

MICHIGAN TRADESMAN

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Thirty-Eighth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 13, 1920

Number 1934

A Worthy Leader

Looking back through the years of history, through famines and plagues, through revolutions and worldly wars—I find myself the only unchanging survivor and the greatest factor in human events.

I reign supreme.

I am welcomed in the palace of the king and in the humble hut of the peasant.

In strife I am companion of the victors and the solace of the vanquished.

I am the ally of contentment and the enemy of the radical. In my name trouble is crushed and peace and victory secured.

Those who rally to my standard find life's journey filled with the sunshine of love and the autumn of life with a peace beyond price.

My name is—HONEST TOIL.



Package Sugar Means Efficiency



Grocers who handle Franklin Package Sugars are enabled to have cleaner, neater, more attractive stores because of the elimination of bulk containers, spillage and waste.

They save the clerks' time which can be devoted to window dressing and other store work of the kind that helps sell goods.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



DIAMOND CRYSTAL

*The Salt
that's all salt.*

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

FLEISCHMANN'S YEAST Helps Success

It is tuning up a lot of good fellows to concert pitch and making them stick.

It seems to make you feel like a dash into the big breakers—a ride over the mountains—and a brisk "rub-down" all in one.

It's the vitamine content, and the other beneficial things that Fleischmann's Yeast contains, that does the trick. Tell your customers about it!

THE FLEISCHMANN COMPANY

The Way to Take Yeast
Yeast has an appetizing, creamy taste. You eat from one-half to a whole cake 3 times a day before meals; or take it crumbled in water, fruit juices, or milk. Yeast is not a drug or medicine. It is a food and a tonic, and as such should be taken persistently for best results.

**The Machine
you will
eventually
Buy**



VICTOR
is a high-class adding and listing machine, scientifically constructed along standard lines and sold at a minimum cost. You can PAY more, but cannot purchase better value.

M. V. Cheesman, State Distributor,
317 Houseman Bldg.
Grand Rapids, Michigan

135.00 ALL MACHINES
FULLY GUARANTEED

What the Grocer Eats

Of course the grocer has to eat—and so does his family—and what he and his family eat is a safe guide for customers. Every one of our five hundred thousand distributors knows the food value of

Shredded Wheat Biscuit

They know that it is 100 per cent. whole wheat, that it is thoroughly cooked and has more real strength-giving elements than meat or eggs and costs much less. As a food for the summer days, combined with berries and other fruits, it is healthful, satisfying and strengthening—the most real food for the least money.

MADE ONLY BY

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



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MICHIGAN TRADESMAN

(Unlike any other paper.)
Frank, Free and Fearless for the Good
That We Can Do.

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by

TRADESMAN COMPANY.

Grand Rapids.

E. A. STOWE, Editor.

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in advance.

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five years or more old, 50 cents.

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

SELL THE GOODS ON HAND.

As the urge for immediate price reductions gathers force, a notable thing about it is that it is no longer confined to the consumer who started it. Quite recently, the producer and manufacturer have been taking a hand in it, and they are not acting from altruistic motives. Between the public and the producers stand the distributors. They have no desire to load themselves up with goods they cannot sell. Nearest the public are the retailers. Until their stocks begin to move in something like a normal way they cannot buy for replacement in any other than a desultory and hand-to-mouth fashion. While their purchasing continues to be of this kind, the wholesaler is not going to do much ordering from the manufacturer or producer. The latter is, therefore, powerless to proceed unless the retail sales keep up. A check on such sales means a partial stoppage of the manufacturing processes, which is attended by more or less disorganization and an increase in overhead costs, and this is not conducive to lowering of prices. All concerned in merchandising realize that the only hope of increased business lies in bringing about a quick reduction of prices over the retail counter. This has been accomplished as to many articles in the primary markets and on the part of wholesalers. So the spectacle is presented now of pressure being exerted by manufacturers and jobbers on the retailers to cut their prices to the point at which business will be stimulated. To do this will bring a loss to the retailers, but it will enable them to get money with which to buy new goods at the lower price levels.

That, sooner or later, the retailer will have to suffer a loss is beyond question. How large this will be is dependent on whether his stocking up was judicious or not, and whether he began unloading quickly when the storm signal went up showing that

consumers were rebelling at the high prices and refusing to buy. Those who were acute enough to sense the situation and to make reductions will come out better than those who have been hanging on in the belief that the public resistance to high prices was merely a passing flurry instead of a fixed and permanent determination. In some instances, retailers have been appealing to the jobbers to help them out by relieving them of the necessity of taking goods ordered at prices higher than those now prevailing, while in others they have even gone to the length of refusing to take merchandise delivered in accordance with the terms of the contracts made by them. To all such the jobbers are now showing a firmer attitude than they formerly did, being impelled thereto by the fact that they are held more strictly to account by the producers from whom they buy. Typical in its way was the notice sent out to the trade the other day by the John V. Farwell Company of Chicago, refusing to take back any goods or to allow any rebates when the goods were shipped as ordered. They advised retailers to sell their holdings and then come back and buy at the new and lower market prices. This is what is bound to come, and the facts might as well be faced now instead of later on. Cash will buy more now than it did a few months ago, and it is good policy to get the cash by selling the goods on hand.

The war bills have to be paid. The world is staggering under a debt of two hundred and sixty-five billion dollars. That is the central fact around which must revolve all forecasts of future conditions. The world has got to pay its debt the same as any individual. It will either default and go into bankruptcy, or it will economize more and work harder than it ever did before—work and save.

If there is any other way of paying a debt, we don't know it, and it has got to sell the fruits of its labor—and to sell it must have buyers. First, capital or credit; second, production; third, buyers. There is no other way out but bankruptcy—and this country is going to supply the credit in some form or another, because we will have plenty of excess credit when we shall have reached anywhere near a normal basis of domestic values. As our production increases, prices will recede. As prices recede, funds will become more plentiful. Indeed, if we are to do our part in world rehabilitation, we have simply got to have a lower range of values in order to release the necessary credit—and allow us to overcome the handicap of the low foreign exchange—a handicap equally severe to the concern abroad which must have our raw material.

A VISION OF THE FUTURE.

Among the remarkable inventions presaging a new era in mechanical and chemical achievement is the Basset process of treating ore, a method invented by M. Basset, a French engineer. This process for producing cast iron or steel consists essentially in the utilization of a rotary furnace similar to the furnace employed in the manufacture of Portland Cement. The mixture of iron ore, coal and castine is introduced and it is heated to a high degree with the aid of pulverized coal. The air is superheated to 1000 degrees by means of a recuperator, similar to the chambers of a Martin furnace, constructed specially for the purpose. The combustion takes place, totally producing a state of carbonic oxide. The furnace is made to revolve slowly and the mass is drawn out below. The work thus far has been mainly experimental, but experts declare that it presents all needed proof of commercial practicability. We believe the world is entering an era of great material progress, an era in which inventive genius will accomplish seeming marvels. We will see great power plants at the mines feeding power to concerns hundreds of miles distant, the airplane commercially practicable, thousands of miles of steam railways electrified. We will see advances in labor-saving machinery minimize the factor of labor and redound to the benefit of labor itself in the increase of production and the lowering of prices. Things heretofore regarded as luxuries will become necessities. Forest conservation will become a reality. Agricultural production will be increased through mechanical efficiency and more intensive and scientific development of the farm. China will wake up from her long sleep. Commercially, the world will become a common marketplace. In short the backward swing of war reaction will be succeeded by an advance far beyond any point heretofore attained.

THE OLD STORY.

For nearly forty years the Tradesman has repeatedly warned its readers against signing orders presented by strangers for goods of questionable merit without reading the text very carefully and critically.

If this advice had been followed there would not now be a hundred or more Michigan merchants sitting on the mourner's bench because they listened to the entreaties and succumbed to the blandishments of the crafty salesmen who inveigled them into signing orders which subsequently turned out to be demand notes, with the iniquitous "warrant of attorney" provision. The use of such a subterfuge stamps the concern employing it as unworthy of confidence and an object of suspicion and execration.

The concern making all this trouble is evidently very limited as to capital and resources. Its name does not appear at all in the July reference books of any of the mercantile agencies and the machine it sells bears many evidences of inferiority. It would almost have to be inferior to be in keeping with the underhand methods employed by the exploiter in foisting the device on the unwilling merchants who are so unfortunate as to have been the victims of so cheap and nasty a swindle.

Again the Tradesman urges its readers to make it a rule of life never to sign anything which they do not first read very carefully. If in doubt as to the exact meaning of any word or paragraph, consult an attorney or the local banker. Under no circumstances accept the personal assurances of the salesman that the transaction will be handled any differently by the house than the printed agreement provides. Personal assurances have no legal meaning in the presence of a signed agreement.

CANNED GOODS SITUATION.

The canned food market is more or less affected by the sugar situation, inasmuch as the losses on that staple have curtailed the buying movement in all canned offerings. These losses are being adjusted, and as they are cleared up the jobbers will be in a better position to use their capital more freely in purchasing the goods which they will need for the fall and winter trade. Just at present they are buying from day to day and not in advance of the season. They are purchasing for actual requirements only. This creates a generally inactive market, although the chief feature of last week's trading was the increase in carload orders. In this buying the canner was not the beneficiary as the trading was out of local warehouses, where spot stocks are offered at more attractive prices. The advancing season and the falling off in fresh receipts of all kinds are both influences toward a broader basis of trading. Jobbers, however, have shown their tightened financial position by their delayed payments for goods, but they are making strenuous efforts to get back to the usual credit basis. Those who have studied other markets say that New York is the most depressed jobbing center in the country, as is generally the case. A cleaning up of the other markets will naturally create a better situation there.

You cannot increase in ability unless you learn something new about your work. To do the same old thing in the same old way indefinitely will not elevate your standard.

BIG TIME IN PROSPECT.

Saginaw Travelers To Hold a Membership Jubilee.

Saginaw, Oct. 12—Without a doubt no greater stir has ever been started among Michigan travelers than that in progress at this writing among the traveling fraternity of old Saginaw Council, U. C. T.

To Saginaw Council comes the honor of having the pleasure of entertaining Hon. W. B. Emerson, Supreme Counselor of the U. C. T. of A. next Saturday night, Oct. 16.

To all Michigan goes the honor of having as the head of our great order a Michigan product. Mr. Emerson was born and raised near Vassar, so to Vassar goes the honor of producing the man who is proving himself a dynamic force to our cause and calling. Although out of the bounds of the Wolverine State for a number of years, he still holds her dear to his memory. Little did he think upon launching out into the world of commerce, seeking what every man seeks—success—that some day he would have the pleasure on returning to the old playgrounds with the highest honors that can be bestowed upon any individual—that of being our Supreme Counselor.

It is this same man who took our official organ, the Sample Case, about a year ago and pulled it from the mire and placed it among America's best magazines and, as a travelers' periodical, absolutely the greatest in America. To W. B. Emerson, our editor, goes the honor.

Among the other notables to be at Saginaw Saturday night are the following: Walter D. Murphy, Supreme Secretary from Columbus, a man whose work is shown by the numerical strength of our order—ninety-seven thousand strong. He has been a faithful servant and deserves much praise.

Grand Counselor of Michigan Her-

coming in from most of the above councils that they will bring their candidates along to take the work.

Saginaw has a membership contest on. Thirty teams are working, fifteen headed by the czar of Michigan, M. S. Brown; the other fifteen by Mayor Mercer.

I wrote each of them last week, asking the possible outcome of the campaigning.

Mayor Mercer's reply in part is as follows: "We expect to have over 100 candidates for initiation. We have to date Brown's team on the run and we expect to keep them there. One of my lieutenants went out and wrote up two nephews of a captain of the czar's team while they (the czar's forces) were asleep. You are safe to place a two to one bet on the Mayor's team."

But from the czar himself comes not a word in answer to my letter.



H. D. Ranney, Grand Counselor of Michigan.



OFFICERS OF SAGINAW COUNCIL, NO. 43.
Al. Munger, Page; Geo. Pitts, Secretary; C. N. Smith, Sentinel; Dan MacArthur, P. S. C.; M. V. Foley, Chaplin, Orin Leidlein, Jr., Counselor; H. L. Rutherford, Senior Counselor; Archie Dorman, Conductor.

bert D. Ranney will be on hand. We are proud of him, for he is a Saginaw product. We want to make this year the greatest in Michigan history in honor of him.

We will also have the honor of entertaining our P. G. C., "Cliff" Starkweather, of Detroit, whose untiring efforts were richly rewarded by a wonderful year in U. C. Tism in 1919. Maurice Heuman, of Jackson, has promised to be on hand. He is our Grand Secretary and is always ready to do his bit toward furthering the noble cause.

P. G. C. Mark Brown will be busy looking after the entertainment of our distinguished guests, as will also Saginaw's U. C. T. Mayor, Ben. Mercer.

The following councils have been invited to attend our booster meeting: Lansing, Bay City, Pt. Huron, Owosso, Flint and Detroit. Reports are

The sly old fox, no doubt, is up to his usual tactics. A word to the wise, "Don't think him and his men asleep."

Saginaw's officers and degree team are to put on the entire work. From a ritualistic standpoint, Saginaw Council has one of the finest teams in the Central West, if not in the United States. Their rendition of the ritual work is the talk of the day in U. C. T. circles.

W. E. Choate, our entertainment chairman, is making elaborate preparations for the affair—a big banquet and lots of real entertainment.

Charles Hillman, who spent years on the stage entertaining America's pleasure seekers, is billed to be with us. To-day he is a U. C. T. and travels for the John T. Woodhouse Co., of Detroit. His home is in Saginaw.

The Saginaw U. C. T. trio, composed of W. A. Johnson, Richard Brown and Evan Owen, will entertain also.

So bring plenty of handkerchiefs to wipe away the happy tears.

The meeting will be held in the Masonic temple (not the Elk's temple) in order to provide plenty of room for the work and space for the spectators. Senior Counselor H. L. Rutherford will call the meeting to order promptly at 1 o'clock. All business and work will be done from 1 to 6 p. m. The banquet will be held in the Masonic Temple also at 6:30. Everything is free. We want your presence, smile and good fellowship in return for our efforts, that is all. Lots of smokes.

L. M. Steward.

Live Facts From a Live Town.

Owosso, Oct. 12—Fred Hanifan, who has been under the weather physically, for several months, has just returned from a three week's vacation much improved in health. In fact, he looks like a real man again and here's hoping he stays in that condition.

We notice in your last copy of the Tradesman an article advertising rubber clocks. We have never seen one, but they are on the market all right and no doubt this accounts for so many people who settle their bills according to the regulation of their own time piece.

Ed. S. Brooks, of Carson City, former senior member of E. S. Brooks & Son, passed away last Friday, after several weeks' illness. Mr. Brooks was one of the pioneer merchants of Carson City, who with his son, Ray, conducted successfully one of the best general stores in Central Michigan. A few months ago, owing to poor health, he sold his interest in the business to Brooks & Warner.

The Owosso co-operative store has undergone a radical change in its management. Glen Perkins, who was chosen manager and purchasing agent for this concern, is back at his desk in the Owosso Savings Bank, having tendered his resignation and Dell Doyns has been appointed to manage the co-operative store. Mr. Doyns is an old-time groceryman, having been successfully engaged in the grocery game for twenty years at Chapin. Mr. Doyns is an up-to-date store keeper and knows how to do it to the entire satisfaction of its patrons. He has a wide acquaintance, is well liked and his motto is, Nothing Succeeds Like Success.

Edward B. Everest, of Everest & Everest, general store at New Haven Center, has purchased the interest of his partner, William V. Everest, and also bought the store building and real estate connected and will continue the business at the same location. He cannot fall down on the proposition, as he subscribed for the Tradesman to-day.

Boys, did you notice last week that nearly every farm house you drove past smelled like catsup cooking. That's easy. Tomatoes at 25c per bushel cause a delicious aroma throughout the land on general principles. Honest Groceryman.

Old Enough To Be Good.

To overcome that gloomy feeling, read this bit of humor from E. E. Behler, Grand Rapids, Michigan, vice-president Traveling Salesman's Auxiliary to the Michigan Sheet Metal Contractors' Association:

A woman famous locally for her ducks sold one to Brown, her neighbor.

But it proved particularly tough, and as Brown had paid a big price for the bird he called on the vendor without delay.

"What do you mean by imposing such a duck upon me, one of your oldest neighbors?" he inquired.

"Why, was there anything wrong with it?"

"Wrong! It wasn't good at all!"

"Well, it ought to have been," replied the dame. "It won the first prize

at the poultry show for eleven years in succession!"

A Passion For Cleanliness.

A San Francisco woman who occupies a position of authority in the city's health department, reports that she had a good deal of difficulty with the bakers in a poorer section of the city who refused to handle wrapped bread. She argued with them for some time and finally one of them frankly explained:

"You see, lady," he said, "when the bread comes wrapped up, the white paper gets so dirty from the handling that people won't buy it."

The time to advertise for to-morrow's business is to-day. To wait until to-morrow is to be too late.

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.

Service Quality Integrity Dependability

These are the foundation stones of the edifice of business success on which our institution has been erected.

Solidly massive in its strength, built one monster pile after another—a foundation which upholds unwaveringly the masses of masonry above. Upon such a foundation you can depend, because it is built strong.

As with buildings, so with institutions—the foundation is what counts. And we, looking back upon more than fifty years of integrity and honest service to our customers, feel that we rest upon a sure foundation, because we have built strong.

