securing steady customers. For it is the steady customers that can be counted on year in and year out for a relatively certain volume of trade. Their trade is the backbone of the business.

Most people tend to get into fixed

Bell Phone 596 City Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising
Expert Merchandising

200-210-211 Murray Bldg.
GRAND RAPIDS, MICHIGAN

Foster, Stevens & Co. Wholesale Hardware

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

Announcement!

WE ARE PLEASED TO ANNOUNCE THAT WE ARE NOW LOCATED AT OUR NEW HOME—57-59 DIVISION AVE., SO.—WHERE WE WILL CARRY A COMPLETE LINE OF LEATHER FINDINGS AND SHOE STORE SUPPLIES.

"The Best of Everything"

Prices quoted on application. Correspondence solicited.

SCHWARTZBERG & GLASER
LEATHER CO.
GRAND RAPIDS, MICHIGAN

WATCH US GROW!
1912...200 SQUARE FEET
1913...1500 SQUARE FEET
1916...3000 SQUARE FEET
1920...10000 SQUARE FEET

EVEREADY STORAGE BATTERY

PEP

Guaranteed 1½ years
and a size for
YOUR car

SHERWOOD HALL CO., LTD.,
Distributors
Local Service Station,
Quality Tire Shop,
117 Island Street,
Grand Rapids, Michigan.

Sand Lime Brick

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

Brick is Everlasting

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

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

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

Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

HARNESS, HORSE COLLARS

Jobbers in

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

GRAND RAPIDS, MICHIGAN

habits of buying. Even cash customers, who are financially foot-loose, will continue, year in and year out, to buy at the same store, until buying there gets to be a habit.

To illustrate: there is a certain store where I have been buying shoes since I first came to town as a boy of 13. I like to prow around different stores, and study selling methods from the customer's side of the counter, and I dislike the thought of being tied down to one particular store. I pay cash—I am under no credit obligations to this particular shoe merchant. I like him no better, personally, than any of his competitors. There are even times when I suspect he is taking advantage of my confidence to hit me too hard in the matter of prices, and I go somewhere else to trade. I have bought at five other shoe stores besides his. But I have always come back to that particular store where I dealt with first. The trouble simply is, I'm habituated to that store, and I feel a sort of homey confidence in getting well served there.

It is the same with a lot of people. Once you get them to like your store, they will subconsciously turn that way when they want anything in your line. It isn't so much a matter of your personal popularity or your advertising or the quality of your goods, as it is of this subconscious realization on the customer's part that he can rely on your store service.

When a man gets to that stage, he is a steady, dependable customer. The more you have of that kind, the better for your business. And it is business—good business—to convert your transient trade into that sort of steady customer.

When another store gets the inside track, it is hard to pry its customers away. Window display, newspaper advertising, advertising occasional price features, personal canvassing—all these are vital factors in business building. Occasionally a slip on the part of your competitor will send you business; as did the featuring of a flimsy food chopper in Watkins' case. But as a rule, particularly in small communities, the satisfied customer is difficult to dislodge from his allegiance.

So it is all the more desirable to make a big effort to secure new business. Watch for new families moving to town, and get into touch with them personally immediately they ar-

rive. Put your store at their disposal, pay special attention to their hurry-up orders when they are getting settled, and help them get acquainted in town. In short, devise a systematic, intelligent, more-friendly-than-business plan for getting on the good side of these newcomers.

Then, too, the newly-weds represent new households in the community to which you can cater to advantage. Their business allegiance is not yet fixed, and it is not hereditary. Here, again, service counts for a great deal in securing and retaining business.

Keep regular prospect lists of the new homes in your community, and devise a special follow-up plan for reaching them and interesting them in your store. It is upon these classes that your business-getting efforts should be particularly centered, since they represent your best prospect of securing additional steady customers.

Victor Lauriston.

Escanaba—The Brennan Gunderson Fitzharris Co. has been incorporated to manufacture and sell flavoring extracts, baking powder, etc., with an authorized capital stock of \$25,000 common and \$25,000 preferred, all of which has been subscribed and paid in, \$25,000 in cash and \$25,000 in property.

Detroit—The Motor Necessities Corporation has been incorporated to manufacture and sell automobile parts, supplies, etc., with an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed and paid in in property.

Saugatuck—Our village is soon to have two serve self grocery stores. Archy McDougall opened his place in the Heath block last Saturday and Leland's will open theirs of a like kind in the next few days.

IF YOU KNOW A FELLOW

Who is "Keeping Store" without reading the Tradesman, send him your copy for a "once over" after you have read it.

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

DICKINSON'S



SEEDS

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

"ECLIPSE" STANDS

for

Berries, Fruits and Vegetables



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

Manufactured by

The Wellston Manufacturing Co.

WELLSTON, OHIO, U. S. A.

Nine Laws That Govern Salesmanship.

Understand your business. A carpenter who does not understand how to carpenter will make botch work; a teacher who does not understand the subject he is trying to discuss will never be successful; the man who does not understand how to run an automobile would probably cause an accident unless he learned before going into traffic, and so it is with a salesman—you cannot be successful selling unless you understand thoroughly the subject you have in hand. Just make up your mind definitely upon that point and whatever you are trying to do, first learn all there is to know about it. Become a master of the subject—know more about it than the man you are trying to sell knows. Study hard—devote all your spare time to it—become a walking encyclopedia about your business.

Understand yourself. We could write a book on this subject. Very rarely does a man understand himself—but that isn't because it is so difficult a task—it is because it is so difficult a task—it is because it is so unpleasant a job. No man likes to put himself under the cold scrutiny of close analysis. It is tiresome to think about yourself—it is unpleasant to consider your own faults and weaknesses. But that is what you ought to do. Now let me tell you a few things about yourself that you should understand:

Understand your disposition. You do not have to be cross and surly and unpleasant. It is easy to be agreeable and it pays dividends. When you are selling you must be agreeable. You must be friendly and generous with your smiles. There is nothing that wins like friendliness. I walked into a place of business in Chicago the other day and the president of the firm saw me and came all the way across the large office to shake hands and say he was glad to see me. It made me feel that I was somebody. When you are selling remember that it will pay you to make your customer think that you think he is somebody.

Control your patience. You have to be patient with a customer who is considering buying. If you show impatience you will probably spoil everything. Impatience is nothing but uncontrolled "nerves."

Learn how to use words effectively. The successful salesman is usually a master hand with words; he knows how to express his ideas in such a way as to stimulate interest and arouse desire; he knows how to talk so that it doesn't seem he is using "blarney," but on the other hand he makes the proposition so attractive that it is desired. He does not have a "sing-song" line of talk that sounds like he had committed it to memory that has an even, effective expression that lends confidence because it gives his prospect the impression that he knows what he is talking about. The salesman who has to stop and think for words to convey his thoughts is working under a handicap. It will pay everyone to study words and no better way of getting an effective command of language can

be employed than to spend thirty minutes each day in writing upon some subject.

Be polite. You have in you somewhere the spirit of gallantry and politeness. Employ it because it will pay you. Learn to show at every turn little acts of courtesy and politeness that will show good breeding. You will be surprised if you take the time to watch the effect of politeness.

Keep your thinking machinery going. When you are in the business of selling you are handling a job that requires keen mentality. Nothing requires headwork more than salesmanship. You must keep your mind keyed up to the situation and watch closely every action and every expression on the part of your prospect and also watch carefully your own expressions and actions. Constant vigilance is necessary—but something more than vigilance is required, and that is mind action—sound thinking.

Do not overlook cultivating your humorous element. Many salesmen try to be "funny" and spoil things. You must be serious in your work but not so serious that you can't appreciate a joke or see the humor in a situation. Orators know the value of humor. It has its value in sales work, but must not be overlooked. A little humor often makes the prospect forget that you are a salesman and gets you onto a more intimate basis of friendliness with him.

Understand your prospect. Now here is probably the most important part of the whole business. You must understand human nature. You must realize that your prospect is subject to the points of appeal that all other human beings are subject to. For instance, he likes to be humored. He likes to have his own way. You must not argue with him—or if you do, you must be clever enough to not let him know that you are arguing with him. You must show him all the attention possible. You must show him courtesy—he likes it. You will not go wrong if you let him know that you think he has good judgment or that some other attributes of his are superfine. Don't slush, but remember that every man has pride and loves praise. Study people. Learn their whims and weak points. Remember that all people like to have you say nice things about them.

Selling is not a difficult thing—it is simple. The main thing is to have sense enough to go about it in the right way. George W. Robnett.

You only get credit for knowing what you can tell, but don't tell it without a purpose.

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.

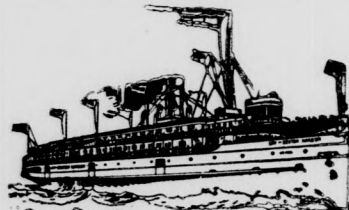
CODY HOTEL
GRAND RAPIDS
RATES { \$1 up without bath
 \$1.50 up with bath
CAFETERIA IN CONNECTION

**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.



GRAHAM & MORTON
Transportation Co.

CHICAGO

In connection with

Michigan Railroad

BOAT TRAIN 7 P. M.

DAILY

Freight for CHICAGO ONLY

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 & Saturday 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 Office, 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 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.

What Flag Day Means to the American People.

Grandville, June 8—June 14 is as much an American day as is the Fourth of July. It is the day the flag was dedicated to liberty by the old Continentals and favored by Washington as the symbol of the new nation born into the world with the first guns at Lexington and Bunker Hill.

The name of Betsy Ross, as the maker of the first American National flag, has been handed down to us from the past and we honor the flag her deft fingers formed that it might wave over the patriot army of Washington and Greene.

