

MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JUNE 16, 1920

Number 1917

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Can You Answer These Questions in the Affirmative?

1. Has education given you sympathy with all good causes and made you espouse them?
2. Has it made you public-spirited? Has it made you a brother to the weak?
3. Have you learned to make friends and keep them?
4. Do you know what it is to be a friend yourself?
5. Can you look an honest man or a pure woman straight in the eye?
6. Do you see anything to love in a little child?
7. Will a lonely dog follow you in the street?
8. Can you be high-minded and happy in the mean drudgeries of life?
9. Do you think washing dishes and hoeing corn just as compatible with high thinking as piano playing or golf?
10. Are you good for anything to yourself?

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PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



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MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete In Itself.

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OF BUSINESS MEN.

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E. A. STOWE, Editor.

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LOWER PRICES IN SIGHT.

Except in silk hosiery lines there has not been an intimation of the softening in the prices of hosiery for the past month or so, and the rather general opinion of knitters and selling agents has been that present levels may rule for the next several months, if not for the balance of the year.

During the past week there has been a feeling that perhaps some of the mills that are looking for business would come out with quotations which might be more attractive to the buyers or more nearly meet their ideas as to what level prices should be named at.

It has been pointed out that many of the mills still have uncompleted orders on hand that will assure operations until about the close of the summer and that they will continue operations until that time without considering any further business. Meantime various departments of these same mills are absolutely idle and the future business contracts are on staple numbers which do not keep the whole organization employed by any means. The outcome of the situation is that during the next week there may be some price reduction in various lines.

Manufacturers are very skeptical as to whether there will be any response from the trade when prices are lower. Mill owners who are not so fortunate as to have a large volume of business have come to the conclusion they must either press very vigorously for new business or else they have got to curtail their production. Perhaps there are some who are prone to adopt the latter alternative, but on the other hand many mill owners are quite averse to having themselves put down on record as being inordinately selfish in their dogmatic desire to maintain prices which in some quarters has become an obsession.

During the past week buyers who have generally been considered as most dependable in their engagements have been in the market to cancel. They feel that the stocks

of hosiery which they have ordered will never move fast enough for them to be able to absorb all their mill obligations and they are looking to clear themselves as much as possible. They hear the story from the retailers that people are not buying the quantities of clothes that they have been accustomed to buy, and where one would ordinarily buy a dozen pairs of socks or stockings at a reduction value needs are met in these times by three or six pairs and business lessens in volume accordingly.

GOMPERS AND THE PUBLIC.

Boss Gompers says: "The public has no rights which are superior to the toiler's right to live and to his right to defend himself against oppression." That the public has no right superior to the toiler's right to defend himself against oppression is only partially true. It is true where the toiler is unjustly oppressed and the public is not at the same time also unjustly oppressed. Where, however, the toiler is even unjustly oppressed and the public of which he is only a subordinate part is similarly under strain, the public must have prior way by right of eminent domain, which Boss Gompers seems to respect rather superficially. But to say that "the public has no rights which are superior to the toiler's right to live" is to betray a short memory and a shriveled social conscience. Was it not an outstanding lesson of the World War that the individual, especially the individual toiler, was subject to public control or incarceration? Boss Gompers' present insistence preached during the war would have made him a companion with Debs, whose heart is misled by misjudgment. This lesson Boss Gompers appears to have forgotten and in so doing is unconsciously an influence of incalculable harm.

The question between capital and labor from the more inclusive standpoint is not whether labor may strike, but whether in striking it has the right to wage open or even indirect warfare upon the preponderating majority who are made to suffer and from Boss Gompers' standpoint are not allowed to have a say. This is the crux of the matter, which Boss Gompers handles in a way not creditable to himself, discreditable to his followers, and decidedly damaging to the parent public of which he is unconsciously exhibiting himself as an unfilial son.

There are 17,533 American soldiers in Europe, more than 17,000 of these patrolling the conquered Rhine territory. The gross national debt today is \$24,698,671,000, and on April 6, 1917, it was \$1,281,968,000. The total cost of the war is estimated by the Treasury Department as \$32,830,000,000.

WILL NOT FORCE ADVANCE.

The elimination of cloth from the necessities of life under the law has left the market open to further advances, in the opinion of some merchants who have been very conservative for some time. Although the Government has released its immediate claims upon the American Woolen Co., it is not seriously considered that that grasping corporation will make higher prices for the coming spring season when the time comes to make such prices. The reason is that wool is lower and the public temper is against further advances.

In the cotton goods market the most is being made of the steadiness of prices in some lines to show that revisions cannot come this year. It is noticeable that selling agents are saying little and are not expected to say much in so far as long future prices go. The sure thing that exists in the market now is that price advances in cotton goods and in other goods have been checked. If they are resumed it will be in consequence of easing financial pressure.

The silk situation is giving evidence of a beginning of a clean up of troublesome conditions. Houses whose finances are too involved to warrant their being carried by trade assistance alone are being urged to accept the court processes. The banks are now surer of their position in the matter of loans secured as a consequence of operations in silk merchandise and will undoubtedly be guided in their future action by the conservative factors whose long experience is of value in conducting an orderly liquidation when the time comes to press debtors further. In the meanwhile, silk values are very low and do appeal to merchants who have ready capital and who propose to stay in business and offer their customers the advantage of low prices for merchandise that is wanted.

The stiffening of the burlap markets shows that once it is clear that prices get to cost or near it there is buying power that can be exerted and will restore values if there is nothing inherently wrong in the trade. The long decline in jute goods shook out many undesirable factors and that tendency is not yet wholly absent. The high cost of cotton goods will undoubtedly make a market for additional quantities of jute goods for some time to come.

SOMEWHAT UNCERTAIN.

During the past week there has been some undercurrent of feeling that cancellations in woolen knit goods on fall orders, which business was considered very much as a closed chapter in merchandising, were being received in various quarters

and that overtures to cancellations were being made by jobbers. It appears that the jobbers were becoming somewhat skeptical of the attitude of the retailers and that they were endeavoring to lessen their obligations to manufacturers as much as possible.

The cause of the cancellation movement on the part of the fickle middlemen is said to be due to the fact that they are not so anxious to entirely escape their obligations as they are to lessen the burden of their contracts, since it is understood that they ordered very liberally, going on the assumption that business would be as bright this fall as it was at the time of the placing of orders, which was along in the early part of last winter.

A thorough canvass of the market did not disclose specific instances of cancellations for late summer and early fall deliveries to warrant any real anxiety, but some manufacturers were not at all certain that things would stand without some adjustment or alteration in contract obligations, as jobbers became too insistent concerning allowances which they thought might be made.

The main cause for the undercurrent of feeling as regards what may be forthcoming from the jobbing trade is the price cutting wave which has become a part of the daily thought of the trade in general and which may be reflected in the attitude which middlemen may take as regards their winter underwear obligations in the near future.

Whatever else the Chicago convention did, it demonstrated anew the sacred right of a speaker placing a man in nomination to bore a hot and weary set of delegates without imperiling the success of the candidate concerned. Some day this long-enduring patience will give way. An enlightened convention will adopt a rule that every minute in excess of ten spent in placing a candidate before it shall result in a deduction of ten votes from his total on every ballot. As a corollary, any attempt at a parade or record-breaking demonstration of any kind in the convention hall shall deposit the candidate on whose behalf it is started upon the lake front.

On the face of things it looks as though it was a waste of money to pay the Post Office Department for insuring parcels post packages, because the Department evidently has no funds on hand to reimburse shippers for losses or damage in transit. Such, at least, is the explanation given by local postmasters who are appealed to by shippers who have sustained losses or damages.

Man Who Manages Is One Who Succeeds.

Grandville, June 15—Management is everything in the world. Mismanagement is the direct cause for most of the failures, not only in the business world, but in domestic affairs as well.

We see the fruits of mismanagement everywhere. The housewife becomes a slave to her work when she would be much better off and enjoy life far more extensively, if she was mistress and the housework her slave.

In the business world we see the same thing. So many failures are the result of being unable to comprehend the right relations of the man and his business. In farming the same results are manifest. One man will win from the soil a competence, outdistancing his neighbor who has equally good soil, equal opportunities and is, perhaps, the more intense worker of the two.

Management is like tact, the main spar in the ship of a successful life, and the man who hasn't it is bound to fall behind in the battle for advancement.

Barring ill health the man who manages is the one who succeeds. Some people believe in luck, others imagine a Divine Providence stands them in good stead at certain critical periods of life. The fact is, however, that nine times out of ten it is mismanagement that ruins lives, not the interposition of either the evil one or the chastening rod of a Divine Master.

Man is the arbiter of his own fortunes. It is the individual and not the business in which he is engaged that counts. The man who goes to the soil for his sustenance and for his life work makes or breaks, according to how well or ill he manages. It is the same with the merchant, mechanic or railroader. Success is easy in any line, providing that arch enemy to success, mismanagement, comes not in to block the way.

One young man says, "Why should I go through college? I am going to be a farmer; farmers aren't helped by book learning."

Only a farmer! Many a youth has made the mistake of his life in thus reasoning, when the fact is that there is no vocation on earth where education counts for so much as does that of farming. Business farming is coming to be recognized more and more as one of the most important vocations followed by man. The great world war, with its problems of living, has changed the face of the earth until now there are none so blind as to not see wherein the husbandman is the peer of all others in the business world.

Political mismanagement has been the bane of our National life. It is not confined wholly to one party, since there are pigheads in all parties, yet we sometimes think that one of the great National parties, on occasions, has a monopoly along this line, as note the horribly mismanaged postoffice department to-day. A private business managed so wretchedly would have gone into bankruptcy before the end of a year.

We note with considerable satisfaction that the Republicans managed admirably at Chicago, in that they put up a strong ticket, while at the same time they did not antagonize certain elements in the party which were seemingly waiting only for a pretext to fly off on a tangent and mix things in such manner as to threaten disaster. If the Democrats do as well we shall have a campaign of decency and order that will be a credit to American politics.

Mismanagement spells ruin to business as well as to political parties. It is pretty generally conceded that the Government mismanaged woefully in its conduct of railroads, telephones and the like. The country's short experience along the line of Government ownership of business affairs has been a dear object lesson

which will, no doubt, bury for all time any desire to see any further experimenting of the kind.

The old saying that experience is a dear teacher has been thoroughly proven by the sadly mismanaged utilities supervised by our Government during the past two years. We live and learn. Some men learn to manage after experiencing disaster while trying to do the right thing at the wrong time.

Good management wins always, bad mismanagement never. It is all in management, therefore, seek diligently to get in right with what you undertake to do and learn how to manage the business you are engaged in.

Men sometimes fail in one undertaking and later on win success in another. This is explained by the fact that the mismanagement of the first exploit marked the way for a successful management later. The man simply worked and, through failure, learned. We may easily profit by our mistakes; the man who does not is, of course, hopeless.

Old Timer.

Death of Veteran Dry Goods Traveler.

Ishpeming, June 15—Elmer P. Schaefer, of Green Bay, Wis., one of the representatives of Marshall Field & Co. in this territory, died Thursday noon in Dr. N. J. Robbins' hospital, Negaunee, where he was taken after being fatally injured the previous evening by an automobile driven by A. C. Hansen, superintendent of the Cambria mines. The accident occurred in front of the Breitung Hotel, in Negaunee, and the jury which was impanelled by Coroner William Prin exonerated the driver of the car from all blame. Mr. Schaefer, accompanied by George Skinner, who represents the dry goods firm of John V. Farwell, had started to cross the street from the hotel to the Star theater and Mr. Schaefer did not observe the car in time to avoid being hit, although witnesses stated that the machine was traveling at a slow rate of speed. After Mr. Schaefer was struck by the car he hung on the fender and was carried along a distance of several feet and then thrown to the pavement. The force of the fall fractured his skull and he lapsed into unconsciousness from which he never revived. Mrs. Schaefer, her two sons, Elmer and Walter, arrived in Negaunee Thursday morning, accompanied by Dr. J. R. Minahan, a well-known surgeon of Green Bay. Dr. Minahan performed an operation in an attempt to save Mr. Schaefer's life, but medical skill was of no avail and the unfortunate man died shortly after being removed from the operating room. The body was shipped to Chicago for burial. Mr. Schaefer had represented Marshall Field & Co. in Northern Wisconsin and the Upper Peninsula for a long term of years and he was well known to many of the residents of this section and to most of the other traveling salesmen visiting the district. He was highly respected by all of his acquaintances and his untimely death is mourned by them all.

T. P. Burns, of Sault Ste. Marie, has arrived in the city to accept the position of manager of the dry goods department in the store of the A. W. Myers Mercantile Co. He has had considerable experience in this line and should prove a valuable member of the organization.

The Ishpeming Industrial Association has decided to hold a "booster" banquet on Tuesday evening, June 22, in the Y. M. C. A. and M. A. Kahn has been named as chairman of the committee which is to have charge of the arrangements. Dinner will be served at 6:30 o'clock, and a charge of \$1 per plate will be made. A short business session will follow the dinner and complete reports will be submitted by the secretary, J. N. Olson, and the treasurer, M. A.

Kahn. It was only a few months ago that the Industrial Association was formed, but a great deal of work has been accomplished in a short space of time and it is believed that all of those who are interested in the city's welfare will be interested in these reports. It was through the efforts of the association that the Gossard plant was brought to Ishpeming and the Ishpeming Toy Co. organized.

Impression of Atlanta Convention on Wife of Grocer.

Cass City, June 8—This year it was my great privilege, as well as pleasure, to go with Mr. Jones to Atlanta, Ga., to the National Retail Grocers' convention.

The trip to and from the Southland of the Great Republic was indeed filled with most surprising as well as pleasing experiences. And while such historic wonders as Mammoth Cave in Kentucky and Lookout and Signal Mountains in Tennessee, where we visited, were sources of wonder to me, yet the real things of life that touch my daily life and that of my husband and children in a business way are of more vital importance and these things were brought to me in a clear and forceful manner.

As I sat in the convention meeting and listened to men engaged in the same business as we are discuss the problems that are good for or injurious to their business, the way to meet and overcome the problems in a way that would be fair to themselves and their families and yet protect and safeguard the interests of their customers who are in most cases their neighbors and friends, it seemed to me that they were a body of men who are giving of their time, energy and money in safeguarding the consumers by the distribution of none but pure wholesome and appetizing foods.

The sugar question, which is of vital interest to us housewives at present, was one that was discussed at great length and it is much to be regretted that the public do not know the sugar situation as well as the men who supply our needs. After a full and complete discussion a resolution was adopted covering the subject and the same was telegraphed the authorities at Washington, stating what must be done if the welfare of their neighbors and friends were to be safeguarded in supplying them with available sugar. It is a matter of much regret to me that our men have, in most cases, been left to meet these problems in their own way, although, we, their partners, could have helped them in our church, lodge or club by discussing and correcting some of the unfortunate conditions that prove not only unfair competition, but also diminishes the amount of money that is used by our men to build churches, hospitals, good roads and in various other ways, better the community.

Goods bought in a retail way from mail order houses or clubs sends the profit out of town and hence is used in some other town to build their churches, hospitals and good roads. After coming in contact with and listening to an explanation of these things and how they affect my family, I have been prompted to write my impressions and to say that I most earnestly hope that every woman who has the interest of her husband and family at heart will invite some of their friends to club meetings to explain these problems that to me seemed of such importance after having listened to men from all over the United States in these discussions.

As a result of this meeting I am better qualified to select goods in an intelligent and understanding manner.

I can now know a can of goods that is spoiled and from the label select the best grades and I only wish that I could convey to the mothers and housewives of Michigan the inspiring messages that I myself received by being at this great convention.

Mrs. E. W. Jones.

Keeping Everything in Order in the Store.

Detroit, June 8—Once each week we have an inspection made of the entire store, as to cleanliness, arrangement and completeness. Each department is visited by an inspection committee, composed of three members of the "store family," from different floors. It is the duty of this committee to make a thorough inspection as to cleanliness, arrangement and completeness. This committee has authority and permission to go behind counters, open cases, and cabinets, move stock boxes, and inspect generally and thoroughly all sections where merchandise is offered for sale. It is requested that others not on this committee, refrain from conversing with the committee, either personally or collectively. This request is made to prevent any unfairness that could develop from salespeople or others influencing the committee in a decision. This committee may make an inspection, Monday morning at 9 a. m. or Saturday afternoon at 4 p. m.; in other words there is no set day or hour; neither are any persons aware of who will compose the committee, until they are called to the superintendent's office.

This plan is adopted to make salespeople keep their departments in good order, and ready to stand inspection at any time. This committee is also furnished with a supply of blanks, and when it finds dust, poor arrangement, and merchandise badly kept, it presents the manager of the department with one of these blanks, with the request that the disorder be eliminated. After this committee completes its inspection, it returns to the superintendent's office, where it makes its decision known. At this time there is placed in the department adjudged nearest perfect for cleanliness, arrangement, and completeness, a banner, denoting that the department is the best kept of any department in the store. The banner reads as follows: "First prize awarded weekly for cleanliness, arrangement and completeness, last awarded to this department." In addition we give cash prizes, divided as follows: departments having one salesperson, \$1.25; departments having two salespersons, \$2.50; departments having three salespersons, \$3.75; departments having four or more salespersons, \$5.

It has been my experience that the manager, as well as the salespeople of the department to which the banner as awarded, are always proud of the distinction. There is a great deal of rivalry among the different departments as to who will obtain the banner the next week.

I have tried this inspection plan in several stores. In each, it has shown almost perfect results, and the prize money that is distributed through this inspection brings large returns; the store is kept clean, neat in appearance, and the merchandise is well displayed.

J. R. Nix.

New Bread Company at Muskegon.

The Michigan Bread Co. has been organized with a capital stock of \$100,000, of which \$50,000 has been subscribed and \$40,000 paid in. The directors of the new company are A. H. Scholtens, Louis H. Roman and Mr. Alkema, of Muskegon, and Oliver Rasmus and Edward B. Desenberg, of Kalamazoo. The officers of the new company are as follows:

President—A. H. Scholten.

Vice-President—O. Rasmus.

Secretary and Treasurer—Mr. Alkema.

The new company has purchased the Moneyworth bakery, at 81 Pine street, and will continue the business at that location, greatly enlarged and improved.

Lower Price Level Depends on Cost of Production.

Speaking broadly, commodity prices will not be lower before the spring of 1921, even if then. Not a few goods will be higher this fall than they are now. For more than six months every wholesaler has been contracting for his fall supplies at advanced costs. In many cases these goods could be replaced to-day, if at all, only at still higher prices.

In certain lines, notably silks, prices had become inflated beyond reason. Reduced quotations in such lines are not symptomatic of the market as a whole.

In order to think clearly one must discriminate between seasonable and staple merchandise. The cut-price sales now running over the country are confined mainly to spring ready-to-wear and kindred goods. As in every year when the coming of warm weather is late retailers began cutting prices in May to avoid carrying the goods over.

On staple merchandise there is only one legitimate reason why any retail merchant should sharply reduce his prices, and that is, the need of liquidation, even at a loss, in order to meet bank obligations. The store which, without such compelling reason, can now afford to make deep cuts in its prices on staple goods, by that very fact makes public confession that it has been charging an illegitimate profit for its wares.

Commodity prices in general are artificially high. They must come down. The sooner they come down the better for everyone. But nothing is gained by ignoring the plain fact that wholesale prices (and retail prices) depend on the cost of production. Until that comes down talk about a lower level of prices is vain.

The factors which will make for lower prices are undoubtedly gaining in momentum. The factors which make for higher prices are losing in momentum. But the latter are still in the ascendant, and no one can say when the price-lowering factors will become dominant.

With higher prices for foodstuffs in sight for this fall, wages cannot come down. There is an absolute shortage of the more important raw materials. The tie-up in rail and water shipping is depriving many mills of the materials they need to keep at work. It is a certainty that in most lines production still lags behind demand.

We are in intimate and first-hand touch with all markets and it is our best judgment that the general level of commodity prices will rise somewhat before it starts on the inevitable decline.

One sign of returning health is that in the last sixty days we note a greatly increased demand for the less expensive grades of merchandise—dependable quality goods at moderate prices—and a relative falling off in the demand for the higher-priced, "fancy" grades which have been in such feverish demand for several seasons. We gather from this, and from what many customers have told us, that the mind of the buying public is changing. The average person seems to be returning

to the habit of seeking a good article at a fair price rather than accepting the more expensive thing without question.

There is no doubt that one fruitful cause of high prices has been this very preference of the public for merchandise whose cost lay largely in trim and finish rather than in those qualities which make for service and good taste. As always, supply has followed demand. Makers and retailers have concentrated on the "fancy" ends of their respective lines at the expense of the more moderate-priced goods which are normally in greatest demand. Advances in "fancy" grades of merchandise have been very much more marked than on the medium-priced grades, on which competition is always keen.

In many retail stores the public has not been given a fair chance to buy moderate-priced merchandise. Either such goods have not been stocked or they have been kept in the back-ground. This has served to give the public the idea that all goods have advanced equally, which is not the case.

We think the policy of denying people the chance to buy medium-priced goods has been shortsighted. It certainly is wrong now, when the public is again asking the price before it makes the purchase.

We are advising our customers to bring to the show places in their stores the moderate-priced goods which they now have in stock, and to make such goods prominent in their advertising and show windows as they have not been made prominent in several years. Because we specialize in just such merchandise we know that even in this day of high-priced merchandise it is possible for the trade to buy goods of dependable quality at moderate prices.

Our business has never been so good as in recent months. The gain in sales of our five houses for the first four months of the year was 52 per cent. over the same months of 1919. Our sales for the first three weeks of May show no slackening in demand.

So long as everyone who wants to work has a job at good wages, retail trade cannot be but good. We advise our customers to keep their heads. If overstocked on seasonable goods or those of "fancy" grades they will do well, as always, to liquidate—at a loss if necessary.

In staple merchandise we distinctly recommend that prices be figured on the basis of actual value, without respect to what individual overstocked or hysterical competitors may do.

F. S. Cunningham,

President Butler Brothers.

Klingville—The Michigan Humus & Chemical Co. has begun operations at its plant here. The company is a consolidation of the former C. F. Hancock stave mill, at Arnheim, and the plant of the bankrupt Fertile Chemical Co., of this place. Waste of the stave mill will be used as fuel for the chemical plant, which will mine peat and convert it into fertilizer by a process of baking, crushing and combining with lime.

--FAITH--

The greatest word in any language is—Faith. It is the fundamental principle of all religion—the foundation of all business.

Without faith all would be chaos. Governments, courts, banks and the institution of the family would go down in ruin.

Washington had faith at Valley Forge—Lincoln at Gettysburg—Roosevelt had boundless faith in the American people.