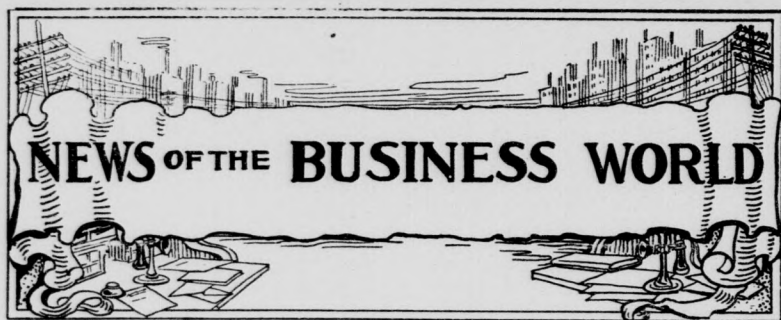
The satisfaction of profitable trade binds our customers to us with bands of steel.

Grocers who are not on our list of customers who appreciate products in which these qualities are inherent are invited to get in touch with us, either by correspondence or otherwise.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



Movement of Merchants.

Hastings—William J. Reid succeeds Frank Horton in the grocery business.

Eagle—Ira W. Howe succeeds Mrs. E. C. McCrumb in the grocery business.

Homer—Claude Valentine succeeds Don Pittinger in the cigar and restaurant business.

Coldwater—The Coldwater Garage Co. has increased its capital stock from \$3,000 to \$6,000.

Greenville—The Mulholland Garage & Machine Shop is succeeded in business by Mulholland & House.

Grand Rapids—Fred De Vries succeeds Bowditch Bros. in the grocery and meat business at 1215 Madison avenue.

Detroit—The A. T. Knowlson Co., wholesale dealer in electrical supplies, etc., has increased its capital stock from \$100,000 to \$300,000.

Jackson—The Pen Supply Co., dealer in electrical, plumbers and mill supplies, has increased its capital stock from \$30,000 to \$60,000.

South Boardman—The South Boardman Gleaners Produce Co. has purchased the potato warehouses at Roley and at McGee, of the Cole estate at Kalkaska.

Muskegon—The Palace Furniture & Repair Co. has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,500 paid in in cash.

Litchfield—A. I. Ely has repurchased the store building and grocery stock which he recently sold to Henry Stoddard and Hugh Porcupine, taking immediate possession.

Lansing—The Johnson Pharmacy has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$610 paid in in cash.

Eaton Rapids—Thomas Winder, of Chicago, has leased the Woodruff hotel and will open it for business Nov. 1. It is now being renovated and refurnished throughout.

Traverse City—Fire destroyed the store building and stock of general merchandise of William Boroughs, of Grelickville, near here, Oct. 11, entailing a loss of over \$5,000.

Ferndale—The George F. Randall Lumber Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

Hillsdale—C. L. Thatcher & Son have sold the Book Shop to Kenneth Fisher, recently of Adrian, who has taken possession and will continue the business under the same style.

Battle Creek—The Cable Piano Co. store has a new manager, in the person of Harold C. Kneeland, formerly

associated with his father, F. W. Kneeland, in the same line of business at Lansing.

Muskegon Heights—Fred H. Stauffer has taken over the management of the Wilson shoe store, on McKinney avenue and will make many improvements in the store as well as changes in the management.

Grand Ledge—The Grand Ledge Loan & Deposit Bank has purchased the building which it occupies and also the store building adjoining, which is occupied by Harry Harrod, with his stock of general merchandise.

Detroit—The Chinese-American Tea Co. has been incorporated to conduct a wholesale and retail tea business, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Detroit—The Peninsular Oil Co has been incorporated to deal in oils, greases, automobile accessories and supplies, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$250 in cash and \$4,750 in property.

Highland Park—The Stucco Sales Co. has been incorporated to deal in all kinds of brick, stone, cement and builders materials, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$3,000 paid in in cash.

Saginaw—The Farm Electric Equipment Co. has been incorporated to deal in electrical appliances and equipment at wholesale and retail, with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in, \$1,500 in cash and \$13,500 in property.

Detroit—Cochran & Phillips have merged their automobile accessories, parts and supplies business into a stock company under the style of the Tuthill Spring & Service Co. with an authorized capital stock of \$30,000, all of which has been subscribed and paid in, \$13,300 in cash and \$16,700 in property.

Ishpeming—Henry W. Stegeman, of Ontonagon, who recently purchased the Nelson House, has taken possession and will remodel and refurnish it throughout, installing private bath rooms, etc. Mr. Stegeman was formerly proprietor of the Elks Hotel, at Ontonagon, which he recently sold.

Dutton—John Roberts, who has been engaged in general trade here for four years, has sold his stock to John Vander Bunte, who will continue the business at the same location. Mr. Roberts retires on account of ill health. The purchaser has been connected with the chemical works at Boyne City for a number of years.

Manufacturing Matters.

Detroit—The Buhr-Buiwitt Co. has

changed its name to the J. F. Buhr Machine Tool Co.

Detroit—The Handy Governor Corporation has increased its capital stock from \$25,000 to \$50,000.

Port Huron—The Howard-Hayman Furniture Co. has increased its capital stock from \$35,000 to \$150,000.

Detroit—The Struthers-Ziegler Cooperage Co. has increased its capital stock from \$75,000 to \$250,000.

Grand Rapids—The Grand Rapids Wood Finishing Co. has increased its capital stock from \$200,000 to \$400,000.

Rollin—The Rollin Milling Co. has opened its plant for business. It has a capacity of twenty-five barrels per day.

Pentoga—The Pentoga Lumber Co. has been incorporated with an authorized capital stock of \$240,000, all of which has been subscribed and \$120,000 paid in in cash.

Vulcan—The St. Onge Lumber Co. has been incorporated with an authorized capital stock of \$200,000, of which amount \$120,000 has been subscribed, \$5,662 paid in in cash and \$89,338 in property.

Detroit—The Superior Combustion Engine Corporation has been incorporated with an authorized capital stock of \$500,000, \$250,000 of which has been subscribed and \$50,000 paid in in property.

Kalamazoo—The Hanselman Candy Co. has merged its business into a stock company under the same style with an authorized capital stock of \$125,000, all of which has been subscribed and paid in in property.

Review of the Produce Market.

Apples—Wealthy, \$1@1.25; Wolf River and Maiden Blush, \$1.25@1.40; Tallman Sweets, \$1.25; Wagners, \$1.35 @1.40.

Bananas—10c per lb.

Butter—Receipts are heavier than usual at this season of the year, in consequence of which a decline of 2c has occurred. Local jobbers hold extra creamery at 55c and firsts at 53c. Prints 2c per lb. additional. Jobbers pay 32c for packing stock.

Beets—65c per bu.

Cabbage—60c per bu. and \$1.50 per bbl.

Carrots—75c per bu.

Celery—40c per bunch.

Cider—Fancy commands 25@40c per gal.

Cocoanuts—\$1.20 per doz. or \$9 per sack of 100.

Crab Apples—\$3 per bu. for Hy-slops.

Cranberries—Early Blacks from Cape Cod command \$11 per bbl. and \$5.75 per half bbl.

Cucumbers—Home grown hot house, \$1.25 per doz.

Eggs—New-laid eggs are very scarce and the market is firm at about 4c per dozen advance from a week ago. Storage eggs are also firm at an advance of about 2c per dozen from last week and with a very good consumptive demand. We look for continued good egg trade at prices ranging about as they are, with a possible change in price. Jobbers pay 57c f. o. b. shipping point for fresh candled, including cases. Storage operators are feeding out their

April and May eggs on the following basis:

Candled Extras ----- 53
Candled Seconds ----- 48
Checks ----- 40c

Egg Plant—\$1.50 per doz.

Grape Juice—\$1.25 per gal. in bulk.

Green Onions—20c per doz. bunches for home grown.

Lemons—Extra fancy California sell as follows:

300 size, per box ----- \$6.00
270 size, per box ----- 6.00
240 size, per box ----- 5.50

Fancy Californias sell as follows:

300 size, per box ----- \$5.50
270 size, per box ----- 5.50
240 size, per box ----- 5.00

Lettuce—Home grown, \$2.50 for head and 15c per lb. for leaf.

Lima Beans—20c per qt.

Onions—Spanish, \$2.75 per crate; home grown in 100 lb. sacks, \$2.25@2.50.

Oranges—Fancy California Valencia now sell as follows:

100 ----- \$9.50
126 ----- 9.50
150 ----- 9.50
176 ----- 9.50
200 ----- 9.50
216 ----- 9.50
250 ----- 9.00
288 ----- 8.50
324 ----- 8.25

Parsley—50c per doz. bunches.

Peaches—Smocks, \$2@2.25; Lemon Freeze, \$2.25@2.50 per bu.

Pears—Sickles, \$2; Keefer's, \$1; Duchess, \$1.

Peppers—Red, 30c per doz.; green, \$1.75 per bu.

Pickling Onions—\$1.50 per box of 16 lbs.

Pieplant—\$1.50 per bu.

Potatoes—Home grown have advanced to \$1.25 per bu.

Pumpkin—\$2 per doz.

Quinces—\$2.50@2.75 per bu.

Radishes—20c per doz. bunches.

Squash—Hubbard, \$2 per 100 lbs.

String Beans—\$1.50 per bu.

Sweet Potatoes—Virginias command \$2.25 per 50 lb. hamper and \$5.50 per bbl.

Tomatoes—Ripe, 75c per ½ bu. basket; \$1.25 per bu.; green, \$1.50.

Turnips—60c per bu.

Wax Beans—\$1.50 per bu.

Hon. Franklin Moore, Secretary and Treasurer of the Diamond Crystal Salt Co., St. Clair, was in the city yesterday on a trip which combined politics and business. Mr. Moore has been a member of the House of Representatives two terms and is a candidate for a third term. In the event of his election—which, by the way, is a foregone conclusion—Mr. Moore will be a candidate for Speaker of the House. There is no reason why Mr. Moore should not be able to accomplish his ambition in this direction, because he is in every way qualified to discharge the duties of such a position with credit to himself and with satisfaction to his associates.

The energetic man is not he who always goes in a hurry and rush—not necessarily. Hurry is a waste of energy.



Essential Features of the Grocery Staples.

For a long time retail grocers have not seen so many declines bunched in one table as this week. The cider vinegar has declined because of the apple crop, is the explanation given, and the milk because of the lack of export demands. Other declines are for similar reasons or causes allied to the lines which they represent. Even flour has taken a drop. Sugar has gone lower.

In merchandise lines generally advice has been given freely by credit managers and others depended upon for information to buy all that is required and not more. This same thought is broached by various experts in grocery lines. No one wants to load up on a declining market or where they may come an unexpected decline and get caught with large stocks.

Cranberries have taken a decline, the Jerseys, even though it has been announced from Boston that frost nipped the berries hard in Eastern Massachusetts, and temperatures were below freezing in several places in the Cape Cod district. The damage was relieved in some places by flooding the bogs and the damage was only partial. Farmers and market gardeners in the district sat up all night to keep smudges going and produce properly wrapped against the weather.

Nuts, fruits, candies, peels, etc., are now in demand preliminary to the retail of Thanksgiving stuff. Seasonable goods for Fall and Winter consumption are beginning to look good. Stock fish is arriving for soaking in preparation for an unexpected heavy trade in November or after cold weather sets in.

While in some sections advanced freights have been unexpected, due to injunctions against the increase, the dealers must remember that interstate rates are advanced by Federal act, notwithstanding the situation as to freight rates entirely within a state.

Sugar—The New York market has declined to 11c and local jobbers are now selling granulated at 12½c. Some operators believe that raw sugar has about touched bottom, but this confidence is not generally shared. Offers of raws are on a lower basis this week than last. The situation of the jobbers who are tied up with contracts of high-priced sugar continues to get worse and worse. Other authorities hold that bottom has been reached and that an upward tendency will soon make itself manifest. This view of the situation is sustained by the action of speculators, who are able to obtain 11¾c for spot granulated.

Tea—The market shows no material change during the week. Business is entirely from hand to mouth and prices about as they were last week. There is very little encouraging talk about the tea business among the operators just now, as the market is not in favor of anybody but the buyer. Ceylons are selling at pre-war levels and are about the lowest thing in the line.

Coffee—The market shows little change for the week. Some business developed for Rio and Santos grades on spot, but the whole situation is weak and one reason for it is pressure to sell, particularly Santos. The price of Rio No. 7 is down a fraction of a cent, but seems due to go lower, although this decline already gets it below 8c. Santos 4s are off from ½ @¾c and Santos grades are relatively weaker than Rio. Milds are slumping in sympathy with Brazils, the decline ranging from ¼@1c for the week. It is believed to be safe at present to buy for moderate wants of coffee, as the market certainly cannot slump a great deal from present prices, although it undoubtedly will go somewhat lower.

Canned Fruits—California canned fruits show no particular change for the week. There is some pressure to sell, but the trade are not responsive. They seem to prefer to hold off, as they are doing in most other things.

Canned Vegetables—Demand is light and there is still a general lack of confidence in present prices, low as they are. Tomatoes show no particular change for the week, the market on No. 3 being around \$1.20 in a large way, f. o. b. factory, which is the price which has ruled for some time. Most holders are asking \$1.25 and some are holding for \$1.30, but nobody is paying it. Corn is very dull and weak; full deliveries are expected from most packers of Maine brands, and this means that there will probably be a surplus to sell in a little while. This will sell at a fair price, but not at the inflated price which has been asked or several reasons. Peas show no particular change and movement in all grades is light. It looks like a firm season for the better grade of peas and more or less soft and easy season for the undergrades. Already high-grade peas are not easy to get.

Canned Fish—No new chapters have been added to sardine or salmon history through recent developments. Maine sardines held to former quotations as a trading basis, although some canners held out for small advances in the different packs. While they are unable to secure anything

better than listed prices, they believe that a change for the better may soon occur. With a light pack, they are in hopes that they may ultimately be able to sell at a profit where now they lose money or break even. The season will soon be over and a light pack will be put up between now and December 1. The outlet is almost wholly domestic and is still chiefly in the way of less than carlot sales. No jobbing section is a free buyer but all points are taking small lots from time to time. California sardines are in somewhat better demand but not enough to improve the line from a price standpoint. Imported fish are moving in a small way, mainly to the interior trade. Pink and chum salmon were the object of considerable talk last week owing to the low prices which have ruled on old packs which are urged to sale in order to clean up the market. In pinks sales are from \$1.40 up for poorer grades, but really desirable lines cannot be had for less than \$1.60. Medium red of the top grade is steady but other lines favor the buyer. Red Alaska on spot is fairly firm and in a routine demand but future shipments are not being taken freely. Columbia River halves continue firm and the most active in the entire salmon line. Tuna fish is nominal in all but the olive oil grade packed in Italian style which is in demand by that trade.

Dried Fruits—Rain damage reports are the chief topics of comment from Oregon prune shippers. They are holding their 30s and 40s firm and will not quote on these sizes, as they do not know how the new crop will turn out. On the other hand, there is little interest in these sizes on spot, or in any future shipments from Oregon. California new crop is rolling Eastward, but the shipments have been delayed somewhat by a shortage of cars on the Coast. Raisins have been moving on spot in the seeded package goods where old crop California were obtainable. There have been some demands also for muscatels, but the market on new crop California is about as it has been. Cables show that the market in Spain is firm, owing to the interest shown by other countries. Domestic buyers are not a factor in the foreign market at the moment. The remainder of the list made no new developments last week. Apricots are selling on spot in a limited way. Blenheims are the firmest as the crop is light. Pears are not selling in any volume.

Sugar Syrups—Some factors profess to see signs of improving demand with approach of cold weather, but it is not expected that grocers will abandon their policy of buying in small lots for some time to come.

Corn Syrup—The reduction announced by one of the leading distributors has been followed by others, but the market remains stagnant even at the new low levels.

Molasses—Prices have been well maintained in the past week in the face of lack of interest on the part of the distributing trade. Leading factors show no inclination to make concessions at present.

Rice—Spot stocks are low and this has contributed to firmness. Dealers, while expressing the belief that prices cannot go much lower, admit that the outlook is not very encouraging.

Cheese—The cheese market is steady at prices ranging about the same as a week ago, with a light consumptive demand. The quality arriving is about as usual for the season and if we do have any change in price, it is likely to be a slight decline.

Provisions—Everything in the smoked meat line is in light consumptive demand at prices ranging 1c per pound lower than a week ago. Pure lard is in light demand at decline of about 1c per pound. Lard substitutes are steady, ranging about the same as last week, with a light consumptive demand. Dried beef, canned meats and barreled pork are in light demand at unchanged prices.

Salt Fish—Some new Irish and Norway mackerel are being received in American markets now, but the prices have not yet been settled and goods are not actually out into the market as yet. This fish will be wanted provided prices are fair. It cannot be told at this time how much foreign mackerel will come to this market this year. It is probable that Irish fat mackerel of the 1920 catch will average around \$25 a barrel, in a large way, and Norway No. 2s, 1920 fall catch, around \$38 a barrel, with other sizes in proportion.

A Study of Terms.

Written for the Tradesman.

A progressive is one who is constantly seeking more light, new evidence, taking daily observations and setting his course thereby.

A reactionary is in reality one who opposes every project, good or bad, for partisan ends.

A conservative is one who cannot be led or forced into new projects without sufficient study.