It is not a mere breadth of striped bunting that the British Thunderer proclaimed as a rag that Britain's tars would soon wipe off the face of the ocean. It is far more than a mere symbol of nationality. It represents all that is worth living or dying for in this Republic of forty-eight states.

"Follow the flag" has been the slogan in more than one instance of Yankee daring in the past, and its broad stripes and bright stars have acted as an encouragement to deeds worthy the Roman heroes of old. In all the wars this country has fought to a successful conclusion and she has won all of them in which she has engaged—the flag has been the incentive to deathless courage. As was said of a certain man, we love it (the flag) for the enemies it has made.

The Stars and Stripes stand for everything in the life of our citizens worthy of emulation. Beside the hearthstone the American soldier has paused long enough to bid goodby to his mother, father, sweetheart or sister. Nerved to desperate deeds of daring in the name of liberty and Old Glory our American volunteer has made for himself a name as imperishable as are the stars in their heavenly spheres. None who have fallen in defense of that flag will be forgotten while the earth rolls on its axis and speeds through space around the sun. No man who falls battling for the Stars and Stripes will ever die. On fame's eternal camping ground their numerous tents are spread and if, as we believe, men live beyond the grave, these immortal heroes must stand high among the host of mortals gone before who left us from other under our flag fights for the rights of his fellow man and not to aggrandize some monarch or dictator, as have so many European wars in the world's past history.

The right to life, liberty and the pursuit of happiness is guaranteed by the banner of the free, wherefore we regard that banner as sacred, and not simply a painted cloth to be disregarded at the option of the individual observer.

"Nothing but flags," lightly remarked one who passed through the rotunda of one of our state capitols some years ago.

Those tattered battle flags were gathered from the various commands of troops who fought for the preservation of the American Union. They were not merely bits of starred and striped bunting, but representative of the life blood of the Nation, poured out that such Nation should not be blotted from off the earth.

The flag first fashioned by the hand of Dame Ross in days of old not only represents the patriotism of a Nation a hundred million strong, but is the emblem of hope to the downtrodden of the old world who look across the sea scanning the skyline in hope of catching a distant view of that old flag which means so much for all mankind. The republic established in America in 1776 has been the beacon light of the oppressed people of all the world, toward which their hearts turn in hopeful beating, knowing that once they set foot beneath the banner of the free they are no more the slaves of king or emperor, but free men as is every native born American under the flag.

Flag Day!

Let us observe it in patriotic manner, since if there had been no flag, with its white stars and crimson bars, there would not now be a United States of America, but instead a lot of British colonies owing allegiance to a monarch on the other side of the ocean. Old Timer.

Echo No. 3 From the National Convention.

Cass City, June 8—Acting Secretary Frank B. Connolly gave his report, in which he showed some of the unjust practices that the Government has carried out. For instance, it bought a large quantity of pineapple at \$4.50 per case and sold it for \$10.80 per case. It bought 3,000,000 pounds of prunes at 9c per pound and sold them for 22c per pound. This wasn't profiteering, because the Government did it. Then, on the other hand, it sold a large quantity of tomatoes that had cost 13½c per can for 9c per can, thereby giving the public the impression that the retailer was skinning them if he even endeavored to get his cost out of his tomatoes. As the Secretary, he had been kept busy watching all bills that were introduced that affected the retailer. He stated that the Lever act was not mandatory, but suggestive.

Report of the Treasurer, John H. Spress, was given and referred to the Auditing Committee.

Monday evening we enjoyed an excellent banquet given by the Asparagus Club, Ex-Senator George Peterson, of Duluth, acted as toastmaster.

Tuesday a. m. Mr. Westphall, of Missouri, in speaking of co-operative buying, said the average small retailer had to pay the long price, while many large buyers and chain stores had been shown a preference and often given a manufacturer's discount. Knowing that a great many of the manufacturers are looking toward selling the retailer direct, the jobbers of St. Louis are now advertising for the retailer. He stated that 75 per cent. of the business in Detroit was done by the chain stores, and they would dictate to the manufacturers unless the manufacturers would willingly come to their terms. It was very noticeable in the discussions that the retail owned wholesale house had the preference over the co-operative buying associations.

Commission, was the next to address us. W. B. Culver, of the Federal Trade Commission, was the next to address us. He stated that the retail grocer was like the whipping boy of years ago who had to suffer for the wrongs committed by others. The Federal Trade Commission is constantly investigating unfair and deceitful methods that any firm may use and nearly all of these firms are willing to desist from these methods as soon as investigation starts. Taxation was one of the big things that he touched. This, he said, must be given careful study. We must decide upon the policy, whether we shall face them and pay them quickly, clearing up our indebtedness or shall it be prolonged over a period of years. National childhood is over, wild oats have been sown and now we must face these taxes. He showed very plainly how the excess profit tax law was a penalty and he felt it should be repealed. The manufacturer has been putting his money into non-taxable bonds at 4½ per cent., instead of using it in business, thus curtailing production. He stated we must have quantity production in order to get lower prices, as it is the law of supply and demand that regulates the prices and not the retailer.

We were entertained Tuesday by the Fleischman Co. at an excellent bread luncheon.

Mr. Linnehan, of the School of Business Research of Harvard University, gave us a very interesting talk. Of the 200 or 300 retail grocery stores that they investigated in 1919, they found the average overhead expense was 14 6-10 per cent. and the average net profit was 2 per cent. They also found that the average net profit on shoes was 7 per cent., on

hardware 6 per cent., on general stores 3 4-10 per cent. and on wholesale groceries 1¾ per cent.

Paul Findlay was next introduced and gave us the same good talk that we had the pleasure of hearing at our own State convention in Grand Rapids last February. E. W. Jones.

General Conditions in Wheat and Flour.

Written for the Tradesman.

The Government crop report, just issued, shows the condition of winter wheat to be 78.2 per cent. of normal and indicates a total yield of 504,000,000 bushels, an increase of 20,000,000 over the May estimate.

The condition of spring wheat is shown to be 89.1 per cent., indicating a yield of 277,000,000 bushels. The average condition of all wheat is shown to be 81.7 per cent., indicating a total yield of spring and winter wheat, 781,000,000 bushels.

It is to be hoped conditions will continue to improve to such an extent that we will actually harvest 800,000,000 bushels, as this amount of grain, with the carry-over of around 205,000,000 bushels, will give us approximately 1,000,000,000 bushels of wheat, of which 600,000,000 will be required for home consumption and seed requirements, leaving 300,000,000 bushels to export, the smallest amount that Europe can very well get along with from America, and a surplus of 100,000,000 bushels to carry over into the 1921 crop.

This report, of course, shows improvement over earlier estimates, and yet the large grain people construe it as bullish.

Of course, there is doubt that more wheat will be actually harvested than is indicated by this report, for while wheat in the Southwest and Northwest has shown remarkable improvement, the grain in the soft winter wheat states in some sections is badly infested with Hessian Fly, and it is feared the actual amount harvested will be less than indicated.

Flour prices have held reasonably firm for the past week. However, we believe there is no reason for buying heavily, as prices, we feel, are going to be somewhat lower between now and the first of August.

It seems to us the "hand to mouth" policy, or buying for normal requirements and immediate shipment, is the proper policy to pursue for the next couple months. Lloyd E. Smith.

New Retail Hardware Store.

James B. Shaughnessy, formerly Secretary of the Michigan Hardware Company, will shortly engage in the retail business at 45 South Division avenue under the style of the J. B. Shaughnessy Co. The corporation has an authorized capital stock of \$20,000, of which \$10,000 is subscribed and \$6,000 paid in in cash. The stockholders are as follows:

James B. Shaughnessy, Grand Rapids	49
Lulu A. Shaughnessy, Grand Rapids	1
Elizabeth Shaughnessy, Saginaw	50

Do your work better than any one else and you will soon have something better to do.

WHY WE SELL BRAENDER TIRES

We are not recommending the BRAENDER TIRES just because we *sell* them.

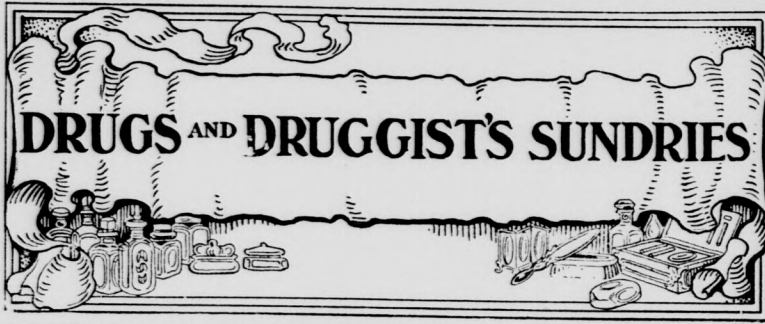
We *sell* them because we can *recommend* them. There's a difference.

Back of the BRAENDER product is a conscientious desire, not merely to "make tires," but to make tires *right*. And it is that determination, more than anything else, which puts the extra miles under your car.

Cord and fabric tires, and tubes.

MICHIGAN HARDWARE CO.
GRAND RAPIDS, MICH.

BRAENDER RUBBER & TIRE CO.
FACTORY: RUTHERFORD, N. J.



Michigan Board of Pharmacy.
 President—H. H. Hoffman, Sandusky.
 Secretary and Treasurer—E. T. Boden,
 Bay City.
 Other Members—Charles S. Koon,
 Muskegon; Geo. F. Snyder, Detroit;
 James E. Way, Jackson.

Guerilla Warfare Against Alleged Profiteers.

Agents of the Department of Justice are reported to be making a "raid" against "profiteers" as a result of their study of drug prices in some sections of the United States. They have received complaints from some persons who believe they have been overcharged and are said occasionally to have proceeded against some who are found to have asked more for their goods than is permitted by law or thought best by the investigators themselves. Some of this work is being done under what is called the Lever act and some of it is undertaken by virtue of general powers conveyed in price-fixing legislation still theoretically in effect.