To believe in something with all your heart—to be absolutely without fear of obstacle, courageous in the face of envy and smiling at defeat until it turns to victory. That is faith.

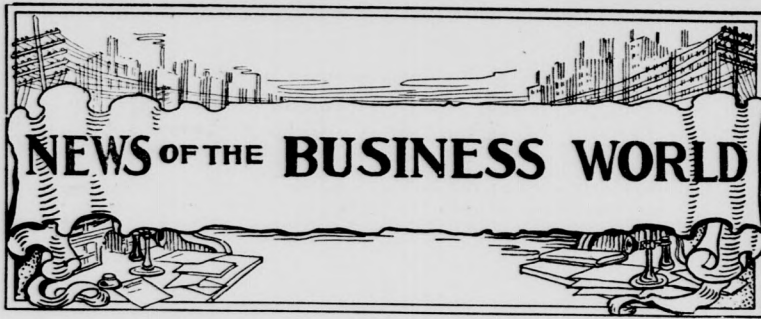
To every man and woman in the world whose confidence and good will we enjoy, we owe an obligation—to safeguard their faith.

To every person whose good fortune depends upon our good faith we are gravely responsible.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers



Movement of Merchants.

Lowell—Louis Root has opened a restaurant in the Rice building.

Kalamazoo—DeWing & Sons have sold out to the Kalamazoo Ice & Fuel Co.

Lansing—Jeffreys & Derby succeed Frank L. Gardner in the drug business.

Sparta—The Sparta State Bank has increased its capitalization from \$18,000 to \$30,000.

Bay City—The Republic Fuel Co. has increased its capital stock from \$10,000 to \$20,000.

Monroe—The C. F. Beck & Son Co. announce the change of its name to the Beck Lumber Co.

Pontiac—The Pontiac Community Market has increased its capital stock from \$10,000 to \$25,000.

Monroe—Charles E. Vergho, a retired dry goods merchant, died at his home, June 8, aged 75 years.

Battle Creek—The Liberty Coal Corporation has increased its capital stock from \$100,000 to \$180,000.

Brown City—The Brown City Co-Operative Co. has increased its capital stock from \$15,000 to \$30,000.

Lansing—Affeldt & Sons, have completed a large addition to their meat market on East Franklin avenue.

South Haven—The South Haven Co-Operative Society has changed its name to the South Haven Co-Operative Stores.

Lowell—George Lake has sold his produce stock and cream business to C. H. Alexander, who will continue the business.

Pottsville—The Farmers State Bank opened its doors for business, June 14. It is capitalized at \$20,000 with a \$2,000 surplus.

Negaunee—E. M. Klein is closing out his stock of dry goods, clothing and shoes at special sale and will retire from retail trade.

Detroit—The Dickman Shoe Stores, at 822 and 824 Kercheval avenues, are going out of business entirely. Sales are now being held to dispose of the stocks.

Port Huron—The Huron Auto Sales Co. has been incorporated with an authorized capital stock of \$30,000, \$20,000 of which has been subscribed and paid in in cash.

Concord—The Concord Co-Operative Co. has been incorporated with an authorized capital stock of \$1,000, 11 of which has been subscribed and \$520 paid in in cash.

Plymouth—The United Lumber & Supply Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$18,000 has been subscribed and paid in in cash.

Ypsilanti—W. M. McKinney, of

Detroit, has purchased the Hawkins hotel and will remodel it throughout before opening it to the public. W. J. Currier will be the manager.

New Hudson—The New Hudson Co-Operative Association has been organized to conduct a general retail store and grain elevator, with an authorized capital stock of \$25,000.

Big Rapids—The North Side Mercantile Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$3,000 paid in in cash.

Elsie—E. G. Van Deusen has sold a half interest in his furniture and undertaking stock to Ross L. Carter and the business will be continued under the style of Van Deusen & Carter.

Detroit—The Standard Automobile Co. has been organized to deal in motor vehicles and their accessories, with an authorized capital stock of \$50,000, all of which has been subscribed and \$5,000 paid in in cash.

Detroit—Serlin & Co. has been incorporated to deal in automobiles, accessories and supplies, with an authorized capital stock of \$7,510, of which amount \$4,510 has been subscribed and paid in in cash.

Adrian—Ye Sweete Shoppe has been incorporated to conduct a confectionery, ice cream and lunch business, with an authorized capital stock of \$7,000, all of which has been subscribed and \$1,050 paid in in cash.

Beaverton—The Beaverton Elevator Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Detroit—The Holmes Detroit Automobile Co. has been incorporated to deal in motor vehicles and their accessories, with an authorized capital stock of \$30,000, all of which has been subscribed and \$5,000 paid in in cash.

Detroit—Roy I. Mosser has merged his drug business into a stock company under the style of the Mosser Drug Co., with an authorized capital stock of \$40,000, all of which has been subscribed and paid in in property.

Flint—The Bowyer-PeGan-Kelley Co. has been incorporated to conduct a general plumbing and heating business, with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,330 paid in in cash and \$8,264 in property.

Royal Oak—J. F. Codling & Co. has merged its jewelry and men's furnishing goods business into a stock company under the style of the J. F. Codling Co., with an authorized capital stock of \$50,000, \$40,000 of which has been subscribed and paid in in property.

Muskegon—Mrs. Matilda Vegter has sold her confectionery stock and ice cream parlor to Louis Maniatakos of Holland and Leo Agon of Grand Rapids, who will continue the business under the style of Maniatakos & Agon at the same location, 101 South Terrace street.

Detroit—The C. P. Steinheiser Co. has merged its builders' supplies business into a stock company under the style of the Alliance Brick Co., with an authorized capital stock of \$500,000, \$280,000 of which has been subscribed and paid in, \$35,000 in cash and \$245,000 in property.

Greenville—Claude L. Winter has merged his hardware business into a stock company under the style of the Reliable Hardware Co., to conduct a wholesale and retail business, with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Howard City—John C. Collins sold his brick business block to William F. Turner and associates, who will remodel it and occupy it with a stock of general merchandise under the management of Bert E. Meier. It is reported that Hansen & Meier will retire from general trade at Morley and will locate here.

Detroit—Moynahan & Duchene have merged their ornamental iron, brass and bronze business into a stock company under the style of the Moynahan & Duchene, Inc., with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and paid in, \$128 in cash and \$14,872 in property.

Detroit—John Kras has merged his tailoring business into a stock company under the style of the People's Tailoring & Haberdashery Corporation to manufacture and sell clothing and a general line of haberdashery, with an authorized capital stock of \$100,000, all of which has been subscribed, \$5,000 paid in in cash and \$45,000 in property.

Escanaba—In recognition of long and efficient service for the company, eight of the older employes of the Delta Hardware Company have been permitted to purchase stock in the corporation and at the annual meeting of the directors last week, two of the employes were elected as officers of the company. A. H. Groesbeck, for nineteen years in the employ of the company, has been elected Secretary of the company and C. B. Smith, for twenty years with the company, has been elected Treasurer of the corporation. The employes selected to become stockholders are those who are holding responsible positions with the company and who have been with the company for a long term of years. In addition to Mr. Groesbeck and Mr. C. B. Smith, employes who have now become stockholders are: F. J. Earle, head of the electrical department; L. J. Nolden, manager of the company's branch store; B. L. King, F. H. Nolden and F. C. Cayen, traveling salesmen. The bulk of the stock of the company is still held by W. R. Smith, President; R. E. MacLean, Vice-President and the W. W. Oliver estate, but in line with the company's plan of constant expansion and as a

reward for long and efficient service, stock in the corporation was made available for certain of the employes.

Manufacturing Matters.

Detroit—The Ajax Pattern Works has increased its capital stock from \$50,000 to \$100,000.

Vassar—The Vassar Foundry Co. has increased its capital stock from \$40,000 to \$100,000.

Detroit—The Inter-City Radio Co. has increased its capital stock from \$10,000 to \$45,000.

Detroit—The Stearns Register Co. has increased its capital stock from \$20,000 to \$100,000.

Holland—The Holland Shoe Co. has increased its capital stock from \$400,000 to \$750,000.

Detroit—The Atlas Iron Works has increased its capitalization from \$100,000 to \$200,000.

Kalamazoo—The Michigan Butter Co. has increased its capital stock from \$4,000 to \$15,000.

Detroit—The Peninsular Grinding Wheel Co. has increased its capital stock from \$25,000 to \$45,000.

Traverse City—The Napoleon Motors Co. has increased its capitalization from \$500,000 to \$2,500,000.

South Haven—The James H. Johnson Pickle Co. has increased its capital stock from \$20,000 to \$40,000.

Kalamazoo—The Kalamazoo Creamery Co. has increased its capital stock from \$15,000 to \$100,000.

South Haven—The South Haven Foundry & Machine Co. has increased its capital stock from \$25,000 to \$50,000.

River Rouge—The Home Builders Cement Products Co. has increased its capital stock from \$20,000 to \$50,000.

Detroit—The McDonough Automatic Regulator Co. has changed its name to the McDonough Coal Saving Corporation.

Kalamazoo—The Limousine Top Co. has changed its name to the Limousine Body Co. and increased its capitalization from \$200,000 to \$500,000.

Ann Arbor—The Ann Arbor Foundry Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

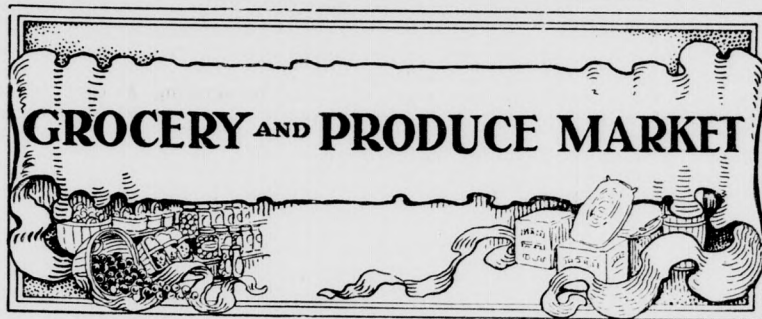
Detroit—The Special Tool Co. has been incorporated with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Geer Service & Machine Co. has been organized with an authorized capital stock of \$10,000, \$5,100 of which has been subscribed and \$1,500 paid in in cash.

Detroit—The International Aluminum Co. has been incorporated with an authorized capital stock of \$1,000,000, \$510,000 of which has been subscribed and paid in in property.

Detroit—The Recipro Turbine Engine Co. has been incorporated with an authorized capital stock of \$250,000, of which amount \$127,000 has been subscribed and paid in in property.

Watervliet—The Watervliet Co-Operative Creamery Association has been incorporated with an authorized capital stock of \$7,000, all of which has been subscribed and \$4,500 paid in in cash.



Essential Features of the Grocery Staples.

Every day advances in merchandise are named, one factor in the increased cost being given by manufacturers as the higher prices in cartons and cases. Yet retail merchants often fail to help keep the cost down of the production of paper and cartons and also cases. They burn their refuse instead of turning it back by selling it to waste paper houses who return it to the mills, or utilize it themselves by making new paper.

For instance, the advance last week in Kellogg goods is based partly on carton and case costs, it is said. Paprus plates are up, and also napkins, both crepe and tissue; standard shelf paper, kraft and manila wrapping paper. Mop sticks have advanced also.

This waste of what is commonly called "waste" is a serious matter, and almost as criminal as the great waste which has been made for decades by the American people in timber holdings through carelessness about slashings and camp fires, burning of sawdust and edgings; through failure to reforest cutover lands, and so on.

The American people must save more. The day of prodigal wealth of nature's gifts has passed. One of the big wastes is the foolish stand of the Revenue Department that cigar boxes cannot be reused and must be destroyed. It is hard to convince the people that a saving is necessary when the Government is so wasteful of white paper in turning out thousands of tons of documents which are never read, and also tons that never leave the Capitol at Washington. This office receives sometimes as high as ten copies of the same articles from different Government offices, and does its part by asking the Departments to cut out the duplication of addresses.

Even in Government circles the need for saving is beginning to penetrate. But whatever the Government departments do in the waste line, if it is not right it is not a good example to follow. The Government employes are bound up by red tape and the utter lack of a business administration of affairs in many departments.

But a store is in a man's own hands and when he burns cartons and boxes which can be utilized again he is doing a deadly thing. He lacks interest in thrift. It is up to him to salvage all paper, bale it and sell it to houses which handle such waste, and there is money in old barrels and boxes.

Even used empty tin cans are being utilized in part again in many parts of the country. The can situation, by the way, is serious. The condition is a problem for food producers and purveyors. The steel strike last fall, the later coal strike, and embargoes due to the effect of cold weather on the railroads, the later union switchmen's strike and the present transportation situation, make it hard to get tin plate to the can makers.

Many tin plate mills are down and some are running only a small percentage of capacity. In fact these may have to close. At the mills there are great supplies of plate which cannot be moved, and goods that must be canned may have to wait in vain for proper containers, but tin plate is not the only necessity that must be moved and must take its turn.

Sugar—Very little change has occurred during the week. The raw sugar situation is neglected. There is no pressure to sell and no eagerness to buy. There is still considerable weakness in the market, but much of the cheap sugar has been cleaned up and this has steadied the situation somewhat. At present the Cuban holders are not offering raw sugar. Refined sugar shows no change. Supplies are still much under the demand and prices unchanged on last week's basis.

Tea—The higher price for 1920 Japan teas has caused increased firmness in spot Japans during the week, with some demand. Black teas, generally speaking, are inclined to be weak on account of great dullness, accompanied by some pressure to sell on the part of holders. There has been no radical change in any grade of tea during the week.

Coffee—The market pursued the even tenor of its way during the week. There is very little business and no change in prices. Nobody is very much interested in either Rio or Santos coffee at present and no change of any importance seems in sight. Milds remain on last week's basis.

Canned Fruits—Attempts were made last week by brokers representing the smaller California canneries to get business through at 5@7½ per cent. under the corporation's opening prices, and some confirmations were secured. The larger packers are holding their prices firm at the opening and report a larger interest from jobbers. The future market from a local standpoint, however, is quiet, as the buying trade is waiting for the passage of time with the hope that it will bring a better level of prices. Old packs have ruled steady with a moderate amount of interest in peaches and a lesser in-

terest in apricots. California pears are about out, but Southern in syrups are in better demand, especially among the Western markets. New pack Hawaiian pineapple, when offered on resale, will bring 20@25 per cent. over the opening. Old pack is about out. Gallon apples are urged to sale, but it is hard to stimulate interest in them. Some futures, both New York and Maine, are selling.

Canned Vegetables—The feature of the market is the new pack of Southern peas which is now under way at many points, with others getting in line. Shipments should be under way in fair volume by June 25. Cannery report favorable producing conditions. The spot market is about all cleaned up except for some undesirable grades which are not wanted except for immediate sale, as new pack is expected so shortly. Fancy are all cleaned up. The tomato acreage in the South will likely be cut 50 per cent., according to some advices. Packers are reluctant to take contracts at present prices, while the buyer is not anxious to take on futures. This makes the deal rather quiet. The prospects for the coming corn crop so far have been good. Spot stocks were firm all week in all lines, with dealers who went short on fancy hard pressed to get supplies. Southern Maine style was quoted all week at \$1.20@1.25 factory and Western \$1.30@1.35. Other vegetables were in routine demand.

Canned Fish—Although the summer season is at hand, the salmon market so far has not been active. There are plenty of enquiries but few orders. Pinks are held at \$1.85 in large blocks and at \$1.90 in smaller lines. They are steady but not active. Red Alaska is firm and is offered up to \$3.65, while medium reds are in no more than normal demand. Chums are still dull. Maine sardines are firm on account of the light supply of the spring pack here and in the country. Keyless oils sell \$4.75 @5, while other grades are firm at the recent prices. Old packs are taken only in a small way and generally in less than carload lots. California and imported sardines showed no change during the week.

Dried Fruits—Opening prices on California and Oregon prunes are about 2c a pound higher than last year. No trading is reported as having been accomplished in either pack, as the prices are regarded as extremely high from a distributor's standpoint, no matter how much they are justified from the growers and packers' position. Next, it is expected, will come the opening prices on peaches and apricots and possibly a more settled trading basis on raisins, although the largest actor in the raisin game, the Associated, has announced that it will not make public its prices until about August 1. The high range on all dried fruits so far offered has not been caused by heavy buying to date or in prospect so much as by the extravagant demands made by growers for their acreages. Producers are independent and will not sell unless at their own figure, which the packers are reluctantly

paying in order to secure their acreages. The expected high market on 1920 packs has, of course, affected spot stocks, which are firmly held even though summer dullness has developed. The most remarkable market, of course, occurs in raisins. Package are scarce, and there is every indication that the predictions made earlier in the season that the market would reach 30c would be realized. Offers of 27c have been made for some goods in transit from Europe. All available sources of supply are being investigated to piece out the stocks until new goods arrive. The market is hardening in values and the frequent advances do not seem to curtail the demand. Important development occurred in currants last week, the drift of the market being toward higher prices, as shown by the limit of 15c which some holders have put on their stocks. Supplies of good quality lines in spot are growing less, while rain damaged are not so plentiful, as they have been cleaned up. With the market abroad stronger, holders are confident of the future, as they believe there will be a heavier demand for currants as raisins are depleted. Prunes have not been particularly active, but they have developed a firmer tone, as holders will not sell freely as they cannot replace their stocks and they are using them in the way of gradual reduction for their regular trade. The release of goods is sufficient to keep both Californians and Oregonians firm at the present advanced prices. Blenheim and other desirable apricots are short on spot and firm, while the other offerings have sold well all week, but in a less conspicuous way. Peaches have entered the period of heavier consumption and are moving in a more liberal manner. Pears have shown no increase in outlet.

Corn Syrup—Prices are maintained on the basis of 6.33c for 42 degrees mixing under a steady demand and light spot supplies.

Molasses—A routine demand from the grocery trade is supplied at prices within the range as quoted.

Sugar Syrups—Continued dullness has a depressing influence upon the tone of the market and prices tend in buyers' favor.

Provisions—Everything in the smoked meat line is unchanged at prices ranging about the same as a week ago, with a light consumptive demand. Both pure lard and lard substitutes are in slow sale at prices ranging about ½c lower than a week ago. Dried beef, canned meats and barreled pork are all steady at unchanged prices.

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Philadelphia,

Pennsylvania

Items From the Cloverland of Michigan.

Sault Ste. Marie, June 15—The tourists fortunate enough to enjoy the good old summer time in the Soo, will be pleased to know that "Shooting the Rapids" will be one of the sports in which they can indulge again. The Cadreau brothers, having the reputation of being the most expert canoeists in the world, have their large boat, the Minnehaha, in service now.

Charles Hunsberger arrived in the city last week from East Jordan to resume his old position as head jeweler with W. T. Feetham. Mr. Hunsberger is accompanied by his family who will make the Soo their future home.

Mr. and Mrs. C. L. Clark celebrated their twenty-fifth wedding anniversary last week in a fitting manner. Mr. Clark has been station agent at Soo Junction for many years and is one of the best known railway agents in Cloverland. All of the old time travelling fraternity have always had a good word to say for Mr. Clark and they have been receiving congratulations from all parts of the State.

The falling of prices may be due to a number of things, but Palmer isn't one of them.

W. M. Rich, for the past two years our well known city manager, has tendered his resignation and accepted a similar position at Goldsboro, N. C., with an increase in salary of \$1100. This will be a severe loss to the city, as his successor has not yet been named. Mr. Rich made a very efficient manager and saved the city many dollars by his careful and close attention to business.

The socialist is one who is always trying to divide up something he hasn't got.

Thornton Bros., brick manufacturers at Rudyard, have sold their entire business to a stock company comprised of Lower Michigan men. The new company intends to make many improvements to the plant and will also increase the capacity. The Thornton Bros. retire from active work for the present at least. James Thornton intends to take an extensive trip West, while the other brothers probably will remain in Rudyard for the present.

More than 300 members of the Detroit Board of Commerce paid us a visit last Sunday morning on the steamer Noronic and were guests of the Civic and Commercial Association while here. They were entertained with auto rides and golf at the Country Club.

S. D. Newton, of the Booth-Newton Co., also one of the Soo's leading historical members, is to give the principal address at the pageant celebration.

Don't feel sorry for the other fellow until you have given yourself the once over.

Charlie Hapakowski and John Pelto would like to give anyone a tip, when bringing booze from Canada, to be sure and have the bottles wrapped so as not to jingle loose in their suit cases. This bit of carelessness has got them into a lot of red tape, including free board with the sheriff.

William G. Tapert.

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 15—Thomas Wasson, who was connected with the baking business of Grand Rapids for more than forty years until he relinquished his connection with the City bakery last February, has returned from Albany, N. Y., where he spent three or four months with his daughter. He is so greatly improved in health that he contemplates purchasing a beautiful home on the bank of the Hudson River, twenty miles South of Albany. The residence is located at New Baltimore and commands a wonderful view of the River and the valley, both North and South. Mr. Wasson purchased a car on going to Albany, learned to drive it and frequently covered all the towns from

New York to Montreal. He looks twenty years younger than he did six months ago. He expects to return to his new home on the Hudson in the course of a week or two.

John Kuipers has purchased the grocery stock of L. M. Vanderveen, 11 West Leonard street, and will continue the business at the same location.

Wilbur S. Burns leaves to-day for Columbus, Ohio, to attend the meetings of the Jurisprudence Committee of the Supreme Lodge, U. C. T., of which he is a member.

John D. Martin leaves for the same city Sunday to attend the regular sessions of the Supreme Council, to which he was elected a delegate by the Grand Lodge at Detroit.

L. M. Steward, who was a guest at the Bursleson Sanitarium here about a month, went home about two weeks ago. June 8 he was operated on for mastoid at the Saginaw General Hospital. He has since suffered intense pain, but is doing as well as could be expected. As soon as he is discharged by the Saginaw hospital, he will return to Grand Rapids to complete his treatment at the Bursleson institution.

Smith R. Isenhower, who has covered Central Michigan the past three years for the Norwich Pharmacal Co.,

hurried a little into the sale when he knows the transaction must be concluded before the train pulls into the station. In my own case, I know that these sales on the small town trains have saved me many a stop-over at a hotel I wasn't crazy to stop at. Furthermore, a salesman can often pick up a day or two on his trip by this method, which counts in these days of high travelling expenses."

Late News From the Sawdust City.

Muskegon, June 15—Harold Foote (Swift & Co.) and entire family, who recently had diphtheria, are all reported better, except the youngest daughter, who passed away.

We cannot see why the Grand Rapids correspondent failed to mention the election of C. C. Carlisle as Grand Sentinel. While Mr. Carlisle holds a minor office, he is a fine fellow and, of course, will in time become Grand Councilor.