An ultra-conservative is one who is prejudiced and will not yield to abundant evidence. The old way is good enough for him.

"Service," an overworked word used by salesmen in all lines.

"Functioning," running smoothly, all parts working properly—doing the work the machine was made for or the organization formed for.

A progressive sees what can be done; a reactionary sees that it cannot be done and a conservative sees after it has been done.

The visionary progressive may need the ballast of the conservative to prevent attempting a desirable project without preparation.

If airship and ballast both "function" in their proper sphere, "service" may be rendered to humanity.

Minion.

In a Nutshell.

Worry less and work more,
Ride less and walk more.
Scowl less and laugh more,
Talk less and breathe more,
Eat less and chew more,
Watch less and sleep more,
Preach less and practice more,
Spend less and save more.

Butter is prime when it is fresh; but man's youthful freshness disappears when he reaches his prime.

AROUND THE WORLD.

Impressions Graphically Recorded By
Noted Globe Trotter.

En route Manila to Java, March 24—The Equator may be an imaginary line, but it would take a very vivid imagination to feel reasonably cool anywhere near that part of the globe where the imaginary line is drawn.

We are now about forty hours from Manila on our way to Batavia, on the island of Java (Dutch). After leaving Manila we had a feeling akin to leaving New York for Cincinnati via San Francisco, but being forced to go by freight, with no chance of turning back. We are so far away that we have given up figuring time and distance.

We do not know very much more of the Philippine Islands from personal observation than we knew before, although much has been told us by American enthusiasts—residents of the Islands. Manila is no more the Philippines than are any of our principle cities the United States. With the short time at our disposal, we could get no more than a fleeting picture of Manila and its immediate surroundings. Distances are so great that it would take days to become reasonably familiar with the work which has been done by our Government within long range of Manila, and weeks, if not months, to get a fair understanding of the Islands and their resources.

The city of Manila is by no means artistically interesting in any way. The city is flat and the buildings, from the old Spanish churches, houses, castles—the latter now Government buildings—down to the Philippino straw houses in the business district have American store fronts, which certainly do not add to their beauty. The interiors of the old houses, however, have great charm. Their large rooms and spacious hallways, with immense doors and wide open windows, give one the feeling of wanting to stay forever.

We were much interested in the new Municipal Hospital, an institution recently completed, having been built on the most approved modern plans. The hospital is of concrete construction, as are all or almost all of the new buildings erected on the island, and contains 316 beds. The cost of construction was almost half a million dollars. In connection with the hospital is a free clinic, in which almost 75,000 people are treated annually, and is merely an example of what is being done to better sanitary conditions. There are other hospitals of more ancient pattern in which infectious and contagious cases are cared for, but although older the conditions in these hospitals are excellent, the climate making this problem a rather simple one. The natives take very kindly to improved sanitary and health regulations. The chief of staff of the hospitals are, of course, Americans, but many of the assistants are natives.

We visited one or two large cigar and cigarette factories and I was much interested to learn of the existence of labor organizations, which, in fact, are making themselves felt at the present time. The cigar makers have struck for an increase in their wage scale and the matter is now before an arbitration committee for settlement. The cigarmakers average about 12 pesos per week on piece work, according to information given men by the manager of one of the factories, and have asked for an increase ranging from 5 to 20 per cent. on the various sizes manufactured.

The manufacture of cigarettes is carried on much the same as in Cuba and Mexico, the most improved machinery being used. The packing, however, is done by hand and the expertness of the wrapper in picking up twenty cigarettes out of a large pile and wrapping them in packages, without counting them, leads one to the belief that they fully earn their fifty to sixty cents per day. Here, again, is noticed the work of the

health bureau. Bi-weekly inspections of the employees are conducted and any open sore, or even a boil or a pimple, disqualifies the one so affected from working.

Cigarettes go almost entirely into home consumption, the use of same being most common among men, women and children.

We have already spent a lot of money in the Philippines and are now spending, and will continue to spend, much more. I read a statement some place that the Philippines were too expensive to keep and too valuable to give away. Whether they are too expensive to keep depends, I should say, upon the future productive value of the soil and this largely, if not entirely, depends upon the natives themselves.

The native Filipino, according to my best information—and this is borne out by a close observation of his characteristics during my few days' stay—works to live and no more, and as his demands are not great, his work is correspondingly light. The Philipinos we have met in the U. S., and the best of them here, are the exceptions and the race should not be judged by those.

I was told that many of them are eager for education and while this is a laudable trait, in many cases it is harmful rather than beneficial to their welfare.

The local political agitator is a menace to the Islands; but no more so than the political agitator at home and without whom the local agitator would be a nonentity. A resolution introduced in Congress to make the Islands independent is used by these agitators in the Islands to further their own political ends and naturally the people take these resolutions very seriously. The general impression among all classes of Americans, and, I am told, among many Philipinos, except those of both classes who look for personal gain or benefit, seems to be that were any further degree of independent government granted for a long time to come it would be a most fatal mistake and that even the talk of independence is sinful.

While the Americans located on the Islands do not take seriously the talk of independence emanating from Washington, it is claimed that it has, among other things, the effect of frightening much needed small capital, for without the firm hand of control exercised by our Government, it is pretty generally understood that the American investor would not have a chance. The problem appears a difficult one—one that can, I should say, be worked out in time—but it is going to be a long hard pull under any conditions and longer and harder until it is firmly understood in the Islands that we are going to stay there.

I would not have you understand that great work has not been done and this is even apparent to the casual observer. For instance, the harbor is an excellent one. Our large vessel came right up to one of the Government docks in thirty-five feet of water with its nose not over twenty-five feet from shore. I am told that not more than two years ago, acres of land extending from the water front to the heart of the old Spanish city was nothing but swamp.

This part of the city is rapidly building up and a new hotel (The Manila), of concrete, fire-proof construction and containing between three and four hundred rooms, occupies a site of this made land. The Army and Navy Club and the Elks Club, both of which any community might be proud, are very near the new hotel site.

The business section of the city presents a very busy scene. Every- one rides and traffic is much congested—quite a contrast to the places we recently visited. The motor car, both pleasure and business plays a great part in the traffic, but the horse (or rather the pony) and the caribao are much more in evidence. All the heavy work, outside of that done by the mo-

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Detroit



tor truck, is done by the caribao and a sturdy animal he is. Most of the pleasure vehicles are two-wheelers, two passenger affairs with a small seat for the driver just in front, and these are pulled by ponies (native, Australian and American), which are very toppy and good travelers. The vehicles are divided into two classes, the calesa which has a folding top and the caramata with a stationary top. Both these vehicles of the better class as well as vis-a-vis and victorias turn out in excellent style with well groomed ponies, fine harness and splendidly liveried drivers.

The scene on the Luneta, a park where band concerts are given every evening from six to seven, is a very busy and attractive one. Thousands of people on foot and in all classes of vehicles attend these concerts every evening. The Filipinos are natural musicians, the Constabulary Band being the best of the lot. One thing that impresses the visitor from the States is the respect shown by the natives to the Flag and our National Hymn. At the end of every concert the Star Spangled Banner is played and every head in the immense audience is immediately uncovered.

Upon our visit to Bilibid Prison, one of the sights of the Island, this was again impressed upon us. At four-thirty retreat is sounded. To the accompaniment of the prison band, about seventy strong, the prisoners (at present nearly four thousand) are assembled in an enormous court yard for inspection, calisthenics and grub. They are marched in from their enclosure, enormous dormitory cells holding at least one hundred men each. After inspection the band plays the Star Spangled Banner and as one man they remove their peculiar round Chinese helmet and stand at attention. After this they are put through a ten or fifteen minute calisthenic exercise, after which they pass in double file and receive their evening meal in two tin plates, one for rice which they never

mix with any other food, and the other for such other food as our liberal Government may deal out to them.

The ceremony is quite impressive. You are told that this is the largest and best managed prison in the world and you surely leave with that impression. A great deal of wicker and other furniture work is done in the prison and many of the inmates are used in Government fortification work which is constantly going on.

We found no opportunity to see any of the fortifications, but did visit Ft. McKinley, which is the largest garrison possessed by our Government. At present there are 4,000 soldiers stationed there. In the Islands, I am told, there are approximately 10,000 regulars, 5,000 scouts (a special Filipino service) and 3,000 constabulary. The latter are the police of the Island and made up largely of natives and supported by the local government.

Speaking of the support of the civic government, I am told that it is now self-supporting, so that our contribution (or rather the cost to the U. S. Government) at present is the maintenance of the Army and Navy, the building of fortifications and the making of other physical improvements, whatever they may be. The expensive transport service is, in a measure, to be done away with through the formation of our Colonial Army and which will no longer necessitate the frequent transfer of regiments back and forth.

The day we drove to Ft. McKinley, which is about seven miles from town, we went on to the source of Manila's water supply—Montalban—and had an opportunity of seeing something of the surrounding country. We passed through numerous villages—all alike—straw covered bamboo houses, built about ten feet from the ground to insure circulation of the air. The inhabitants are uninteresting in appearance and lack expression. The children wear even less clothes than the law allows, a very short

shirt to keep the sun from the neck and shoulders being the only garment considered at all necessary.

As we drove near the mountains and away from the flat country, the drive became very picturesque and as the sun sank lower and the day became cooler, we very much enjoyed the ride. The roads compare favorably with those in any other place in the world. We were to have had a launch meet us at a certain point and return on the Pasig River, but as we were a little late and the native launchman too impatient to wait, we were obliged to content ourselves with a ride in a motor car along the banks of the river.

I had a very pleasant visit with the Acting Governor the morning of the day of our departure. He asked me to come around and talk politics with him. However, I am afraid I had little more to say to him than he had to say to me. It is peculiar in a way how out of touch our people in the Philippines are with what is going on in the States. As far as we on this trip are concerned, our feelings are as though we belonged nowhere at all. We really do not know a thing of what is going on in the world. The average American in the Philippines does know the Philippines. He is not only working in the interest of, but anxious to talk about the Islands.

You are told that the Philippines inaugurated postal savings long before the U. S.

That the Government wharves are now profitable.

That the ice and cold storage plant, owned and operated by the Government, shows a profit, annually, of about 12 per cent. on the investment.

That the post office department, including telegraph lines, which the Government owns and operates, is also profitable.

In fact, in almost every man, you find an enthusiast—always, however, with a "but" and that "but" is usually directed against the Filipino politicians in particular, the Filipino in

general and emphasized in the case of statesmen at Washington, who, they say, know nothing at all about the condition of the Islands or their people.

The Assembly, which is the House of Representatives elected from the various districts, has for the last three years failed to pass the appropriation act. Fortunately, under the Filipino act, in case of failure of passage of this act, the appropriations last passed stand and are distributed to various funds by the Commission. This is pointed out as only one of many examples of government by the Filipinos, the Assembly being made up entirely of natives and the Speaker a radical advocate of independence. Well, "Rome was not built in a day," and, in fact, there is much building to do even at home. Building after all, is not difficult in any place and would progress rapidly enough if the obstructionist's hands could only be tied for a while. At that he probably has his uses.

Socially, Manila is all the visitor could desire. The Army and Navy Club is exceeded in its charm only by its members. They will stay with you as long as you can sit up and as there are more members than visitors, your style is somewhat handicapped and an early morning ride in a calesa, returning to the ship, is most refreshing. If anyone tells you that alcohol is not consumed in the tropics, tell them they have been sadly misled to a false belief. Julius Fleischmann.

Detroit—The Detroit Credit Clothing Co. has been incorporated with an authorized capital stock of \$30,000, \$21,000 of which has been subscribed, \$1,000 paid in in cash and \$11,000 in property.

Lawrence—The Lawrence Co-Operative Co. has increased its capital stock from \$20,000 to \$50,000.

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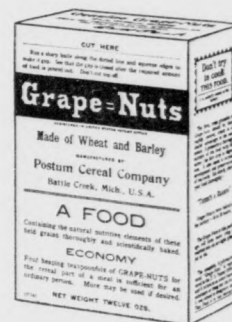
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DECLINE OF BOLSHEVISM.

Little need be said about Poland's rejection of Bolshevism. It was a conflict of arms, with the odds in favor of Russia. The David among the nations defeated Goliath because his victory meant more and worse than Poland's disappointment in ancient racial and territorial disputes. China rejected the Bolshevik bribe of what the Bolsheviks had no right to offer, because China's faith and fortunes lie, like those of all nations, with those who are like-minded against the Bolsheviks. What nation, asked to choose between arraying itself with Russia or with the remainder of the world, can make any other choice? The French federation of labor rejected the Russian sort of socialism by 1,478 to 602, a vote of the proletariat which is perhaps as significant as any could be outside of Germany. The Italian socialists are split and alienated from the Bolsheviks for two reasons. One is that the Bolsheviks have excommunicated some of their best leaders, and refused admission to the rest unless they submitted to the Bolsheviks' Popes. The Italians' other reason is that socialist deputies who have been to Russia to investigate conditions there have reported that the management of the industries, which has been placed directly in the hands of the workers, has been disastrous. The Bolsheviks, although they number only 600,000 in a population of 160,000,000, have seized all political and economic organizations, and use the utmost means to suppress other parties, which are forbidden to use either propaganda or press. The capitalist regime has been destroyed, but it has not been replaced by anything that meets even the most elementary needs of a civilized people.

The Anglo-Saxon rejection of Bolshevism is even more condemnatory than the Latin and the Slav. The organ of the British union laborites was found to be in negotiation with the Bolsheviks and to be open to a bribe with their stolen money. It was a great shock to the British nation, which had thought better of the union labor party, and labor is set back once more to redeem itself from Churchill's hasty declaration that "labor is not fit to rule." Reaction here from the British favor for Bolshevism, small as it was, leaves nothing to be desired. Debs and Gompers repudiated Bolshevism—as soon as they saw it was destined to go down in defeat and disaster—in terms eloquent of perception that those who follow Lenin and Trotsky have nothing to hope for from Americans. The repudiation by Debs was formal, to his socialist campaign committee. On behalf of the federation of labor Gompers said much more than that "the harangues of the Soviets in 'Russia will fall on deaf ears of the American organized labor movement,' but that will suffice. The American labor movement has ideas of its own, and will not be led any more by British or German sentiment and theory than by Russian. But even German opinion is hostile to Bolshevism, on the report of the socialist deputy who was sent to Russia to report upon the welfare of 120 Germans who went to Russia in search of the socialist Utopia. The socialist

deputy, Dittman, reported to his associates that the German emigrants had been bitterly disappointed in their reception by the Bolsheviks. Upon their protests they were declared counter-revolutionaries.

Last week the international labor office issued another installment of its reports on conditions in Bolshevism. A proclamation has declared strikes to be treason, because work is a social obligation. "Human labor is the property of the State." What could be more odious in any other country? In the civilized world, since the winning of the kaiser's war, governments have belonged to the citizens, not the citizens to the State. In accepted labor doctrine labor is not property, and is there in the most despotic country is not subject to the laws of property against those of humanity. What trace of humanity is there in the most despotic country in the world—the one which was to emancipate the workers from slavery to capitalism?

WHY COAL WILL BE LOWER.

For a year we heard of nothing but underproduction in this and underproduction in that until one felt almost as though never again would supply catch up with demand. Paper and coal seem to be the surviving members of this shortage family, but we notice the newspapers are adding more pages and—would it be at all surprising if paper followed in the wake of cotton and wool and iron and steel and sugar. Then there comes the widely discussed question of the shortage of coal. As John Stuart Mill pointed out, the devastation of war is not nearly so terrible as it appears. He avers that a nation in time of peace undergoes a destruction almost equal to that witnessed in time of war. John Maynard Keynes made some melancholy predictions about the coal supply, stating that Germany could not produce over 100,000,000 tons a year which, after deducting 40,000,000 tons due France, would leave Germany but 60,000,000 tons for her own use. The estimate of the Supreme Economic Council at Paris, from elaborate statistics, shows Germany will have for her own use a production 50 per cent. more than Keynes' estimate. French annual normal production was 3,400,000 tons a month. By June, 1920, production was 2,766,000 tons a month. Belgium has reached pre-war production. Austria is back to her pre-war figures.

Czecho-Slovakia's pre-war output was 18,648,000 tons; 1920 it will reach 28,000,000 to 30,000,000 tons. Italy produces lignite and she has trebled it since the war. The Netherlands more than doubled pre-war production of coal. The 1913 monthly production in England was about 24,000,000 tons. June, 1920, it was approximately the same. Now the remarkable thing about the 1920 showing is that it is made in spite of shortened hours of labor, strikes and disturbances of various kinds. When European bunkers are filled, the exporting situation will have plenty of competition. Strange indeed, if, given adequate transportation facilities, coal conditions should long continue on the present artificial level.

THE SOLDIERS' HOME.

Readers of the Tradesman will peruse with amusement two of the letters in the Soldiers' Home controversy published elsewhere in this week's paper. Col. McGurkin's assumption of lofty superiority and his disposition to hold himself above criticism will not get him anywhere with right thinking people. On the contrary, such high handed methods create an unfavorable impression in the minds of those who would otherwise be disposed to regard the matter from an unprejudiced standpoint. No one needs to look at the books to see how loosely the Home is conducted. The personal appearance of many of the old veterans who are permitted to walk the streets of Grand Rapids furnishes a striking commentary on the lack of discipline and personal supervision which is plainly in evidence in every department of the Home.