If all this guerilla warfare would do any good we might be disposed to overlook the very slender legal basis upon which the actions taken seem to rest. The trouble is that there is nothing to indicate that any direct benefit is to be looked for. Prices are high, not because of "profiteering"—although that undoubtedly exists—but because of underlying conditions that have given rise to profiteering or have offered an opportunity for it. What these underlying causes are has been so often and so fully pointed out that they ought to require no further discussion. Inflation of currency, unsound banking, excessive Government expenditures and failure of labor to produce as well as inability of income recipients to save, have been set forth in their effects so often that they ought to be familiar to anyone who has the slightest interest in the matter—certainly to the agents of the Government.

It should be distinctly understood that the Government has in its own hands the power to set a very definite check to the excessive advance of prices. It needs only to refrain from excessive expenditures and to assist in the effort to get long term paper out of the banks, to reform its methods of taxation and generally to cease the interferences with legitimate industry which have been a staple of Government policy for so long.

Articles Fit for Beverage Purposes.

The prohibition enforcement division of the Internal Revenue Bureau in Washington is considering what to do about toilet and similar articles fit for beverage purposes which were manufactured before national prohibition and modifying agents were

even dreamed of. The Volstead Act requires all toilet, antiseptic and similar preparations to be modified so as to render them unfit for beverage purposes in all cases where they are fit for such purposes. The difficulty is that goods of this description which are fit for use as beverages have been in the hands of dealers for years, having been manufactured in many instances especially for the Christmas trade and having been carried from year to year for the Christmas holiday season when not sold. In other cases toilet articles, particularly perfumery, were in process of manufacture before the trade had any notice that national prohibition would be forthcoming, or modifying agents would be required to render them unfit for beverage purposes. These goods are in commerce. They are mixed with newly made goods of the same description, modified when necessary, but in most cases they are not distinguishable. Retailers do not know and cannot be expected to know which of the goods on their shelves contain modifying agents and which do not contain them, and if they were compelled to separate them, it would be impossible. Even if it were possible for dealers to separate them, it would be impossible for them to open original packages, or containers, and introduce modifying agents, where necessary. The department is particularly anxious to know whether a date cannot be fixed after which the sale of these articles will be unlawful unless modified to render them unfit for beverage purposes. All persons in the trade who have expressed themselves are agreed that this would not be practicable because it is impossible to determine when a dealer will or can dispose of his stock.

Ready to Save or Destroy.

An announcement made by the du Pont de Nemours Company is to the effect that its chemists have found a new, or rather an improved, anaesthetic. Coming from an organization commanding all the resources of chemical knowledge, this is important news, for, enormous as is the value of the anaesthetics already available for use in surgery, none of them is perfect and none is as free from danger as will be the ideal bringer of unconsciousness and abolisher of pain.

It would be held strange if a company most of whose activities have been in the line of providing means of destruction should have been able to give the world a better protection than it previously had from the hurts the company's other products often inflicted. But that is, or is becoming, a familiar inconsistency of science.

The same art that helps to kill is often turned to the saving of life or the mitigation of suffering.

And the Cat Was Out of the Bag.

Several members of a women's war working party had assembled at the house of another member, and were chatting with the little daughter of their hostess.

"I hear you are a great help to your mother," said one.

"Oh, yes," replied the little girl, "mamma gives me a task to do every day."

"Indeed!" remarked the lady, "and what is your task for to-day?"

"I have to count the spoons after you have all gone."

Shaving notes is a barber-ous way of making a living.



**Toilet
and
Bath**

CANDY



The "DOUBLE A" Kind

Made by
People Who Know How

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

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

The  Good
Sign of 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

The delicious quality of Arctic Ice Cream is known everywhere and the store that sells it profits by being known as an "Arctic Dealer." Are you interested?"

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

Allen Qualley Chocolates

SAINT PAUL, MINNESOTA

THE BEST BY TEST

We are featuring such popular numbers, as:

- | | |
|----------------|------------------|
| RIP VAN WINKLE | RADISSON |
| HINDUSTAN | DELLWOOD |
| BLACKSTONE | FRIVOLITE |
| JOAN OF ARC | ADELE |
| POPPIES | BITTERSWEETS |
| NUT MEATS | TOWN AND COUNTRY |
| MARGUERITE | CHERRY ALLYNS |
| NUT NOUGATS | CAMBRIDGE |

In half pound, 1 pound and 2 pound packages.

Hazeltine & Perkins Drug Co. Grand Rapids, Michigan

Market Reports Say—

Prairie fire with half a gale behind it never went faster! The demand for these wonderful new, Absolutely Pure, flavoring extracts grows every day.



Vanilla 150% Strength
20 other Flavors Double Strength

A big increase in profits for you, because they mean an enormous increase in your sales of everything for culinary use. 21 Flavors.

Watch the advertising—Ask your Jobber.

Consumer satisfaction absolutely guaranteed. Money refunded by us on the slightest complaint.

GARRETT & CO., Inc.

Food Products Established 1835
Bush Terminal—Bldgs. 9 and 10, Brooklyn, N. Y.