E. A. Caulkins succeeds Dell Sutton in the State street garage at Hastings.

Muskegon Council lost its first death benefit member by the death of W. J. Fleming.

The road leading South of Muskegon Heights, commonly called the Grand Haven road, is under repair and autoists are compelled to detour

the State for Governor. Surely Michigan has been grossly mismanaged during the last few years. The cheapest politicians have been appointed to important positions. C. L. Glasgow, of Nashville, is the logical man to put Michigan back on a business basis—a man who stands square on important issues and is capable of giving us an administration free from political chicanery. A vote for him primary day means a vote for good government, so far as Michigan is concerned.

E. P. Monroe.

Bee Stings as a Cure For Ivy Poison.

Many years ago while prospecting in Eastern Oregon I came in contact with poison oak, of which poison ivy is a species, while taking an evening plunge in Crooked River.

I was travelling alone with a saddle horse and pack mule and was many miles from the nearest settlement. By morning my face, neck and hands were badly swollen, and by noon my eyes were practically shut. Finally, I unsaddled, picketed the animals and tried to get the sleep I had lost in the night.

Just as I had begun to doze the snorting and jumping of the pack mule awakened me and I discovered that I had picketed her close to a nest of yellow jackets.

I being juicier than the mule the swarm concentrated its efforts to be sociable on me.

There were apparently about ten billion bees, each with four forked sting working overtime. After picketing the animals elsewhere there was nothing to do except to be profane. I did not have any of the Sun and New York Herald's 102 selected remedies.

In the course of an hour there came a surprise; the swelling in hands and face began to subside and by the following morning for the greater part it had disappeared.

To the student of physiological chemistry this fact will not be surprising; it is a case of normal chemical reaction pure and simple. Bee venom and poison oak principle are substances of tremendous chemical activity. Practically they neutralize each other. In spring and early summer the poisonous principle is more virulent—possibly because there is more of it—than at other times. At this season too the sap of the cultivated ivy is poisonous to many. *Rhus toxicodendron*, the botanic name of the species, is also the name of a medical preparation of high repute in certain skin ailments.

J. W. Roach.

June Days.

Written for the Tradesman.

The day with all its sun or rain
Brings joy anew to me
If June but comes around again
With grass and bird and tree:
There is a friendliness we feel
A warmth like hearts aglow
Until we're friends so close and real
We just together grow.
I know they mean yet more than days
With cheering ray or shower
They picture fellowship in ways
Which lead to love and power.
Charles A. Heath.

WORK.

The fall of man I would reverse, in labor I would trace
The one thing that above all else has been his means of grace;
His fall was from creation down to idleness complete
But work has worked its wonders to put him upon his feet,
For it has made him all he is while hewing out a home
When otherwise he would have been left aimlessly to roam.

Work is the passport to all worth and to all moral things,
Without it man would have been but an angel void of wings—
A nondescript—it was for him this old earth to subdue,
It just remained for him to be to Nature's planning, true;
She gave to him her gifts that were but mockery 'neath the sky
Save as he should their worth unfold as he was passing by.

By work alone man finds himself, his helplessness demands
The conquering of the elements of sea and air and land.
He finds the way to meet his need, he challenges the earth
To yield its forces to his will and duly brings them forth.
So it is work, life vitalized and brought to form, whereby
He comes to be all that he is beneath a kindly sky.

Let consciousness a picture draw of what this world would be
Without the finger-marks of toil in its variety.
Of course we don't know much about his erstwhile cloth and feed,
Or how he might have lived without a touch of human need.
But man, the Adamite, has shown the races here below,
That they, like him, must live by work, or to the discard go.

L. B. Mitchell.

Norwich, N. Y., has severed his connection with that house to take a similar position with the Wm. R. Warner Co., of Philadelphia, covering the same territory. His successor is Norman Williamson, who has been covering Southern Michigan for the same house for some time past.

"Selling on the train is a method described by a salesman of novelties as offering a good opportunity to take orders. The two requisites he named were a genial manner and a small sample line. He explained his system as follows: "When I board some jerkwater line that runs between small towns I make a point of asking the conductor to point out some of the merchants on the train. This information is usually passed to me for the cigar I hand out. Then I make it a point to get acquainted and it is an easy proposition to lead up to what I have to sell. The chief advantage of this informal meeting of customers is, of course, that the contact is made when the buyer is off his guard. He has none of the protection which his usual surroundings give him against people wanting to sell him goods. You have to work fast, though, in order to get the sale completed before the station is reached. But I have made sales in less than five minutes, and the customer doesn't mind being

over the worst piece of road ever permitted to exist this side of hades. All this can be avoided by cutting over to the float bridge road, which is in ideal condition. The men who have charge of this improvement and failed to properly placard the road ought to be made to pay for all the broken springs and charged with all the cuss words carried to high heaven by the reporting angel as a penalty for their criminal neglect.

This country and especially the State of Michigan has suffered severely in the last few years by being governed by cheap and inefficient politicians and the time has arrived when decent and honest citizens ought to assert themselves. Plans are now being laid by the old guard to again foist one of their gang on

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Usual Resort of Union Sneaks and Cowards.

Minneapolis, June 8—During the fall of 1919, at the time of the general strike of the union meat cutters, my market was bannered on account of my having failed to enter into a closed shop agreement with the butchers' union and because I would not discriminate against non-union men. Efforts to force me to enter into such an agreement at that time failed and my own men refused to participate in the strike. Five of my eight men were union butchers, but they refused to obey the order of the business agent to strike, as they were satisfied with the wages, hours and working conditions. After three weeks of bannering, the apparent efforts of the union to destroy my business in that manner were dropped.

In the early part of February, 1920, however, the business agent of the butchers' union again called on me and requested me to sign up for a closed shop. Inasmuch as I believe in the principle of the open shop, and, furthermore, being under obligations to my men who stood by me during the strike, I again refused to enter into an agreement with the butchers' union.

I heard nothing from the butchers' union for a few days, and I learned through other sources that it had taken the matter up with the Provision Trades Council and had requested that I be placed on the unfair list of that organization; that this action had been taken and that it had been decided to bring to bear all the influence of the Provision Trades Council and its affiliated unions through a general boycott on my business to force me to sign up with the butchers' union.

On February 26 the Grievance Committee of the Provision Trades Council visited me at my meat market, 249 Marquette avenue. This committee was composed of the business agent of the cooks' union, business agent of the waiters' union and a representative from the waitress' union. In the presence of a witness the business agent of the cooks' union, acting as spokesman, informed me that the Provision Trades Council had sent a committee during the preceding week to the restaurant customers of my market and he mentioned the names of several; that this committee had not absolutely directed anyone of the customers to stop buying from my market, but had told them that their cooks would be called out, that their waiters would not serve meat purchased from my market, and that the ice wagon drivers and milk drivers would not deliver ice or milk and that the bakers would deliver no bread if they continued patronizing my market.

The business agent of the cooks' union further stated that he had been to see the manager of one of his restaurants and had been informed that this restaurant purchased from \$800 to \$1,200 worth of meat a week from my meat market and that the management of aforesaid restaurant had informed him that in the event it came to a fight this restaurant would stic by the Provision Trades Council and stop purchasing meat from my market.

It was stated by the representative of the waiters union that all possible pressure would be brought to bear on my customers for the purpose of inducing me to sign up. The gentleman who was a witness to this conversation then said to this representative, "That is to say, if Mr. Vanstrum does not sign up with the union the cooks will not cook his meat and the waiters and waitresses will not serve it, the ice wagon drivers will not deliver milk to his restaurant customers, etc.?" To this the representative replied in the affirmative.

The business agent of the cooks' union stated that the business agent of the butchers' union, the representative from the waiters' union and he had called upon my customers and informed them that they were trying to sign me up with the union and had informed these aforesaid customers

that they would be asked the following Monday to discontinue purchasing meat from my market in the event that I did not sign up, and that if they, the customers failed to comply with such a request when made, then the pressure of the cooks' union, waiters', waitresses', ice and milk wagon drivers', bakers' and butchers unions would be brought to bear upon them.

Following the visit of this committee, I personally called upon my restaurant customers and learned from them that that the committee from the Provision Trades Council had actually called upon and threatened them with what amounts to a secondary boycott if they persisted in patronizing my meat market. In the case of one of my customers, I was informed, in the presence of a witness, that the cooks' union had ordered their cooks not to report to work on the morning of March 5, if their employer bought any more meat from my market. This threat was carried out and the cooks were ordered to leave their jobs. It was necessary for this employer to go to the headquarters of the cooks' union and promise that he would purchase no more meat from my market in order to hold the cooks.

I learned that this committee visited approximately twelve of my restaurant customers requesting them to discontinue buying meat from my market. In fact, in some cases the threat of the banner was made.

There is not now and never has been any dispute between my men and myself. Because my men regard union men as a band of cut throats, black mailers and anarchists, I have taken legal steps to protect them and myself from further harm by securing an injunction against the union whelps and started suit against the Provision Trades Council for \$25,000 damages. Charles T. E. Vanstum.

Bottom Facts From Booming Boyne City.

Boyne City, June 15—The Crozed Stave Co. has all the foundation in for its new plant and is commencing the superstructure. We are informed that all the equipment is ready for delivery and most of it on the road, so we may expect that the plant will soon begin to assume something like completion.

The last foundation for the East street bridge is in and the work of erecting the last pier has begun. It looks now as though a couple of weeks would see this much-needed structure complete. It is now up to the State Highway Commission to see that we have a usable bridge this season. The citizens will be very glad to see this street, which has been closed for almost three years, in shape to use again.

The Chamber of Commerce committee in charge made a very satisfactory showing in raising over \$3,000 to be used in securing the right of way for the State Trunk Line road from Boyne City to the Mackinaw Trail at Walloon Lake, the County Road Commissioners having demanded a bond of \$2,650 before taking any action. William Tindall and J. A. White were the hold-up men.

The cities of Charlevoix, East Jordan and Boyne City are making strenuous efforts to get some important work done on the harbor entrance at Charlevoix, because this harbor, which serves the whole Pine Lake district, if neglected, will cause the large shipping interests of Boyne City and East Jordan to be cut off from Lake Michigan, so far as heavy freight traffic is concerned. Possibly a new administration at Washington will give us needed relief. Maxy.

Newaygo—The Newaygo Farmers Warehouse Co. has been incorporated to conduct a wholesale and retail business, with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,500 paid in in cash.

"Customer Insurance"

That's what the grocer calls Royal Baking Powder.

"When a woman," he said, "spoils good food materials with poor baking powder she is very apt to blame the food materials—and the grocer.

"Royal Baking Powder protects against baking loss all the butter, sugar, flour, eggs, milk and flavors I sell."

ROYAL Baking Powder

Absolutely Pure

Contains No Alum --

Leaves No Bitter Taste

SUN-MAID PROFIT

Our Advertising Puts This Into Your Till

Thirty-eight million Sun-Maid advertisements are entering the better homes of America this year. Sun-Maid customers are in every locality. They live in your own neighborhood. Their number is increasing daily.

Display Sun-Maid on shelf, in window. Let your customers see that you, too, sell these tender, juicy, delicious thin-skinned raisins. It's the brand most women want.

Get your share of Sun-Maid business.

Order from your jobber.

**CALIFORNIA ASSOCIATED
RAISIN CO.**

Membership 10,000 Growers
Fresno, California

THREE VARIETIES:

- Sun-Maid Seeded
(seeds removed)
- Sun-Maid Seedless
(grown without seeds)
- Sun-Maid Clusters
(on the stem)



Growers and shippers
of America's all-year
nationally advertised
brand of raisins.

HIGH PRICES MUST RECEDE.

Those who go to the shores of tidal waters are familiar with what happens when the tide goes out. As the flood recedes, craft after craft which had been riding at anchor settles down and strands, the smaller ones first, because they were nearest the shore. Something akin to this is visible in the business situation at the present. The receding of the high tide of inflated values is leaving stranded many business craft whose owners or managers made no allowance or provision for the turn. The analogy is fairly complete, because in the business embarrassments recently noted the bulk have been among the smaller concerns or of those in inexperienced hands, the latter including certain jobbers and exporters. In the comparatively few larger ones stranded, lightering—to continue the nautical symbolism—is going on to keep them afloat. This has happened in the case of three silk concerns and a large shoe enterprise, followed by unloading on the part of a number of clothing manufacturers. But at this point the analogy ceases. The ebb and flow of tides recur at stated intervals. With prices this is not the case. When once they begin to go down the process continues until bottom is touched, and they are apt to stay there indefinitely until some new impulse is given them to move upward once more. This may, and often is, a matter of years. Meanwhile, it would seem the part of business prudence to accommodate to the new conditions instead of trying to resist them, as appears to be the disposition of a number of the actors in the primary markets of production.

It is worth noting that the rebellion of consumers against high prices is becoming universal. Not only is it in evidence in different portions of this country, but it is as marked in the various countries of Europe, in Central and South America and in other parts of the globe. People are refraining from buying everywhere and are resorting to all kinds of makeshifts in the effort to do without a lot of things which they had been accustomed to make use of. The failure to take this attitude into account is one of the things which have upset the calculations of many who had articles to sell. Nor has their attitude, since their discovery of what was going on, been especially helpful. This has, as a rule, taken one of two forms. The first of these is an elaborateness of explanation as to why they are charging high prices. In most of the statements of this kind undue emphasis is laid on excessive cost of labor. A reason why the arguments are not taken seriously is that those who read them also have learned of the excessive profits obtained by the organizations which put them forward. They also observe the failure to state any efforts making to reduce prices. The other attitude by producers is even less calculated to appease consumers or induce them to resume purchasing. This is the throttling down of plants to decrease production, whose only

purpose is to keep prices up to the higher levels. Experience has shown that the only way to induce buying is to bring down prices to the lowest point possible. It will pay producers to sell goods at no profit at all for a while, if need be, to get back the good will of buyers. The "coon" of high prices must come down, and he might as well do so gracefully.

The year that is coming to a close for a thousand American colleges, universities and professional schools is one of the most remarkable in academic history. Following the war period, when many of these institutions lost the major part of their students and faculty and were only kept going by the device of the Student Army Training Corps, the universities found themselves in the fall of 1919 with shrinking endowments, disintegrating faculties and the highest enrolments in history—a fourth greater than the high record of 1916. How endowment drives were made the order of the day in hundreds of colleges; how alumni and friends came to the rescue in an effort to secure better salaries for the faculty; how former service men and others who had missed or deferred their chance for a college education returned to make the college year memorable—these events are perhaps too close to us to be appreciated at their full value. One unmistakable note that runs through the commencements of 1920 is the realization on the part of the college and the public of a mutual responsibility. The American college, public and private, is serving all the people in a sense never quite so real before. Lord Haldane's observation, "We have passed away from the days in which it was enough to have among us a few pre-eminent individuals," has been accepted and is being acted upon. America expects more and more men and women to have a college education and it expects them to serve their fellowmen better because of having had it.

Chauncey M. Depew did not need to tell the Republican convention that he came straight from his native village, "where the old statesmen gather and sit and discuss the situation." It was pleasant after so much pretentious dressing-up of provincial views at Chicago to have one cracker-barrel utterance frankly avowed. Mr. Depew's review of our history was particularly redolent of Peekskill. His audience applauded to hear that when Washington had an international question to settle, he did not go himself, but sent Jay, who came back with the frontier posts; when Jefferson had one, he sent two agents, who came back with Louisiana; when Polk had one, he sent our best constitutional lawyer, who pouched Oregon for us; and when McKinley closed a war he sent a delegation which "brought back the Philippine Islands and Porto Rico." If this does not prove to the hilt that Wilson was a perverse booby to have gone to Paris to vaunt his overpowering ambition and flaunt his new wife, then the men atop the nail keg and the flour barrel do not know a hawk from a handsaw.

NEW UNIVERSAL LANGUAGE.

If you want to travel but feel unequal to learning a supply of modern languages for the purpose, then play chess. The ideal substitute for Esperanto and Latin has at last been found, if the experiences of a scholar who lately returned from long wanderings on foot through Europe may be trusted, for he says that everywhere the enthusiast can find chess players—that he need never lack companionship or entertainment. The speech of chess is more reliably universal than musical notation. You may employ it in hut and castle without danger of going astray from etiquette, and it has no pitfalls of double meaning. The traveller enjoyed his little game in the Alhambra, in the mosques of Stambul and in London clubs. His chess men being his faithful companions, a partner was sure to turn up, of what nationality it mattered not at all.

Once, on a walking trip the whole length of the Italian peninsula, he visited the ancient Benedictine monastery of Monte Cassino, whose learned monks were all devoted to chess and had set aside a spacious room in the great building for their games. Its furniture consisted merely of a chess table; players and spectators stood. The monks kept him two days as their guest in a continuous tournament, and he lost but one game—after a banquet in his honor whereat old, rare vintages appeared in profusion. The scene of play was dramatic, the contestants standing in the center of a circle of cowed monks, who followed every move in intense silence. Another "continuous tournament" he played on horseback while journeying through Mesopotamia; another while drifting down the Tigris on a raft of goat skins to Mosul, where he tried his skill with the Archbishop of Bagdad, a genial opponent. At Tabriz, metropolis of Persia, he played simultaneously against the eight strongest players of the city. The traveller attributes his success in a diplomatic mission to an act of great self-denial—he permitted a distinguished nobleman, commissioned by the Shah to conduct negotiations with him, to defeat him in a series of games which preceded the contest of wits.

TRIED OLD DODGE ON GARY.

At the Senate hearing on the steel strike Senator Walsh, of Montana, demanded that Elbert H. Gary, chairman of the board of the United States Steel Corporation, who was on the stand, answer one of his questions "yes or no." Judge Gary, protesting that he could not, refused to do so. The Senator, and probably some of the lawyers present, thought that he had scored a point on the witness. It is, however, an old-time dodge of lawyers to demand this categorical answer, and it is an imposition upon the witness. Indeed, it is a perversion of truth itself in many cases.

We have only to recur to the old familiar example, "Have you stopped beating your wife?" to show the absurdity of the demand for "yes or no" as an answer to some questions. It continues to be the favorite of the

small lawyer, the pettifogger, although the big lawyer of large mental calibre has long since discarded it, save where the demand is logical and legitimate.

It has been a puzzle to some that men of a profession calling for exactitude in language should use this inexact method of extracting truth from a witness. But the explanation is that it is simply intended as a snare for the witness. It is not an effort to get at the truth, but an attempt to entrap the witness into twisting the truth for the benefit of his questioner.

MAY FIRE LOSSES EXCESSIVE.

The fire losses in the United States and Canada during the month of May again show a heavy increase, and just how far this can be credited to the higher values now being placed on property is very difficult to determine. The May losses reach a total of \$25,440,300, as compared with \$16,516,300 for the same month last year, the increase equaling 54 per cent.

The five months' fire loss figures show a total of \$138,791,000 property values destroyed since the first of the year, an increase of over twenty-eight millions.

Architects have always been ill treated by fame. Fickle towards everybody else, the wilful goddess has been consistent in her indifference to those who endeavor to build material monuments more enduring than brass. To know a poem without being able to give the name of the author on demand is a disgrace, but to know who designed a famous monument is pedantic. It isn't done. Engravers are similarly neglected. So are composers of popular songs. Everybody can tell who wrote a musical masterpiece that lies untouched in the music rack, but to say who is the author of the air that we hum as we go about our work is beyond us. The fame of the mortal singer of an undying song may be far greater than that of the one who wrote the song. Jenny Lind's rendition of "Annie Laurie" is familiar history, but who except the compilers of reference books knows of William Douglas? In a desperate effort to compensate for this ignoring of some of those who should be her children, Fame, unlike lightning, sometimes strikes twice in the same place, as when she acknowledged Sir Walter Scott first as poet and then as novelist.

The Michigan State Farm Bureau has issued a bulletin parading the fact that only half of the normal beet acreage in Michigan has been planted this year, due to the infamous influence and propaganda of the Bureau. If there ever was a time when we needed food in this country, it is this year. Any organization which preaches restriction of planting so as to curtail production is guilty of a criminal practice for which it will have to stand trial before the bar of public scorn and indignation. To accomplish such a result is bad enough. To boast of it clearly shows the perfidious character of the organization, which is destined to place the seal of infamy on every adherent of the gang.



An Industry's Service to Your Customers

Read what this Grocer
says:

"Your efforts to improve the Canned Foods Industry by inspection and to increase the consumption of Canned Foods through advertising should be greatly appreciated by all Canners and Distributors.

"Real quality is the one great necessity and the Inspection Seal assuring the consumer that their Canned Foods are properly canned, will add confidence to the entire Canned Foods Line."

JONES BROTHERS TEA CO., INC.
68 Jay St., Brooklyn, New York
(GLOBE GROCERY CO.)
—CHAIN STORES)

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.

The National Canners Association, through the work of its experts—including some of the world's most eminent food scientists—and the expenditure of thousands of dollars is serving your customers by perfecting the best methods of canning foods. It insures the quality of the raw materials, raises the standards under which they are canned and makes certain of their greatest food value and their appetizing appeal upon the table.

This means better food for American homes and better products for you to sell.

You can help give your customers better canned foods by your interest in the Inspection Service of the National Canners Association and its Seal upon inspected brands.

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*





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.

Five Million Dollar Retail Shoe Sale.

Probably the most colossal retail shoe sale ever held recently began at the Grand Central Palace, New York, when the Nemours Trading Corporation of 151 Fifth avenue placed before the public its entire stock of footwear, amounting to approximately 900,000 pairs with a total cost value of about \$5,000,000. The corporation, which had purchased the entire output of a number of New England shoe factories, has decided to retire from this branch of the trade.

The sale, which was placed under the direction of C. A. Lockhart, the famous "Mill-End" man, who came to town for the first time on such business, was being held on the main floor of the Grand Central Palace, and according to Mr. Lockhart, will continue there until the entire stock has been disposed of.

The shoes, which are said to be the entire last year's product of four factories, were put on sale not, Mr. Lockhart was careful to state, at "cost" or "below cost" prices, but at prices "without profit" to the corporation. Some of the shoes, Mr. Lockhart said, may be sold at even 50 cents below their cost to the company, others at slight prices above the cost.

The shoes were grouped in 30 bunches or stores on the floor, each given a special price at a round figure. Thus some shoes slightly below and some above cost, he stated, were in a one-price group of shoes.

The 45,000 square feet of floor space were divided into 30 squares and the shoes distributed in them according to price and style. At the entrance of each booth a table was placed, upon which were displayed samples of the different shoes to be sold there and the price marked in large numerals. A customer wishing to buy a shoe at a certain price goes to the corresponding booth, examines the styles, picks out the sort he desires and then tells the clerk the style he or she wants and the size. The shoes are then handed out and are tried on alone; if satisfactory the buyer pays a cashier, one being situated in every booth. No exchanges are permitted.