The letter from the orderly sergeants is amusing because it is devoted solely to the discussion of topics not at issue in the present controversy. Not a thing was said by the Tradesman in reference to the subjects discussed by the sergeants.

The only letter writer who approaches the subject with any degree of sincerity and clarity is Auditor General Fuller, whose masterly summing up of the situation is the natural emanation of a keen analytical mind, expressing itself in a few well-chosen words without wobbling or circumlocution.

The developments of the past week further emphasize the fact the Tradesman undertook to impress on its readers last week—that a "shake-up" is needed to start the Home on a career of efficiency which will enable it to become a real home in all the term implies, instead of a charitable boarding house for old soldiers. The only way to accomplish this result is to place at the head of the institution a man who possesses two necessary attributes—a great kindness of heart and executive ability of a high order.

It is to be hoped that the Board of Control will act promptly and efficiently in this matter.

THEN AND NOW.

In 1860 the National debt was about sixty millions of dollars. In June of that year Congress authorized a loan of twenty million. Half of it was offered in October, but only about seven million was paid on account of subscriptions. Later on, an issue of treasury notes of five million dollars was sold at the high interest rate of 10½ per cent. per annum. The success of an eight million dollar loan shortly after, bearing 6 per cent. interest, was taken as evidence of the confidence of the people in the new Secretary of the Treasury. There had been great distrust of his predecessor and his loose methods of handling the people's money.

Confidence saved the Government 4½ per cent. interest on its loans—such is the effect of confidence. Compare the insignificant Government loan of 1860 with the huge loans raised during the late war, and note the difference in the rates of interest paid. What better evidence that our Government is founded on a rock. That

rock is the confidence of the American people in the stability of its institutions. There is another phase of the early Civil War period that is seldom alluded to. The effect of the coming war on business debts, which the South owed to the North, was most disastrous. By the middle of November, 1860, remittances from the South had almost entirely ceased, due partly to repudiation, partly to inability to pay or to the depreciation of Southern bank notes or to the high rates of exchange. The South owed heavily to the North for merchandise and the wholesale cancellation of debts caused many financial embarrassments. Only the sound financial and commercial conditions of the time, together with the courageous action of financial interests in assisting the commission house interests of New York, dispersed the portentous clouds of a commercial panic.

Wealth consists of everything for which there is a demand and which can be exchanged into value in another form. Trade is possible only when these exchanges of value can be made to advantage. As a nation we have been largely engaged in trading among ourselves, because of the wonderful variety of our domestic market. But the American market has its limitations and as our manufacturing output expands we begin piling up an oversupply of certain forms of wealth. The exchange value of the wealth therefore becomes less and a restriction of supply is necessary until the demand again catches up. This is all quite trite, yet it is surprising how many American concerns are not interested in foreign trade, notwithstanding that only by the exchange of our wealth with that of foreign markets can the complete circle of commercial activity here at home be effected. Australia, for instance, has arranged to supply Czecho-Slovakia with such raw material as fats, oils, wool, hides and skins, while Czecho-Slovakia will supply in return hops, toys, glass, china and other manufactured articles. It is reported that large orders have already been placed. We have been trading abroad, not so much for a like value in other commodities, but for gold. This influx of gold has lowered the exchange value of money which, in turn, has increased the level of trading values in this country, and with other countries, and the cost of living. The more we can trade abroad in those things we have for those things we have not, the more stability will we have in our domestic market. Indeed the better rounded is the business of the individual concern which sells part of its output abroad. Our leaders in industry and finance recognize this and it is in their footsteps that American business men tread as supplies of domestic products exceed demand.

Don't ask favors unnecessarily from others. Try every possible way of putting it across without help before you put yourself under obligations to someone for assistance.

The way to get people's trade is by asking for it. That is the whole secret of the success of the catalog houses.

F. M. WILSON & SON
27 W. MAIN STREET

Dear Madam:—Housecleaning time is here, the time when the men of the family are supposed to be disgusted because meals are a little late and the furniture is moved around a little. Never mind what the men think. They are the first ones to kick when the house isn't kept clean. How about supplies for cleaning? Look over this list and telephone us to send up whatever you need.

Washing powder
Scouring soaps
Laundry soaps
Household ammonia
Mops—plain mops and dust mops, too
Floor oils and waxes
Furniture polish

Frank Farrington Wrote this for You



This letter and the 49 others of the Frank Farrington series were written for *your store*—with *your needs* and *your problems* in mind.

Years of experience in retailing gave Farrington the background he needed to write this series—the most *remarkable series of business helps* ever put at the disposal of a modern retail store.

Frank Farrington *knows* that the average retailer doesn't like to write letters, and hasn't *the time*—that he is *too busy* with other merchandising problems.

At our request Farrington crystallized his years of merchandising knowledge in this series of *50 complete sales letters*. Every one is crammed with *human interest*—full of logical *sales appeal*—just the sort of letters you like, and better still, the sort your customers *like to read*.

You can't *buy* the Farrington letters. They're *not for sale*. Conservatively we value the set at \$100.00, though their *real value* to any live retailer *far exceeds* this amount.

There is only *one way* to get these letters—that is—*FREE*—as part of the Multigraph retailer's equipment. With the Multigraph in your office you can easily print these letters and can do *dozens of other printing jobs* such as printing letter heads, bundle and envelope enclosures and the like, all *without fuss or muss*.

Remember—these letters are yours *FREE* with the Multigraph. The coupon will bring you details about the Farrington Multigraph advertising plan.

THE AMERICAN MULTIGRAPH SALES CO.,
1534 East 40th Street, Corner Kelley Avenue,
Cleveland, Ohio.

Multigraph Senior Just the machine for turning out the Farrington letters, for printing labels, folders, booklets, stationery, and the like, and for imprinting manufacturers' literature. An efficient, compact, reliable duplicating device. It does form typewriting and office printing and produces high quality work, adequate for the average business.

Flexo-Typesetter It sets real type for genuine printing from printers' ink. Any bright employee can learn to use it, and with a little practice can do the job of typesetting swiftly and *surprisingly well*. The device is light, compact and strong. It not only simplifies the *setting* of the type, but provides for keeping the type in such a way that it is always ready when wanted.

The American Multigraph Sales Co.,
1534 East 40th Street, Cleveland, Ohio.

Gentlemen:

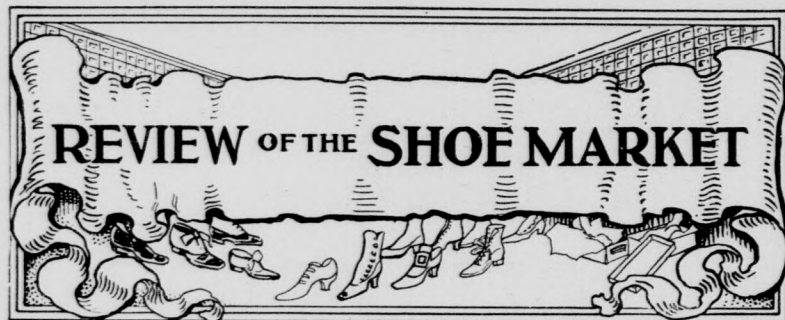
Please tell me how I can speed up turnover and add to my profit with the 50 Farrington letters and the Multigraph.

Name

Street

Town State

Mich. Tradesman, 10-13



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.

Stemming the Tide of Depression in Manufacturing.

Just as things are brightening in the corner in some respects, new clouds full of potential importance to all shoe merchants are arising.

The "chain store" germ is in the air, and should many of the schemes in embryo arrive at maturity, competition in retail distribution will reach a point where the possibility of profit will assume the proportions of being the one big problem in the industry.

Seriously, very seriously, we have a message for retail shoe merchants.

Just 300 years ago the Pilgrim colony established itself in Massachusetts. Then families were, in the main, self-supporting to the point that what they had they raised or made themselves.

The men made their own tools, raised the food, tanned leather, made shoes for the family; the women spun and wove the cloth and made the clothing for the family.

It was a life of self denial, hardship, privation. What they had was gained only through infinite toil.

Soon came co-operation, a word which we business men use so frequently and which we really understand so little about in its complete significance, as the forerunner of better living, a more complete life.

The seed of specialization that has made the United States the world's greatest industrial country was sown when the shoemaker traveled from house to house, and for board and a few articles of barter, made all the shoes for the family, leaving the men free to do other and more work.

Then came the journeyman tailor, the blacksmith, the small tanner and the maker of cloth.

From this small beginning in 300 years our present development has been reached.

Co-operation and specialization mean merely that these early settlers found that a man specializing on one trade could do more and better work than many men less skilled.

Such specialization released so many hours which could be made to produce more comfort as expressed in better living for all.

It is high time that we all realize more fully what co-operation means to us collectively, and what is still more important, just what our individual responsibility is to the collective co-operative movement.

Men invariably are moved by selfish motives. Too few of us look far enough into the future, but allow our self interests to govern our acts for the day, whereas every daily act should carry the double analysis as to what effect such act may have on the to-morrow.

This is an age of co-operation, and every benefit we receive from the co-operation of others carries with it an obligation on our part to support the efforts of those others, and to do our share to bring a benefit to brother mankind.

Men cannot parasite on each other for long. High cost of living is the result of such parasiting. A vicious circle of increasing labor costs from the rawest of raw materials to the finished product, a pyramiding of tax costs all along the line, an enlarged idea of profits, have led us to where we are, because all men have become opportunists.

Sober thinking of the future must take the place of the present money mad hysteria. Unless we plan for a slow process of liquidation a crash must come.

No one wants a crash in values, with its unemployment, empty pocketbooks and most of all, the actual suffering and want that goes hand in hand with bad times.

More than anyone else, retail shoe merchants should not want to see a sharp lowering of replacement prices. Stocks turn only two or three times a year, and a lowering of values by one-third would mean bankruptcy for hundreds, perhaps thousands.

It is time to look to the other side of the picture and see how passing events will affect us in the future.

Any unemployment of large dimensions in any one industry spreads to other industries with vicious swiftness. The result is a flat pocketbook and no buying power, bad business, and the infection spreads.

Prices have tumbled on our product as far as we ought to want to see them for the first step downward. A breathing spell of stability should now be desired by all.

Merchants who wait longer for still lower prices are piling up trouble for themselves. The lower prices go from the present low profit basis on part of the maker, the less value there is in the assets represented by merchandise on the shelves.

No buying or slow buying beyond a sane point means half production or

FOR EVERY KIND OF SERVICE

H. B. Hard Pan Shoes

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

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

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

GRAND RAPIDS, MICH.

Bullseye Boots

Pressure-Cure

Red and Black Boots

IN STOCK

IMMEDIATE SHIPMENT



Construction

Red or Black. Gum Upper. Gray foxing and plain edge sole. Tough gray sole joined together by Hood Tire process.

Long Wear
Good Looks

Men's Bullseye Red and Black Short Boots	-----	\$4.00
Boys' Bullseye Red and Black Short Boots	-----	3.30
Youths' Bullseye Red and Black Short Boots	-----	2.45
Men's Red and Black Hip and Sporting	-----	6.00

We have thousands of cases of rubber footwear on the floor. Write for special rubber footwear catalog.

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

Shoe Store and Shoe Repair Supplies

**SCHWARTZBERG & GLASER
LEATHER CO.**

57-59 Division Ave. S. Grand Rapids

less, doubling the makers' overhead cost, and thus this enhanced overhead cost wipes out a part of the saving in other costs.

Self interest will rule on the other side of the argument as well as on that of the retail merchant. If the retail merchant does not support his manufacturing resources to his best ability, those manufacturers are going to create an outlet for their goods.

The time has come to say plainly that merchants in their own interests must support the making end of the industry, and they must begin quickly.

Manufacturing organizations are crumbling, and it will take months to build them up to old time efficiency and production.

Wait too long and there will be no reserve of finished leather from which to make up at once orders, resulting in an unnecessary bidding up of leather prices.

The net result of such operating will be a high and low point in production, instability of prices and general chaos.

This situation will create a surplus of in-stock departments with their usual percentage of bad guesses, ultimately to be thrown on the market at a loss, and a general and far reaching affecting of book value of merchandise.

One of the greatest menaces to retailers is the present well developed plan in the minds of various factory interests to create chains of stores, making for a keen price competition in the retail branch.

Merchants cannot afford to see this happen, and there is just one way they can prevent such competition. They and others must function as the legitimate outlet for the makers, and head off any need for another scheme of marketing their product.

Co-operate with your old time regular maker, and support him now with small and frequent orders if that seems the wise merchandising policy.

There is a boomerang in the air as a result of continued no buying. The manufacturing situation is not showing the improvement that retail conditions warrant.

Insure your future by co-operating with your manufacturer now. It is your moral obligation to do your part toward stemming the tide of depression which will assume reactionary proportions disastrous to you unless collectively retailers do their part to check it.—Shoe Retailer.

Other Times and Manners.

We use to make the eagle scream
With sentiment sublime;
We used to buy five cent ice cream
All through the summertime;
We used to work eight hours a day,
And maybe nine or ten;
We used to try to save our pay
And let it work again;
We used to hold in favor slight
The "dude" in soft repose;
We used to think it impolite
To see a lady's hose;
We used to reprehend a word
Whose origin was low,
And say that it should not be heard,
Not even in a show;
Fame's favorites we held apart
From ordinary cares;
We used to talk about "their Art"
And not their home affairs.
No doubt "whatever is, is right."
We must not feel distress
If we're "uplifted" to a height
That causes dizziness.
We'll bravely aviate; and yet
As distant days we view
We can't help feeling some regret
For things we used to do,
Philander Johnson.

Voluntary Testimonials.

Martin Block, Charlevoix: "How long have I taken the Tradesman? I have taken it ever since I have been in business and if I live a hundred years I will still be found reading the Tradesman, for it certainly pays to take it in more ways than one. It has been a money maker for me."

W. A. Boss, Ellsworth: "We have taken the Tradesman several years and like it fine. Do not care to keep in business without it."

H. L. Richards & Co., Bellaire: "We have been taking the Michigan Tradesman about fifteen years and we are pleased to say that we have become very much attached to it, as it has so many good things in it each week and we read it carefully and it has made and saved us many dollars since we first took it. We get all the business information out of it we need."

Charles Weiffenbach, Bellaire: "We have taken the Tradesman for years and I always like to read it. Would not want to keep store without it. It has, from a financial standpoint, been a splendid investment for us. It keeps us posted and we know where we are at when we want to buy merchandise in our line."

F. D. Flye, Bellaire: "The Tradesman is simply fine and worth its weight in gold any week. That man Stowe does so much for all of us in trade. He is some man and not a bit bashful when it comes to getting after dishonest dealers and political crooks. After the Tradesman has been around the store a few days I take it home and my wife and daughter read and enjoy it. It is worth each week many times what it costs."

McCannis Bakery, Charlevoix: "I have taken the Tradesman for over twenty years. I took it ten years while I was a clerk and I have taken it ever since. It is my evening greeting and I enjoy it very much. If there is a crook in business, Mr. Stowe goes after him and puts him out of business in short order and he does it so all who reads the Tradesman understand it."

Go Slow With the Michigan Produce Co.

The Tradesman has received several complaints from shippers who have consigned goods to the Michigan Produce Co., 246 Napoleon street, Detroit. From the number and character of complaints that have been filed with us against this firm we are forced to conclude that they are either dishonest or woefully lax in their business methods.

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.

Something New and Better

The HOWARD Line Boy's Welts That Wear Celoid Chrome Soles

23 to 100% More Wear than
the Finest Oak Sole

More Wear, Combined with the Flexibility and Fine
Finish of Oak Leather.

IT IS Channeled and Finished. It is Waterproof. It Will Not Slip

The Guaranteed Sole That Will Outwear Any
Oak Sole in the World

Eight Sturdy, Stylish Numbers in Stock Oct. 15th

Selected Chrome Side Uppers, Solid Leather Construction
Wing Foot Rubber Heels

A Standardized Product. Two Leathers, Two Lasts, One Pattern.

8101	Boy's Dark Tan English Bal. "Little Tad Last" -----	\$4.75
8151	Little Men's Dark Tan Eng. Bal. "Little Tad Last" -----	4.25
8103	Boy's Dark Tan Nature Bal. "Youngster Last" -----	4.75
8153	Little Men's Dark Tan Nature Bal. "Youngster Last" -----	4.25
8100	Boy's Gun Metal English Bal. "Little Tad Last" -----	4.50
8150	Little Men's Gun Metal Eng. Bal. "Little Tad Last" -----	4.00
8102	Boy's Gun Metal Nature Bal. "Youngster Last" -----	4.50
8152	Little Men's Gun Metal Nature Bal. "Youngster Last" -----	4.00

WRITE FOR SAMPLES

RINDGE, KALMBACH, LOGIE CO.

10 to 22 Ionia Ave. N. W.

GRAND RAPIDS, MICHIGAN

Fall Business

Now that you are started on your fall business
you must keep your stock up to date.

Drop in and see us, we are always glad to talk
over the business of the day with our dealers. Re-
member you are always welcome.

HIRTH-KRAUSE

Manufacturers of the Most Popular Workshoe in Michigan
Grand Rapids, Michigan

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

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
237-239 Pearl St. (near the bridge) Grand Rapids



REAL CAUSE OF HIGH PRICES.

People Must Be Told Other Side of Story.