TANGLEFOOT

The Non-Poisonous Fly Destroyer



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

Wholesale Drug Price Current

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

Acids	Boric (Powd.) 17 1/2 @ 25	Boric (Xtal) 17 1/2 @ 25	Carbolic 32 @ 33	Citric 1 25 @ 1 35	Muriatic 3 1/2 @ 5	Nitric 10 @ 15	Oxalic 7 1/2 @ 8 1/2	Sulphuric 3 1/2 @ 5	Tartaric 98 @ 1 10																																																																						
Almonds, Sweet,	imitation 85 @ 1 00	Amber, crude 3 00 @ 3 25	Amber, rectified 3 50 @ 3 75	Anise 2 75 @ 3 00	Bergamont 9 00 @ 9 25	Cajuput 1 50 @ 1 75	Cassia 4 50 @ 4 75	Castor 2 25 @ 2 50	Cedar Leaf 3 50 @ 3 75	Citronella 1 75 @ 2 00	Cloves 5 50 @ 5 75	Cocanut 40 @ 50	Cod Liver 4 75 @ 5 00	Croton 2 25 @ 2 50	Cotton Seed 2 35 @ 2 55	Elgeron 10 00 @ 10 25	Cubebs 13 50 @ 13 75	Eucalyptus 1 50 @ 1 75	Hemlock, pure 2 00 @ 2 25	Juniper Berries 8 00 @ 8 25	Juniper Wood 3 00 @ 3 25	Lard, extra 2 15 @ 2 25	Lard, No. 1 1 90 @ 2 10	Lavender Flow 16 50 @ 16 75	Lavender Gar'n 1 75 @ 2 00	Levon 3 00 @ 3 25	Linseed boiled bbl. @ 1 99	Linseed bld less 2 09 @ 2 19	Linseed raw bbl. @ 1 97	Linseed raw less 2 07 @ 2 17	Mustard, true, oz. @ 2 95	Mustard, artifil, oz. @ 75	Neatsfoot 1 75 @ 1 95	Olive, pure 5 00 @ 6 00	Olive, Malaga, yellow 3 75 @ 4 00	Olive, Malaga, green 3 75 @ 4 00	Orange, Sweet 12 00 @ 12 25	Origanum, pure @ 2 50	Origanum, com'l 1 25 @ 1 50	Pennyroyal 3 00 @ 3 25	Peppermint 12 00 @ 12 25	Rose, pure 24 00 @ 25 00	Rosemary Flows 2 50 @ 2 75	Sandalwood, E. I. 15 00 @ 15 20	Sassafras, true 3 00 @ 3 25	Sassafras, arti'l 1 50 @ 1 75	Spearmint 17 50 @ 17 75	Sperm 2 75 @ 3 00	Tansy 9 50 @ 9 75	Tar, USP 48 @ 60	Turpentine, bbls. @ 2 25	Turpentine, less 2 35 @ 2 45	Wintergreen, tr. 12 00 @ 12 25	Wintergreen, sweet birch 8 00 @ 8 25	Wintergreen art 1 20 @ 1 40	Wormseed 12 00 @ 12 25	Wormwood 16 00 @ 16 25																						
Ammonia	Water, 26 deg. 12 @ 20	Water, 18 deg. 10 @ 17	Water, 14 deg. 9 @ 16	Carbonate 22 @ 26	Chloride (Gran) 20 @ 30																																																																										
Balsams	Copaiba 1 00 @ 1 20	Pir (Canada) 2 50 @ 2 75	Pir (Oregon) 50 @ 75	Peru 8 00 @ 8 25	Tolu 2 50 @ 2 75																																																																										
Barks	Cassia (ordinary) 45 @ 50	Cassia (Saigon) 50 @ 60	Sassafras (pow. 70c) @ 65	Soap Cut (powd.) 40c 30 @ 35																																																																											
Berries	Cubeb 1 90 @ 2 00	Fish 90 @ 1 00	Juniper 10 @ 20	Prickley Ash 10 @ 30																																																																											
Extracts	Licorice 60 @ 65	Licorice powd. 1 20 @ 1 25																																																																													
Flowers	Arnica 75 @ 80	Chamomile (Ger.) 80 @ 1 00	Chamomile Rom 50 @ 60																																																																												
Gums	Acacia, 1st 60 @ 65	Acacia, 2nd 55 @ 60	Acacia, Sorts 35 @ 40	Acacia, powdered 45 @ 50	Aloes (Barb Pow) 30 @ 40	Aloes Cape Pow) 30 @ 35	Aloes (Soc Pow) 1 40 @ 1 50	Asafoetida 4 50 @ 5 00	Pow. 6 75 @ 7 00	2 95 @ 3 00	Camphor 2 95 @ 3 00	Guaiac @ 1 40	Guaiac, powdered @ 1 50	Kino @ 85	Kino, powdered @ 1 09	Myrrh @ 1 40	Myrrh, Pow. @ 1 50	Opium 11 50 @ 12 00	Opium, powd. 13 00 @ 13 60	Opium, gran. 13 00 @ 13 60	Shellac 1 75 @ 1 85	Shellac Bleached 2 15 @ 2 25	Tragacanth 6 50 @ 7 25	Tragacanth powd. @ 5 00	Turpentine 35 @ 40																																																						
Insecticides	Arsenic 20 @ 30	Blue Vitriol, bbl. @ 10	Blue Vitriol, less 11 @ 16	Bordeaux Mix Dry 18 @ 38	Hellebore, White powdered 38 @ 45	Insect Powder 90 @ 1 40	Lead Arsenate Po 35 @ 55	Lime and Sulphur Dry 12 1/2 @ 27	Paris Green 48 @ 58																																																																						
Ice Cream	Arctic Ice Cream Co.	Bulk, Vanilla 1 25	Bulk, Chocolate 1 35	Bulk, Caramel 1 45	Bulk, Grape-Nut 1 35	Bulk, Strawberry 1 35	Bulk, Tutti Fruiti 1 35	Brick, Vanilla 1 40	Brick, Chocolate 1 40	Brick, Caramel 1 60	Brick, Strawberry 1 60	Brick, Tutti Fruiti 1 60	Piper Ice Cream Co.	Bulk, Vanilla 1 25	Bulk, Chocolate 1 30	Bulk, Caramel 1 30	Bulk, Grape-Nut 1 30	Bulk, Strawberry 1 35	Bulk, Tutti Fruiti 1 35	Brick, Vanilla 1 40	Brick, Chocolate 1 60	Brick, Caramel 1 60	Brick, Strawberry 1 60	Brick, Tutti Fruiti 1 60	Brick any combinat'n 1 60																																																						
Leaves	Buchu 5 50 @ 6 00	Buchu, powdered @ 6 00	Sage, bulk 67 @ 70	Sage, 1/4 loose 72 @ 78	Sage, powdered 55 @ 60	Senna, Alex 1 40 @ 1 50	Senna, Tinn. 30 @ 35	Senna, Tinn. pow. 35 @ 40	Uva Ursi 25 @ 30																																																																						
Oils	Almonds, Bitter, true 16 00 @ 16 25	Almonds, Bitter, artifical 2 50 @ 2 75	Almonds, Sweet, true 1 75 @ 2 00																																																																												
Potassium	Bicarbonate 55 @ 60	Bichromate 57 @ 65	Bromide 1 10 @ 1 15	Carbonate 92 @ 1 00	Chlorate, gran'r 48 @ 55	Chlorate, xtal or powd. 28 @ 35	Cyanide 30 @ 60	Iodide 4 10 @ 4 25	Potassiumate 1 15 @ 1 25	Prussiate, yellow 50 @ 65	Prussiate, red 1 85 @ 2 00	Sulphate @ 85																																																																			
Roots	Alkanet 3 50 @ 3 75	Blood, powdered 60 @ 75	Calamus 60 @ 1 50	Elecampane, pwd. 22 @ 25	Gentian, powd. 27 1/2 @ 35	Ginger, African, powdered 29 @ 36	Ginger, Jamaica 55 @ 65	Ginger, Jamaica, powdered 55 @ 65	Goldenseal, pow. 8 50 @ 8 80	Ipecac, powd. 4 75 @ 5 00	Licorice, powd. 35 @ 40	Licorice, 40 @ 50	Orris, powdered 40 @ 45	Poke, powdered 40 @ 45	Rhubarb 2 25 @ 2 50	Rhubarb, powd. 2 25 @ 2 50	Rosinwood, powd. 30 @ 35	Sarsaparilla, Hond. ground 1 25 @ 1 40	Sarsaparilla Mexican, ground @ 80	Squills 35 @ 40	Squills, powdered 60 @ 70	Turmeric, powd. 25 @ 30	Valerian, powd. @ 2 00																																																								
Seeds	Anise 35 @ 40	Anise, powdered 40 @ 45	Bird, Is 13 @ 19	Canary 13 @ 20	Caraway, Po. 30 22 @ 25	Cardamon 2 25 @ 2 50	Celery, powd. 60 @ 55	Coriander powd. 25 @ 30	Dill 25 @ 30	Fennel 30 @ 40	Flax 14 @ 18	Flax, ground 14 @ 18	Foenugreek pow. 10 @ 20	Hemp 12 1/2 @ 18	Lobelia 1 75 @ 2 00	Mustard, yellow 45 @ 50	Mustard, black 36 @ 40	Poppy @ 75	Quince 1 50 @ 1 75	Rape 15 @ 20	Sabadilla @ 35	Sabadilla, powd. 30 @ 35	Sunflower 16 @ 25	Worm American 45 @ 50	Worm Levant 1 80 @ 1 90																																																						
Tinctures	Aconite @ 1 85	Aloes @ 1 65	Arnica @ 1 75	Asafoetida @ 3 90	Belladonna @ 1 40	Benzoin @ 2 40	Benzoin Compo'd @ 3 15	Buchu @ 2 70	Cantharadies @ 3 00	Capsicum @ 2 30	Cardamon @ 1 50	Cardamon, Comp. @ 1 35	Catechu @ 1 50	Cinchona @ 2 40	Colchicum @ 2 40	Cubebs @ 3 00	Digitalis @ 1 80	Gentian @ 1 40	Ginger @ 2 80	Guaiac @ 2 50	Iodine @ 1 50	Iodine, Colorless @ 2 00	Iron, clo. @ 1 50	Kino @ 1 40	Myrrh @ 2 25	Nux Vomica @ 1 90	Opium @ 4 50	Opium, Camph. @ 1 25	Opium, Deodorz'd @ 4 50	Rhubarb @ 2 70																																																	
Paints	Lead, red dry 15 1/2 @ 16	Lead, white dry 15 1/2 @ 16	Lead, white oil 15 1/2 @ 16	Ochre, yellow bbl. @ 2	Ochre, yellow less 2 1/2 @ 6	Putty @ 8	Red Venet'n Am. 3 @ 7	Red Venet'n Eng. 3 1/2 @ 7	Vermillion, Amer. 25 @ 30	Whiting, bbl. @ 3 1/2	Whiting @ 4 @ 10	L. H. P. Prep. 3 75 @ 4 00																																																																			
Miscellaneous	Acetanolid 1 00 @ 1 05	Alum 16 @ 20	Alum, powdered and ground 17 @ 20	Bismuth, Subnitrate 3 75 @ 4 00	Borax xtal or powdered 11 1/2 @ 16	Cantharades, po 2 00 @ 6 50	Camel 2 22 @ 30	Calcium 38 @ 45	Carmine 7 25 @ 7 60	Cassia Buds 50 @ 60	Cloves 67 @ 75	Chalk Prepared 13 @ 15	Chloroform 55 @ 65	Chloral Hydrate 1 70 @ 2 10	Cocaine 13 60 @ 14 05	Cocoa Butter 65 @ 85	Corks, list, less 50%	Copperas, bbls. @ 03	Copperas, less 3 1/2 @ 8	Copperas, powd. 4 1/2 @ 10	Corrosive Sublm 2 01 @ 2 10	Cream Tartar 7 @ 75	Cuttlebone 90 @ 1 00	Dextrine 10 @ 15	Dover's Powder 5 75 @ 6 00	Emery, All Nos. 10 @ 15	Emery, Powdered 8 @ 10	Epsom Salts, bbls @ 05	Epsom Salts, less 5 1/2 @ 10	Ergot @ 7 50	Ergot, Powdered @ 7 60	Flake White 15 @ 20	Formaldehyde, lb. 65 @ 75	Gelatine 1 55 @ 1 75	Glassware, less 53%	Glassware, full case 58%	Glauber Salts, bbl. @ 02 1/2	Glauber Salts less 3 1/2 @ 8	Glue, Brown 21 @ 30	Glue, Brown Grd. 19 @ 25	Glue, White 35 @ 40	Glue, White Grd. 35 @ 40	Glycerine 35 @ 50	Hops 1 60 @ 1 75	Iodine 5 70 @ 5 90	Iodoform 7 00 @ 7 30	Lead, Acetate 20 @ 30	Lycopodium 3 25 @ 3 60	Mace 85 @ 90	Mace, Powdered 95 @ 1 00	Menthol 15 00 @ 15 20	Morphine 13 50 @ 14 15	Nux Vomica @ 30	Nux Vomica, pow. 26 @ 35	Pepper black pow. 37 @ 40	Pepper, white @ 50	Pitch, Burgundy @ 15	Quassia 12 @ 15	Quinine 1 22 @ 1 72	Rochelle Salts 50 @ 65	Saccharine @ 40	Salt Peter 20 @ 30	Seidlitz Mixture 40 @ 45	Soap, green 25 @ 35	Soap mott castile 22 1/2 @ 25	Soap, white castile case @ 24 00	Soap, white castile less, per bar @ 2 60	Soda Ash 05 @ 10	Soda Bicarbonate 3 1/2 @ 10	Soda, Sal 2 1/2 @ 5	Spirits Camphor @ 1 75	Sulphur, roll 4 1/2 @ 10	Sulphur, Subl. 4 1/2 @ 10	Tamarinds 25 @ 30	Tartar Emetic 1 03 @ 1 10	Turpentine, Ven. 50 @ 60	Vanilla Ex. pure 1 50 @ 2 00	Witch Hazel 1 60 @ 2 15	Zinc Sulphate 10 @ 15

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
Kellogg's Corn Flakes Jelly Rolled Oats	Evaporated Apples Evaporated Apricots

AMMONIA

Arctic Brand
12 oz. 16c, 2 doz. box 3 00
16 oz. 25c, 1 doz. box 2 00
32 oz. 45c, 1 doz. box 3 25

Moore's Household Brand
12 oz., 2 doz. to case 2 70

AXLE GREASE



Mica Axle Grease
Standard Oil Co.