It is believed that fully from 10 to 25 per cent. loss to the corporation will result. Prices range from \$1.00 for babies' shoes to \$8.00 for the finest quality. Among the 982,000 pairs which went on sale are buttoned and laced high shoes, both for men and women, ties, pumps, brogues, bluchers

and many others. It is expected that the sale will extend over a period of weeks, at least. Not only is the public invited to purchase, but shoe dealers may buy at the same cost as to the retail trade.

Mr. Lockhart is authorized to sell the entire stock to the public without profit, and he will not be hampered in any way, says a statement issued by Alfred W. du Pont, president of the corporation.

Mr. Lockhart explained that men's women's and boys' shoes are included, and to give an idea of the immensity of the stocks, says there are 130 car-loads.

In an advertisement of the sale Mr. Lockhart said:

"Mr. du Pont and Mr. Mills have both assured me that these shoes are to go direct into the hands of the consumers—that they do not expect any profit—and, in addition to this, this beautiful Grand Central Palace is to be turned over to me to direct this wonderful sale entirely rent free, and if in the end the ultimate result of this sale of these shoes show a loss, there will be no complaint.

"Shoe merchants, wholesale shoe merchants, department store buyers, are all welcome to buy side by side with the men, women and children, but be it understood, the closing-out prices that are marked in plain figures will apply to all alike—no favorites. It is a wide-open field, glorious in opportunity, and immense beyond my ability to picture."

Detroit Shoe Retailers Cut Prices.

Although retailers in most of the downtown shoe stores in Detroit are making special reductions in keeping with the spirit of the day to help reduce the cost of living, these same retailers do not look for prices to be lower for next fall. On the other hand, dealers do feel that within two years there will be a readjustment downward on shoe prices. Their belief is based on an analysis of conditions as they exist and as they should be adjusted in the next 24 months.

The shoe stores are cutting prices earlier than usual. They lay this to the fact that it has been a backward spring. The expectation is that hot weather will come at any time and sales will jump to white shoes. It has only been since about the 20th of May that there has been any spring weather, so it is easy to realize what

--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.

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

the retailers have lost in the way of sales owing to the backward season.

Even at the reductions, people are not swarming to the shoe stores to buy, and they are not buying except where they need the shoes, showing that sales at the wrong time of the year do not bring any decided results.

The store of Alfred J. Ruby, in the Statler Hotel building, is offering 20 per cent off on every shoe in the place and 10 per cent. off on hosiery backing up the sale with newspaper advertising and cards in the electric street cars. Other stores are offering a group of shoes at special prices but the stores of Fyfe's, Walk-Over and other shops have not yet slashed prices generally as they do later in the season. The biggest reductions are being made by the shoe departments at the general dry goods and department stores, such as Hudsons, Crowley, Milner Co., Newcomb, Endicott Co., Klines, Elmer's, Worth's, Heynz Bazaar, etc. All of the shoe departments at these stores handling women's shoes have been cutting prices for the past two weeks.

Bottom Facts From Booming Boyne City.

Boyne City, June 15—Findlay & Catlin, who have taken over the photograph business formerly conducted by R. C. Leavenworth, are showing a fine line of portraits. They say they like the town, the people and the community. They look like a couple of fellows with lots of pep and surely have shown a lively interest in the business affairs of the city. Boyne City needs and welcomes just such additions to its business community. We are going to get our picture drawn just as soon as

we get some new socks and a haircut.

Roy Thomas, of Chicago, and Wilford Reed, of Petoskey, have taken the Watson ice cream parlor and, beside redecorating and refitting the place, have given it the attractive name of the Lakeview. If we were younger and had designs on any member of the opposite sex with a view to permanent annexation, that would be the place to rivet the shackles. From appearances we are not the only person who recognizes the possibilities.

E. J. McDonald has opened a cigar shop and tobacco store in the Wenzie building on Walter street. He has fitted up a very attractive place and has a good line of goods. We will expect a good trade for him, as he has a good location and is the only exclusive tobacco shop in town.

The steamer Kansas has made the trips with very good consignments of freight to Boyne City, commencing May 15. With everything held up and hung up on the railroads it is a relief to get goods to sell and use. The Michigan Transit Co. gives us 36 hour delivery from Chicago and so far has been swamped with business to the West shore towns.

The Standard Oil Co. is installing a new gas tank at its station in this town. Like all other Michigan towns, we have been very short of gas—not hot air—for the past two months and our joy rides have been very grumpy. But last Sunday—good night—there was a regular procession all day. Don't blame any one for getting out on such a perfect day.

One of our young tooth carpenters got him a new car last week. Drove it up from Detroit. Perfectly good car, too, when it left Detroit. When it arrived here it was minus the top windshield and steering wheel rim, but still going strong, but Harold is wearing a patch on his head that looks like a skull cap. They do say that the car never stopped at all. Just

rolled over once and was on its way. Some car. Some driver and some nerve.

John Bergy's got a new suit of clothes. Maxy.

Editorial Policies Sound and Patriotic.

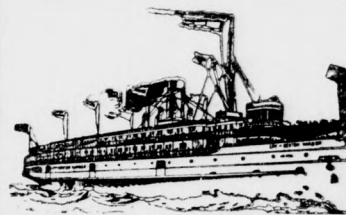
Buffalo, N. Y., June 15—As a merchant's paper, devoted to the wholesalers as well as retailers, the Tradesman is one of the, if not the, best publications I know of—and you know I have been a strong advocate of the paper in every line I have had experience with.

Constantly and conservatively used by the manufacturer and the wholesaler, it will pay its way for every dollar's worth of space used. I am not guessing at this statement.

Your editorial policies, as I have known them for a quarter of a century, have proved sound, as well as patriotic. Those who have criticised your labor union policy will yet live to learn that Stowe was with them as individual workers, and for them and their individual welfare.

Long after the editor has ceased to be, the Tradesman's principles will live. J. Elmer Pratt.

If you want an education you will get it. Lincoln dug his out by fire-light.



**GRAHAM & MORTON
Transportation Co.**

CHICAGO

In connection with

Michigan Railroad

BOAT TRAIN 7 P. M.

DAILY

Freight for CHICAGO ONLY

Distinctive Lowcuts

Hirth-Krause Shoes possess the style, and give the comfort that is required in footwear for summer. Neat, smart looking lowcuts for both men and women that sell and give satisfaction.

When you sell one pair of Hirth-Krause shoes you are sure that you have given your customer, not only what he wanted, but what he also will want again.

Remember the Hirth-Krause "More mileage" Guarantee.

Hirth-Krause
Shoemakers for three Generations
Shoes

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

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



Shameful Misuse of Money by the American People.

Regardless of the wartime cry of conservation and thrift, the habit of saving and spending wisely seems to have become a lost art in America. Apparently many Americans have become so callous to thinking in terms of millions and billions, that they are applying these exaggerated terms to their own exaggerated incomes. The fiscal year will show the greatest spending orgy America has ever known! And the end is not yet in sight, although there are indications that this mad debauch of flinging away money is on its last legs.

Labor has been paid in terms undreamed of in the country's history. Speculation and the demand for manufactured goods have netted huge sums to thousands of persons who counted their pennies and saved their dollars previous to the World War. Houston Thompson, Federal Trade Commissioner, says that the American public is squandering the enormous sum of \$500,000,000 a year in "wildcat" investments. Facts and figures prove that the public seems to like the idea of the high cost of living, no matter how much complaining it creates.

But, as usual, we are not looking forward for the crash that seems inevitable. We are spending, saying, "Nothing is too good for me." We are spending our easily gotten gains more easily than we acquired them.

Investigation proves that the spendthrift of to-day actually prefers higher-priced things. The laborer who has doubled or tripled his income during the past three years, does not take into consideration that he is really not getting more value for his toil. Yet he spurns the cheaper articles offered him and desires to ape the millionaire in his expenditures. There are certain professional men and women—teachers, professors, scientists, and other brain workers—who are suffering bitterly, whose incomes remain stationary while less competent and less-skilled workers are reveling drunkenly in a spree of spending.

Here is an instance which shows the popular trend of mind: A well known New York store endeavored to clear a stock of men's suits, worth \$40, for \$23.50 a suit. This firm made a great advertising splash to announce the sale. In cleverly constructed advertising the public was told why the reduction in price was made. The suits should have been gobbled up by a public weary of paying fancy prices for mediocre clothing. But they were not. The sale was a failure. Only a small minority of the store's customers were willing to buy suits priced at less than \$40. They did not think such

"cheap" things were worth having! They were unworthy of the affluent condition of the purchasers. Yet each suit was guaranteed to be all-wool, and the promise of service—always given by the firm—backed every one of them.

This example points clearly to the distortion of the public mind to-day. Wild waste is the order of the hour. Merchants have proved it by offering identical merchandise at different prices. The suit or dress or hat that bears the tag with the lower-priced article is identical in value. We are buying blindly. Quality and value have no consideration. We are buying price-tags, not merchandise.

Behind this lies a tragedy which soon will open the eyes of a money-mad public. Henry Ford sums up the situation in this statement: "Too many people are sitting around waiting for something to happen. Something will happen. These people will delude themselves until the present-day attitude of 'easy come—easy go' will find them unprepared. The fools who are acting crazily to-day will then regret their wastefulness. The time will come when a neat little nest egg, in the form of a bank account will be a man's best friend."

The answer is, that those who are making inflated wages to-day are paying far in excess of the value of what they buy. If they were to save these inflated wages—a few years hence they would be able to buy far more with the same amount of money.

A few sensible men know this. They are holding back on all but necessary purchases. The men who pay the heaviest income taxes are probably

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

A Good Friend But a Poor Executor

Many a man may have the qualifications of honesty, conscientious fidelity and the best of intentions, but yet prove a very poor executor.

His knowledge of business, finance and investments may be limited and his service is naturally subject to interruption at any time.

This company as Executor under Will not only provides all the necessary facilities for efficient service, but its perpetual existence guards against untimely interruptions and difficulties that are inseparable from individual service.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK
ASSOCIATED

the most frugal in their expenditures to-day. Comparatively poor men do not balk at \$10, \$12, or \$18 for a pair of shoes. They are the kind of men who once complained because they had to pay \$4 for a pair of shoes.

But the man of means is having his shoes half-soleed—not once but twice and thrice—instead of buying new ones. He is wearing last year's suit, last year's hat and making last year's automobile do, while the newly rich is buying a new car every time a fresh model is put on the market. Why? Because the possession of money is not a new thing to the man of means. He wants his money's worth, and just because his income has grown since the war, he is not willing to fritter it away for the mere fun of doing so—for the purpose of making an impression on the general public and letting his friends know that he can afford to indulge in wild extravagances if he cares to be so foolish.

A glance at the bill presented to the United States for non-essentials during the past six months, is staggering. It represents an expenditure that, by the wildest imagination, would not be called necessary, or even condoned on the ground that it is helpful in the "all-work-and-no-play" sense.

The luxury tax revealed the situation in its true colors. In six months, we have spent \$67,212,677 for merchandise subject to a United States penalty of ten per cent. This tax went into effect May 1, 1919, and during the first two months it was imposed, the government collected nearly \$4,000,000.

The luxury tax, for instance, is imposed on men's hats costing over \$5; women's hats costing more than \$15; socks costing more than \$1 a pair; stockings over \$2 a pair, carpets at more than \$5 a yard, and trunks costing in excess of \$50 apiece. Thus it may be seen that the popular trend is to spend all that can be spent for such articles. And several Fifth Avenue shops display filmy silk stockings marked "\$500 per pair."

I dropped into one of these shops and asked a clerk if there were women who really purchased such things.

"Oh, yes!" he replied. "Quite a few." His tone indicated that the filmy weblike articles found many ready buyers.

Government figures estimate that the total luxury tax collected during this six-months' period amounted to a total of \$2,500,000,000—about \$25 each for every resident of the United States!

But aside from paying needlessly high prices for necessities, the people of this country have squandered huge sums on every sort of diversification and personal indulgence. It is estimated that since the signing of the armistice, the astounding sum of \$8,500,000,000 has been thrown away by Americans. And a very large percentage of this has gone for "good times"—mostly eating and drinking.

The expenditure for theater going is startling. During 1918, we paid \$263,573,388 to attend theaters. This is estimated definitely because of the Federal tax on all theater tickets. And it does not include the amount paid to ticket "scalpers" and law-evad-

ing speculators, which, in itself, would increase this total tremendously. But, during the year 1919, this expenditure was doubled! In the twelve months of 1919, the theaters took in \$507,792,458. In the last half of the fiscal year this expenditure averaged over \$57,000,000 a month, thus indicating a steady increase in self-indulgence.

This extravagance along the line of personal pleasure, caused one Internal Revenue agent to exclaim, "Where do they get it all—and how do they get that way. There was a time when women shopped and when men balked at paying a reasonable price for things. But, nowadays, the more you ask for a thing the more likely you are to sell it!"

But America is going to awaken from her happy dream that money grows on trees. We will learn—and all too soon—that the money tree must be cultivated and carefully nursed. It cannot be ruthlessly stripped of its leaves and have its branches sawed off, while its roots are being sadly neglected.

Exports are decreasing. Imports are increasing. The country is being flooded with cheaply made, inferior merchandise. It doesn't sell at a low price and what it does sell for affords the foreign manufacturer an undreamed-of profit. The American manufacturer, paying high prices for materials and higher prices for labor, is not getting an equal return.—Thomas V. Merle in New Success.

Your Liberty Bond.

The United States Government borrowed money from you to finance the war. You hold the Government's promise to pay back. This promise is called a Liberty Bond or Victory Note. On this bond is stated the conditions under which the Government borrowed the money from you.

For instance: If you hold a bond of the Third Liberty Loan, it states, that on April 15 and October 15 of each year until maturity, you will receive interest on the amount you paid for the bond. Other issues bear other rates of interest and other maturity dates, all of which are clearly stated on the bond.

Now, if you keep your bond until the date when the Government pays you in full for it, you do not need to worry if, in the meantime, the price is low one day or high the next. You and Uncle Sam are living up to your agreement with each other, and neither will lose by it.

On the other hand, if you sell your Liberty Bond now, you will find that the man you sell it to will not give you a dollar for every dollar you paid for it. The price has been brought down because so many people are offering to sell their bonds. If the market is flooded with tomatoes, you can buy them cheap, but if everyone is clamoring for tomatoes and there are few to be had, the price goes up. The same is true of Liberty Bonds. Short-sighted people are dumping them on the market and wise ones are buying them.

Success is the measure of a man's ability to do something well, and success cannot come to a man who does not try his best.

Liberty Bond Yields.

Yields on Liberty Bonds and Victory Bonds, at recent price levels, continue to be very attractive and should interest the small investor who is concerned as to security as well as possible price appreciation.

The following table gives recent market prices, and the yield on the bonds:

	Market Price	Yield
Liberty 3½s	91.14	4.03
Liberty 1st 4s	86.50	4.91
Liberty 2d 4s	85.90	5.04
Liberty 1st 4½s	87.14	5.11
Liberty 2d 4½s	86.10	5.21
Liberty 3d 4½s	89.90	5.80
Liberty 4th 4½s	86.40	5.43
Victory 3¾s	95.70	5.35
Victory 4¾s	95.70	6.37

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.

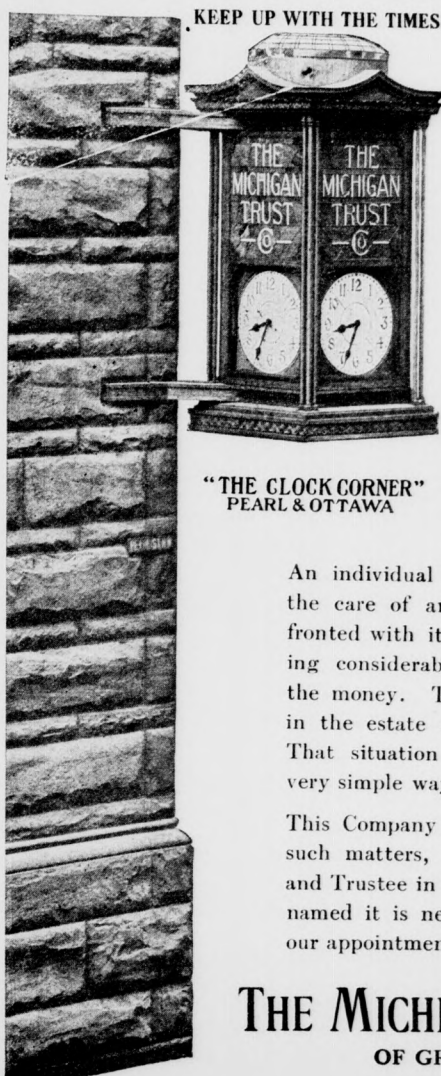
CLAY H. HOLLISTER, Treasurer

RANSOM E. OLDS, Chairman of Board

Offices: 4th floor Michigan Trust Bldg., Grand Rapids, Michigan

GREEN & MORRISON, Agency Managers for Michigan

KEEP UP WITH THE TIMES



With
power
to
do
things

"THE CLOCK CORNER"
PEARL & OTTAWA

An individual Executor on assuming the care of an estate, often is confronted with items of expense requiring considerable outlay. He hasn't the money. There is no ready money in the estate available. What then? That situation can be avoided in a very simple way.

This Company is in position to handle such matters, if named as Executor and Trustee in the Will. When not so named it is necessary to petition for our appointment as Administrator.

THE MICHIGAN TRUST CO.
OF GRAND RAPIDS

Did You Ever Stop to Think?
Grand Rapids, June 15—Anent the country wide wail relative to underpaid teachers we note the following citation:

"A sixteen-year old boy greasing coal cars and dumping them in Hastings, Colorado, receives as much pay as the principal of the schools."

And again catch the following echo from the recent postmaster convention:

"Vigorous protests were voiced by delegates to the 1920 convention of the Michigan branch of the National League of Postmasters, which opened at the Hotel Pantlind Wednesday afternoon, in the preliminary and informal discussion of the postoffice commission of third and fourth class postmasters.

"Common labor is being better paid than third and fourth class postmasters," Henry Barnum of Bailey told the convention. "We don't want the word to go out that we are thinking only of the almighty dollar, but we do want a monetary return for our efforts of at least as much as colored scrub women obtain from their toil in the government buildings at Washington.

"Section hands on railroads are better paid than third and fourth class postmasters."

Now who wants to grease coal cars, be a section hand or a scrub woman? Ask the 1920 graduates of schools and colleges how many of them are looking forward to any of the above callings.

And why does an individual select any particular calling in life? Either because there is money in it or because it is congenial—it appeals to him. Then why kick about the pay? If you want the big money, get into the bandwagon and take a real job that entails hand labor. Somebody must do these jobs and here again "bobs" the old law of supply and demand. We cannot all engage in genteel occupations, but that seems to be the one aim of the present generation until there is a dearth of people to do the real work and now they are putting up a wail that they are underpaid in comparison. But when it comes to the so-called "public servant," it is a joke. There has always been a scramble for these once considered "snaps." You even had to exact a "pull" to get them and now, when the pay envelope won't furnish the required amount of gasoline, instead of getting out and oiling cars or working on the grade, they still want the "snap" with more "snap" to it. Talking seriously, this is one of the greatest problems that faces America to-day. More hands to do the real work and right on top of it all the American Federation of Labor is raising a big howl against immigration, which brings a large proportion of this vital element to our shores. There is one point it is well to keep in view and that is, on any large constructive work, the first men in the field are laborers and until the foundation is laid the higher class of labor is not going to get on the job.

This is one of the problems that will continue to grow worse. Our whole system of higher education is partly to blame for it. When we have a doctor or a lawyer or a teacher for every family and one plumber to a town, plumbing will come high and it isn't up to the public or the taxpayers to donate to the other class accordingly.
Bryant H. Howig.

Late Proceedings of Bankruptcy Court.

Grand Rapids, June 7—In the matter of Julius Hendrickson, bankrupt, final report and account of trustee approved and allowed and a final dividend of 2½ per cent. ordered paid. Distribution will be made at the end of ten days.

In the matter of Edward J. Bostwick, doing business as the Bostwick Roofing Co., of Grand Rapids, a voluntary petition in bankruptcy has been filed. Adjudication has been made and the matter referred to Benn M. Corwin, referee. The schedules reveal assets \$385, all exempt and liabilities \$2,958.02. The following are listed as creditors of bankrupt:

F. Becker's Asphaltum Roofing Co., Grand Rapids	\$2,292.02
Century Fuel Co., Grand Rapids	325.00
G. R. News, Grand Rapids	28.00
Coe Fisher, Grand Rapids	230.00
G. R. Herald, Grand Rapids	12.80
G. R. Press, Grand Rapids	4.00
Grinnell-Row Co., Grand Rapids	56.00
Benj. K. Lyman, Chicago	10.20

The first meeting of creditors has been called for June 21.
Andrew VerHoef has filed a voluntary petition in bankruptcy; adjudication has been made and the matter referred to Benn M. Corwin, referee; the first meeting of creditors has been called for June 21. The schedules reveal that the bankrupt owns no property whatever. The liabilities are estimated at \$11,712.12.

John VerHoef, of Holland, has filed a voluntary petition in bankruptcy; adjudication has been made and the matter referred to Benn M. Corwin, referee; the first meeting of creditors has been called for June 21. The schedules show assets of \$275.00 and the liabilities are shown as \$11,791.25.

Frank A. Graham, conducting a retail drug store at Eaton Rapids, has filed a voluntary petition in bankruptcy and the matter has been referred to Benn M. Corwin, who has also been appointed receiver. The first meeting of creditors is called for June 11 next. The schedules of the bankrupt reveal assets consisting of stock in trade and fixtures, \$3,484.70. Liabilities are listed as \$3,903.28.

The Metropolitan Business Institute of Grand Rapids has filed a voluntary petition in bankruptcy and the matter has been referred to Benn M. Corwin as referee. The first meeting of creditors has been fixed for June 21. The schedules of the bankrupt reveal assets at \$1,568. Liabilities are shown as \$11,072.92.

In the matter of the Grand Rapids Fibre Furniture Co., a special meeting of creditors has been held. The trustee has collected some of the assets consisting of a factory plant previously sold and the first dividend of 50 per cent. has been declared and ordered paid. It is expected that at the expiration of three months an additional payment of 50 per cent. can be made, making a payment in full to all creditors.

June 14—William Phelps, hardware dealer at Nashville, has filed a voluntary petition in bankruptcy and the matter has been referred to Benn M. Corwin as referee, who has also been appointed receiver. The first meeting of creditors has been called for June 22. The schedules of the bankrupt reveal assets at \$2,671.41. Liabilities are listed as \$9,373.39.