The supreme self-satisfaction and smug complacency of the merchandising world was given a severe jolt when, following fast and furiously on each other's heels came the Siegel bill, the Freer bill, the Jones bill and the Fuller bill, introduced in Congress by the gentlemen whose names they bear, all directed against the present system of merchandising, all seeking some measure of relief for the people against the present burden of the high cost of living.

These bills all operate along one or more of the following lines as follows:

1. The licensing of all persons engaged in the retail business; all such licenses to be issued by, and under such rules as may be decided upon by the attorney general of the United States.

2. The policy of the original cost on all goods offered for sale to the public.

3. The setting of the maximum margin of profit that can be charged on any commodity of life, and the fixing by a commissioner of the list of articles which will be adopted as such commodities and the penalties for the violation thereof which vary in amount from \$100 to \$1,000 and from six months to five years in jail, as the court may decide.

Then again, the retail merchant has been singled out as the cause of the present high cost of living. He has been publicly stigmatized in scores of public addresses from the President and the Attorney General of the United States down to local aspiring politicians, as the one to blame for the present drain on the family purse and the individual income.

Grand juries and public prosecutors have invoked the applause and gratitude of some of the prejudiced public because here and there some merchant has been attacked and publicly pilloried as a voracious monster whose insatiable maw was being gorged by unreasonable profits extorted from the innocent public and too often this situation has been capitalized by some ambitious under-strapper in some government office who has sought publicity for himself or his superior by an indictment of some hitherto eminently respected and honest merchant.

Newspapers have given exaggerated emphasis to this indicting of reputable merchants, front page stories have featured the demagogical tirades of some party leaders against those responsible for the high cost of living, while only very insignificant space has been given to clear scientific analysis of the economic forces that are operating on the markets of post-war times, and you merchants are to blame because you have failed to co-operate with your newspaper. You have had no one responsible to represent you in these discussions. You need them in your business. Newspapers on the other hand can't fight you. They need your advertising. No newspaper could survive 90 days if all merchants withdrew their advertising space. No magazine could go through more than three or four issues were it not for the advertising space paid for by the merchandising system.

We spend more than a billion dol-

lars a year in advertising and most of it in newspapers and magazines, so if the present system of merchandising is ever permanently crippled or regulated out of existence, one of the very institutions to suffer with us will be the newspapers of the country.

So that if we to-day are complaining against the present undue emphasis in the newspapers against the merchants let us just realize that it is partly our own fault. We have failed to co-operate with our editors in giving the public a fair and accurate statement of the facts and service of the present merchandising system.

And what are some of these facts?

Now note the vital and pivotal relation of the retail merchant to his community; he is the man to whom all institutions of a public character look for support, progressive school plans, public parks, paved streets, hospitals, churches, picnics, Fourth of July celebrations, horse races and baseball teams. All expect to be financed from the retail merchant's purse.

In times of reform the business spirit is the final factor in success or failure—and things come or go just as the business men are for or against a measure.

Note also how other organizations have swept by him on every hand. The farmers began to organize over fifty years ago. They made many mistakes, they suffered from much unwise leadership, but to-day they have succeeded to the point where they list their memberships by millions. They have placed their programs now on government budgets. There is an agricultural college in almost every state in the Union; a farm supervisor in almost every county; a farm text book in every school. See the farmers' institute and the experimental station, the demonstration trains, and the university extension lecturers. All in all there is more public money spent by the Federal and State governments of the country on agriculture than on any other activity in the nation. Hats off to the farmers and their organizations, for, while there is a vital

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

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

What Do We Mean

By "continuous service?" It implies unrelaxed effort. We mean, that the business affairs of Estates that we have charge of, always receive proper attention. Every estate shares in it.

This Company is never absent, never sick, never dies. A corporation does not take a "vacation." In addition to all other safeguards, we are supervised by the State Banking Department.

Resources, \$3,000,000.

THE
MICHIGAN TRUST
COMPANY

relation between the farmers' union and the public stomach, and the public stomach must be filled, yet to organization and not to basic industry must be attributed the great success of farmers' appropriations—and now the farmers are about to build a three million dollar temple at Washington D. C. What for? Just to impress the nation and especially Congress with the great importance and strategic value of the agricultural interests of the United States. Again I say—hats off to the farmers!

Look also at the labor unions; they have toiled incessantly for over half a century, under the direction and control of venal and unscrupulous leaders and mistaken policies, but today they have a great list of achievements to their credit—the eight-hour day, the workingmen's compensation act, the minimum wage scale for women, the child labor law, the sanitation of factories, the protection of machinery and a hundred other direct results of organized labor.

They have a labor temple in every American city; a great organization at our national capital, dominated by the most unscrupulous autocrat who ever sat upon a throne; a department of labor in the Government itself, together with labor commissioners, conciliation committees and numerous other organizations all functioning in the interests of union labor, its infamous doctrines and its perfidious policies.

They have seen vocational training introduced into our public schools; manual arts, domestic science, wood and iron working machinery, printing presses, automobile schools for the training of union slackers and slovens. Again I say with all their mistakes and blundering you have to take off your hats to the labor unions of the United States—because they have forced government recognition by coercion and are to-day a vital factor on government programs.

But where is the retail merchant meanwhile?

When did the Government ever appropriate any money to activities instituted in the interest of retail merchandising?

When were any commissions appointed or any Government activities instituted in the interest of retail merchandising?

Few public schools give merchandising any recognition?

Few text books have been written for the training of the merchant of to-morrow.

Outside of a little commercial law, some book-keeping and stenography, the public system of this country does not know that merchandising is a real factor in modern economic life, and while Harvard and a few other higher institutions of learning are now lending their aid with bureaus of commercial research and business courses, the fact is that the retail merchandising system is at least twenty-five years behind the times in education and Government recognition as compared with either the agricultur-

al or labor interests of our country.

And the fault is not theirs, but ours. We have had no centralized organization, no person specifically charged with looking after our interests, and we have consequently been overlooked and discounted as a social factor and as an economic institution of value.

In the clamor of popular prejudice to-day which is breaking against the retail merchant, he has not been trained to fight in his own defense. The retail merchant is a public servant, his business is to please the public, not antagonize them. He is not supposed to argue his case nor controvert his customers' opinions. "The customer is always right," is the merchant's motto, and by that rule he often exchanges goods or refunds money with that professional nickel-plated smile on his face, while down in his heart he feels like reaching out a good manly fist and smiting the customer on the nose because he knows that the customer is not always right, but the merchant as

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000

Surplus and Profit - \$850,000

Resources

13 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings



JOIN THE
GRAND RAPIDS
SAVINGS BANK
FAMILY!

44,000

Satisfied Customers

know that we
specialize in

accommodation
and service.

BRANCH OFFICES

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

Assets \$3,886,069



Insurance in Force \$80,000,000

MERCHANTS LIFE INSURANCE COMPANY

WILLIAM A. WATTS, President

CLAUDE HAMILTON, Vice Pres.

FRANK H. DAVIS, 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

Michigan Finance Corporation

FLINT and GRAND RAPIDS

Capital \$4,500,000. 7% Cumulative Participating
Preferred Stock, 600,000 Shares of Common Stock

A SAFE INVESTMENT THAT YOU CAN EASILY FINANCE

OFFICERS:

ALBERT E. MANNING, President
Resigned as Deputy State Banking Commissioner
to accept Presidency of the Corporation.

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Vice President Old National Bank, Grand Rapids.

C. S. MOTT, Vice President,
Vice President of General Motors Corporation,
President Industrial Savings Bank.

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President Kalamazoo City Savings
Bank, Kalamazoo, Mich.

LEONARD FREEMAN
President Freeman Dairy Co., Direc-
tor Industrial Savings Bank, Flint.

FLOYD ALLEN
President Flint Board of Commerce,
President Trojan Laundry, Flint.

S. A. GRAHAM
Vice President Federal-Commercial
and Savings Bank, Port Huron, Mich.

CHARLES E. TOMS
Cashier American Savings Bank,
Lansing, Mich.

A. C. BLOOMFIELD
Vice President National Union Bank
of Jackson, Mich.

100 Shares Preferred Stock, par value \$10.00, and
100 Shares Common Stock, par value \$1.00, sold
jointly for \$1,250 Cash, or \$250 Cash and \$50.00
per month for 20 months.

READ What the Financial Editor of the *Detroit Times* says about this stock in answer to
to an inquiry regarding it:

"With the official personnel and opportunities offered, this department would be led to believe there is a bright future ahead for the Michigan Finance Corporation. It has men known and respected at the helm, men to whom reputation is far more valuable than fruits of misdeeds and it generally is agreed the business is to be had. The writer, while not recommending, regards this investment as of the highest class."

R. T. JARVIS & CO., 609½-606 Michigan Trust Building,
Grand Rapids, Michigan.

GENTLEMEN:

Without any obligation on my part, please send me full information regarding the purchase of Michigan Finance Corporation Preferred and Common Stock.

Name, _____

Address, _____

R. T. JARVIS & COMPANY
Investment Securities

605½-606 Michigan Trust Bldg. Citizens Phone 65433, Bell M. 498
GRAND RAPIDS, MICHIGAN

a public servant must smile and take his medicine, so that when this storm of public opinion broke and legislatures and Congress threatened his independence, his investments and his business itself, the retail merchant was unprepared and had no organization to speak in his behalf.

Merchants should endeavor to stimulate a true professional pride, a real conscious sense of the dignity and service of the retail merchant, and then go to the public with a clear, unprejudiced explanation of the present retail system, the meaning of mercantile service, the basis of price marking, and of profits. In other words, we have nothing to conceal, nothing to apologize for. We are willing to place all our cards on the table face up and show the people just what modern business methods mean.

We have no defense for the crook or the real profiteer. We should smoke him out and drive him from business life, but we want the people to know the economic facts of modern merchandising, show them that high prices have always followed wars, that similar conditions existed in 1776, 1812 and 1865, and that prices for life commodities to-day are less than they were following the Civil War and that labor to-day is being paid more than double what it was in 1865.

We want them to know that the retail merchant is blamed to-day largely because he is the last man in the chain of cause and effect.

The producer of raw materials, the manufacturer, the railroads, the bankers, the jobbers, and wholesalers, all pass on their excess costs to the retailer who must collect them all in his prices to the public and as the retail merchant is the only one known to the public in the transaction he is the one they blame for the high cost of commodities—but the American public is reasonable and just, fair-minded and honest, if they know the facts—legislators are generally anxious only for the public good and if we bring them the facts in a spirit of fair play and honest co-operation I am satisfied that the retail merchant will experience no permanent loss, no un-American treatment, if he only tells the people—The other Side of the Story.

Laugh Here.

In some districts in Siam a girl who reaches a certain age without finding a husband is required to wear a label, and thenceforth is a more or less privileged person, under the special care of the king, who is bound by ancient custom to find a husband for her. The royal matrimonial bureau has less difficulty in arranging matches than might be expected, for it works on a very simple system. A prisoner in any jail in the kingdom may gain freedom and pardon by marrying one of the king's charges, and as many eagerly take advantage of the right as there are available freedom-bringing maids. Whether or not the man is already married is of no consequence, as one wife is not the legal limit.

The man who thinks he knows it all knows much less than he thinks. The man who does know it all, if there were such a man, would know he did not know it all.

QUESTIONABLE METHODS.

Peculiar Tactics of Peerless Talking Machine Co.

The Tradesman has received several complaints from merchants who have been victimized by the traveling representatives of the above named concern. Their peculiar method of operation appears to be to secure orders for two talking machines at \$157.50 each, with the distinct understanding that the machines are not to be paid for until sold. On the strength of this inducement, they inveigle purchasers to sign "orders," which subsequently turn out to be demand notes, accompanied by a "warrant of attorney," which stamps the transaction as unbusiness like, because it takes an undue advantage of the maker. This document is worded as follows:

I hereby acknowledge the receipt of the delivery to me of two Sample Cabinet Peerless Talking Machines from the Peerless Talking Machine Co., for which I agree to pay to Peerless Talking Machine Co. or order, at Chicago, Illinois, the sum of Three Hundred Fifteen Dollars on demand.

And to secure the payment of said amount, I hereby authorize irrevocably, any attorney of any court of record to appear for me in such court in any court of justice of the peace, in term time or vacation, in any of the States or Territories, at any time hereafter, and confess a judgment without process, in favor of the holder of this instrument for such amount as may appear to be unpaid thereon, together with costs and twenty-five dollars attorney's fees, and to waive and release all errors which may intervene in any such proceedings, and consent to immediate execution upon said judgment, hereby ratifying and confirming all that my said attorney may do by virtue hereof.

After a survey of the situation, the Tradesman wrote the Chicago house as follows:

Grand Rapids, Oct. 7—Several complaints have come to this office regarding the unfair and unbusiness like action of one of your representatives in soliciting the signatures of merchants to orders for talking machines which subsequently turn out to be promissory notes.

I have submitted the matter to my attorney, who says the notes are invalid and that you cannot enforce payment by legal procedure.

I am so interested in the matter, in behalf of my readers who have been victimized by the shark, that I am disposed to say to you that if you will furnish me his full name and present location, I will undertake to see that he is brought to answer whatever charge the prosecuting attorney decides he should face. E. A. Stowe.

The following reply was received to the above letter:

Chicago, October 2—Your letter of October 7 received and contents carefully noted, and as we have several salesmen in Michigan, we ask that

STRAIGHT LINE METHODS

How the Correct Application of Mechanical Devices Will Revolutionize Your Office Routine

Office routine is being revolutionized by the correct application of mechanical devices. Business to be fit must have competent, systematic office organization, functioning at all times along straight lines. The correct application of mechanical devices to office routine—

Cuts down the high cost of human power. Assures timeliness, accuracy and economy. Gets correct statements out on time and stimulates collections. Makes available at all times dependable facts and figures from every department—for the analysis of manufacturing and selling costs and the intelligent planning of production.

In this connection ERNST & ERNST offer the service of tried and experienced staffs of business engineers and expert accountants. Their Straight Line Methods of System, Organization and Business Control correctly apply the latest and best mechanical devices to individual office requirements.

Grand
Rapids
304 Nat'l City
Bank Bldg.

ERNST & ERNST
AUDITS - SYSTEMS
TAX SERVICE
OFFICES IN 23 OTHER CITIES
STRAIGHT LINE METHODS

Detroit
Dime Bank
Bldg.

Fourth National Bank

Grand Rapids, Mich.
United States Depository



Savings Deposits

Commercial Deposits

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

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

Capital Stock and Surplus
\$600,000

WM. H. ANDERSON, President

J. CLINTON BISHOP, Cashier

LAVANT Z. CALKIN, Vice President

HARRY C. LUNDBERG, Ass't Cashier

ALVA T. EDISON, Ass't Cashier

Use Citizens Long Distance Service



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

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

CITIZENS TELEPHONE COMPANY

STOCKS AND BONDS—PRIVATE WIRES TO THE LEADING MARKETS

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

STOCKS

BONDS



INVESTMENT BANKERS
GRAND RAPIDS, MICH.

GRAND RAPIDS SAFE CO.

Agent for the Celebrated YORK MANGANESE BANK SAFE

Taking an insurance rate of 50c per \$1,000 per year.

What is your rate?

Particulars mailed.

Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN

you kindly send us the names and addresses of the merchants complaining, to enable us to tell which of our men called on them. On receipt of this information we will investigate this matter very carefully and ascertain whether there is any foundation to these charges.

For your information, we would state that in opening up an agency we require the merchant to purchase outright and pay cash for two machines, taking his promissory note as security and these machines to be used by the merchant as samples from which to secure sales from his customers.

On orders which he secures at the retail price of \$210 we accept the purchaser's note for installment payments, allowing the merchant to deduct his commission of 25 per cent. and remit the balance to us as payments are made until the sum of \$157.50 is remitted to us, or where the merchant prefers to have us handle the collection, we collect the retail price of \$210 and remit to the merchant his commission of \$52.50.

In establishing an agency we require the merchant to enter into a contract under seal which contract sets forth clearly the purchase of the two machines by the merchant and the arrangement whereby we carry the accounts of his customers on future orders, accepting their notes for installment payments.

We have a large number of salesmen on the road and have established agencies in a great many of the states.

On receipt of your reply this matter will be given our close attention.

Peerless Talking Machine Co.,
Per C. W. Shaver.

In reply to the above the Tradesman addressed the Chicago house as follows:

Grand Rapids, Oct. 11—Replying to your letter of Oct. 8, I beg leave to state that if you will furnish me the names and present whereabouts of

the traveling representatives who covered Western Michigan, I will cheerfully furnish you the names of the merchants who have been victimized in your name and in your behalf.

The notes your men have thus filched from my friends in trade are invalid from three causes, all of which will be presented in court in due form if you are so foolish as to undertake to enforce the payment of any of the notes your men have obtained (by methods not in keeping with good business practice) from any Michigan merchant who is a subscriber to the Michigan Tradesman. I have nothing but contempt for a house which does business along the lines you pursue with such utter disregard of truth and fair dealing.

E. A. Stowe.

If any other readers of the Tradesman than those already in communication with this office got caught on this swindling scheme they are invited to acquaint this office with the facts in the case and will receive definite information as to how to proceed to defeat the machinations of the Chicago gang. No one need fear the result of a judgment secured in another State under the "warrant of attorney" paragraph, because the Supreme Court of Michigan has held that such action is invalid.

New Reason For Buying a Ring.