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 80
Pillsbury's Best Cerl 2 90
Quaker Puffed Rice 5 60
Quaker Puffed Wheat 4 30
Quaker Brkfst Biscuit 1 90
Quaker Corn Flakes 3 35
Ralston Purina 4 00
Ralston Branos 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 90
Toasted Corn Flakes Individual 2 30
Krumbs, Individual 4 20
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 16 1/2
Wicking 40

CANNED GOODS

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

Blackberries

3 lb. Standards
No. 10@13 00

Beans—Baked

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

Beans—Canned

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

Clam Bouillon

Burnham's 7 oz. 2 50

Corn

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

Hominy

Van Camp 1 50
Jackson 1 30

Lobster

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

Mackerel

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

Mushrooms

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

Plums

California, No. 3 2 40

Pears In Syrup

Michigan 4 50
California 5 50

Peas

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

Peaches

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

Pineapple

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

Pumpkin

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

Salmon

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

Sardines

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

Sauerkraut

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

Shrimps

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

Strawberries

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

Tomatoes

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

CATSUP

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

CHEESE

Brick 34
Wisconsin Flats 33
Longhorn 36
New York 36
Michigan Full Cream 35

CHEWING GUM

Adams Black Jack 70
Beeman's Pepsin 75
Beechnut 90
Doublemint 70
Flag Spruce 70
Juicy Fruit 70
Spearmint, Wrigleys 70
Yucatan 70
Zeno 65

CHOCOLATE

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

Walter M. Lowney Co.

Premium, 1/4s 50
Premium, 1/2s 50

CIGARS

National Grocer Co. Brands
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
Pantella, 50s 75 00
Epicure, 50s 95 00
Favorita Extra, 50s 95 00
Presidents, 50s 112 50
Royal Lancer Line
Favorita, 50s 75 00
Imperiales, 50s 95 00
Magnificos, 50s 112 50
La Azora Line
Washington, 50s 75 00
Pantella Foil, 50s 75 00
Aristocrats 75 00
Perfecto Grande, 50s 95 00
Opera, 50s 97 00
Sanchez & Haya Clear
Havana Cigars. Made in
Tampa, Florida
Diplomatics, 50s 95 00
Rosa, 20s 115 00
Bishops, 50s 115 00
Reina Fina, 50s Tins 115 00
Queens, 50s 135 00
Worden's Special 150 00
Ignacia Haya
Made in Tampa, Florida.
Extra Fancy Clear Havana
Delicados, 50s 120 00
Primeros, 50s 140 00

Worden's Special

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 (Do-
mestic), 50s 70 00
B. L., 50s 56 00
Hemmeter Champions,
50s 59 00
Scarlet Runner, 20s 36 00
El Dependo, 20s 37 50
Court Royal, 50s 60 00
Court Royal, 25 tins 60 00
Qualex, 50s 50 00
Knickerbocker, 50s 58 00
Boston Straight, 50s 58 00
Trans Michigan, 50s 58 00
Templar Perfecto, 50s 95 00
Iriquois, 50s 56 00

CLOTHES LINE

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

COCOA

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

COCOANUT

1/4s, 5 lb. case Dunham 46
1/2s, 5 lb. case 45
1/4s & 1/2s, 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 XXXX pack-
age coffee is sold to retail-
ers only. Mail all orders
direct to W. F. McLaugh-
lin & Co., Chicago.

Coffee Extracts

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

CONDENSED MILK

Eagle, 4 doz. 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 60
Silver Cow Baby 6 dz. 5 50

MILK COMPOUND

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

CONFECTIONERY

Stick Candy Pails
Horehound 33
Standard 32
Cases
Pure Sugar 6 00@4 75
Boston Sugar Stick 38

Mixed Candy Pails

Broken 32
Cut Loaf 32
Grocers 24
Kindergarten 35
Leader 33
Premio Creams 44
Royal 30
X L O 27
French Creams 33

Specialties Pails

Auto Kisses (baskets) 31
Bonnie Butter Bites 35
Butter Cream Corn 40
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 2 15
5 lb. box 31
Manibus 31
Nut Butter Puffs 35

Chocolates Pails

Assorted Choc. 37
Champion 38
Honeysuckle Chips 53
Klondike Chocolates 45
Nabobs 45
Nibble Sticks, box 2 75
Nut Wafers 45
Ocoro Choc. Caramels 43
Peanut Clusters 50
Quintette 37
Regina 32
Victoria Caramels 43

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 40
Checkers Prize 7 40

Cough Drops

Boxes
Putnam Menthol 2 25
Smith Bros. 1 65

COOKING COMPOUNDS

Mazola
Pints, tin, 2 doz. 7 75
Quarts, tin, 1 doz. 7 25
1/2 Gal. tins, 1 doz. 13 75
1/2 Gal. tins, 1/2 doz. 13 50
5 Gal. tins, 1/2 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, special-
ly printed front cover is
furnished without charge.

CREAM OF TARTAR

6 lb. boxes 75
3 lb. boxes 76

DRIED FRUITS

Apples
Evap'd, Choice, blk 20

Apricots

Evaporated, Choice 31
Evaporated, Fancy 40

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 @18 1/2
70-80 25 lb. boxes @19
60-70 25 lb. boxes @20
50-60 25 lb. boxes @21 1/2
40-50 25 lb. boxes @25
30-40 25 lb. boxes @28

FARINACEOUS GOODS

Beans

Med. Hand Picked 8 1/2
California Limas 16 1/2
Brown, Holland 6 1/2

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. 3 1/2
Skinner's 24s, case 1 37 1/2
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

Tapoca

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

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. 1 1/2, per gross 1 50
No. 2, per gross 1 75
No. 2 1/2, 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 85
No. 4, per gross 1 10
No. 5, per gross 1 45
No. 6, per gross 1 85
No. 7, per gross 2 30
No. 8, per gross 3 35
No. 9, per gross 4 65

FLAVORING EXTRACTS

Jennings

Pure Food Vanilla
Terpeness
Pure Food Lemon
Per Doz.
7 Dram 17 Cent 1 40
1 1/4 Ounce 25 Cent 2 00
2 Ounce, 37 Cent 3 00
2 1/2 Ounce 40 Cent 3 20
3 Ounce, 45 Cent 3 40
4 Ounce, 65 Cent 5 60
8 Ounce \$1.00 9 00
7 Dram, 17 Assorted 1 40
1 1/4 Ounce, 25 Assorted 2 00

FLOUR AND FEED

Lily White 16 00
Graham 25 lb. per cwt. 6 20
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, 1/4s 16 40

Meal

Gr. Grain M. Co.
Bolted 5 60
Golden Granulated 5 80

Wheat

No. 1 Red 2 90
No. 1 White 2 88

Oats

Michigan Carlots 1 20
Less than Carlots 1 30

Corn

Carlots 2 14
Less than Carlots 2 25

Hay

Carlots 36 00
Less than Carlots 38 00

Feed

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

FRUIT JARS

Mason, 1/2 pints, gro 8 00
Mason, pts., per gross 8 40
Mason, qts., per gross 8 75
Mason, 1/2 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 1/2
gallon 12 00

GELATINE

Cox's 1 doz. large 1 45
Cox's 1 doz. small 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	12
Green, No. 2	11
Cured, No. 1	14
Cured, No. 2	13
Calfskin, green, No. 1	20
Calfskin, green, No. 2	18 1/2
Calfskin, cured, No. 1	23
Calfskin, cured, No. 2	21 1/2
Horse, No. 1	7 00
Horse, No. 2	6 00

Pelts	
Old Wool	75@2 00
Lambs	50@2 00
Shearlings	50@1 50

Tallow	
Prime	@ 8
No. 1	@ 7
No. 2	@ 6

Wool	
Unwashed, medium	@ 30
Unwashed, rejects	@ 25
Fine	@ 40
Market dull and neglected.	