The Belgian Loan.

The recent offering of Belgian bonds has occasioned much comment because of its novel features and attractive opportunities offered. The bonds promise a yield of 7.89 per cent. if they are held until they mature in 1945. In addition there is a possibility of a maximum yield of 24.89 per cent. to those who have their bonds drawn for redemption at 115 in 1921, at the first of the series of annual drawings. The coupon rate is 7½ per cent. and the \$50,000,000 issue is offered at 97¼.

Belgium is one of the highly rated nations, its credit at all times having been of the very best. Yet the terms of this issue are considered hard. To American investors, who are appreciative of the speculative opportunities in an investment, this offering should prove attractive.

In passing it may be said that Belgium is not paying a price for the accommodation any higher than our own high grade industrials. Money is worth that, in the present circumstances. So investors must not be misled into the conclusion that something is wrong with Belgium's credit standing. Were she to have come into this market a few years ago under similar circumstances her credit might well have come under suspicion and investors might well have hung back. As it is, the offering presents a specially attractive foreign investment.

Some salespeople have a way of finishing up the purchase for a customer and putting on the last touches with an air that just about says "This way out!" in so many words.

**Stocks and Bonds
Are on the Bargain Counter
To-day**

Now is the time to buy securities.

High grade issues are available today at low prices that afford the most extraordinary yields known in years.

Nothing is intrinsically wrong with the securities. The issuing companies are probably in better financial condition, with larger earning power, than ever before in their history.

Low prices are simply due to financial conditions, world-wide—conditions which the wise are taking advantage of.

The investor who goes over his investments with us now may reap a lifetime of benefit.

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

STOCKS

BONDS



Fourth National Bank

United States Depository



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

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

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

Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

Savings to Our Policy Holders

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

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

C. N. BRISTOL, Manager
F R E M O N T

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

Open Letter to Cashier Revenna Private Bank.

Ravenna, June 10—I wish to take exception to an article published in your magazine of May 19, under the heading of Now Get Your Money Back. The writer is either ignorant of the cause and order of the surcharge, or is trying to puff himself by belittling his fellow man.

There are hundreds of insurance agents in the State of Michigan, representing professions from clergy to bankers, and to be called criminals and law breakers is putting it strong.

For your information, I wish to state that we are under the State Insurance Commission and all charges are fixed. Beyond this, we have no authority. Returnable surcharge will have to be made under orders of the Insurance Commission, no matter if applied for or not.

You have got to cheese it, Mr. Writer, or acknowledge that you are in our same class. We are no better than we ought to be, but fair citizens. Milton Kraft.

The Reply.

Grand Rapids, June 14—Your letter to hand and contents noted.

June 25 1919, the Legislature enacted a law and gave it immediate effect prohibiting a continuation of the surcharge. Instead of obeying the law, every stock fire insurance agent continued to add the surcharge until the companies made a humiliating and disgraceful surrender on Sept. 1. I have only one name for a man who defies the law of the land, as given expression by every member of the Legislature and ratified by the Governor. Whether he sits in a bank writing stock fire insurance or throws a bomb at a policeman, I fail to see any difference between the two, because both array themselves in opposition to the government; both aim at the destruction of law and order and seek to set at variance the established institutions of this country on which our liberties depend and our wellbeing is based. The man who snaps his fingers at the enactments of the Legislature and the decisions of the Supreme Court is a dangerous man in any community, because he seeks to undermine the fundamental principles on which our liberty rests and to make American citizenship a hissing and a byword, instead of the proudest mantle any man can wear. E. A. Stowe.

How Many Will Help Raise Their Own Food?

Written for the Tradesman.

City residents should be intensely interested in every effort to produce the greatest amount of food this year. The Community Service organization, Farm Bureau and Chambers of Commerce are more or less co-operative toward this end and their appeals may have induced some to plant gardens who had not previously planned to do so.

Much more could be done if every one who is able to do anything in this line would do his best. To prevent waste of food is as necessary as to help produce food. This should be the special business of everybody now and while working to save and produce all should be careful not to work against increased production. Certain business projects or public undertakings are drawing laborers from farms which projects could be deferred until help is more plentiful. We could not expect much lessening of highway improvement because good roads lessens the time required to market farm products and buy supplies for the farm and increase the time to till land, plant and harvest crops; but there is no necessity to take men and teams away from farm work to mutilate fertile farm land for golf links, or parks or summer resorts. This is done by outbidding the farmer's proffered wage.

Instead of waiting for a drive, a popular fad, a worked-up enthusiasm, individuals should set about this work of food production in any and every way possible; be on the watch to improve every opportunity and encourage, by word and example, the relinquishment of amusements, camping, boating, fishing, golf playing, ball playing and devoting those hours or days to work in their own gardens or assist farmers who need help.

Need of money may not be an inducement to offer services in this work, but need of food in the near future ought to impel everyone to help. E. E. Whitney.

Probably Due To a Disordered Brain.

Utica, June 10—Referring to an article in the June 9 issue of the Tradesman stating that the Utica State Bank has started suit against the Farmers and Merchants Co-Partnership Bank, this is the most comprehensive version I have seen among all the articles that have appeared in the different papers—and this is just as clear as mud.

The facts are that the State Bank people are the ones who are doing the building adjacent to the Farmers and Merchants Co-Partnership Bank. All that has been said about a law suit is what has appeared in the article that has been going the rounds of the press.

I have often wondered if the author of said article was under the influence of raisin whiskey while writing it or was it just the product of a disordered brain? H. E. McClellan, One of the Co-Partnership.

Diverse Opinions From Intelligent Merchants.

Will Hunsberger, 418 E. Division, Dowagiac: "Are well satisfied with the Tradesman. I want it while I continue in trade."

Stanley Pietrowski, 201 LaGrand, Dowagiac: "Sure I'll renew. It is a mighty good paper and I want it right along. It keeps me posted."

Thos. F. Welsh, grocer, Dowagiac: "We are pleased with the Tradesman. It keeps us posted in regard to the markets and the articles that appear in it each issue are especially fine. We all read it and enjoy it very much. We can and are pleased to recommend it to any one handling merchandise as a trade journal that can be depended upon and one that is worth many times what it costs to any busi-

ness man, woman or clerk who will take it and read it."

J. E. Arney, grocer, Buchanan: "I do not have much time of late to read the Tradesman, but it is all right and I want to keep it coming. It is very reliable and mighty fine to have it to refer to when you want to keep posted. I would not keep store without it if I could help it."

L. Mollgagen & Co., grocers, St. Joseph: "We like the Tradesman all right. It is a fine paper and a great help to us. Would hate to keep store without it and am pleased to renew."

Sometimes the man who talks too much hasn't any more to say than the man who doesn't talk at all, and neither makes a good salesman until he reforms.

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

STRENGTH

More than 2,000 property owners co-operate through the Michigan Shoe Dealers Mutual Fire Ins. Co. to combat the fire waste. To date they have received over \$60,000 in losses paid, and even larger amounts in dividends and savings, while the Company has resources even larger than average stock company. Associated with the Michigan Shoe Dealers are ten other Mutual and Stock Companies for reinsurance purposes, so that we can write a policy for \$15,000 if wanted. We write insurance on all kinds of Mercantile Stocks, Buildings and Fixtures at 30% present dividend saving.

Michigan Shoe Dealers Mutual Fire Insurance Company

Main Office: FREMONT, MICHIGAN

ALBERT MURRAY Pres.

GEORGE BODE, Sec'y

HAVE YOU A GOOD MEMORY?

THEN REMEMBER THIS NAME:

Michigan Bankers and Merchants Fire Insurance Co.

OF FREMONT, MICHIGAN

THEN REMEMBER THIS ALSO:

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

Wm. N. SENF, Secretary.

LANSING BOY IN CHINA.

How Standard Oil Co. Treats Its Foreign Representatives.

Kiukiang, China, May 5—I am nearing the end of my first week in Kiukiang and I certainly never put in such a unique week in my life. There is so much to tell about Kiu, as well as about my trip from Vancouver, that I am almost discouraged before I start writing. I think I will tell you about Kiukiang first and in a later letter go more into the details of Japan and Shanghai.

Kiukiang is exactly 488 miles from Shanghai. It is one of the few river treaty ports. The Chinese population is about 200,000 and they live in the walled city. The wall is about 15 feet high and within the wall is the most typical Chinese city of all those I have seen. Directly west of the walled city—and on the river—is the foreign concession. It is about two long blocks long and two short blocks deep. The foreign population is only about 60. There is a Jap and British consulate and a Russian exporting house. The remainder are all British firms. The Socony (Standard Oil Company) is the only American firm here, hence we are the only American residents. There are a few missionaries, a French-Chinese convent and a Catholic church.

Kiukiang is on the south bank of the river. The river is about a mile wide here and on either side are fertile rice fields. About ten miles South is a high range of mountains, on the side of which is a famous Chinese summer resort, Kuling. Our office is moved up there from May 20 to September 15. Europeans from all over China come here for the summer months, so you see we are rather fortunate. It is very hot in the valley in the summer. In fact, it is rather warm now, though not uncomfortably so.

The office of the Standard Oil Company is on the Bund. In fact, it is the best building on the Bund, a two-story grey brick structure. The main floor contains the offices and the manager and his wife live upstairs. Directly to the rear and on the back street is another house about the same size and style. Here the junior members of the staff live. The personnel of the Socony colony is as follows: Manager—No. 1 man is War-rack Wallace of Indianapolis. He is about 26 years of age and his wife is a Pittsburgh girl, only 23 and very attractive. Wallace is a cracker-jack and I like him very much. Mr. Daniels is the No. 2 man. He is the one who came from Vancouver on the Russia, together with his bride, a New York girl. They are about the same age as the Wallaces and I like them equally well. Mr. and Mrs. Daniels occupy the top floor of the outer house, while the remainder of the staff has the main floor. No. 3 and No. 4 men are Messrs. Collings and Moore, respectively. Neither of them are in Kiu at the present time, but are down in the South part of Kiangsi on a field trip and will not return for another two or three weeks. I rank as No. 5 Marketer. In addition, there is a stenographer—a 19 year old Rumanian boy who was born in Shanghai. He was educated at an English school and is very bright and capable. The chief accountant is a Korean and, in addition, there are about fifteen natives who are accountants, interpreters and translators.

Mr. Haimovitch, the stenographer, and I occupy the down stairs alone at present. We each have a bed room alone and share jointly the parlor, dining room and bath. We also hire a cook jointly and eat together. We have a coolie who does the janitor work around the house and the heavy work, if any. He is furnished by the company. Each of us has a boy who is in short a valet. My boy is also a cook and when I go on trips up country he will go with me and cook for me. My boy is 30 years of age, but

they call them boys if they are 90. That is their caste.

I just wish you could see the daily procedure around the house and office. I was never used to such luxury in my life. My boy—or the coolie—does everything for me except eat and breathe. He awakens me at 6:45, prepares my bath and shaving water, hands me my slippers and robe and while I am shaving he lays out my clothes, puts the shirt studs in and then presses my previous day's suit and gathers up the soiled clothes, shines my shoes, stuffs the toes, keeps the room in spotless order and I rarely have to speak to him. He seems to anticipate my every wish. If I want anything from the Compradore (Chinese-European store keeper) all I have to do is press the electric button in my room. He appears and hustles after it and is back in five minutes. Everything you do for yourself ordinarily at home the boy beats you to it. I am a member of two clubs—the Kiukiang Customs Club and the Kiukiang Club. Each has club houses fully equipped and the boy service is the same. I also belong to the Tennis Club. Kiukiang has such a small foreign colony that we are like one big family. Everyone plays tennis and it is well that they do, for some form of exercise is imperative for good health in a climate as humid as this.

My work is also very interesting. First I have to study an hour a day on the language. I do this in the evening. The office hours are from 8 until 2 with 15 minutes out at 11 for morning tea. I check up the cash and cash report of the accountant every morning and open the mail and refer it to the proper translator or accountant. I also have been putting telegraph messages into code and decoding incoming messages. This morning I spent about four hours working on some distributing graphs for Mr. Wallace. There is no special routine, but merely a mass of little details which I must learn in order to get a good working idea of the technique of the main station. In September I will go out in the field also—first as an inspector—and, as soon as I am capable, as a distributor and marketer.

We eat five meals per day—breakfast at 7:30, morning tea at 11, tiffin (the universal oriental term for lunch) at 2, tea at 4:30 and dinner at 8. My hardest work is remembering when to eat and apportioning my capacity to accommodate each meal. There are numerous peculiar little customs which we observe and which I think are of English origin.

In the river are two English gun boats and an American cruiser. The officers come to the clubs and I have met them all. There is a French customs representative—a young fellow named Phillip—who comes over and has tea with Hamovitch and me. There are a few Japs and Russians. The remainder are English. It surely is interesting to meet and associate with these people. Kiukiang is really quite an attractive place and I am very happy here. In Shanghai they said I drew the poorest assignment of the five. If that is so, I have no fears if I am transferred. It all seems like a dream, but thus far there hasn't been a disappointing thing and it all measures up to what I thought it would be. My living quarters are free. My boy costs me \$15 per month. The coolie is furnished free and the meals and cook's salary costs us about \$45 per month apiece, but we live high and have fine things—well-cooked—to eat. There is a doctor here and we receive free medical attention at all times. But Kiukiang is free from malaria and we are all vaccinated against small pox and typhoid, so there is nothing to worry about.

I have a nice little library of my own started. Everything is comfortable—a grate in my room, a fine wardrobe, dresser and chiffonier and a big Morris chair and other easy chairs—and the electric button and the boy.

The old Socony gets my vote and I wouldn't do otherwise than come to China if I had it to do all over again. Now let us pray that the silver exchange remains up and everything will be O. K. When I go up country, all my expenses will be paid. Then is when I can save money. I have just ordered four new suits of white clothes. They cost \$6 apiece. I have a white sun helmet and white shoes and socks and I think I am all set for clothes for the next three years.

Reed Stuart Hammond.

Old Indian Days on the Muskegon River.

Grandville, June 15—The Indian brother was much in evidence in the early day merchant's transactions. It has been said that before being contaminated by intercourse with white men the Indian was honest. The schoolboy, reading the speech of Black Thunder, an Indian chief, as reproduced for the mental pabulum of the fifth reader class, could not resist a grin when he came to that part where the big Indian referred to the white as a cheat, while the redskin was proverbially guileless and honest.

Every schoolboy knew that the name Indian was synonymous with cheat and dishonesty. One Indian out of a hundred had some idea of being on the square. Indian Bill, who was killed by a street car in Muskegon some years ago, was one of the hundred. His word was as good as a white man's bond and he had the heartiest respect of every storekeeper on the Muskegon river.

I remember when a small lad seeing a party of Indians at the little store owned by my father, who were seemingly anxious to negotiate a loan, which, of course, was not granted.

"Injun like sama, trust Injun for two plug?"

Tobacco is an Indian weed and the redman used it without stint for smoking purposes.

"Injun pay bymby. Injun no pay, put Injun in jail," said one young buck with a face as innocent to look at as a babe's.

"I imagine we'll see no more of that fellow very soon," remarked the storekeeper as he handed over the two plugs. That surmise was correct, the guileless redskin never appeared to pay for the tobacco.

The Indians made sugar every spring from the sap of the maple. There were times when this was all the sweetening to be had in the settlements. The stirred sugar resembled somewhat the light brown sugar of the present day and was brought to market in birch bark receptacles made by the squaws.

Some of these carriers would hold 50 pounds and more. This stirred maple product was the delight of the settler boys and on one occasion a large birch bark of sugar was missed from the Indian camp near the river bank. A general powwow followed and great indignation was expressed by the redman over the loss of precious sweets.

The sugar was never found, but more than a year later one of the schoolboys imparted to the writer the intelligence that the sugar had been stolen by one of the big boys, carried to a swamp and hidden until the excitement of its loss blew over, after which several of the boys made daily pilgrimages to the cache, enjoying the stolen sweets to their heart's content. However indefensible the act it was not considered a crime to take anything lying around loose from an Indian. It was paying the redmen back in their own coin.

In general, the Indians were very friendly and it was often my delight to go out hunting small game with the Indian boys, armed with bows and arrows. Squirrels and blackbirds were legitimate prey at that time. The male Indian was always a hunter, never a worker. The hard work was always allotted to the women of the tribe.

It was no uncommon sight to see

half a dozen stalwart bucks astride their ponies, riding down the wild-woods roads, while behind plodded as many squaws, some of them bearing extremely heavy burdens, held to their bowed backs by a broad strap which was passed about their foreheads.

The men were the hunters and fishers, the women the burden-bearers. The household affairs were attended to by squaws, while hubby searched the woods with rifle and hunting knife to obtain venison and bear meat for family sustenance.

"The noble redman" was never very much in evidence during those early days in the Michigan woods. The first white settlers were frequently annoyed by the intrusion of these knights of the woods on their privacy. One woman, a young married woman from the hills of the far away State of Maine, so feared the intrusion of the reds she always bolted her doors when she saw any of them coming. Nor would she let one of them in, not even to purchase venison when the larder was empty.

The squaws would crowd at the windows, gesture and point at the white woman, while laughing and chattering in apparent delight at the misery they were inflicting on the frightened young matron.

On one occasion I sat in the little schoolroom with my heart in my throat watching through the window a band of a dozen redmen as they filed out of the woods into the little clearing. They carried bows and hatchets their faces hideously painted, tall feathers sticking from their head dresses. They were clad in regulation Indian style—Macinac blankets and crude leggings, looking savage enough to frighten the timid.

I looked at the little school ma'am to note if she was alarmed. It was a relief to see her pursue her duties without the flutter of an eyelash. Since she seemed unafraid, I, being only five, took courage as I watched the movements of the Indians.

These gathered about a big grindstone that stood at the roadside on which they proceeded to sharpen their hatchets and whet their long knives. I was not fully at my ease during this performance, yet was unwilling to exhibit fear in the presence of my older schoolmates and the teacher.

I shall never forget the feeling of relief that came to me as that band of seemingly hostile natives betook themselves off, disappearing, as they had come, in the fastness of the big woods.

One small incident came near causing an outbreak on the part of some of the Indians, when one of the big men of the tribe came into the settlement, seeming very much excited, while relating how some white boys had stoned "his folks" as they came to the settlement in canoes. The folks in question were his wife and her sister, two very worthy members of the tribe.

Our merchant agreed to see that the boys were properly reprimanded for their ungallant behavior and the big Indian finally subsided.

There seems to be no single member left of this once numerous race of people who seventy years ago formed the larger part of the population along the Muskegon River.

Old Timer.

Bell Phone 596

Citz. Phone 61866

**Lynch Brothers
Sales Co.**

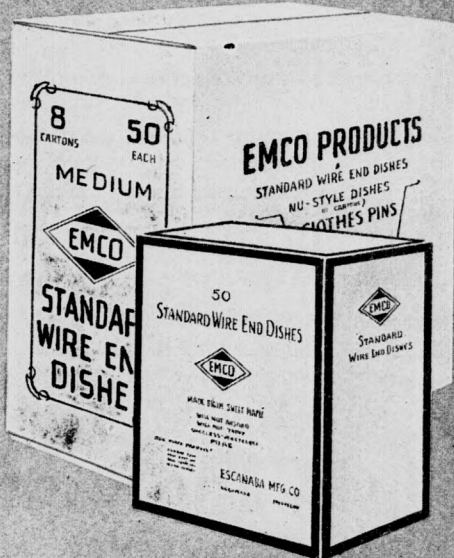
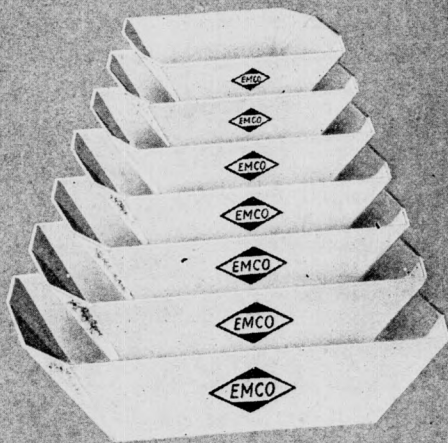
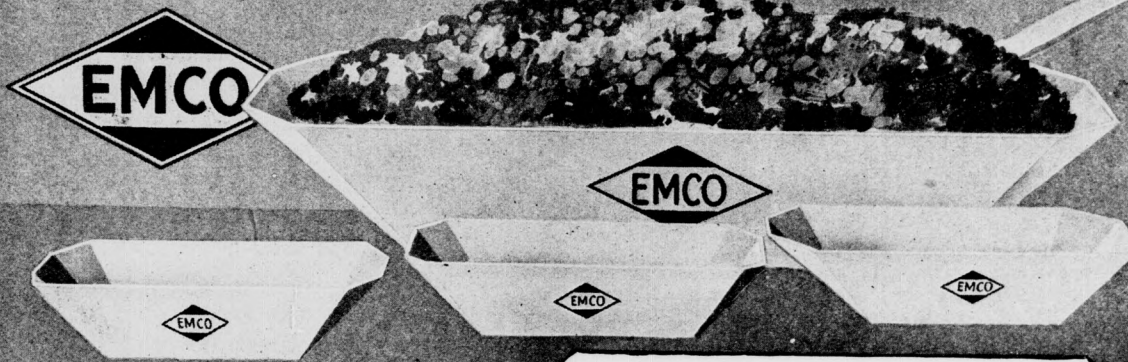
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GRAND RAPIDS, MICHIGAN

The EMCO MAMMOTH



That Big EMCO Dish

Put the whole order in the big EMCO Mammoth Dish—the garden truck, the cheese, the meat, the fruit, the soap and everything else she ordered. Make one package of it. Save your time, paper and string and make your customer sit up and take notice of the quality of your service.

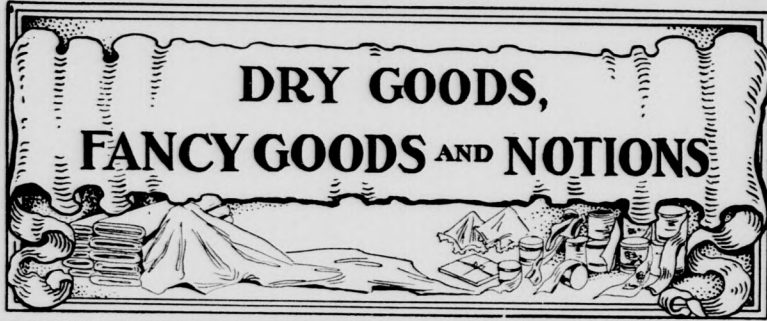
Seven sizes of EMCO Dishes. And remember, only the EMCO comes in the handy carton.