A big billboard on one of the trolley lines running out of Grand Rapids has a sign on it that catches the eye. It says:

Buy the Girl a Ring
and

Stop Gossiping Tongues

Below is the name and address of the jeweler. Passengers on trolley cars take a look and a general smile follows.

Over Five Millions Insurance in Force

Michigan Shoe Dealers Mutual Fire Insurance Company

Fremont, Michigan

SEPTEMBER STATMENT, 1920.

Amount at risk September 1, 1920	\$5,568,400.00
New Business in September, 1920	224,800.00
Amount at risk September 30, 1920	\$5,793,200.00
Cash on hand September 1, 1920	\$25,781.18
Cash received in September, 1920	7,063.26
TOTAL	\$32,844.44
Cash paid out in September, 1920	5,531.58
Cash on hand October 1, 1920	\$27,312.86

More than 2,000 property owners co-operate through the Michigan Shoe Dealers Mutual Fire Insurance 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 per cent. present dividend saving.

ONE OF THE STRONGEST COMPANIES IN THE STATE

Dividend for 1920, 30 per cent.

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

MR. JONES, the grocerman, says that fire insurance **BUTTER**
to him is just like
The stronger it gets, the less it's worth

WE are not one of the strongest companies in the state, but we are classed with the **BEST**

With an immediate saving to you of **25 to 45%**

Michigan Bankers and Merchants Mutual Fire Ins. Co. of Fremont, Michigan

WILLIAM N. SENF, Secretary

Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

STOCK INSURANCE vs. MUTUAL

350 Stock Companies in operation in U. S. today.
2000 Mutual Fire Insurance Companies in operation in U. S. today.
1500 Stock Companies have started in U. S.—1300 failed, 16 per cent survived.
2900 Mutual Companies have started in U. S.—700 failed, 76 per cent survived.
Stock Companies sell indemnity at a profit. (Competitive Agency system encourages over insurance, resulting in high expenses and loss ratio. Average expense, 45 per cent; loss, 50 per cent.)
Mutual Companies sell maximum protection at minimum cost. (Reducing fires and keeping expense at a minimum. Average expense, 15-20 per cent; loss, 25-30 per cent. Can you afford to patronize the costly old line system.)

C. N. BRISTOL, Manager
FREMONT,

A. T. MONSON, Secretary
MICHIGAN

The Grand Rapids Merchants Mutual Fire Insurance Co.

STRICTLY MUTUAL

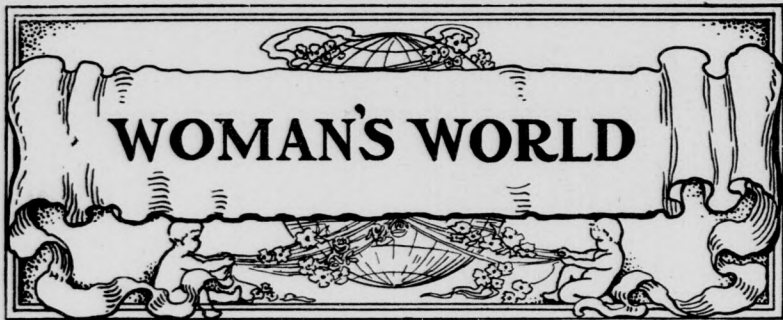
Operated for benefit of members only.

Endorsed by The Michigan Retail Dry Goods Association.

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

Associated with several million dollar companies.

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



"Household Assistant" Supplanting the "Hired Girl."

Written for the Tradesman.

The terms "help," "hired girl," "servant" and "maid" are fast becoming obsolete. One hears now of the "home assistant" and other titles indicating that the work of the old-time domestic servant is coming to be a trained profession, with a skill and dignity akin to those of other kinds of work in which the worker may take pride and engage without loss of caste. Our grandmothers and great-grandmothers had "help" in their kitchens, taking the place of the older slave and indentured labor. They were often the daughters of neighbors and the work involved comparatively little loss of social estimation. The word "help" in that sense is seldom heard now. Our mothers had "hired girls," a term belonging to the time of the first great influx of immigrant peasants. They took green and ignorant girls and trained them in the ways about which when they came they knew nothing. All the taint of menial service attached to them and they lived in a social atmosphere out of which as a rule, with notable exceptions, they breathed little respect. The term "servant" came a little later, and maybe seemed a little more elegant for the mistress, although the object of it gained little from its use; it certainly did nothing to bridge the social gulf or increase the respect in which the function was held. The word "maid" involved perhaps a real gain in that regard, carrying with it a suggestion of professional training.

All of these words, however, on the whole retained the suggestion of menial status and the subjects of them continued to be largely objects of household utility—furniture, equipment, so to say—necessary, but generally speaking in and with the family, but not of it.

In the development of a larger independence and the spirit of the times it was inevitable that one or two things would happen: The "help" either would gain a closer relation to the family or would go out of it altogether, returning only when the job could be made compatible with social self-respect. The latter is what has happened and is happening. A new title, a new personage, a new relationship, is coming increasingly into vogue although domestic service in all its aspects still gropes along, tardiest of the trades to accept change and improvement, last to take advantage of labor-saving devices and modern relationships between employer and employee.

Hours and general conditions or labor in this field are improving. The older among us remember when for a

girl to have a night-key and use her evenings to suit herself was unthinkable. A fixed length of working day was undreamed-of; the "hired girl" worked from early until late and then crawled away to some dark and inconvenient place—often next neighbor to the coal bin—to sleep until another dawn. Such conditions are unheard-of now. No self-respecting woman would put up with them—no humane woman would expect her to.

Several of my friends who have tried the newer system pronounce it generally successful, and would not go back to the old way if they could. The professional "household assistant" comes punctually for a day of fixed length with extra pay for overtime. She knows her business because she has been trained to it. When she has finished her day she goes home or elsewhere as she chooses.

This system calls for a greater executive ability on the part of the mistress; she must organize her household so as to make the best use of this trained service. This in itself is good, because under the old way she could conduct her house in a slipshod way, and suffer for that along with the servant whose work was retarded and confused by the shiftlessness of her employer. But if you accommodate yourself to the situation it is far more satisfactory than the old way with its succession of girls whom you had to train. If you pay more in wages—and that does not necessarily follow if you manage skillfully—you more than make up for it in lower grocery and meat bills, and in the definiteness of what you get for your money. You do not have to furnish a room or food, or pay for the girl's laundry. You can have the service at the hours when you want it. You can get your own simple breakfasts and have the assistant come in the afternoon as late as you please. You can have more than one if you like, and alternate their hours to suit your convenience.

It is not easy to adapt this system to old servants; they are seldom adaptable to this innovation. Fortunately you are if you have one or more of the old-fashioned kind. But if you have been struggling with a succession of fussy, high-and-mighty girls who demand exorbitant wages and seek to dictate the ways of your household, although they do not know their business, try the new system. I understand that as yet this is possible only in the larger cities, but it is coming generally, and you can help it along by being perhaps the first one in your town to do it.

One of my friends who has been highly successful with it gives me this caution:

"Do not try to institute the system with old servants. Do not try to specialize. Advertise for a home assistant to come in for eight hours a day, and see that she knows how and is willing to do everything but the heavy washing. I had fifty answers to my advertisement and a much more intelligent and satisfactory sort of girls. They come at the hour agreed upon, bring their own luncheon (for which they have an hour off), and work according to the schedule I arrange. When they are through they go home. If I want them for extra time or to stay there for the evening, I make a special arrangement and pay extra for it. They like it better, and so do I.

The Y. W. C. A. and other organizations are training young women for this sort of thing. A much more intelligent class of girls are entering upon it. I believe that within a few years the trained household assistant will rank with the trained nurse, and the old "hired girl" will be as much a thing of the past as a typhoid patient nursed by hit-or-miss neighbors. So far as I can see, this is the only possible solution for the vexed and hitherto endless "servant question."

Prudence Bradish.

(Copyrighted 1920.)

Items From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 5.—The old saying that all things come to those who wait, is hitting the Soo of late. In addition to the Jones handle factory that has been in operation for the past month, we now have a \$40,000 stock company. The factory will be similar to the Jones factory, being a wood working industry and will be known as the DuRoy-Mackie plant. Work has already commenced on the foundation and it should be ready for operation before the first of the year. Our economic management and advertising is beginning to show results, and it is a great surprise to many to understand why we have not many more factories on account of the Soo offering the cheapest electric power on the American continent, with the sole exception of Niagara Falls, and a power which is pronounced to be the most constant and dependable in this county.

We have the largest standing forests of hardwood in America, conveniently available to this city by both rail and water. Close proximity to the largest copper, iron and nickel mines in the world.

The city is served by three trunk line railways and has the cheapest all rail rate to Eastern markets of any city in Michigan. Water transportation available eight months of the year, East, South and West.

We have a contented and amply supplied labor market, due to the exceptional educational facilities and opportunities for outdoor enjoyment at practically no cost and freedom from congestion and the unhealthy surrounding of the large cities. The cool summers and cold bracing winters make for the greatest possible health and efficiency of labor.

Our close proximity to Canada with both rail and ferry connection enables an industry to conduct manufacturing plants in both America and Canada with practically one overhead charge.

It begins to look as if the attraction of the manufacturing of these commodities will make the Soo in the very near future the largest manufacturing center of the North.

The partridge season is now in full blast, with several hundred hunters trying to be the first to fill their license. Many of the business men are taking advantage of the plentiful supply.

Fred Shaw, of the Gemble-Robin-

son-Shaw Co., escorted a number of his friends to a partridge patch on Sunday. While they all report a good time, there was some dissatisfaction over the fact that Fred bagged all the birds himself, but he made a satisfactory explanation by stating that after shooting the fifth partridge it was his intention to show them to his guests and start them filling their licenses and had it not started to rain at the last shot, in all probability the merry party would have cut down on the meat bill for the next few days at least.

The work on the new sawmill being put up at DeTour is progressing very rapidly. The machinery is en route and it is expected that the new industry will be in operation within the next thirty days. It will put more "buzz" in the thriving village, which is still on the map.

S. A. Marks, of the Marks-Schenck Co., has returned from the National Retail Clothing Association convention, held at Chicago, and reports that there are concrete evidences of a trend toward lower prices in clothing. This will help some to offset the high coal prices that we are up against for the winter.

W. R. Cowan, of the firm of Cowan & Hunt, who has a summer cottage on Sugar Island, is doing his part toward keeping the deer from swimming across the old channel to the Canadian mainland last week. With his fast launch, Bob lost no time in rounding them up and sending them back to the good old U. S. A. where, from all accounts, they are still located.

The co-partnership heretofore existing between August Musielak and Walter Dingman, under the style of Musielak & Dingman, logging operators, has been dissolved. Mr. Musielak has bought out Mr. Dingman's interest and will operate as formerly near Strong's.

There are times when a rounder finds it difficult to square himself.

William G. Tapert.

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.

Interall
REG. U.S. PATENT OFFICE
"The Economy Garment"



Michigan Motor Garment Co.

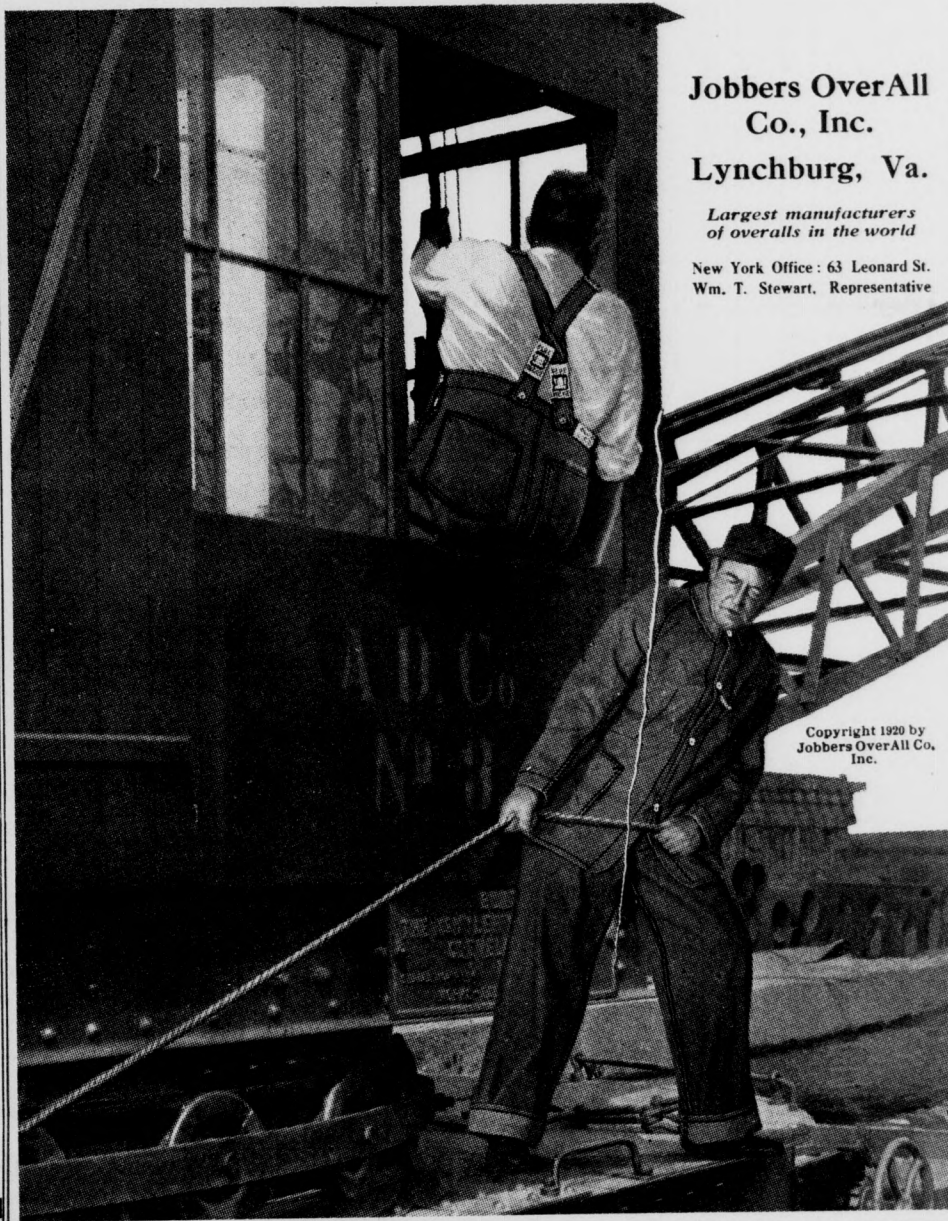
Greenville, Mich.
6 Factories—8 Branches

Blue Buckle Overalls ^{Union Made}

BUILT right into Blue Buckles is the extra-quality that gives customers extra-wear. Men who once buy Blue Buckle Overalls and Coats buy them regularly. That assures you steady turnovers and repeat orders.

Overall buyers will be quick to see how Blue Buckles' generously roomy oversize saves wear at strain points; how the tack-stitched pockets and seams prevent rips and tears. These are things we're telling men about in farm papers, brotherhood and trade papers, magazines, on billboards and in newspapers in over 15,000 towns and cities.

Get this biggest overall advertising campaign back of your store. Your jobber has Blue Buckles or can get them for you.



**Jobbers OverAll
Co., Inc.
Lynchburg, Va.**

*Largest manufacturers
of overalls in the world*

New York Office: 63 Leonard St.
Wm. T. Stewart, Representative

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Jobbers OverAll Co.,
Inc.

Blue Buckles handing
out work-comfort to
the crew of a movable
crane.

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



*This ticket appears
on every pair of the
biggest selling over-
alls in the world.*

“Strong-for-Work”



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

Cancellation Status Greatest Evil in Dry Goods Trade.

The revival of a committee of cotton goods selling agents to fight against cancellations calls attention again to the growth of the cancellation evil in the dry goods trade. One corporation recently stated that it had suffered to the extent of \$40,000,000 from cancellations of orders fairly placed and honestly recorded. Numbers of jobbers and mill agents have lost from 30 to 50 per cent. of the business that was on their books for forward delivery before the price decline of this year began. Many houses have been receiving in their shipping rooms more returned goods than goods sent to them from those from whom they bought.

That this unmercantile and unjust habit has become permanent in some parts of the trade is shown by the very existence of boards, committees and organizations of different kinds designed to meet the conditions arising from the spread of the evil.

It is an evil in trade when men will not stand by the obligations to pay for what they buy. It arises from a loss of moral power in business. It imposes injustice upon a seller and gives rise to many gross injustices to those who regard their obligations as binding. It is more than a blow at credit or credit institutions. It begets in the heart of the business man the idea that he may do anything he pleases if he can get away with it. Because of being able to practice injustice through sharp methods in his own line of work he assumes that he has a right to treat his fellowman in other things unjustly.

It is an extension of the very common conception of business that in any trade a man is justified in getting all he can. Such things as fair profit, honest service, fulfilling one's obligations become as something to sneer at. It is of the essence of the evil that leads to disregard of a neighbor's rights. Is it any wonder that decent men grow weary and retire when they find an evil of this character widespread and vicious in the business world?

Previous to 1907 cancellations were hardly known in the cotton goods trade. They were not general nor serious in silks or linens. In the wool goods trade they were accepted in some houses as an everyday matter. Men in foreign trade engaged in business with people of low moral fiber are always prepared for such unmer-

cantile things as cancellations. But why they should be tolerated with equanimity by people and nations of Anglo-Saxon heritage is hard to explain. Why American business men continue to regard them as an inevitable risk and wholly unavoidable is beyond understanding.