HONEY	
Airline, No. 10	4 00
Airline, No. 15	6 00
Airline, No. 25	9 00

HORSE RADISH	
Per doz.	1 00

JELLY	
Pure, per pail, 30 lb.	5 60

JELLY GLASSES	
8 oz., per doz.	4 00

MAPLEINE	
1 oz. bottles, per doz.	1 75
2 oz. bottles, per doz.	3 00
4 oz. bottles, per doz.	5 50
8 oz. bottles, per doz.	10 50
Pints, per doz.	18 00
Quarts, per doz.	33 00
1/2 Gallons, per doz.	5 25
Gallons, per doz.	10 00

MINCE MEAT	
None Such, 3 doz.	5 60
Quaker, 3 doz. case for	4 75

MOLASSES	
New Orleans	
Fancy Open Kettle	95
Choice	85
Good	65
Stock	28
Half barrels 5c extra	

NUTS—Whole	
Almonds, Terragona	35
Brazils, large washed	26
Fancy Mixed	32
Filberts, Barcelona	32
Peanuts, Virginia raw	16
Peanuts, Virginia, roasted	18
Peanuts, Spanish	25
Walnuts, California	39
Walnuts, French	35

Shelled	
Almonds	65
Peanuts, Spanish, 10 lb. box	2 75
Peanuts, Spanish, 100 lb. bbl.	25
Peanuts, Spanish, 200 lb. bbl.	24 1/2
Pecans	95
Walnuts	85

OLIVES	
Bulk, 2 gal. kegs, each	4 50
Bulk, 5 gal. kegs each	10 50
Stuffed, 4 oz.	1 80
Stuffed, 15 oz.	4 50
Pitted (not stuffed)	
14 oz.	3 00
Manzanilla, 8 oz.	1 45
Lunch, 10 oz.	2 00
Lunch, 16 oz.	3 25
Queen, Mammoth, 19 oz.	5 50
Queen, Mammoth, 23 oz.	6 75
Olive Chow, 2 doz. cs. per doz.	2 50

PEANUT BUTTER



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

PETROLEUM PRODUCTS

Iron Barrels	
Perfection	19.7
Red Crown Gasoline	27.9
Gas Machine Gasoline	43.3
V. M. & P. Naphtha	28.2
Capitol Cylinder, Iron Bbls.	53.8
Atlantic Red Engine, Iron Bbls.	36.8
Winter Black, Iron Bbls.	20.3
Polarine, Iron Bbls.	55.8

PICKLES	
Medium	
Barrel, 1,200 count	16 00
Half bbls., 600 count	9 00
5 gallon kegs	4 00

Small	
Barrels	20 00
Half barrels	11 00
5 gallon kegs	3 80

Gherkins	
Barrels	28 00
Half barrels	15 00
5 gallon kegs	5 00

Sweet Small	
Barrels	30 00
5 gallon kegs	6 50
Half barrels	16 00

PIPES	
Cob, 3 doz. in box	1 25

PLAYING CARDS	
No. 90 Steamboat	2 25
No. 808, Bicycle	4 00
Pickett	3 00

POTASH	
Babbitt's, 2 doz.	2 75

PROVISIONS	
Barreled Pork	
Clear Back	48 00@49 00
Short Cut Clear	40 00@41 00
Pig	---
Clear Family	48 00

Dry Salt Meats	
S P Bellies	32 00@34 00

Lard	
Pure in tierces	24@25
Compound Lard	24 1/2@25
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 3/4
10 lb. pails	advance 7/8
5 lb. pails	advance 1
3 lb. pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	34 @36
Hams, 16-18 lb.	33 @35
Hams, 18-20 lb.	32 @34
Ham, dried beef sets	
California Hams	22 1/2@23
Picnic Boiled	---
Hams	35 @40
Boiled Hams	54 @56
Minc'd Hams	18 @20
Bacon	35 @50

Sausages	
Bologna	18
Liver	12
Frankfort	19
Pork	14@15
Veal	11
Tongue	11
Headcheese	14

Beef	
Boneless	30 00@35 00
Rump, new	40 00@42 00

Pig's Feet	
1/2 bbls.	1 75
1/4 bbls., 35 lbs.	3 40
1/2 bbls.	11 50
1 bbl.	19 00

Canned Meats	
Red Crown Brand	
Corned Beef, 24 1s	3 90
Roast Beef, 24 1s	3 90
Veal Loaf, 48 1/2s, 5 1/2 oz.	1 65
Veal Loaf, 24 1/2s, 7 oz.	2 60
Vienna Style Sausage, 48 1/2s	1 40
Virginies, 24 1s	3 35
Potted Meat, 48 1/2s	52 1/2
Potted Meat, 48 1/2s	90
Hamburger Steak and Onions, 48 1/2s	1 75
Corned Beef Hash, 48 1/2s	1 75
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.	90
1/4 bbls., 40 lbs.	1 60
3/8 bbls., 80 lbs.	3 00
Casings	
Hogs, per lb.	@.65
Beef, round set	19@20
Beef, middles, set	50@60
Sheep, a skein	1 75@2 00

Uncolored Oleomargarine	
Solid Dairy	28@29
Country Rolls	30@31

RICE	
Fancy Head	---
Blue Rose	15 50

ROLLED OATS	
Monarch, bbls.	11 00
Rolled Avena, bbls.	12 00
Steel Cut, 100 lb. sks.	6 00
Monarch, 90 lb. sacks	6 00
Quaker, 18 Regular	2 15
Quaker, 20 Family	5 50

SALAD DRESSING	
Columbia, 1/2 pints	2 25
Columbia, 1 pint	4 00
Durkee's large, 1 doz.	5 80
Durkee's med., 2 doz.	6 75
Durkee's Picnic, 2 dz.	3 00
Snider's large, 1 doz.	2 40
Snider's small, 2 doz.	1 45

SALERATUS	
Packed 60 lbs. in box	Arm and Hammer
Wyandotte, 100 3/4s	3 55

SAL SODA	
Granulated, bbls.	2 00
Granulated, 100 lbs. cs.	2 10
Granulated, 36 2 1/2 lb. packages	2 40

SALT	
Solar Rock	
56 lb. sacks	70
Common	
Granulated, Fine	2 75
Medium, Fine	2 80



Per case, 24 2 lbs.	2 25
Five case lots	2 15

SALT FISH	
Cod	
Middles	28
Tablets, 1 lb.	3 20
Tablets, 1/2 lb.	1 75
Wood boxes	19

Holland Herring	
Standards, bbls.	19 50
Y. M., bbls.	22 50
Standards, kegs	1 20
Y. M., kegs	1 50

Herring	
K K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	1 25
Scaled, per box	21
Boned, 10 lb. boxes	24

Trout	
No. 1, 100 lbs.	12
No. 1, 40 lbs.	---
No. 1, 10 lbs.	---
No. 1, 3 lbs.	---

Mackerel	
Mess, 100 lbs.	25 00
Mess, 50 lbs.	13 25
Mess, 10 lbs.	2 95
Mess, 8 lbs.	2 30
No. 1, 100 lbs.	24 00
No. 1, 50 lbs.	12 75
No. 1, 10 lbs.	2 80

Lake Herring	
1/2 bbl., 100 lbs.	7 50

SEEDS	
Anise	45
Canary, Smyrna	12
Cardomon, Malabar	1 20
Celery	65
Hemp, Russian	10
Mixed Bird	13 1/2
Mustard, white	40
Poppy	65
Rape	15

SHOE BLACKING	
Handy Box, large 3 dz.	3 50
Handy Box, small	1 25
Bixby's Royal Polish	1 25
Miller's Crown Polish	90

SNUFF	
Swedish Rapee, 10c 8 for 64	---
Swedish Rapee, 1 lb. gls	85
Norkoping, 10c 8 for	64
Norkoping, 1 lb. glass	85
Copenhagen, 10c, 8 for 64	---
Copenhagen, 1 lb. glass	85

SOAP	
James S. Kirk & Company	---
American Family, 100 7 85	---
Jap Rose, 50 cakes	4 85
Kirk's White Flake	7 00

Lautz Bros. & Co.	
Acme, 100 cakes	6 75
Big Master, 100 blocks	8 00
Climax, 100s	6 00
Climax, 120s	5 25
Queen White, 80 cakes	6 00
Oak Leaf, 100 cakes	6 75
Queen Anne, 100 cakes	6 75
Lautz Naphtha, 100s	8 00

Procter & Gamble Co.	
Lenox	6 00
Ivory, 6 doz.	8 15
Ivory, 10 doz.	13 50
Star	8 00

Swift & Company	
Classic, 100 bars 10 oz.	7 50
Swift's Pride, 100 9 oz.	6 00
Quick Naphtha	8 00
White Laundry, 100 8 1/2 oz.	7 50
Wool, 24 bars, 6 oz.	1 95
Wool, 100 bars, 6 oz.	8 15
Wool, 100 bars, 10 oz.	13 50
Peerless Hard Water, 50s	4 10
Peerless Hard Water, 100s	8 00

Tradesman Company	
Black Hawk, one box	4 50
Black Hawk, five bxs	4 25
Black Hawk, ten bxs	4 00
Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.	

Scouring Powders	
Sapallo, gross lots	11 00
Sapallo, half gro. lots	5 50
Sapallo, single boxes	2 75
Sapallo, hand	3 00
Queen Anne, 60 cans	3 60
Snow Maid, 60 cans	3 60

Washing Powders	
Snow Boy, 100 5c	4 00
Snow Boy, 60 14 oz.	4 20
Snow Boy, 24 pkgs.	6 00
Snow Boy, 20 pkgs.	7 00

Soap Powders	
Johnson's Fine, 48 2	5 75
Johnson's XXX 100	5 75
Lautz Naphtha, 60s	3 60
Nine O'Clock	4 25
Oak Leaf, 100 pkgs.	6 50
Old Dutch Cleanser	4 30
Queen Anne, 60 pkgs.	3 60
Rub-No-More	5 50
Sunbrite, 72 cans	3 55

KITCHEN KLENZER

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 8—A. W. Stevenson (Halzeltine & Perkins Drug Co.) and wife will leave for France as soon as their passports can be secured to bring home the remains of their son, who was killed in action. His territory will be covered in the meantime by M. H. Thacher, the Ravenna druggist.

Louis Levi has sold his interest in the produce firm of Levi & Lawrence to his partners, A. Lawrence and Jacob Bestema, who will continue the business at the same location (105 Campau avenue) under the style of A. Lawrence.

Mrs. Thomas B. Ford, wife of the specialty salesman for the Hazeltine & Perkins Drug Co., gave a recital at the St. Cecilia club house Sunday afternoon. The daughter, Helen, gave four instrumental pieces as her share of the entertainment. The affair was well attended and proved to be very enjoyable.

Roy A. Pringle, the well-known Delco representative in this territory, and Miss N. Elma Towner were married at the home of the bride's father, Cassius B. Towner, at Byron Center, yesterday morning. The happy couple will spend their honeymoon touring Canada. The best wishes of a large circle of friends accompany them on their trip and their career through life.

L. F. Stranahan is such an enthusiastic base ball fan that he is completely exhausted after a closely contested game is finished.