All EMCO Dishes are made of genuine Sugar Maple.

Your jobber knows.

Escanaba Manufacturing Co.

MANUFACTURERS
ESCANABA - - MICHIGAN



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

Why Food Prices Must Be Reduced.

Lansing, June 15—Before retail prices in general can come down, something must be done to greatly increase the production of food and provide laborers for the farms, is the opinion of J. W. Knapp, Secretary and Treasurer of the Michigan Retail Dry Goods Association, who is just returning home after a short buying trip to the markets.

"It is astonishing the number of farms that are being abandoned out in the Middle West," said Mr. Knapp, "and until something is done to remedy this situation and provide for the intensive cultivation of the soil, prices in other staple commodities will stay up."

Mr. Knapp comes from both a farming and an industrial State, but he says that the same condition seems to prevail in many parts of the West. The retailers in Lansing have realized the seriousness of the situation, he added, and are offering a number of prizes totaling \$1,100 for the best farm products that are raised by school children. Much, he thought, could be done also in New York and other large cities by encouraging the children to cultivate vacant lots, etc.

One of the steps that must eventually be taken, he thought, to solve this growing food crisis, is the decentralization of industry, that is, the establishing of factories in smaller towns where the workers would have a chance to raise a part of their own food supplies. There will be no rush of buyers into the market during the summer months to do buying.

"Because of the price cutting movements and the general unsettled conditions, the retailers don't know just exactly where they stand and they are going to proceed carefully," he said. "They have been buying carefully and in small lots, and I think that they will continue to do so." This situation would have the one benefit, he thought, that it would stop merchants from "bulling" the market against themselves, as has been the case for some time past.

While substantial reductions have been made in Lansing during the last few weeks, there have not been the same tendencies as have prevailed here in the East. One reason for this, he thought, might be that they had been selling at a closer margin.

The Government should make a movement at once to allow the coming to this country of several million immigrants. They should be admitted, of course, according to some standard set by the Government. This should be done as soon as possible, he thought, in order to relieve the present labor shortage. They could help out on the farms and in some of the factories, but their aid is certainly needed to increase production. On the other hand, those foreigners whom we have with us, who have earned a certain amount of money which in their own country would mean much, should be allowed to return, rather than to keep them here as consumers and not producers. They should not be allowed to stay if they want to go

back, and especially where they do not wish to help produce food stuff and other necessities.

One of the movements in which Mr. Knapp is very much interested is that of the Kiwanis Club and the Rotary Club. The Kiwanis Club of Lansing, of which Mr. Knapp is a member and an ex-president, is limited to 100 members. Luncheon meetings are held weekly, at which speakers of ability address the merchants and business men on current questions. Such questions as taxation, high cost of living, reductions, etc., are discussed, and he was enthusiastic over the good which such gatherings can accomplish.

At one of the meetings recently held by the merchants, Lansing farmers from around the vicinity within a radius of ten to twenty miles were invited. At this luncheon the farmers were selected as speakers, and they gave their ideas pertaining to the hardships endured by the farmer in competing with the wages paid or offered by some of the manufacturing institutions, and the farmers' complaint was that there was an exceedingly shortage of help at any price, which makes farming at the present time almost an impossibility. Such gatherings as these, he declared, can help to bring about a business administration in Government which is a vital need.

We have the greatest and best country on the globe, consisting of all the most desired soils and climates. Nature does wonderfully big things for us, yet without labor to gather the necessary food stuffs we fall far short of taking advantage of the many wonderful things that we have at our very doors. If we all roll up our sleeves, the evils of the high cost of living would gradually adjust themselves. We must have patience to wait and to work and to grow, and with the Yankee determination and grit turned in the right direction, with the help of the right kind of immigrants from Europe, God only knows how perfectly willing they would be to help this country gather enough crops to feed the world if necessary.

I have been interviewed by a good many of our members on the subject of trading stamps and find that there is quite a difference in opinion on this subject.

Some good merchants continue the use of trading stamps at a considerable expense to their business and believe that it is a profitable expenditure. Others seem to think that the use of trading stamps is an unnecessary burden and creates an expenditure from which little returns are accrued. I quote from a letter recently received from one of our very energetic and public spirited members, as follows:

"We took the step of discontinuing trading stamps which cost the store some \$10,000 last year, and got a little over 20 per cent. increase in business the first two weeks in spite of that handicap."

It seems by this that this member finds it profitable to discontinue the trading stamp custom. We would like to receive some comments on this subject from a number of our members. Jason Hammond, Manager Michigan Retail Dry Goods Association.

There is only one sure way to obtain happiness and that is by useful work.

The Man Who Has No Capital.

It is of the greatest importance that a man who has no capital, except what is inside of himself, should early establish a reputation for having certain winning qualities. Until he has done this, no matter how brilliant he may be, he is at a disadvantage. When he has shown that he is honest and reliable, that he has principles and proposes to live up to them; when he has shown that he has courage, grit, pluck and that he is not afraid to fight for truth and justice; when he has proved that he thinks more of always being found on the right side of any question than on the winning side, then he will get people's confidence and admiration.

He Did.

"My wife had invited some people for Sunday dinner, but I forgot and went fishing."

"Catch anything?"

"I sure did!"

"Where?"

"At home."

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.



This stylish motor coat is made of the best grade of khaki, olive army shade. It is very serviceable for driving or working about the car. Samples supplied dealers on request.

Michigan Motor Garment Company
 Greenville, Mich.
 4 Factories—8 Branches

Makers of the famous "I" Overall one-piece motor garments



REAL OVERALL VALUES

- No. 726—Stifels 285 weight, club and spade pattern, sizes 32 to 40, 2 front pockets, 2 patch pockets and rule and watch pockets. Jackets to match, 36 to 44.....price doz. \$25.00
- No. 106Y—Stifels medium weight, star pattern, sizes 27 to 31, assorted..... dozen \$14.50
- No. 916—Stifels medium weight, star pattern, sizes 5 to 15 @ \$10.00 dz. sizes 9 to 16 @ \$10.50 dz.
- No. 101—Stifels 285 weight, no bib, wabash stripe, sizes 32 to 42. Full cut @ \$23.00

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Right now when
You Want Soft Collars

we have them

ON THE FLOOR

From \$2.35 per dozen, up.

Daniel T. Patton & Company

GRAND RAPIDS

The Men's Furnishing Goods House of Michigan



What Is Telephone Service

It is because the telephone is so intimately yours—because the daily benefits from this service are so far-reaching and vital, that we are coming to you with a message.

This is in line with our wish to give the people of Michigan the very best and most extensive telephone service that could possibly be desired. And to do this we must have your friendly and complete co-operation.

In order to give that co-operation you naturally need and are justified in asking an intelligent understanding of the telephone business.

It is our purpose, therefore, in this and succeeding announcements, to tell you, among other things, exactly what the Michigan State Telephone Company is, what the giving of service involves, and to discuss with you present conditions and plans for the future.

* * * * *

The conduct of any public service corporation carries its share of unending problems—problems that are as vital to the public which it serves as to the company itself.

These problems cannot and in fairness should not be solved by the corporation alone. The public is too vitally interested, and where public interest is so intimately involved, the public's judgment must have every consideration.

It is our purpose, therefore, to make these announcements as though we were all in council, where all have free opportunity of discussion.

Among the problems that will undoubtedly come before us are matters of service—why it is that there sometimes are apparent delays in getting a number, why you sometimes get the wrong number, etc.

The problem of telephone extensions also is a very vital one. Everyone should know why it is impossible under present conditions to install apparatus promptly for every new subscriber.

And we will want to discuss with you very frankly the rate problem, and tell the real crisis that confronts us in the face of constantly increasing costs of labor and material.

* * * * *

But it is neither our desire nor our intention to limit the discussion to published statements of our own.

We invite you to ask us by letter about those points that we may overlook or may not have made sufficiently clear.

To care for these answers promptly, we have established a special service to provide you with the necessary facts.

Where a large number of questions of any one subject indicate a general interest in that point, we will publish the questions and answers in these columns.

We will likewise be pleased to have you visit any of our exchanges and see for yourself some of the things telephone service involves, and how we endeavor to meet the demands placed upon us.

* * * * *

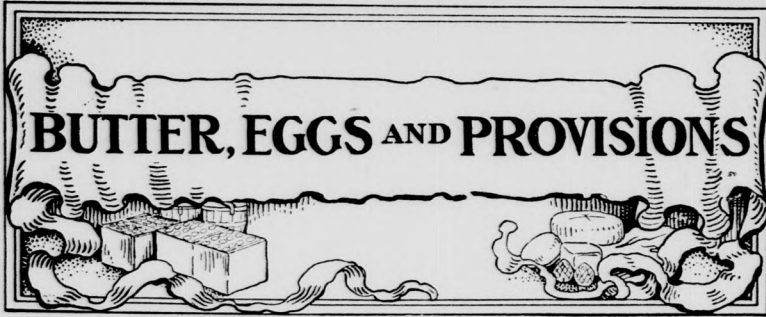
It will be our purpose to speak frankly, to acquaint you with every phase of the "telephone problem," and to maintain this open-minded attitude permanently.

We believe that this will result in a relationship that will make our mutual ideal of good telephone service for Michigan a practical reality.

MICHIGAN STATE TELEPHONE COMPANY

Frank C. Kuhn
President





Michigan Poultry, Butter and Egg Association.

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

More History of the Michigan Horticultural Society.

Written for the Tradesman.

The history of an important and far reaching movement rarely recounts a continuous and blooming success. There are periods of retarded activity when parties interested are waiting to get a better hold. They hesitate about the next step to be taken or wonder if some one will not come along to help boost. It is not uncommon for the few who have carried the burden of their voluntary efforts to conceive that an enterprise benefiting all the people should be promoted by all the people through the law making power and turn to legislative aid as a substitute for personal activity.

This was true of the Michigan Horticultural Society as we entered the new century. Some of the old "wheel horses" became tired. The Legislature was the recourse and appropriations were sought to carry on the work. The assistance has been spasmodic and not entirely dependable, so there have been periods of financial strain and depression.

Gradually younger men have come into the management of the Society and there is great hope that there will be a renewal of energy and usefulness.

It is interesting to review the proceedings of the Society from year to year and note the varying permanent values recorded as affected by legislative appropriations. When the Society leans upon State aid and purchases its contributions of advice and experience by securing for pay, experts to address the meetings and the reports are largely made up of carefully prepared papers, which occupy the time at the conventions, the real assistance to the growers and practical value of the printed reports are not so apparent as under the plan of securing the attendance of local growers and drawing from them through discussion the best things they have found out.

This conclusion does not undervalue the help of experts, but recognizes the importance of the informal exchange of experience and observation of a large number of thoughtful and painstaking growers. A convention so managed as to draw men out by loosing their tongues and getting a large number to freely give to others what they have learned is far more useful and attractive than carefully prepared platform addresses, no

matter how scholarly they may be, nor how prominent may be the lecturers.

An organization is strengthened and rendered useful by what it gives out rather than what is poured into it and self reliance in a society is as important as in the individual. It requires genius, plus sacrifice and persistence, to maintain a society near flood tide continuously and auxiliary assistance can be utilized safely only to a limited extent and never to a degree that will dampen the ardor of personal service.

These observations are suggested by the experience of the Michigan Horticultural Society. When all eyes have been turned toward possible legislative aid the Society has languished. When great effort was expended to maintain the membership and in keeping the organization up to its full working capacity it has flourished.

Two great expositions were held during the first decade of this century—the pan-American at Buffalo and the international exhibit at St. Louis—at both of which Michigan fruits were fairly well represented, but not without great anguish of spirit on the part of the State Horticultural Society. Politics crept into the arrangements, leaving its blight and wasting the funds appropriated by the State upon non-essentials. In each instance it was only the result of the strong appeals made to individual growers that anything creditable was accomplished. This was especially true of the Buffalo exhibit. Michigan was humiliated by the sickly show made, until the fruit growers were thoroughly aroused and came to the rescue with autumn exhibits which attracted great attention and added glory to the State, in spite of the incapacity shown by those charged with the disbursement of State appropriations.

The great freeze of 1899 was very disheartening to Michigan fruit growers and affected the orchards all over the State. The lake shore region was hit very hard and unexpectedly, because so much protection was expected of Lake Michigan as the "Cherishing Mother" of the orchardist. It

REDUCE YOUR STOCK



are well known to your customers. They sell rapidly and repeat often. You'll make no mistake by concentrating on them.

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

of slow-moving merchandise and concentrate on fast-selling items. By so doing you will reduce danger of loss due to changed market conditions.

Van Duzer's Certified Flavoring Extracts

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

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 1 and 3 Ionia Ave., S. W.

Grand Rapids, Michigan

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



WE ARE
 EXCLUSIVE
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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

took many years to recover from this disaster, but a more courageous lot of husbandmen could not be found anywhere and recuperation came through the planting of small fruits until the replanted orchards should again come into fruitage.

During these years following 1900 there were some men of unusual intelligence, breadth of experience and unselfishness of action who stood out prominently in our horticultural circles. I cannot omit some of their names in the record of these annals even at the risk of leaving out others and doing a seeming injustice because of my faulty memory.

Thomas Gunson, a Scotchman, of fine ability and beautiful character became a factor in the gardens at the Michigan Agricultural College and at once attached himself to the State Horticultural Society. A more useful man never came into its councils. To this day he is welcomed at any horticultural gathering in our State with great joy. Because of his versatility, gift of expression and attitude of benevolence, he has been wonderfully helpful to the young growers and a beloved companion of a host of friends.

Asa W. Slayton was treasurer of the Society for many years until his death in 1907. He was in at the birth of the Society in 1870, was a constant contributor to the exhibits and in later years added many a humorous bit of literature to the historical record of Michigan horticulture. He was a lover of everything in nature, a scientist, an educator and writer of verse. He was exact in his accounting and as treasurer many years enjoyed the absolute confidence of the Society.

R. M. Kellogg, whom I have mentioned before, became President of the Society and, because of his skill as a cultivator and success in developing pedigree strawberry plants and his splendid optimism, he became a real and inspiring leader.

While writing the above sentence Roland Morrill, who was also executive head of the Society several terms during the early years of 1900, dropped in on me and I asked for his estimate of Kellogg.

"R. M. Kellogg," said Mr. Morrill, "was a bundle of contagious enthusiasm. He was always the center of a group of ardent admirers and his messages, fresh from his rich experience, always come with vividness and carried conviction."

Dr. R. C. Kedzie died in 1902 and Judge J. G. Ramsdell in 1903. These two men for more than thirty years by different methods rendered great service to our horticulture. The former led us to the scientific foundation of our successful practice and with prophetic vision portrayed to us the dangers that would surely result from some of our thoughtless methods and pointed out definite ways to avoid the penalties for our careless and wasteful habits in the treatment of our forest cover and our land heritage.

The latter never tired of emphasizing the advantage of Northern Michigan in growing fruit incomparable in beauty and quality, always illustrating his contention with facts from his own rich observation and experience

upon his farm near Traverse City.

Prof. U. P. Hedrich, followed later by Prof. Harry Eustace, kindled fresh fires of interest and inspiration in the area of Michigan horticulture through the agency of their work with young men at the Agricultural College. They brought their classes in pomology floriculture, olericulture and landscape art into the circle of the Society, leading them into the life of the meetings and making them carriers of latest messages in the science and art of horticulture to the rank and file of the Society, adding thrills to the programmes and combining the scholastic and empirical features of progressive husbandry in attractive functions to the delight of the attendants upon the conventions and conferences.

The induction of this student element under the skillful direction of these leaders into the life of the Society quickened the pulses and brightened the outlook and added a vital element to the service of the organization.

Commercialism entered the deliberations of the Society with greater significance and impetus during the opening years of the new century than ever before. It was an echo of the spirit of the age and to-day is the dominating factor in determining the trend of the Society's influence upon the horticulture of the State.

Charles W. Garfield.

Hoover's Reasons For High Cost of Living.

1. Shortage in commodities due to under-production in Europe and our participation therein through the drain upon us by exports.
2. Inflation, especially in its expansion of our credit facilities for purposes or uses of speculation and non-essential industry.
3. Profiteering and speculating arising from the combined opportunities afforded in the previous two items.
4. Mal-adjustment of taxation, particularly the excess profits tax.
5. Decrease in our own productivity due to the relaxation of effort since the war, to strikes and other causes.
6. Increase in our own consumption, waste of commodities and the increase of extravagance.
7. Deterioration of our transportation system during the war.
8. An expensive and wasteful distribution system, and other causes of less importance.

When you please a customer so well that he wants to come back, you may be sure that on his return he will be easier to please. He is likely to send others your way, too.

GROCERS and BUTCHERS

The 20th Century Computing Scale
World's Best.
Liberal exchange allowances for old scales. Write for details.
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THAT GIVE
100 PER CENT PLUS SERVICE
ALL KINDS, SIZES, COLORS, AND GRADES. ASK FOR SAMPLES AND PRICES.

THE MCCASKEY REGISTER CO.,
ALLIANCE, OHIO

Watson-Higgins Mlg. 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

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

Genuine Buckwheat Flour
Graham and Corn Meal

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

Grocers' Display Counters



No. 46

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

DETROIT SHOW CASE CO., Detroit, Mich.

Bel-Car-Mo Peanut Butter



In all sizes from 8 oz. to 100 lbs.

A clean, healthy food staple that is delicious to the last morsel. Automatically packed in Air-tight Sanitary Tins. A "repeater" that never fails.

Order From Your Jobber

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



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.

Converting the Newly Weds Into Permanent Customers.

Written for the Tradesman.

All the business arising out of June weddings does not end when the bride is led to the altar. That was where the author of the old-fashioned story wrote "Finis"; but for the hardware dealer the possibilities are just beginning.

To obtain a share of the purchases made by the bride and groom before they are married, and by their friends in the shape of gifts, is, of course, of considerable importance. But a matter of perhaps even greater importance is to make permanent customers of the new home-builders.

No married couple start off so well equipped with house furnishings that when they have settled down in their new home they find themselves in no further need of buying things. Indeed, practical experience is sure to disclose new and unthought of needs; and for many a day Mr. Newlywed will receive instructions from Mrs. Newlywed to make any amount of absolutely necessary purchases.

But even if there is no immediate necessity for purchasing house furnishings, there are the possibilities of the future to consider as well.

The future implies a generation, and the possibilities in that direction no one can compute in advance. The only certainty is that these possibilities are too important to be neglected. Hence, it will pay the hardware dealer to get on buying and selling terms with the newly married couple as speedily as possible.

It is of course beyond the limits of human possibility for any one hardware dealer to link up every newly married couple as permanent customers for his store; or even as occasional customers. But he can at least try; and the more persistent and intelligent and tactful his efforts, the larger the proportion of permanent customers will be secure for his store in this way.

As in farming, so in business, the more careful the planting and subsequent cultivation, the larger the harvest.

Of course, it is one thing to get people to come to your store, and another and a more difficult and important thing to keep them coming. The first essential in order to hold business after it is tentatively secured is service.

It is comparatively easy, through good advertising, to attract people to your store; but good advertising will

not, of itself, hold customers. Service, and nothing but service, will do this.

Presumably every dealer who has made preparations for the June gift trade has a carefully compiled list of the happy couples immediately concerned. Presumably, also, this list is put together on the card-index principle. The card-index system of listing prospects is the most convenient and satisfactory, and, in the long run, the cheapest and easiest to operate.

As the list was originally compiled for prospective brides and grooms, it naturally follows that after marriage it will no longer serve its original purpose. But the cards can then be transferred to what might be called a "housekeeper's list"; particularly if, when compiling the original list, precaution is taken to secure the street address of the newly married couple.

From the original list must, of course, be eliminated the names of those who take up their residence in other communities outside the scope of your business.

With the list compiled and revised, the follow up campaign can begin. The first step might logically be a nicely worded typewritten letter to Mr. and Mrs. Newlywed extending congratulations. It might also be pointed out that should Mrs. Newlywed discover that she needs any articles in order to complete the furnishing of her home, these will be delivered at once on receipt of a telephone message. In this connection stress the idea of service.

With this congratulatory letter might be enclosed a neatly-printed booklet containing a list of articles required in the home. If this list is subdivided and departmentized, so much the better. But whether departmentized or not, the list will nine times out of ten remind the new housewife of certain necessary articles which have been overlooked in the furnishing of the home. The selling power of the list would also be enhanced if prices were quoted; though with constantly fluctuating prices it is a difficult matter to prepare a price list that will hold good for any great time in advance.

A list printed in good clear type might also be posted in different parts of the store.

Toward the latter part of June the dealer will find it advantageous to set apart a day or so, or even a week, for a special sale for newlyweds.

For this special sale, sections of the store may be fitted up, as far as possible, to represent corresponding rooms in the home. While the larger stores will naturally be a better position to work out this idea in greater detail than the smaller ones, that fact



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

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

should not deter the dealer whatever the space at his disposal from at least adapting the idea as far as his facilities will permit.

In addition to showing the various model rooms of the new home, with their full and proper equipment, demonstrations may be made of various articles, and refreshments served.

During the special sale week, the store windows should, of course, be dressed specially for the occasion. The advertising, too, should have special bearing on the campaign. The advertising will be doubly potent if an invitation to visit the store during the period set apart for the special sale is sent out. This invitation, which should be sent out on the regulation card, should be mailed not only to the newlyweds and the prospective brides, but to a selected list of housewives in general; for interest in occasions of this kind lasts with women as long as life lasts.

Resourcefulness is one of the most important factors in bringing to a successful issue a campaign of this sort. The resourceful man is the thinking man. And the dealer who gives thought to the problem will be able to develop a lot of good business-getting ideas adaptable to his particular community and his special class of trade. Watch out for opportunities to pull off some special stunt that will attract people and help to make sales and secure permanent customers.

Throughout, stress the idea of getting the new home properly equipped. Every woman fervently believes she is immune to the mistakes of her parents, and that she is going to run things more smoothly and pleasantly and successfully than the married couples of an earlier day. You can help her to achieve a measure of success by teaching her the necessity of proper equipment for the efficient handling of all her daily household tasks.

Incidentally, talk the matter over with your salespeople, coach them on your own ideas as to what should be done, and get their ideas also. Develop teamwork and co-ordination of effort in handling this new trade, and in giving service.

After your sale, follow up your prospect list with monthly circulars or letters for a reasonable period—say a year. This will constitute a very fair try-out of the possibilities of developing permanent customers.

Of course, all brides are not June brides; and all newly weds should be followed up; but the end of June is a fitting time to stage a special sale and make your strongest and most effective appeal to this class of prospects.