A contract is either fair or unfair. If it is unfair it should not be made and signed. If it is made and signed it should be lived up to. No safe system of credit can be built up either in the banking or mercantile world if a basis of integrity is lacking. No system of finance can be devised by man that will be effective, unless its foundations is based upon good morals. When contracts are immoral many ways are open for securing relief from them and very few, if any, dry goods contracts are immoral in the sense that they are entered into under duress or through ignorance of the rights of each party.

The wholesale cancellations that have been going on in the dry goods world are prompted by a purpose to throw losses upon others than those who should bear them, if overbuying and overspeculating in business have formed the basis of trade. Sharp practices are being resorted to by those who gambled for a rise in values that did not come or was not sustained. It is proposed to shift the losses on to those whose business policy may have been conservative and sound. It is proposed to call upon the cautious and industrious merchant to extend his credit to those who have gambled and lost, those who have unset all the safe customs of business to secure an unholy and fugitive profit, and those who have been ruthless in their methods of robbing anyone to make a gain for themselves. All money in banks, all property that forms the basis of mercantile credit, all integrity that is embodied in honestly conducted business institutions are imperilled alike if those who cancel can get away with their schemes.

By permitting or condoning cancellations of orders a business man does a grave injury to those who are honest and who are innocent of wrongdoing in trade. It has become the well settled custom of some men in trade to cancel everything at high prices and buy again when prices are low. The merchants who take in their goods when due are thus confronted with a kind of competition made for them by a seller who has been unjust to them. The men who cancel can get goods cheap while the men who take in their goods at the high prices must immediately cut their prices to the lowest point to meet the competition of the seller who profits

WORK GLOVES

Genuine Horsehide Gloves are the only gloves that can possibly hold up under the strain of hard work.

These gloves are soft and pliable always and wear like iron.

Remember these gloves are manufactured in our own factory and tanned in our own tannery. We know that they will perform the service we say they will.

HIRTH-KRAUSE

Manufacturers of Horsehide Gloves

GRAND RAPIDS

MICHIGAN

When the Cold Weather Strikes

Remember

Winter Underwear—Men's and Boys'
 Winter Pants—Men's and Boys'
 Winter Hosiery—Men's and Boys'
 Winter Mackinaws—Men's and Boys'
 Winter Sheeplined Coats—Men's and Boys'
 Winter Mittens—Men's and Boys'

Don't be a "doubting Thomas." You'll need 'em.

Daniel T. Patton & Company

GRAND RAPIDS

The Men's Furnishing Goods House of Michigan

Camp Blankets

The construction of these BLANKETS make them especially attractive for Hunters, Lumber and Construction camp use.

We have them in the following SIZES and PRICES:

52 x 72—Grey, 3 $\frac{1}{4}$ lb.	\$2.25 each
64 x 80—Brown, 6 $\frac{1}{4}$ lb.	3.75 each
66 x 80—Grey, 5 $\frac{3}{4}$ lb.	3.50 each
72 x 80—Brown, 6 $\frac{1}{4}$ lb.	4.25 each

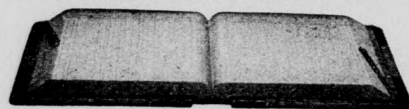
Let us send you samples.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



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

in his competition from having violated his original obligations.

The good customer of a house is the man who is hurt when the other kind of customer is allowed to cancel. The latter avoids his just losses and is enabled to turn them into a profit through the injustice practiced on the man who has taken his high priced goods and paid for them.

The fight against cancellations should be made along other lines than those that have thus far been outlined. The men in trade who fulfill their obligations should band together and demand that others shall either be driven out of business or should at least be denied the privilege of buying again from the house that accepted the cancellations. They should band together to learn what houses tolerate cancellations and then avoid such houses. The honest man must protect himself against his dishonest neighbor, and it may be that in doing this it will be necessary to make an example of a house that assumes a right to itself to accept or reject a cancellation.

No house in dry goods lines has any right to accept a cancellation that will lead to unjust competition for another customer of the house. The wrong done in cancellations affects the man who does right more severely than it does the other man, even if the latter is denied a right to purchase in future. Thus far the attempts to lessen cancellations have been based on the idea of watching and punishing the offender. They ought to be based on the theory that a business is best served when the best interests of its customers are looked after first.

Organizations of merchants and individuals in the trade have sought a great deal of publicity concerning cancellations, more especially since 1907. Previous to that time the mention of the word in print in a reputable trade paper evoked the most severe protests from leading merchants. Most of this publicity has dealt with generalities on the morals, law and ethics concerned.

Publicity that will give the details of specific instances of cancellations granted and attempted will do more to help stem the evil in the trade than all other forms of publicity combined. Some of the associations now at work on the cancellation matter recognize the power that rests in this sort of publicity by agreeing to exchange with the members the names and details of all cancellations attempted by their customers. This will enable credit men to check up from a new angle and it will help the business men involved. Ultimately and remotely it will help all who are involved. The public purpose of this sort of publicity may be reached when most of the parties to it originally have died or the parties in interest have failed.

A short time ago one of the large cotton goods houses showed a reporter a letter it had received from a customer rated in the millions and selling its stock in a skyrocket way in Wall Street. In this letter the company, through its agent, demanded that deliveries due should be deferred indefinitely. Nothing in the contract made to insure the deliveries suggest-

ed or granted such a privilege. Had such a thing been suggested when the sales were discussed they would not have been consummated.

The very publication of an extract from that letter and the comments that arose from it led bankers and managers interested in the big concern to investigate at once. The "demand" was withdrawn and other methods were used, after apologies, whereby the concern that was in difficulties could be helped. It was the publicity of the wrong attempted that brought about the change of heart. "The great public is interested in having business done honestly, and it is the duty of the honest men still in business to see that public rights are considered as well as their own," is one way of stating the status of cancellations to-day.

New Committees of the Dry Goods Association.

Lansing, Oct 12—This bulletin is for the purpose of announcing to you the full list of the names and addresses of the committees of the Michigan Retail Dry Goods Association for the ensuing year.

Membership—George T. Bullen, Albion; Edward Vogel, Chelsea; M. G. Sebold, of Morenci.

Publicity—W. P. Emery, Detroit; Paul F. Steketee, Grand Rapids; Chas. L. Young, Benton Harbor.

Convention—C. A. Newcomb, Jr., Detroit; Alex. Velleman, Kalamazoo; M. I. Jacobson, Jackson; Chas. A. Ponsford, Northville; Wm. C. Weichmann, Saginaw.

Legislative—F. E. Mills, Lansing; J. W. Ippel, Saginaw; E. D. Stoll, Grand Rapids.

Convention Program—D. M. Christian, Owosso; H. N. Bush, Flint; Harry Ford, North Branch; A. B. Park, Adrian; D. F. Comstock, Ypsilanti.

Audit—T. A. Tallman, Flint; O. O. Sprowl, Lansing; H. B. Streck, Charlotte.

Insurance—C. E. Ludwig, Albion; Anthony Klaassen, Grand Rapids; Thomas A. Carten, Ionia; L. T. White Lapeer; C. E. Rolland, Fenton.

Arbitration—F. N. Arbaugh, Lansing; John Richey, Charlotte; W. S. Barrett, Williamston.

Our former Second Vice-President, W. O. Jones, was chosen as Secretary of the Association for the ensuing year, to succeed L. G. Cook who for business reasons, could not accept the position. The Association is to be congratulated on the choice of the Secretary, as well as of all the other officers elected at the Saginaw convention.

In my travels recently I found a store well situated in a growing city, the proprietor of which has been ill for several weeks. His partner in the store expressed the desire of the firm to sell out the business in case a proper opportunity is afforded. Any of our members who have in mind anyone who desires a location of this kind, please communicate with this office and we will give further information regarding the same. Please let it be born in mind that these people do not intend to sell at a great sacrifice, but it is my opinion that it can be made a good bargain for the right party.

A store in the Upper Peninsula of Michigan, doing a business of about \$300,000 a year, desires a manager, a man qualified to take full charge of the business, which consists of clothing, dry goods, ready to wear, groceries, shoes, etc. They want a man who has had general experience and understands something about advertising. They claim it will make a fine position for the right man. Information regarding this can also be obtained by writing to this office.

Jason E. Hammond,
Manager Michigan Retail Dry Goods Association.

Open Letter to the Trade:

I have just returned from New York and believe that a statement of conditions and principles under which we will operate during this trying period of readjustment would be timely at this time.

In New York the Manufacturers and Mills are very much discouraged and most factories and mills are operating on part time or are closed down altogether. They have adopted the policy of making merchandise only when they have orders for it or such staple numbers in small volume as they are sure can be sold immediately. So far the change in prices represents the reduction of excess profits or entire gross profits in order to secure business. Nearly every business is operating these days on a break-even-basis and some are even selling merchandise at a loss. They are still up against high costs and the question of whether prices will go lower can be answered by saying, that it is a question of **HIGH WAGES AND HIGH PRICES AGAINST LOW WAGES AND LOW PRICES**. So far while there has been some labor laid off, wages remain on practically the same level. The near future will settle whether labor is willing to work for less and if this is accomplished prices will go still lower. If not and confidence returns business will proceed on somewhere near the present level of prices, excepting for reductions here or there where some mills have been able in the past to secure a large profit owing to the large demand in excess of the supply of such merchandise.

Practically no operating is being done for Spring and very little for spot delivery. Nearly every business has no contracts outstanding and orders being placed represent only current needs. It is probable that confidence could be induced by easier credit and ability to get funds, but there doesn't seem to be much chance of an easing of financial conditions before the first of the year. The supply of merchandise is getting less every day and any continued buying movement would boost prices considerably. Seasonable items like Underwear and Hosiery have not changed in price to any extent nor have Notions. Piece Goods have changed considerably owing to the desire of mills for business, but we are told that if business cannot be obtained on the present basis of cost or less, the mills will then close absolutely. Ready-to-wear is in a state of chaos and many small cutters are out of business. It is probable that more seasonable weather will considerably stimulate the demand.

With such conditions we want to state our principles. We have a large volume of unfilled Future Orders for Fall but from now on, we do not intend to fill any of these orders, until we first write the merchant and find out whether he is still willing to take the merchandise at the prices and under the conditions prevailing at the time of shipment. In line with other Mills and manufacturers generally, we do not think it fair for merchants to return merchandise indiscriminately. We are always willing to accept the return of merchandise when reasonable and expect that the merchants will take it up with us before they make any returns. Neither will we allow any rebates on merchandise sold and shipped some time ago. During the period of advancing prices we have always tried to be the **PRICE MAKERS OF MICHIGAN** and during the readjustment period we have reduced our prices regardless of cost and will try to continue to be the **PRICE MAKERS OF MICHIGAN**. We have no contracts outstanding for merchandise and are in position to buy and sell at the lowest possible prices. Our inventories are small and owned reasonably and we think we are in better shape than 75 per cent. of the Trade.

In view of continued unsettled conditions as we have outlined above we suggest that you buy for current needs in order to take care of your trade and postpone any future buying for Spring until you can see your way clear to do so, thus putting the burden on us. We believe in the American people and that one of these days confidence will return where it will be safe to do business in the usual way. From time to time as it is possible for us to buy merchandise at exceptionally low prices we will hold sales or pass same on to you in the usual way and we hope to continue to be among the leaders of merchandising in this vicinity.

CO-OPERATION SALE

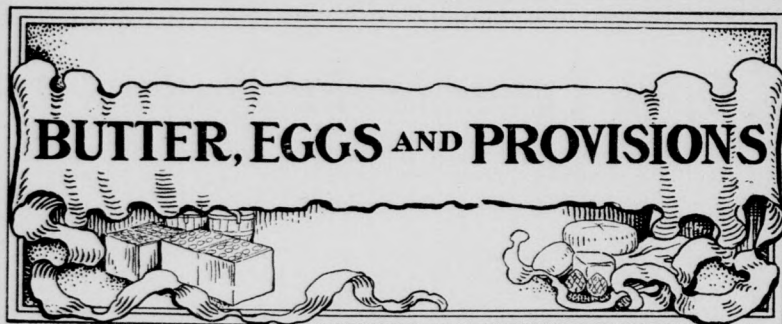
IN CONNECTION WITH OUR EFFORTS TO BUILD GRAND RAPIDS AS A MARKET, WE ARE PLEASED TO WELCOME OTHERS WHO BOOST THIS MARKET. CARSON PIRIE SCOTT & CO. OF CHICAGO WILL HOLD A SALE AND DISPLAY AT GRAND RAPIDS FROM OCT. 18TH TO OCT. 21ST INCLUSIVE. WE ARE PLEASED TO CO-OPERATE WITH THEM AND TO SAY THAT WE WISH YOU WOULD ALSO VISIT US DURING THAT TIME, WHEN WE WILL ALSO PUT ON A SPECIAL SALE AND DISPLAY.

BE SURE AND VISIT US WHENEVER YOU ARE IN GRAND RAPIDS.

Very truly yours,

C. J. FARLEY, President.

GRAND RAPIDS DRY GOODS CO.



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.

The National Poultry, Butter and Egg Association.

The specific purposes for which the National Poultry, Butter and Egg Association was incorporated are set forth in the association's by-laws as follows:

1. The dissemination of accurate and reliable information among shippers, dealers and consumers of live and dressed poultry, game, butter, eggs and of other food products.

2. The advancement and improvement of commercial conditions in said trade.

3. The fostering and strengthening of friendly and co-operative relations between such merchants in all parts of the United States, and the securing to its members of improved transportation facilities and just and equitable rates and charges for the same.

4. The education and guidance of public opinion in all parts of the United States to the point of securing the adoption of legislation calculated to foster trade and safeguard consumers.

5. To settle differences between the several members and between members and non-members, and to procure uniformity and certainty in trade usages and of kindred matters relating thereto, as they may from time to time arise.

These purposes will be noted to be broad and inclusive, and the national has been active in every one of the five specific fields of possible operation.

That the Association has proved its value is shown by the fact that it has grown from a membership of a few hundred to one of nearly 1,200, and its members, from nearly every state in the union as well as Canada, represent leading receivers and shippers the country over.

As an information bureau, the National's central office in Chicago is a real pivotal point from which radiates a fund of most valuable statistics for the entire trade, which is being drawn upon constantly.

One of the great aims of the National has been to elevate the trade and to create within its membership a true consciousness of its responsibilities, duties and obligations to the great consuming public; and, further, it has aimed to establish uniformity in all trade relations and practices.

The Association is the point of contact between members of the industry and national and state bureaus

and the great transportation companies.

The Association has never hesitated to attack evils, but always with the thought of doing constructive work for betterment to all parties interested. For example, the transportation companies took the position that it was a trade practice to deliver to them for transportation shipments of eggs containing at point of origin 5 per cent. damaged or worthless goods, and said companies refused to recognize claims for damages upon such shipments unless such 5 per cent. was first deducted. The national attacked the position of the transportation companies and at the same time conducted a campaign having for its purpose the elimination of all damaged or worthless eggs at point of production, co-operating in this work with national and state departments.

In the matter of settling differences, the Association's arbitration system is being used more and more, and members are finding it more satisfactory than the old custom of referring differences to the courts.

The annual meeting of the Association brings together receivers and shippers from all parts of the country and serves not only as a means of discussing problems, but is also a great meeting ground for buyers and sellers to get together to do business and to widen their acquaintance with each other.

This great annual meeting in itself alone would justify the existence of the Association.

Alton E. Briggs, President.

Accounted For.

"Say, waiter, there must be some mistake—this steak is actually tender!"

"Mistake? If it is tender I should say so, sir, and there is going to be trouble. We've gone and served you the head waiter's steak!"

**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**

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

SEND US ORDERS FIELD SEEDS

WILL HAVE QUICK ATTENTION

Pleasant St. and Railroads
Both Phones 1217

Moseley Brothers, GRAND RAPIDS, MICH.



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

M. J. Dark & Sons

Wholesale

Fruits and Produce

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

Grand Rapids, Michigan

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



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

ALWAYS FRESH AND SWEET

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

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

OUR NEAREST BRANCH WILL SERVE YOU

"WORCESTER SALT"

Takes the "Cus" Out of Customers

SEND US YOUR ORDERS



BUTTER
CHEESE
IVORY Non-hardening
TABLE
FARMER SPECIAL
BLOCK STOCK

SALT

It Pays the
To Sell the **BEST**

KENT STORAGE CO., Grand Rapids, Michigan
DISTRIBUTORS

The New Watch on the Rhine.

Grandville, Oct. 12—Why are 18,000 American soldier boys in Europe to-day, doing duty as guards along the Rhine, when the war for which they enlisted passed out nearly two years ago?

Since we are at peace with all the world, why should a standing army of American soldiers, greater in numbers than the United States regular army at the outbreak of the Civil War, patrol the River Rhine, thousands of miles from their native land?

These are pertinent questions and should be heaved at the powers that be in Washington until some satisfactory answer is given, else these soldiers be returned immediately to their own firesides, whence they were taken to aid in actual hostilities for the honor of the American flag.

A poor widow, writing to Senator Capper, conveys the intelligence that her only child, a son of 19, is in the army at Coblenz, Germany. "He has never been away from me before," she writes. "I feel I cannot stand it much longer not to see him. He was hurt July 4 at Coblenz and wants to come home. I am a poor, weak woman. I don't know where to turn. I need my boy and he needs me."