J. H. Wier has engaged in the drug business at Benton Harbor. The drugs, fixtures and sundries were furnished by the Hazeltine & Perkins Drug Co.

Clarence J. Farley says: "A lot of traveling men are only barometers really means. I am no one to preach and do not know what salesmanship on what salesmanship is, but recently I have seen salesmen kill their business and make it. A traveling man can kill his chances for a nice order by telling the merchant that business is rotten, he has not made enough sales to pay his traveling expenses, etc., and scare the merchant so bad that he will not buy the merchandise which he really needs because no merchant is going to buy when the others are not buying, unless he is an exceptionally wise merchant. On the other hand, a real salesman who knows what real conditions are, talks the truth, smiles and tells the merchant how good business really is, walks away with the large orders every day. What we need is a little common sense and clear thinking. There is nothing wrong except that I think that a lot of theorists have been thinking about these things so much that they have a fever which makes them imagine things which are not so.

The twenty-seventh annual session of the Grand Lodge of Michigan, United Commercial Travelers of America, was held at the Statler Hotel, Detroit, June 3, 4 and 5. A large number of representatives from each of the nineteen councils of the State were present, and the meeting was a lively one. The report of Grand Secretary Heuman showed a large increase in membership, larger, in fact, than that of any other four years of its history. State Highway Commissioner Frank E. Rogers addressed the meeting. He said it was up to the traveling men to boost for good roads; that in the near future a large part of freight traffic would be carried by means of trucks on the trunk line highways.

The grand ball Thursday night and the grand banquet Friday night, as usual, were the big social features of the convention and on both occasions the spacious ball room of the Hotel Statler was crowded to its capacity. The only hitch in the entire proceedings was when Saginaw Council stole toastmaster Starkweather's program, but Cliff got along nicely without it and says he thinks Mark Brown will

mail it back to him in a few days, postage collect. The programme included speaking, music, singing, jokes and witticisms, all original and highly entertaining. Fred Z. Pantlind was present and, when called upon for a few remarks, responded nicely, although he said Saginaw stole his speech, too. He told the audience that if any member of the U. C. T. did not get a room at any time at Hotel Pantlind, it was his own fault and suggested that the members of the order make more use of the letters U. C. T. when telegraphing or writing for reservations.

The entire programme and general arrangements were of a high order and highly complimentary to the committees in charge and showed that, although Detroit doesn't invite us there very often, when she does do so she makes up for the long wait by the quality of the entertainment.

The election of officers resulted as follows:

Grand Counsellor—H. B. Ranney, Saginaw.

Grand Past Counsellor—C. E. Starkweather, Cadillac.

Grand Junior Counsellor—A. W. Stevenson, Muskegon.

Grand Secretary—Morris Heuman, Jackson.

Grand Treasurer—Harry Hurley, Traverse City.

Grand Conductor—H. E. Bullen, Lansing.

Grand Page—George E. Kelly, Kalamazoo.

Members of Grand Executive Committee—J. E. Hardy, Cadillac; F. W. Wilson, Traverse City.

Delegates to Supreme Council—C. C. Starkweather, H. B. Ranney, E. A. Dibble, John D. Martin, Eugene Wells, John Hatch and William Tracey.

Glen McLaughlin succeeds J. A. Godfrey as traveling representative for the Grand Rapids Dry Goods Co. in the Benton Harbor territory.

Frank W. Starr, formerly house specialty man for the Grand Rapids Dry Goods Co., succeeds George Case as traveling representative for that house in Eastern Michigan territory. He will make his headquarters in Flint.

The trouble with the excess profits tax is the excess number of times it is collected.

Every fourteenth person in the United States owns an automobile—and you don't need to tell the rest that thirteen is an unlucky number. A. F. Rockwell.

Leathertone In Hats.

Leathertone, according to a "tip" received by one of the large millinery manufacturers of this city, is much in vogue in Paris and is proving very successful over here. Quite a large quantity of this material, to be used for sport and tailored hats, has been sold by this house and it is reported that it has taken very well.

Leathertone has been used before, made up in high colors, but this is the first time it has been shown in the latest shades and pastel colorings. It is said to be very serviceable, as it is rain-proof and cannot be cracked. The sport hats made of it are very "smart," especially when contrasting colors are used. As the leather is soft and collapsible, they can be tucked away in a small space without losing their shape.

Flowers of the leathertone are also very "smart," and have been sold in large quantities. In one attractive sport hat seen here rose-colored leathertone is used for the sectional crown, the brim being rolled and made of white organdie. Circles of the leather, stitched with white silk, decorate the under side of the brim. Moire ribbon bands the crown.

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.

WHITE HOUSE

DWINELL-WRIGHT CO.
BOSTON.—Principal Coffee Roasters.—CHICAGO.

COFFEE

NEW UP-TO-DATE PACKING—1-3-5 LBS. ALWAYS
SAME SPLENDID QUALITY AS ONLY

THERE is not a grocer in the whole category who would not be benefited by the handling of "White House"—for, as "A man is known by the company he keeps" so is a Dealer known and appreciated by the type of goods he supplies to his customers; and "White House" is a type of coffee of the "Top-Notcher" class, and then some.

DISTRIBUTED AT WHOLESALE BY
LEE & CADY

DETROIT, BAY CITY, SAGINAW AND KALAMAZOO

FIELD SEEDS

For Use Wherever Seeds Are Sown



Continental Seed Company

Lock Drawer 730
CHICAGO, U. S. A.



SIDNEY ELEVATORS

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

Sidney Elevator Mfg. Co., Sidney, Ohio

**OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS**

The Tisch-Hine Co.

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



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

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.

For Sale—Grocery and meat market in live town in Western Michigan. \$3,500 investment. \$38,000 business last year. Up-to-date fixtures. Good reasons for selling. Address No. 906, care Michigan Tradesman. 906

Wanted—Drug stock in Michigan town not less than 3,000 population. Must be good live, paying business. State full particulars in first letter. Cash deal. Address No. 921 care Michigan Tradesman. 921

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.

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

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.

If you want to sell or exchange your business or other property no matter where located, write me. John J. Black, 130th St., Chippewa Falls, Wis. 883

For Sale—Four-screw cider press. C. W. Yeiter, Alto, Mich. 897

For Sale—Store building, general merchandise, stock and fixtures. A splendid going business. Established nineteen years ago. If interested for further information to G. E. Cornell, Six Lakes, Mich. 899

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—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

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

For Sale—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—A good business in a fine town in the center of the best fruit and farming region in Western Michigan, consisting of a brick store 26 x 66 feet, with full sized basement, also reinforced concrete warehouse 40 x 75, one-half of which is coal shed capacity 200 tons, power elevator and conveyor; other half frost proof and will store five carloads of potatoes or grain. Railway side track. The business consists of selling hardware, repairs, implements, seeds, feed and hay, potatoes, beans and grain, and runs about \$30,000 a year. Old age the only reason for selling. If interested, write D. H. Scott, Northport, Mich. 919

For Sale—Stock of general merchandise and building. Building 60 x 20, with side room 60 x 20, store room in rear, 20 x 20. In small town. This is a change to get rich. Price for stock and building \$3,400. B. J. Collins, Real Estate, Shelby, Mich. 920

DRY CLEANING BUSINESS in best town in Central Michigan. Every thing in equipment of the newest type. One three-story new store, another cheap store building; all house furnishings except a few personal articles. Furnishings of house alone worth several thousand dollars; flat residence in connection with store; everything new and of an elegant type. Owner steps right out and leaves all; must go to California for his health. Write or telephone today for further particulars, to W. J. Cooper, Mt. Pleasant, Mich. 913

For Sale—First-class grocery in Muskegon. Stock about \$7,000—can cut down to suit. Investigate. P. O. box 97, Muskegon Heights, Mich. 914

For Sale—Iron counters, shelving, showcase, and case of drawers adapted to drug store. Dr. Norton, Fremont, Mich. 915

Wanted—A good retail or wholesale store. Specify best price and give description. Cash buyer. Address No. 916, care Michigan Tradesman. 916

For Sale—Grocery and meat market in Battle Creek. \$45,000 business last year. Up-to-date fixtures. Invoice about \$45,000. Good reason for selling. Address No. 917, care Michigan Tradesman. 917

Wanted—Bazaar stock in good, live Michigan town. Will pay cash for the right kind of stock. Address No. 922 care Michigan Tradesman. 922

For Sale—One B & B Ice King counter refrigerator made by Banta Bender Co., Ligonier, Indiana. 12 ft. long, 42 in. high, 28 in. wide; heavy glass top and front, two ice compartments. Marble slab around bottom. Will make price right, must have room. Davy & Co., Ewart, Mich. 923

Wanted to Purchase—Can labeling machine to be used on No. 3 cans. Give description, price, and condition of machine. Address Post Office box No. 1046 Kansas City, Missouri. 924

For Sale—Up-to-date clean hardware stock, fixtures, and two-story building. Living rooms above. Electric lights above and below. Good business, established over thirty-five years. Located in a busy town on the G. R. & I. For particulars address No. 925 care Michigan Tradesman. 925

For Sale—General stock in a good live resort town one mile from two lakes. Reason for selling, poor health. Will invoice about \$1,500 stock and fixtures. Address No. 926 care Michigan Tradesman. 926

WANTED—CAPABLE MAN TO ASSIST IN curtain and drapery department. Good salary for right man. Address O-115, J. M. Bostwick & Sons, Janesville, Wis. 927

Elegant 60-room resort hotel on Pine Lake. Completely equipped. Bargain at \$25,000. Cash required, \$10,000; balance, terms. Philip Muller, Jr., Dushore, Pa. 900

For Sale—Clothing, furnishings and shoe stock of about \$9,000. In thriving town of about 2500 in Southwestern Michigan fruit belt. Address No. 910 c-o Michigan Tradesman. 910

For Sale—Country store, at four corners in rich farming country. Will rent or sell store building. Address No. 911, care Michigan Tradesman. 911

Wanted—Registered pharmacist. City of 50,000. Good salary. Address No. 912 care Michigan Tradesman. 912

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

Vaudeville "The Ramona Kind" RAMONA THEATRE

VAUDEVILLE DANCING
MATINEES AT 3:00
NIGHTS AT 8:30
NEW BILL MONDAYS
EVERY EVENING
AT 8:30

Boating-Fishing-Picnics-Pavilion

PLAN YOUR PICNIC TO-DAY

To-day Is Your Day At Ramona

The Ideal Place For Your Outing

GET THE RAMONA HABIT TO-DAY

T. T. G. I.



Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

**Signs of the Times
Are
Electric Signs**

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

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

THE POWER CO.