Victor Lauriston.

Observations of a Practical Farmer-Merchant.

Ann Arbor, June 15—On a recent trip within the borders of Washtenaw, Livingston and Oakland counties, through Whitmore Lake, Island Lake, Milford, Highland, Brighton and Hamburg, I had opportunity to note the many fields which so far are not in crops and no start made to prepare them for crops. The corn stubbles from last year's crop show some weeds which, however, are of no value even to supplement the scanty pastures—the result of last year's drought and failure of grass seeding. Most of such fields will continue unproductive this year unless help comes from other sources than from the owners and occupants of the farms. Good roads work is taking some teams and men from farms; yet the wage of \$9 per day for man and team is not adequate compensation for the neglect of crops. We were told of one man who having two teams, hired a man at \$5 per day to run one and he himself worked the other. At the end of two weeks he sold one team and went to work elsewhere. He had to buy all feed for his teams. At present prices it would cost \$2.50 per day for hay and grain for one team; adding one-sixth of Sunday's bill would bring it to about \$3, leaving him a margin of one dollar per day to cover repairs, time lost from bad weather and depreciation on team, harness and wagon, worth \$500.

By the way, I noticed the farmers in plowing, scraping and grading were really working, a great contrast to a gang of men on city street work or excavating for buildings, where you may see one man out of a dozen at work—the others move once in a while. Three, four or more such laborers will not move as much earth in a day as one farmer.

I mention one pleasant experience: It being the noon hour I thought of a place to water and feed my horse, when at a farm house on a hill I saw a flag flying from a pole. I turned in and saw on the ground a new, longer pole prepared for erecting. To my salutation: "I conclude that this is America," the farmer replied: "You are right; it is." "Have you any soldiers here?" "Yes; two of them."

I watered and fed my horse and visited with the father and mother of the soldier boys, one of whom was back in the field and the other had gone this year back to the navy. There was no mistaking the nationality of these parents—German—but fifty years residence in America made the man not only glad to give his sons, but he said he would give his own life for a country where they always treated him fair, from the time he was a lad of fourteen.

The boy at home had been in the artillery which helped smash the Hindenburg line, which the Germans had boasted the devil himself could not take.

Flags are frequently in evidence in town, yet in a sixty-five mile drive I remember only this large flag at a farmer's residence.

One important question now is: Will town people undertake any drive or concerted action to help plant any of the fields mentioned before it is too late to plant beans, potatoes, buckwheat or turnips? E. E. Whitney.

MCCRAY

SANITARY
REFRIGERATORS

For All Purposes
Send for Catalog

MCCRAY REFRIGERATOR
CO.

944 Lake St. Kendallville, Ind.

FIELD SEEDS

For Use Wherever Seeds Are Sown



TRADE MARK
BRANDNU

Continental Seed Company
Lock Drawer 730
CHICAGO, U. S. A.

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

DICKINSON'S

PINE TREE BRAND



TRADE MARK
IT STANDS ALONE

SEEDS

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO



**Flat Opening
Loose Leaf Devices**

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



GRAND RAPIDS, MICHIGAN



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

Former Michigan Traveler on Isle of Pines.

Jackson, June 11—As an old retired salesman, in looking for a place where you did not have to burn coal to keep warm and where you could pick cloth off the palm trees for your clothes, I accepted an invitation from F. S. Doud to spend last winter at his home on the Isle of Pines, his wife spending last summer at our home.

Fred, as he is commonly called, has a fine farm of 180 acres. He has 1,000 eleven year old grape fruit trees, which net him about \$10,000 per year, with many other tropical fruits, such as oranges, tangerines, cumquats, lemons, limes, mangoes, anacotas, bananas, strawberries and coconuts. He has five Jersey cows, hundreds of chickens, goats and hogs and with the fishing, where you can catch all the salt water fish, lobsters and soft shelled crabs you want, and a garden where you can get all the fresh vegetables you want, you can bet it is some place to live.

Mr. Doud traveled for twenty-five years up and down the pike in Michigan, selling boots and shoes for the old house of A. C. McGraw & Co., of Detroit. Thinking perhaps that some of his old customers would like to know what had become of him and as most of them take the Tradesman, they can do so through your magazine if you care to print any part of this letter. I am enclosing Fred's letter to me.

M. J. Moore.

Where Clothing Grows on Trees.

Los Indios, Isle of Pines, May 23—This is to serve notice on you that the Isle of Pines has slipped one over on the overall clubs in the U. S. We have organized a Robinson Crusoe club and make our own suits of the coconut fiber—nature's own weave—like the sample enclosed. I tell you, Jay, this makes a nifty suit and beats the overalls to death when you come to beat the H. C. of L., as overalls cost money. You should see a fat man like Willes of the Appeal or a fat woman in a Robinson Crusoe suit to appreciate it. Just the thing for the tropics. You can give this story to the Associated Press if you want to. I know you know what the cloth is, but thought you might like a sample to show. Things are moving along. Got our planting done. Now we have got to spray again next week. Always something to do. We can look ahead and think next month we will be caught up and can do so and so, but when the time comes we are as busy at something else. Fruit is coming on nice, put on \$500 in fertilizer last week. That is where the money goes, but you can't raise fruit without it and get it any size. We are having ripe mangoes now and will have for the next ninety days. All we want. Wish you could have a dish with sugar and cream (real cream). They have a peach beaten seven ways.

Was over to Gerona yesterday. Took over a load of sweet potatoes in the car. They are worth 6c here. Ought to be worth 10c. Irish potatoes are selling for 16 to 20c. We are not using any, as we have too many substitutes. Our crop of Avocadoes or Aligator pears is heavy, so will soon have all we want of them and I want to tell you they are some food supply, as they are both a vegetable and a salad. I think there will be a good many acres of Bermuda onions planted here next fall, as I think they will be high and can be sold right in Havana. We can raise as fine ones here as in Bermuda and get them on the market six weeks ahead of Bermuda, so as to get the advance price. This would be about March 12, when old onions are about out. I think we will plant an acre or two ourselves. Some nice job to weed them. Guess I will have you come down to do that, as it would be easy for a little fellow like you to get down. Still getting lots of eggs and a young rooster that has been hanging around the back door died of heart failure this a. m. and we will have him fried for dinner.

Fred S. Dowd.

Installation and Banquet at the Cereal City.

Battle Creek, June 15—John Quincy Adams, the veteran Past Senior Councilor, recently installed the following officers:

Past Senior Councilor—Charles Ashley.
 Senior Councilor—Will Bradley.
 Junior Councilor—Vern V. Wilson.
 Conductor—Norman Williamson.
 Secretary—C. Spaulding.
 Page—J. Q. Adams, Jr.
 Sentinel—Baldwin.
 Chaplain—Ben Campbell.

During the session a new entertainment committee was appointed with Norman Riste as chairman.

By the efforts of the chairman of this committee, a banquet was held at the Post Tavern. Senior Councilor Bradley acting very ably as toastmaster, introducing Rev. Taylor, of England, the boy evangelist. His talk was along commercial lines of selling soul insurance or, more rightly speaking, giving the gospel of Jesus Christ to the people free. He also brought out the fact of the honesty of present day salesmen in presenting and selling goods and that the day of camouflage with whiskey and wide variation from the truth has passed to the benefit of the customer and the sales profession itself.

Our family physician, Dr. Thos. Zalinski, gave us some facts about the benevolences, charity and fidelity, which our Supreme Council has shown toward the widows and orphans of our deceased brothers, citing a recent and familiar instance in our own Council in which they could possibly have deferred payment of insurance legally.

After the banquet all brothers joined at the Council rooms for the initiation of candidates.

We are planning a picnic with Kalamazoo Council at Gull Lake some time in July or August. Norson.

When you find customers better informed about advertised goods than you are, you may be sure you have not been watching the magazine advertising of lines you sell.

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

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

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

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

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.

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., With Consolidated Railway Office, W. S. NIXON, City Passenger Agt.
 Interurban Station, 156 Ottawa Ave., N. W.

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

Beach's Restaurant
 Four doors from Tradesman office
QUALITY THE BEST

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

Standard Oil Company
 (Indiana)
 Chicago, Ill.

The Weakness of Samuel Gompers' Position.

Samuel Gompers, head of American labor unions, in his belated answer to Governor Allen's question about the rights of the public in the problems presented by strikes, says:

"The public has no rights which are superior to the toiler's right to defend himself against oppression," and again, "So far as labor is concerned the right to strike must be and will be maintained," and again, "To describe a strike as a private war between capital and labor is to become perilously near applying the language of either thoughtlessness or ridicule to struggle of human kind toward the attainment of an ideal."

He and all his followers proceed on the idea that they are the only people that have any rights whatever. They have all the rights and no duties as regards the others of the body politic.

Let us look at this a little. The man who digs coal gets his food, his clothing, his shelter, and other necessities and the luxuries of life from the labor of other people than himself. He furnishes them coal and in return he gets these other things from them. When he cuts off their coal supply has he any right to complain if they should cut off what they supply to him? Cutting off coal supply stops factories where articles of clothing, food and shelter are made; stops the running of railroad trains whereby food, clothing and means for making shelter are transported about the country. Has the man who, for his own selfish interests, stops manufacturing and transportation any right to expect a share of the limited supplies which he is trying to reduce?

Has the railroad employe who stops the running of the train whereby food is transported to market, whereby manufactured goods are carried from producer to consumer, any right to expect himself and his family to get a share of these things when he makes them scarce and is trying to make them scarcer for other people in order that by doing so he may promote his own selfish interests?

No candid labor unionist will for a moment deny that he reckons on the inconvenience and the suffering of other people, occasioned by the want of what he produces, to bring pressure to bear to get him what he wants in increased pay or shorter hours of work. He uses the inconvenience and suffering of the general public as a club to beat his employer into submission to his demands.

Now, when he ruthlessly uses the general public for this purpose, has he any right to expect the general public to submit more and more often, year by year, as the demands of the unions increase? There is a limit to all things.

A strike is a war; a war against the employer and a war against every person dependent upon the product which has been stopped by the strike. The more general the use of the product and the more necessary it is the greater is the scope of the war.

If the long suffering public that has been made the victim in all the strikes will say to the striker, "You have ceased to do your share, ceased to contribute to the general supply of the necessities of life; therefore you shall cease to receive anything from the general supply. You have sought to starve me and my wife and my babies; you do without at your own home and see how it is," then he will go back to work next day, and the next time he will not strike, but will go about redressing his wrongs like the rest of us have to do, through the courts, where there is as ample provision for his rights as for the rights of the rest of us.

Joseph Hansell Merrill.

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 15—The Worden Grocer Company sustained a water loss which approximates \$15,000 during the thunder storm last Saturday morning. Lightning ran into the building over the electric light wires and set fire to a switch box in the Northwest corner of the building. The heat from the fire put the automatic sprinkler heads into action, extinguishing the fire but flooding the floor of the ground floor and basement, doing much damage to sugar and flour. No interruption to business was caused by the circumstance.

Clarence J. Farley, President Grand Rapids Dry Goods Co., has purchased a hunting and fishing lodge on Spring Lake and spends his week ends there in search of relaxation and pleasure.

The Grand Rapids Growers Association has closed the leaf lettuce shipping season, having disposed of approximately 1,000,000 pounds, as compared with 800,000 pounds a year ago. Since the season opened Nov. 10, Manager Cheney has deposited approximately \$300,000 in the bank to the credit of the organization, which is composed of 90 per cent. of the lettuce growers of this vicinity, representing about 90 per cent. of the production in this locality. Grand Rapids now produces and ships more leaf lettuce than any other locality in this country except Toledo.

Wonder what these people who are unloading their Liberty Bonds would have thought they were worth if we had lost the war?

The city that brags about its increased population never stops to think that the increase in city population may have something to do with the increase in the price of potatoes.

There are two sides to every public question—the side the public sees, and the inside.

Taxation without representation may be tyranny, but taxation without the money in sight is darned foolishness.

With the country folks all moving to the city, there soon won't be any room for the city folks except in the country.

The biggest men in the world today, the biggest men in history, the men who have made the most money, done the most good, and in every way been the most successful, have been what is termed God-fearing men. No use in trying to dodge facts, and this is one of them.

Many a man winds up his business career with most mediocre success because he has been dull and loggy all his life on account of having eaten too heartily and exercised too little.

A customer who has to wait her turn at the counter rarely gets peevish when she knows she is going to get good service.

Your customers care nothing about your troubles. Let them tell their hard luck stories. You do the listening.

R. T. White, Manager of the Michigan State Telephone Company's ex-

change in Grand Rapids, has resigned to engage in other business. His successor is Fred Saunders, who has been connected with the local office as Contract Agent for the past seventeen years.

Automobilists approaching Muskegon from the South would do well to cut over West to the "float bridge road" before reaching the point where the road improvement is under way, because the detour from that point is the most wretched stretch of road ever forced upon a suffering traveler. The detour is a deeply rutted sand road which starts anywhere and apparently ends nowhere. The writer seconds the motion of our Muskegon correspondent that the men who are in charge of this improvement and failed to properly placard the road ought to be compelled to pay for all the broken springs for which they are responsible.

General Conditions in Wheat and Flour.

Written for the Tradesman.

Wheat harvest is under way in Southern and Central Oklahoma and will be general throughout Northern Oklahoma and Southern Kansas within the week.

Reports coming from the Southwest indicate wheat is in excellent shape and the prospects are for a good yield.

The sentiment of the grain trade is not changed from a week ago. Everybody is on the "anxious seat," so to speak, waiting to jump in and buy as soon as conditions seem to warrant it. The trade in general is buying both wheat and flour in a hand-to-mouth fashion and very likely will continue to do so for another thirty days, as there has not been enough of a wash-out in prices to cause buyers to take hold freely.

We do not believe cheap wheat or cheap flour can be expected. In fact, all food stuffs, in our opinion, will rule reasonably high during the next twelve months, as production is not in the proper relation to demand to cause any material slump.

Cheaper prices are being talked, wished for, and hoped for, but with short hours and high wages, coupled with under production in most lines, it is difficult to figure out how any drastic change can come about in the immediate future.

We still feel the best policy to pursue with reference to the buying of wheat and flour is to purchase to cover immediate requirements only. Of course, if anything should happen to the growing crop and serious damage should develop in the West or Northwest, advances would surely be brought about, but indications are that we are going to have a good crop of wheat both in the soft winter wheat sections and hard wheat sections, so advocate conservative purchasing for the time being.

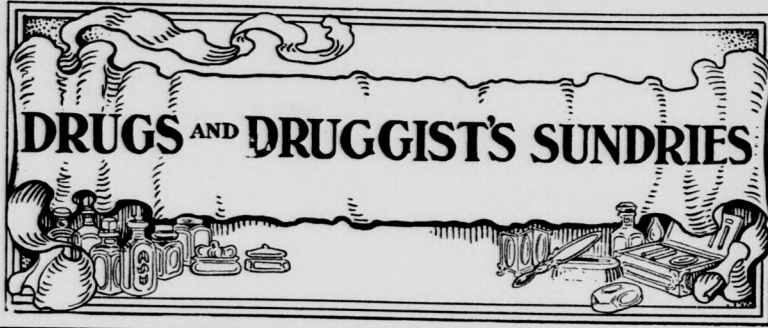
Lloyd E. Smith.

There have been several contributing causes to the prodigious growth of Los Angeles, but one of the earliest and most pregnant of them was the suitability of the soil in its vicinity for the cultivation of citrus fruits. Without irrigation Los Angeles would not have got a fair start. The average yearly rainfall is only 15.55 inches. But there were rivers, some

of them many miles away, to be tapped. For the use of the inhabitants water has been brought from the Owens River in Inyo county, 240 miles distant. Los Angeles, having built one of the most wonderful aqueducts in the world, will not have to worry about its potable water until it has a population of 2,000,000. At the San Fernando reservoir alone 258,000,000 gallons can be delivered each day. The climate the city is blessed with is known as one of the most temperate and salubrious to be found anywhere. Records of thirty years show the mean of the minima for January to be 44.16 degrees Fahrenheit and the mean of the minima for August as 60.1 degrees. Rarely has the official thermometer fallen under 32 degrees. It is an event to be talked about, by visitors—the natives do not speak of it. The climate accounts for a good deal of the increase of population in the last twenty years. Forty years ago, in 1880, the enumerators could find only 11,183 people in Los Angeles. By 1900 it had just crossed the "hundred mark." In the next ten years there was a tremendous advance, 319,198 being reported. Los Angeles may look forward confidently to a whole million in another decade and a few years.

The German Medical Society has issued another protest against the surrender of 140,000 milch cows to France and Belgium. Friends of Germany here have talked enough about this item as a condemnation of German babies to starvation. They did not protest when the Germans took all the milch cows out of the occupied districts and thereby condemned French and Belgian babies to starvation; nor are they concerned over the sufferings of French and Belgian babies to-day because of the shortage of milk. But aside from this consideration of abstract morality, which can hardly be expected to appeal to these consistent friends of the enemy, there are one or two other details which do some damage to the German argument. One is the fact that France and Belgium have actually reduced their demands, after such German "verbal negotiation" as has obtained other modifications in the Peace Treaty to the advantage of Germany, and will accept 90,000 milch cows, and a sufficient number of dry cows, heifers, and calves to compensate for the remainder. The other item is the German census report, which gave the number of cows in Germany last spring—not cattle, but cows, although heifers and calves were included—as seven million. The sufferings of German children would seem to have less to do with the German protests than the possible increased standard of health in French and Belgian children. But all this is of no effect upon German apologists abroad. Even in defeat the leopard refuses to change his spots.

The Wilson-Davy Co., dealer in clothing and general merchandise at Clare, renews its subscription to the Tradesman and says, "We could not do business without the Tradesman."



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.

**Annual Meeting of Michigan State
 Pharmaceutical Association.**

The annual convention of the Michigan State Pharmaceutical Association, which was held in this city last week, was well attended. The annual report of Secretary Wheaton was as follows:

It affords me much satisfaction to be able to stand before you to-day and say to you in this, my fourth annual report, that the good ship M. S. P. A. was never in a more healthy condition or better prepared for the work before it than at present. I believe the reports that follow will bear me out in this statement.

While this has been what is termed by us as an off year, due to the fact that there was no meeting of the State Legislature, however the officers have had a very busy year, especially the Secretary's office. This was due largely to the radical change brought about by National prohibition.

It has been the earnest endeavor of the Secretary to answer all enquiries on the day received. As to how well we have succeeded, we are willing to leave the verdict with the membership.

Your Executive Committee held two meetings during the year, a detailed account of which you will receive from the chairman, Mr. E. W. Austin.

Your Legislative Committee has held no regular meetings. However, I think the chairman will have some things to say to you in his report that will be very interesting.

Membership: This is a subject that should interest every member of this Association. However, it seems to receive the least attention of the members. We are again indebted to our worthy friend, E. T. Boden, Secretary of the State Board of Pharmacy, and the Travelers for increase in membership this year. There has been added to the roll during the year 91 names. Of this number 79 was sent to the Secretary, either through the efforts of the Travelers or by the slips that Mr. Boden very kindly enclosed with his notices for reregistration last fall. The membership stands at present as follows:

Total number of members last report	901
Members added this year	91
Total	992
The loss this year is small as compared with other years.	
Resigned	5
Died	9
Total	14
Leaving a total membership to-day of	978
Financial Statement	
Cash on hand last report	\$ 560.32
War Savings Stamps	50.16
Total receipts during year	1414.00
Making total of	\$2024.48
Less orders paid No. 1 to 49 inclusive	1582.90
Balance	441.58
Interest	.83
Total balance	442.41

There is standing out at the present time several hundred dollars in unpaid dues. This is due largely to the inability of your Secretary to get out notices for dues as often as he would have liked to. This could be overcome by the purchase by the Association of an addressograph. With a small machine of this kind the Secretary could in about two or three hours address letters to the entire membership where it takes two people the better part of three days to the work. A machine of this kind would increase the efficiency of office of Secretary many times over. In closing this report I would like to recommend that you instruct your incoming Executive Committee to purchase a machine as above mentioned.

The report of the Membership Committee was accepted and adopted, as follows:

In giving you the Membership Committee report I am pleased to announce the following:

Total of new members to date, June 8, was 91, our hard-working Secretary tallying 79, Mr. Edmunds, of Detroit, 6 and our President sending in 6. This is a little less than last year which we are sorry to say.

Our own city is the standard bearer in membership, being 95 per cent. proof, of which we are very proud. I would suggest prizes for next year as a stimulant for a larger association, making say five prizes, either in cash or merchandise, as the chairman of the Membership Committee sees fit.

Our city association made an extra exertion to bring out a large attendance to the convention, adopting a follow-up system as you all know. First the State Traveler's card of announcement, next the Grand Rapids Association of Commerce mailed a welcome invitation, and last the Grand Rapids Drug Association's card of invitation. Possibly this brought many strange faces and we hope they were all coralled and signed in as new members. If there are any in the room who have not given their name we extend a most hearty welcome to join us.

I hope our membership will be more than doubled the coming year, as members we must have in order to thrive. One word in regard to retail drug clerks. A part of our membership which has been some what neglected. We should see that one at least of our clerks join the Association, if each and every member next year get even one our numbers would increase 100 per cent.

The report of the Committee on Resolutions was accepted and adopted as follows:

Your Committee on Resolutions beg leave to present the following report:

First, in regard to the communication from the American Congress of Pharmaceutical Faculties, relative to the obtaining of recruits to pharmacy from high school students, we recommend that in view of the evidently universal acceptance of the prerequisite principle, steps should be taken by our association to bring to the attention of high school students the advantages of a pharmaceutical career; in this connection we suggest, that the executive committee consider,

1. Some feasible plan to have talks given to undergraduates by local men of standing in pharmacy.
2. To consider the advisability of



**Toilet
 and
 Bath**

Fieglers

Chocolates

Package Goods of
 Paramount Quality
 and
 Artistic Design

CANDY



The "DOUBLE A" Kind
 Made by
 People Who Know How

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

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

The Sign of  Good Candy

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

Ask for a copy of our latest price list.

We are agents for LOWNEY'S in Western Michigan.

Arctic
 QUALITY

All Michigan knows the charming quality of Arctic Ice Cream. The purest ingredients and sanitary manufacture produces a rare quality that all dealers should be acquainted with.

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

ARCTIC ICE CREAM CO.
 Grand Rapids, Mich. Claude G. Piper, Manager

GROCERY PRICE CURRENT

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

ADVANCED

- Milk
Gelatine
Sal Soda

DECLINED

- 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

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

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

AXLE GREASE
Illustration of a Standard Oil Co. axle grease can with text: '1912 AXLE GREASE Standard Oil Co.'

- 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

- 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

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

- 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

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

- BREAKFAST FOODS
Cracked Wheat, 24-2 4 60
Cream of Wheat 9 00
Grape-Nuts 3 80
Pillsbury's Best Cer'l 2 90
Quaker Puffed Rice 5 60
Quaker Puffed Wheat 4 30
Quaker Brkfst Biscuit 1 90
Quaker Corn Flakes 3 35
Ralston Purina 4 00
Ralston Branzos 2 70
Ralston Food, large 4 15
Ralston Food, small 3 15
Saxon Wheat Food 5 53
Shred Wheat Biscuit 4 90
Triscuit, 18 2 25

- Clam Bouillon
Burnham's 7 oz. 2 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

- Kellogg's Brands
Toasted Corn Flakes 4 90
Toasted Corn Flakes Individual 2 30
Krumbles 4 20
Krumbles, Individual 2 00
Biscuit 2 00
Drinket 2 60
Peanut Butter 3 65
No. 1412, doz. 2 25
Bran 3 60

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

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

- 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

- Condensed Milk
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

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

- Condensed Milk
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

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

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

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

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- CANDLES
Paraffine, 6s 16
Paraffine, 12s 16 1/2
Wicking 40

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

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

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- COCOA
Baker's 53
Bunte, 15c size 55
Bunte, 1/2 lb. 50
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 33
Epps 42
Hersheys, 1/4s 42
Hersheys, 1/2s 40
Huyler 36
Lowney, 1/4s 48
Lowney, 1/2s 47
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, 1/4s 33
Wilbur, 1/2s 33

- Gum Drops
Champion 28
Raspberry 28
Favorite 31
Superior 29
Orange Jellies 32

- 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

- COCOANUT
1/4s, 5 lb. case Dunham 46
1/4s, 5 lb. case 45
1/4s & 1/2s, 15 lb. case 45
6 and 12c pkg. in pails 4 75
Bulk, pails 38
Bulk, barrels 35
48 2 oz. pkgs., per case 4 00
48 4 oz. pkgs., per case 7 50

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

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

- 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

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

- Floats
No. 1 1/2, per gross 1 50
No. 2, per gross 1 75
No. 2 1/2, per gross 2 25

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

- COUGH DROPS
Putnam Menthol 2 25
Smith Bros. 1 65

- 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

- 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.

- 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 60
5 Gal. tins, 1/4 doz. 21 00

- 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

- COUPON BOOKS
50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1,000 Economic grade 37 50
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- 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.

- FLAVORING EXTRACTS
Jennings
Pure Food Vanilla Terpeneless
Pure Food Lemon
Per Doz.
7 Dram 17 Cent 1 40
1 1/2 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 50
8 Ounce \$1.00 9 00
7 Dram, 17 Assorted. 1 40
1 1/2 Ounce, 25 Assorted 2 00

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- 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.

- FLOUR AND FEED
Lily White 15 75
Graham 25 lb. per cwt. 6 20
Golden Granulated Meal, 25 lbs., per cwt. 5 55
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

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- 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.

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

- CONDENSED MILK
Eagle, 4 doz. 12 00
Leader, 4 doz. 9 90

- COUPON BOOKS
50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1,000 Economic grade 37 50
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Gr. Grain M. Co.
Bolted 5 60
Golden Granulated 5 80

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 1/2
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.	40
-----------------	----

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.	case for 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	26
Filberts, Barcelona	32
Peanuts, Virginia raw	16
Peanuts, Virginia, roasted	18
Peanuts, Spanish	25
Walnuts, California	39
Walnuts, French	---

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, 28 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
Wint'r Black, Iron	---
Bbls.	20.3
Polarine, Iron Bbls.	55.3

FICKLES

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
69 lb. tubs	advance 1/2
50 lb. tubs	advance 1/4
20 lb. pails	advance 3/8
10 lb. pails	advance 3/8
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	41 @42
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, 12s	22 50
Chili Con Carne, 48 1s	1 40
Fork 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 skin	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 doz.	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	3 55
Wyandotte, 100 %s	3 00

SAL SODA

Granulated, bbls.	2 15
Granulated, 100 lbs. cs	2 25
Granulated, 36 1/2 lb. packages	2 60

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, 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
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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. gts	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

Proctor & Gamble Co.	
Lenox	6 00
Ivory, 6 doz.	8 15
Ivory, 10 doz.	13 50
Star	3 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.	3 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

Sapolio, gross lots	11 00
Sapolio, half gro. lots	5 50
Sapolio, single boxes	2 75
Sapolio, 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

Annual Meeting of Michigan State Pharmaceutical Association.

(Concluded from page twenty-seven)
Whereas—The Government Savings Organization, conducting the national thrift campaign in the Seventh Federal Reserve District for the United States Government, urges wise spending, systematic saving and the purchase of Thrift and War Savings Stamps and Treasury Savings Certificates, and

Whereas—Through the purchase of such Treasury Securities there is not a man, woman or child who may not become a participant in the post-war reconstruction of the entire world and a share-holder in our great Government, now therefore be it resolved by this body:

First—That the members be urged to practice wise spending and systematic saving:

Second—That the members extend consideration in every way to thrift, giving expression thereof by saving as much as they may be able, and investing as they may be able in Treasury Savings Securities:

Third—That unqualified endorsement be made by this body of the National thrift movement.

Government Training of Soldiers.

We approve of the efforts of the government in training the men still in the service in the various vocations including pharmacy and pledge our support by giving such discharged men opportunity for employment wherever possible, and recommend that the action of our association in this matter be forwarded to Col. Bankhead, the officer in charge.

C. A. Weaver,
Milo Bolender,
Leonard A. Seltzer,
Chairman.

The report of the Legislative Committee was accepted and adopted, as follows:

No meetings of your Legislative Committee have been held during the past year. There being no session of the Legislature, it was not necessary to either plan or combat Legislation.

In April Lee H. Bierce, Secretary of the Grand Rapids Association of Commerce, called a meeting of representatives from the several mercantile organizations of the State for the purpose of discussing the advisability of organizing an association to be made up of these several organizations. Seventeen such organizations were represented at this meeting and your President, Mr. Wilkinson; Secretary, Mr. Wheaton; Mr. Skinner and myself were present to represent the Association. After a general discussion it was deemed advisable to perfect a temporary organization and committees were chosen for that purpose.

The object of said organization shall be to promote fair dealing in merchandise and to combat unfavorable legislation aimed at the retail interests of the State.

A second meeting was called in May and, on request of Mr. Wilkinson, I attended this meeting.

The organization was perfected by the election of a President, Vice-President, Secretary and Treasurer, and an Executive Committee to consist of the President of each such organizations in the State.

I believe that this is a move in the right direction and, instead of each organization having to fight for their individual rights alone, they will have the united influence of the retail and wholesale interests of Michigan.

The organization was perfected by Michigan Merchants' Association. Committees on Legislation, Publicity and Ways and Means have been appointed and the activities of the Association have been launched in full force.

We believe the druggists of Michigan should lend their hearty support to the Michigan Merchants' Association, as undoubtedly much adverse legislation, detrimental to the retail interests of the State, will be introduced at the coming session of the Legislature and we must have the

united support of the jobbers and retailers to combat it. Legislation is a matter of great importance to the members of this Association, as druggists seem to be singled out for unjust legislation in laws and regulation which are bearing down so heavily upon them that we do not know one day what is coming next.

Election of officers resulted as follows:

President—J. A. Skinner, Cedar Springs.

First Vice-President, G. S. Barnard, Benton Harbor.

Second Vice-President—J. H. Wiesel, Monroe.

Treasurer—Karl H. Wheeler, Grand Rapids.

Secretary—F. J. Wheaton, 711 Greenwood avenue, Jackson, Mich.

Members of Executive Committee, three years—D. G. Look, Lowell, and J. H. Webster, Detroit.

Members Board Trustees Prescott Memorial Fund, to fill vacancy—Prof. Henry Kramer, Ann Arbor; for five years, E. E. Calkins, Ann Arbor.

Everyone of us should get into the political game sufficiently to use our influence, at least, to see that men who represent our districts are not antagonistic to our interests.

In conclusion, I will say that your new Legislation Committee will need your full support during the coming session of the Legislature, as there is a lot of agitation in the air detrimental to our interests.

R. G. Look,
Chairman Legislative Committee.

How Various Merchants Regard the Tradesman.

W. A. Young, dealer in meats, Paw Paw: "All I have to say is that I like the Tradesman and I want to keep it coming. And what Mr. Stowe has to say he says so we all understand it and he does not mince matters either, and that is what I admire in any man."

Maple City Grocery Co., Paw Paw: "We like the paper fine. Do not always read it all through each week, but we do like mighty well what we do read and if it did not come should miss it very much, so will renew and keep it coming."

W. J. Warner, dealer in groceries and meats, Paw Paw: "I take four trade papers and the Tradesman is by far the best of them all. I am too busy to read all I want to during the working day. I have a cottage at the lake and on Sunday I leave all other papers behind and take the Tradesman and go to the lake and read it there and enjoy myself."

O'Grady Bros. Co., dealer in clothing, Paw Paw: "We are pleased with the Tradesman. We find it very reliable and it is full of valuable information for any one handling merchandise. We are pleased to renew."

Mrs. J. D. Salls, notions, Lawrence: "Like the Tradesman? You bet I do. It is worth ten times what it costs. Every paper is worth considerable to a person who will read it and I like the editor, for when he has anything to say he says it. There is no misunderstanding him. He sticks for the right and strikes right from the shoulder. I wish he was our representative in Washington. We need a lot like him there."

F. B. Dustin, grocer, Watervliet: "I do not see how I could get along without the Tradesman. I find every issue valuable. It is worth many times what it costs me and I am pleased to renew."

D. W. Mott, landlord Hotel Pitcher,

MATCHES

All Types and Sizes to Suit Every Requirement

American Safety Strike Anywhere Match

The Most Popular Home and Smoker's Match

American Strike-on-Box Match

Both square and round splints

Diamond Book Match

An excellent advertising medium with advertising on cover as well as on each match.

Made in America, by Americans, of American Materials, for American Users.

We pay City, County, State and Federal Taxes.

Why not patronize Home Industry?

The Diamond Match Co.

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.

Coloma: "I like the Tradesman fine. Most all of the traveling salesmen that come to my hotel like to read it. I find it useful and profitable in many ways and while I continue in the hotel business I expect to keep it. It is worth to me many times what it costs."

W. Ragan, hotel manager, Benton Harbor: "Sure I'll renew. Taking the Tradesman is the best bargain I make. It is a money maker for any business man."

Carter & Carter, restaurant, St. Joseph: "Sure we will renew. The Tradesman is a great help and our guide in buying. We buy about \$45,000 worth of groceries a year and before we give an order for any amount we consult the Tradesman and we have found that since we have taken it that it has saved us a great many dollars. Without it or some other good trade journal, we would be like a ship at sea without compass or rudder."

Frank Ankli, grocer, 309 State street St. Joseph: "It is a good, valuable trade journal. We like it very much."

Jos. Leighton, wholesale produce dealer, Third and Saginaw streets, Bay City: "We like the Tradesman. It is refreshing and satisfying to read editorials that have conviction on the subjects treated and are expressed squarely and boldly. The Tradesman has done good educational work during the last year or two particularly and always it is on the right side, as compared with the easy going purchasable kind which is so plentiful. On the whisky and tobacco question it suits yours truly to a T. and I am pleased to boost it ever and always."

W. H. Sweet, grocer, 812 Wisconsin avenue, St. Joseph: "The Tradesman is a very valuable paper. I have taken it over a year and have found it a great help. I am a very busy man, but I have the paper come to my

house and read it all carefully during the week. The Price Current I cut out and take to the store, where I have it handy to refer to. I was taking other trade papers, but I have dropped them. If the Tradesman cost ten times as much as it does, I still would take it and make money by so doing. As long as I am in trade I expect to take the Tradesman."

Culliton & Dunn, groceries and meats, Mt. Morris: "The Tradesman is welcome each week. It is a great help to us. We would dislike to keep store without it."

"CAN'T"

was originated by a lazy man,
used by a lazy man; and
WAS THE DEATH OF HIM



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.

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

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.

General Stock For Sale

Clean general stock, doing a going business amounting to \$175,000 per year. Big paying. Stock clean and well assorted. If this interests you, take the next train for Manistee. Sales last year were as follows: Ready-to-wear, \$59,000; Millinery, \$14,000; Dry Goods, 60,000; Groceries, \$43,000.

LARSEN BROS.,
Manistee, Mich.

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

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.

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

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—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

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

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

For Sale—Army Goods. Reclaimed army hats at \$12 a dozen. All nicely cleaned and reblocked, with new sweat bands. Order a trial dozen. Returnable if not satisfactory. They are big sellers. We are getting reorders in every mail. Army winter caps, for July shipment, \$9.00 a dozen. Sample on request. Terms cash. Net ten days. Sikes Store Co., Leonardville, Kansas. 928

Wanted—Two or three candy show cases, one cigar case, one counter, and one wall case with glass doors. E. E. Hutchins, Pellston, Mich. 929

For Sale—Cretors popcorn machine, electric power, first class condition. Will sell cheap. Geo. Moutsatson, Cadillac, Mich. 930

If you want to get out of business, write The Big 4 Auctioneers, Fort Pierre, South Dakota. 931

For Sale—Grocery and Ice Cream Parlor combined. Inventory about \$7,000. 40 tons natural ice. Two miles from army camp and good railroad accommodations. Doing \$35,000 business. Price \$4,000 cash. Address No. 932, care Michigan Tradesman. 932

For Sale—A stock of general merchandise, no shoes, in a thriving town. Good business, best location in town. Reason for selling, poor health. Address lock box 99, Marlette, Mich. 933

FOR QUICK SALE—\$8,000. OWING TO death in family. Business property, principal business street in Benton Harbor, consisting of two store rooms and two nice flats. Rentals, \$102 a month. Can give immediate possession. C. E. WENMAN, 672 Ogden Ave., Benton Harbor, Mich. 934

For Sale—First-class stock of groceries and building in heart of Michigan's sugar beet belt. \$30,000 cash business last year. Very little credit. Inventory about \$3,000. Building 24 x 50, living rooms above. This is a money maker. Good reason for selling. Address No. 935, care Michigan Tradesman. 935

For Sale—A first-class meat market in good live town year round. Will sell or rent. Reason for selling, health failing. A good bargain for some one. Address No. 936, care Michigan Tradesman. 936

COLLECTIONS MADE EVERYWHERE—Transportation claims a specialty—rates reasonable—No collection. No fee. Test our result producing service with a trial claim. Creditors' Co-operative Bureau, 217-18 Parkway Bldg., Philadelphia, Pa. 937

MERCHANTS—Don't fail to read our advertisement on page five of this week's issue. It means dollars to you. Creditors' Co-operative Bureau. 938

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

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., Sbart, Mich. 923

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

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

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

Review of the Produce Market.

Apples—Western fruit commands \$6 per box.

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

Bananas—9½c per lb.

Beets—New, \$2.75 per hamper.

Butter—Receipts are increasing as the season advances. In the last few days there has been a good demand for butter for storage purposes. The butter arriving now is very good. The price for the remainder of the month depends entirely on the demand for storage purposes. The consumptive demand is about normal for the season. Local jobbers hold extra creamery at 53c and first at 52c. Prints 2c per lb. additional. Jobbers pay 30c for packing stock.

Cabbage—California, \$4.50 per 75 lb. crate; Tenn., \$3 for 50 lb. crate.

Cantaloupes—Imperial Valley stock is now selling on the following basis: Standards, 45s ----- \$6.00

Ponys, 54s ----- 5.00

Flats ----- 3.00

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, \$1.75 per doz.; Illinois hot house, \$1.50 per doz.

Eggs—Receipts of fancy have fallen off considerably in the past week. There is still a quantity of eggs arriving that are not quite fancy and are being sold at relatively lower prices. The consumption is good. Stocks in storage are somewhat lighter than they were a year ago. The market is in a healthy condition on the present basis of quotations and if we do have any change in price in the near future it is likely to be a further slight advance. Jobbers pay 35c f. o. b. shipping point for fresh, including cases.

Egg Plant—\$5 per crate of 24 to 36.

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; garden grown leaf, \$1.50 per bu.

New Potatoes \$6.50 per bu or \$16 per bbl. for Carolina Cobbles.

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:

100 ----- \$9.25

126 ----- 7.25

150 ----- 7.25

176 ----- 7.25

200 ----- 7.25

216 ----- 7.25

250 ----- 7.00

288 ----- 6.75

324 ----- 6.50

Choice Valencias, 50c per box less.

Parsley—60c per doz. bunches.

Pieplant—\$1.50 per bu. for home grown.

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

24 size ----- \$7.75

30 size ----- 7.50

36 size ----- 7.00

42 size ----- 6.00

48 size ----- 5.50

Plants—Now on sale as follows:

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

Tomato, per box ----- 1.25

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—Home grown command \$4@4.50 per 16 qt. crate. The crop is short on account of the hot weather.

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

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

Positions of Cotton and Fabrics.

More mature consideration of the Government's estimate of the cotton crop does not seem to have had much effect in hoisting quotations. The effects of wet, cool weather in the growing districts and the resultant delays in planting appear to have been discounted. So, during the last week, those bullishly inclined turned for comfort to items of cotton exports. But these exports represent past purchases. Latterly there has been little or no buying for either foreign or domestic account. A little more definite information in the new crop is needed to guide any real business, and monetary conditions are not such as to invite speculation. The weather in the South seems to have taken a turn for the better, which has encouraged those who hope for a fairly large crop. Concerning the large carry-over, much of which is low grade or stained, officers of the Cotton Growers' Association now say their attitude was misconstrued when it was asserted that they would insist on 60 cents per pound for the balance of the cotton. What they really resolved on was that spinners could afford to pay that price, considering what they were being paid for goods. In this they were quite within the facts. The goods market showed few signs of weakness during the last week except in the volume of transactions, but everything points to an easing off in all constructions in the gray save in a few specialties. Not much strength is shown in wash goods and shirtings, these being affected by the public demand for lower retail prices. Hosiery prices have weakened decidedly and knit goods have reached the point where the makers are talking of restricting production to the filling of orders.

Saugatuck—D. Leoci succeeds E. Crow in the grocery business.

Manufacturing Matters.

Detroit—The Automobile & Truck Co. has been organized with an authorized capital stock of \$35,000, of which amount \$24,000 has been subscribed, \$3,500 paid in cash and \$4,500 in property.

Kalamazoo—The Metal Sign Board Co. has been purchased by the Wolverine Advertising Company, of Holland, Grand Rapids and Benton Harbor. A branch factory will be established in Kalamazoo.

Jackson—The Aetna Screw Corporation has been incorporated with an authorized capital stock of \$15,000, of which amount \$8,212.50 has been subscribed, \$1,000 paid in in cash and \$5,962.50 in property.

Fremont—The Blandford Pickle Co. has been incorporated with an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed, \$11,778.17 paid in in cash and \$8, 221.83 in property.

Sault Ste. Marie—The B. E. Jones Co., recently organized, will elect a new wood working plant at the corner of Easterday avenue and Seymour street and expects to have it in running order by the middle of October.

Detroit—The Royal Machine Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$683.09 in cash and \$14,316.91 in property.

Benton Harbor—A. W. and E. C. Filstrup, who control the Covel Manufacturing Co., have purchased the business and property of the Engberg Electrical Co., of St. Joseph, which employs 100 men, manufacturing steam engines and dynamos.

Detroit—The Canadian Fur Traders has been incorporated to manufacture and sell furs in completed articles as well as in the natural state, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Newport Manufacturing Co. has been incorporated to manufacture and sell bodies for vehicles and other products of wood and metal, with an authorized capital stock of \$70,000, \$35,000 of which has been subscribed and \$7,000 paid in in cash.

Detroit—The Palcaux Co. has been incorporated to manufacture and sell at wholesale and retail, confectionery, ice cream, baked goods, etc., with an authorized capital stock of \$25,000 common and \$25,000 preferred, all of which has been subscribed and paid in in property.

Detroit—Felix P. Sadowski has merged his piano and phonograph business into a stock company under the style of the Adora Phonograph Co., with an authorized capital stock of \$100,000, \$91,000 of which has been subscribed, \$9,518 paid in in cash and \$55,000 in property.

Allegan—Capt. C. S. Hughes has purchased the plant of the Steel Process Manufacturing Co. and will install additional machinery and engage in the manufacture of steel furniture and factory equipment. His two sons, Norman and Garland Hughes, will be associated with him in the business.

Detroit—Stockholders of the Detroit Creamery Co. are to vote June 16 on a proposal to increase the company's authorized capital stock from \$1,600,000 to \$6,000,000 and on a recommendation by the directors that \$1,600,000 of the new stock be offered to the share holders, pro rata to their present holdings at par value of \$10 a share. The increase in capital stock is necessitated in the opinion of the directors, to provide for expansion of the company's facilities and to take care of its rapidly increasing business.

Michigan Drug Co. Returned to Former Owners.

For some reason the Michigan Drug Co., of Detroit, has not been a money making institution for many years. With \$368,000 preferred stock and \$200,000 common stock, the corporation is reported to have paid only three dividends on the common stock during the past twenty-two years. A few months ago James Smart, Frank N. Moulthrop and associates entered into an agreement to purchase the common stock at par, making an initial payment of \$70,000. It is understood that the indebtedness of the corporation is quite large—so large that the recent financial stringency caused the holders of the company's paper to insist on a substantial reduction being made. Not being able to do this and keep up the payments on the \$130,000 personal indebtedness, the holders of the common stock threw up their hands and surrendered the business to the former owners. The transaction is thus officially announced in a Detroit Sunday newspaper over the signature of the Michigan Drug Co.:

"We have re-organized under the management of T. H. Hinchman, President; James E. Davis, Vice-President; A. S. Brooks, Vice-President; W. H. Dodds, Secretary; Frank N. Moulthrop, Treasurer and General Manager; M. O. Williams, Director, and will continue to render our customers the best service consistent with present commercial conditions."

This arrangement restores the business to the men who have made a determined effort to place it on a profitable basis for over twenty years, without result.

Paper—All kinds are moving upward. Some stocks are not obtainable at all, and what is to be had costs more. Deliveries are at least 30 days late. Shutdowns and curtailed output of factories that are running is the crux of the situation.

Cheese—This market is gradually easing off and we can look for lower prices here in the near future. The consumption is light and the quality arriving is not quite good enough for long holding.

Salt Fish—The demand for mackerel is very poor. Fine grades of mackerel are wanted more or less every day, but not in large quantities and not from all buyers.

The Charles F. Bartlett Co., grain dealer, has increased its capital stock from \$50,000 to \$100,000.