Bell M 797

Citizens 4261

BREEDING EXTRAVAGANCE.

The social and moral arguments for an unsparing war profits tax are unanswerable. To permit individuals and corporations to enrich themselves out of the dreadful calamity of war is repugnant to one's sense of right and justice and gravely detrimental to the war morale of the people. Moreover, the war profit tax in making for higher prices is considerably mitigated through circumstances and agencies which are operative when the country is at war.

Quite different in spirit and in effect is the Excess Profits tax, misleadingly so-called, which Congress has deemed well to impose and to continue after the war had come to an end. That measure establishes as "normal earnings" an arbitrary, and in case of many industrial activities, inadequate percentage of return on invested capital, and by a complex, confusing and generally ill-devised system, taxes at a high rate all earnings above that percentage.

It lays a heavy and clumsy hand on successful business activity. It is grossly inequitable in its effects, and to a large extent the greater or lesser degree of its burdensomeness is determined by purely fortuitous circumstances. It puts a fine on energy, enterprise and efficiency. It leaves untouched the man of wealth who neither works nor takes the risks and responsibilities of business, but merely collects his coupons. It is bound to operate unfairly, freakishly and unevenly, and greatly to enhance the cost of things.

But to remove the excess profits tax on corporations without at the same time greatly reducing surtaxes on individuals would manifestly be a discrimination against private business in favor of corporate business, inasmuch as it would greatly impair the capability of private firms to compete with corporations. Moreover, the repeal or the modification of the excess profits tax will not and cannot effect the relief which the situation calls for unless accompanied by a well-judged revision of the existing scale of taxation of individual incomes.

Some of the results of exorbitant and unparalleled direct taxation on the one hand and the existence of tax-free securities on the other have been these:

The possessors of incomes of larger size, generally speaking, have gone on strike so far as investing in taxable securities is concerned, thus greatly diminishing the quantity of funds for private enterprise. That enhances the cost of capital and makes for higher prices of all articles.

In consequence largely of this attitude of self-defense on the part of private capital the American investment market, to a great extent, has ceased to function for the time being. The shrinkage in value of existing corporate bonds, which, although in part due to causes of a general character, is to the largest extent attributable to the income tax, amounts to billions of dollars.

We cannot have a return to normal conditions of trade, prices, etc., until our investment market will have come within measurable distance at least of

normal conditions. And that is impossible as long as our present income tax remains in force, even if other elements which have operated to bring about the present abnormal situation were removed.

Excessive direct taxation prevents that measure of accumulation of surplus which is needed for the normal expansion of the country's business. Increased production is one of the crying needs of the hour. But increased production necessarily means the use of increased capital. It means that the business man must have an adequate surplus at the end of the year in order to perfect his plant and enlarge his operations.

Enterprise is hampered by the taxation now in force, and thereby production is retarded.

One of the most valuable by-products of wise taxation is the promotion of thrift. The excess profits tax and, by reason of the kind and the manner of its gradation, the income tax, instead of promoting restraint in expenditures, are rather breeders of extravagance.

In order to raise the revenues necessary for the war debt and for normal governmental expenditures the Tradesman suggests that the emphasis of taxation be laid rather on expenditure than income—possibly a 1 per cent. tax on the sale of all commodities and products and presumably of real estate. The sales tax would aggregate a far smaller burden by the time it reaches the consumer than our prevailing array of taxes. The result would be a great reduction in the cumulative percentages with which prices are now "loaded" to meet taxation, that is to say, there would be bound to ensue a lowering of prices all around."

FLYING AS AN OCCUPATION.

If any aeronautical journal is examined, the evidence of the progress of aviation may be seen on every page. At random in a late issue one reads that Spokane, out in Washington, is to have two flying fields; the Salvation Army uses planes in the Empire State to scatter its pamphlets; corporations establish air ports; Newark finds it necessary to adopt ordinances to control flying because the carelessness and rashness of aviators over the city have become dangerous; schools of instruction are starting all over the country; manufacturers are delivering their goods by planes over distances of 100 to 200 miles. Some of the news of progress is stimulating to the imagination. In the county of San Francisco the Board of Supervisors calls for bids for a plane to be used in carrying a payroll from city hall into the High Sierras, where men are employed on dam sites and saw-mills belonging to the city, the journey at present by boat, train and motor car being difficult, slow and expensive.

At an exposition at Santa Barbara a horse arrived by airplane. Officers of the S. P. C. A. protested against the carrying of the beast, but it was proved to them that it would be crated and properly secured. The horse seemed to enjoy the trip. In Wash-

ington a plane is used by a farmer, who might be called a farming magnate, because he lives at Spokane, a great many miles from the lands he is cultivating. By automobile the trip takes nine hours and a half. Stepping into his "bus" in the city, he arrives at his farm in one hour and twenty minutes.

Aviation is already popular. The Aero Club of America plans to make the plane compete with the automobile. There is to be a "drive" for 100,000 members, but it is one thing to call for enthusiasts, another thing to get them. The club's method will be to hold exhibitions that will attract attention all over the country; indeed, all over the world. The Aerial Derby Around South America seems at first like a flight of the imagination, an essay in audacious advertising; but since Australians have flown from London to their island continent, there is no practical reason why Americans should not succeed in flying from Florida down the east coast of South America and up the west coast—it is a matter of equipment and landing fields. The Derby around the world would once have been regarded as a Jules Verne dream, but the proposal is being taken up in Japan, China, Siam and India, and nobody laughs at it now.

COTTON PROSPECTS.

As the estimate of the condition of the cotton crop had been fairly well forecast, the actual publication of it ought not to have occasioned much surprise. But such publication did have the immediate effect of boosting quotations, following which came the usual profit taking and recession. The estimate, under the existing circumstances, is of very little value in determining how much of a yield there will be this year. To begin with, owing to the backwardness of the season, planting was delayed and no account has been taken of the replanting which was made necessary. Beyond this is the fact that it is not yet known how large an acreage has been seeded. As has been often remarked, the cotton plant is a very hardy one and can stand a great deal of "killing." The chances all are that future estimates of the condition of the crop will be more favorable. Little real selling of actual cotton has been going on for some time and, unless matters improve greatly in the next eight weeks, there will be a large carryover. The goods market has been hampered by lack of deliveries because of the freight congestion, and sales at the mills have been light. Prices under the circumstances have been fairly well maintained, although little business has been done. Perhaps the most noteworthy of the past week's transactions was the opening of spring dress gingham of one house which claims to have sold its capacity and which speedily withdrew its offerings from further sale. But the quantity involved was not large, and the restriction of production may help to market the goods offered at fairly high prices. In knit goods of divers kinds there is no material change in the situation. It is a waiting game for both buyers and sellers.

USE LOWER GRADE SUGAR.

In view of the shortage of sugar it is interesting to note that many manufacturers using sugar in the production of their commodities can utilize various off color and low standard grades without affecting to any great extent the quality of the goods which they put out.

Enquiry into the ultimate destination of the outside sugars that been coming to this market shows that these are being absorbed by every line of trade and are being used in a great variety of manufactures. In certain instances they are washed or otherwise treated by such users to overcome their deficiencies.

The candy manufacturers are reported to have absorbed practically all grades of sugars, with the exception of raw centrifugals of 96 degrees test or lower, washed sugars having proved to be a favorite with them. Biscuit makers, who formerly were very particular about the kind of sugar they used, have discovered that washed sugars are suitable to their purposes and do not injure the quality of their products when properly used.

The two most ticklish trades in the matter of sugar appear to be the manufacture of soft drinks and canning—that is canners proper as distinguished from preservers who specialize on canning fruits in syrups. Manufacturers of condensed milk require pure white sugar produced either by the bone char or equivalent methods, but their requirements have been somewhat lessened by the decrease in export demand for their products and they have been able to obtain supplies of standard granulated sufficient for their urgent needs.

Soft drink manufacturers have heretofore declared that it was out of the question for them to use anything but standard refined sugars in their product owing to the fact that the syrups have become cloudy as a result.

The sugar shortage has put an end to this situation in the case of many of the larger firms. Several of these have been experimenting and have succeeded in producing clear syrups from off grade sugars. While the formulas are being kept secret by the firms in question, it appears that the sugars are melted and put through a simple clarification process before being used for syrup making and that excellent results have been obtained.

TRY IT ONCE.

Matches which were entirely unknown until 1832 have now become one of the most commonly used articles in America. Wherever there is human life there are matches. They can usually be found in every room in the house and in the pockets of every suit of clothes worn by any man in the Nation. There is a fascination about the burning of a match for the smallest child. A child uses matches carelessly because they are placed where the child can readily get them and because the child sees these matches constantly handled carelessly by its parents. There is one safe way to dispose of every lighted match. Break it in two before throwing it away. If you do not believe this is an effective way, try it.