It is a strangely unpalatable condition of affairs that two years after the close of the world war American soldiers should still be in Europe doing military duty even as though we had entered into a league of nations and were compelled to do its bidding.

Even a widow's appeal has little effect in Washington.

For nearly two years, at a cost of many millions, 18,000 American soldiers have been parolling this spot on the Rhine. Is not this a new rendering of "The Watch on the Rhine?"

We are not at war with Germany, nor is Germany making war on us and is not threatening to. German ships are even now bringing German goods to our ports. What business then have our troops on the Rhine?

The only reply the governing powers at the National capital give is that our soldiers are there "to enforce the peace treaty." The United States not being a party to it, we have no peace terms to enforce, and yet our men still bear arms and perform police duty along the frontier of a nation of wild beasts and bloodthirsty brutes. Could anything be more ridiculous and unjust to American soldiers?

All this is of a piece with the efforts of certain men in authority to bring about a condition which may, if persisted in, embroil us once more in a foreign war. American soldiers have no business on the Rhine. The Government should have recalled them long ago. Why it fails to do so, even at this late day, is one of the puzzles of the time.

Now is the time to assert our independence from the squabbles of Europe. Continued delay about withdrawal from the Rhine district serves to complicate matters and endanger the peace of the world.

The continued presence of American soldiers in Europe is not only an injustice to the American men who compose that army, but it is an unnecessary drain upon the taxpayers of the United States. The wonder is that any American official would identify himself with such short-sighted methods which, if they are entered upon for the purpose of accentuating the necessity for a league of nations, will serve only to open the eyes of the voters to the unAmerican methods used to give away the rights of this country as guaranteed by the Constitution.

No man or party is strong enough to disregard the sheet-anchor of

American liberty in such a manner and it seems strangely grotesque for a president of the United States to require such sacrifice from his countrymen. Luckily for the Nation that the people frown as they do upon giving a third term to our presidents.

It is not supposable that either Cox or Harding will countenance some of the bald misconceptions of American honor that has been characteristic of the administration now fortunately drawing to a close.

The long retention of American troops in Russia became a scandal that, had it not been finally righteously adjusted, would have swamped the administration in everlasting ruin. To this day there are sore spots, due to that mistake which still wrangle deeply.

Senator Capper states that he has letters from other American mothers whose sons still are doing military duty in Europe, almost as pathetic as the one cited. Keeping a standing American army in Europe under whatever pretext is all wrong and should be looked into and thoroughly investigated.

Two years after the last gun was fired in the world war American armed men patrol the banks of one of Europe's rivers for the ostensible purpose of enforcing peace terms to which America is not a party, and is not likely to become so at any future time.

An old sea captain friend of mine would dub such goings on as "such a piece of nonsense," and I am of the opinion he would not be far from right. The many pieces of nonsense perpetrated by the administration since the guns of American soldiers opened fire on the Germany enemy years ago would fill an ocean ship to the gunwales.

There must come a readjustment very soon and one of the first things to be investigated and made right is this unrighteous prolonging of the stay of United States soldiers on the banks of the Rhine. Old Timer.

Current Prices Boosted By Prohibition.

Not only has prohibition cleaned out the raisin market, but it has also started the United States buying up currants to meet the demand for hooch-making ingredients. Up to about six months ago the United States bought very few currants. Since January last the United States has purchased 18,000 tons of currants from Greece. By the end of the season it is expected that this total will be increased to 27,000 tons.

The increased demand in the United States has left the Greek currant market bare of any carry-over and it is expected that the new crop that is now coming on the market will bring much higher prices. The new crop is estimated at 110,000 tons. Some shipments of new crop Grecian currants are now on the water and are expected to reach this market about the middle of October.

The man with a plan is the man who can.

TOLEDO SCALES

"No Springs," "Honest Weight."

Used scales at low prices. Ask for prices to overhaul your old scale. New charts with high price range may be good investment. Western Mich. District Sales & Service, 20 Fulton St., West.

Raisins That Pay

Sun-Maid Brand Is Nationally Advertised

Sun-Maid Raisins mean quick turnover because they are nationally advertised. Millions know Sun-Maid—and want it. Quick turnover—wide demand—the result is sure profit.

*Order from your jobber at once—
if he isn't sold out*

THREE VARIETIES:

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



CALIFORNIA ASSOCIATED RAISIN CO.

Membership 10,000 Growers
Fresno, California

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

The Vinkemulder Co.

Grand Rapids, Michigan

Apples Onions
Grapes Pears

in car lots and less

Wire us for Prices on the Best

Bel-Car-Mo Peanut Butter



A substantial trade winning staple that is a quick "repeater." You can safely guarantee the quality of "Bel-Car-Mo." Its process of manufacture is strictly sanitary and the Peanuts from which it is made are the finest that grow in America. Display it in your store.

—Order from your Jobber

Grand
Rapids
49 Market
St., S. W.,

W. E. Roberts

EGGS AND PRODUCE

Citz.
1361
Bell
M. 1361



Michigan Retail Hardware Association.
 President—J. H. Lee, Muskegon.
 Vice-President—Thomas G. Popp, Saginaw.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Harvesting a Share of the Sportsman's Trade.

Written for the Tradesman.

This is the season of the year when the hunting enthusiast is keyed up to the highest pitch and looks forward with great pleasure to his forthcoming visit to the haunts of the wild game.

It is a season which also affords the hardware dealer an opportunity to show his townspeople what he has to offer in rifles, shot guns, ammunition and hunting equipment. There are few lines that can be played up more advantageously than fall sporting goods lines; and among these the hunter's equipment is a prominent feature.

The experienced hunter as a rule makes it a practice to keep in touch with the latest ideas in equipment. He is always anxious to see any new line the dealer has to offer. To such individuals the hardware dealer should make a special appeal. He must consider, also, the amateur hunter, and the man who goes hunting this fall for the first time.

A regular army of hunters are on the tramp at this season of the year, and their needs are many and varied. To reach them, the most effective methods are window display, direct-by-mail appeal, and newspaper advertising.

In preparing newspaper copy, don't be satisfied to make a mere announcement of new goods. Try to inject into your copy some element of personal appeal. You perhaps do not expect to sell as an immediate result; but you should aim to interest the hunter, arouse his curiosity, and cause him to visit your store. This accomplished, personal salesmanship should do the rest.

Another point to emphasize in your advertising may be summed up in the phrase: "It is better to think of what you need before you set out for the hunting field than after you get there." That phrase, perhaps a trifle condensed, will make a good slogan for a sporting goods advertisement.

In preparing your newspaper advertising remember, too, that good illustrations are always helpful. Use cuts wherever you can get them—that is, provided they make a good, clear impression.

Direct-by-mail advertising can be counted on to reach those individuals whom you know as hunting enthusiasts. You should keep a mailing list of these; for they are your steadiest customers. Moreover, the new hunt-

er turns to the old hunter for advice; and your old patrons if you keep them posted on what you have to offer, will often direct new customers to your store.

Early in the season it is a good plan to send out a circular letter or other advertising literature to this mailing list, if you have it; and this should be followed up later with a second appeal. More than that, if you meet one of these steady customers or former customers, don't hesitate to talk hunting to him. A casual enquiry as to where he intends to go, a suggestion that he check up on his equipment and take a look at the new lines you are offering, will quite often bring you additional business.

So, make it a point to keep in touch, by mail and personally, with your old customers. Don't wait for them to come into the store; but go out after them.

Sporting goods lend themselves admirably to window display. This is essentially true of hunting goods. Some of the most realistic trims and most effective window designs have been prepared with guns, ammunition and hunting equipment.

Hunting scenes give the trimmer an opportunity to show his capacity in the matter of putting together attractive displays. Merely putting an assortment of goods in the window, with a card inviting the passerby to come in, will draw trade; but this sort of display does not bring you the fullest returns for your window space. While you are at it, you might as well put on a real, business-getting display.

As a matter of fact, in the large city, and even in the fair-sized town, the passer-by may see half a dozen hunting goods displays in the course of a half hour's walk. The good window



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

Signs of the Times Are Electric Signs

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

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

THE POWER CO.

Bell M 797

Citizens 4261

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

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.

Grand Rapids Safe Co.

Tradesman Building

Dealer in

Burglar Proof Safes

Fire Proof Safes

Vault Doors

Cash Boxes

Safety Deposit Boxes

We carry the largest stock in Michigan and sell at prices 25 per cent below Detroit and Chicago prices.

Pioneer Broom Co.

Amsterdam, N. Y.

Makers of

High Grade Brooms

Michigan Jobbers:

Symons & Moffett Co., Flint

Sturgis Grocery Co., Sturgis

Moulton Grocer Co., Muskegon

Ask for "Comet," "Banker,"

"Mohawk" or "Pioneer"

brands.

Krekel-Goetz Sales & Supply Co.

Grand Rapids, Mich.

Michigan Representatives

trimmer aims to make his display stand out by dint of individuality. To this end, he must embody in it some original idea, in order to grip the pedestrian's attention and, (if he is interested in hunting equipment, to lure him inside the store.

The rule applying to stage effects, that the public must see only the finished effect and not the manner in which it is achieved, applies pre-eminently to window decorating of this sort. The display man aims at a certain effect in a hunting scene; but this effect will be lost if the public see by what grouping of details it is achieved. The devices adopted to arrange materials in a certain position and to make them stay there would often, if discerned, ruin the whole effect.

The work which does not show is, accordingly, doubly important. A trim must be so planned and carried out that no difficulty will be experienced in that line. Quite often a window trim is largely spoiled because it is not entirely practical. The idea has been adopted before the display man has had a chance to figure whether he could work out the details or not.

It follows that each display should be figured out well in advance. The successful window trimmer knows just exactly what he is going to do before he starts the actual work on the display; how the decorative effects are to be placed and where each article in the display is to go. All this should be, if possible, sketched on paper. Then the actual putting together of the display will be quickly and easily accomplished.

Realism helps more than any other factor in making the window display a success. A touch of nature always appeals to the hunter. A camping out scene will always make an effective display. The details can be worked out more or less elaborately, depending on the window space and equipment at your disposal.

For instance, a small tent, with a camp fire, makes a good piece de resistance for a display. For your campfire you can have a tripod set up, a pot, and an imitation fire contrived of red tissue paper and an electric bulb.

A dummy figure of a hunter always enhances the effect of a display. Where sporting goods are largely handled, it is good policy to secure a dummy which can be used in other displays as well, with a variation of equipment and accoutrements and attire to suit the immediate display. If you haven't a dummy, a figure can be contrived with an old hunting suit.

Animals are always good display accessories. Usually you have to depend on stuffed animals. With the larger varieties they are safer. One dealer borrowed for his display a cub bear and two black squirrels—stuffed. He also had a gray squirrel, a raccoon, a duck and a loon, all stuffed and mounted. Sometimes the smaller animals can be secured alive; though they usually have to be shown in cages, which detracts from the effect. A dummy figure taking aim at, say, a stuffed bear cub from behind a fallen log or brush pile makes a good window, and a simple one to contrive.

Your own ingenuity will assist you in putting together a realistic display

out of what accessories of this sort you have within reach. But in the straining for realism, never forget the purpose of the window; to interest the passer-by in the goods you have for sale. So, make a good incidental showing of weapons, equipment and ammunition, if possible showing them in such a manner that they will not detract from the realistic effect of the display.

It pays to go after this business energetically, to keep in personal touch with old patrons, and to put your best thought into your displays.

Victor Lauriston.

An Argument Suggested to Dealers.

Thousands of people that would like to have some of their rooms of their houses repapered are not having it done because they say it costs too much, or that they cannot afford to pay present prices for papering.

Here is an argument interior decorators can use to combat that excuse for a shabby house. Suggest to Mr. Cant Affordit that he have his inside walls painted with an attractive flat or gloss wall paint. The first cost of painting may be somewhat more than it would cost to paper, but—now here is the economy point—the paint can be washed when it becomes dirty and by so doing the walls can be kept looking clean and new for several times as long as wall paper will remain clean and unfaded, and when it does become necessary to repaint, one new coat of the same or a darker color will refreshen up the walls at even less than papering with a good grade of paper could be done for.

If convinced that the redecoration is going to last several years the cost will not be so apt to deter the householder from having the work done.

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-Jansing Brick Co., Rives Junction

Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks

H. Leonard & Sons

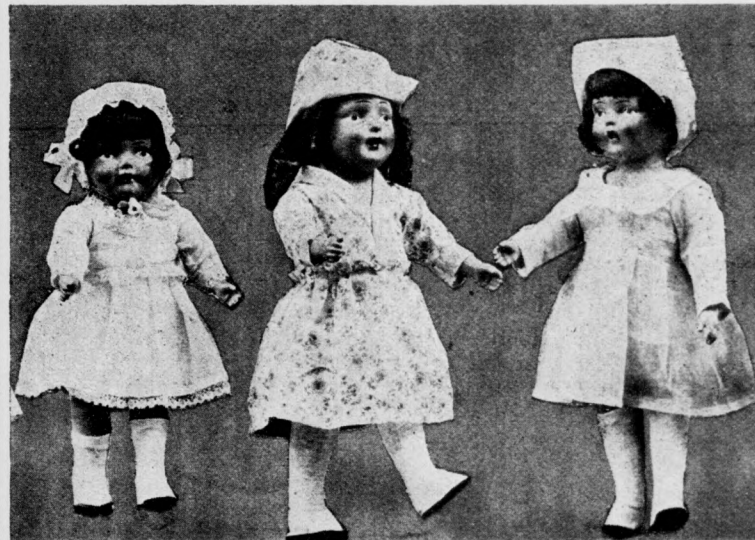
Commerce Ave. at Fulton St.

Grand Rapids, Michigan

NOW is the time to purchase your HOLIDAY GOODS while our lines are complete with new goods arriving every day. See our wonderful display of DOLLS.

Dressed Dolls—Character Dolls—Novelty Dolls—Bisque Babies—Bisque Heads with jointed or Kid bodies—Character Baby Dolls—All the leaders from the American, German and Japanese factories.

Notice the following SAMPLE assortments showing a few of our splendid variety. No stocks could give your customers satisfaction without styles like those in the assortments below:



Some of our 1920 Styles of Dolls.

No. 3603—Sample Assortment, to Retail from 35c to \$2.00 each, with Indestructible Heads.

Order Here.		Cost	Price	Retail Price	
They will please.		Doz.	Total	Each	Total
1 doz.	3507—10 1/2 in. Asstd. Dresses	3.00	\$3.00	.35	\$4.20
1/2 doz.	3606—11 1/2 in. Asstd. Dresses	4.25	2.13	.50	3.00
1/2 doz.	3509—12 1/2 in. 2 piece Dresses	5.25	2.63	.65	3.90
1/2 doz.	3608—12 1/2 in. Fancy Dresses	6.00	3.00	.75	4.50
1/2 doz.	3511—13 1/2 in. Boys' Dressing	6.00	1.50	.85	2.55
1/2 doz.	3511—13 1/2 in. Girl's Dressing	6.00	1.50	.85	2.55
1/2 doz.	3513—17 in. B. & G. Dressed	8.50	2.13	1.00	3.00
1/2 doz.	3515—17 in. B. & G. Dressed	8.50	2.12	1.00	3.00
1/2 doz.	3514—14 in. Girls Dress with Hood	7.50	1.87	1.00	3.00
1-12 doz.	3609—Doll with Shoes & S.	9.00	.75	1.25	1.25
1-12 doz.	3610—Doll with Wig & S. & S.	9.00	.75	1.25	1.25
1/4 doz.	3602—15 in. with Cap, 3 Styles	10.50	2.63	1.25	3.75
1-12 doz.	3441—Boys' Fine Dress	10.50	.88	1.25	1.25
1-12 doz.	3440—Dressed Lace Trim	10.50	.87	1.25	1.25
1-12 doz.	3512—20 in. Extra Large	12.00	1.00	1.50	1.50
1-12 doz.	3465—17 in. Girl, Fine Dress	13.50	1.12	2.00	2.00
1-12 doz.	3464—17 in. Girl, Fine Dress	13.50	1.13	2.00	2.00
				\$29.00	\$43.90
Price of Assortment				\$29.00	
Your Profit				\$14.80	

No. 3604—Sample Assortment, Dressed Dolls, All with Cork Stuffing and With Inside Joint on Arms and Legs. With Indestructible Heads. Dolls to Retail from \$2.00 to \$3.00 each.

Order Here.		Cost	Price	Retail Price	
One dozen samples.		Doz.	Total	Each	Total
1 only	3310—12 in. Shoulder Strap Dress	13.50	\$13.50	1.12	\$2.00
1 only	3311—11 in. Linen, fancy trim	13.50	1.13	1.50	2.00
1 only	3613—13 in. Wig Doll, flower trim	18.00	1.50	1.50	2.50
1 only	3617—13 in. Flower Trim, Fancy Dress	18.00	1.50	1.50	2.50
1 only	3387—16 in. Lace, Colored Trim with Cap	15.00	1.25	1.25	2.00
1 only	3375—16 in. Lace, with Wig	15.00	1.25	1.25	2.00
1 only	3376—16 in. Lace Trim with Wig & Cap	18.00	1.50	1.50	2.50
1 only	3315—14 in. Wig & Fancy Full Trim.	20.00	1.67	1.67	2.50
1 only	3313—14 in. Wig & Fancy Full Trim.	20.00	1.67	1.67	2.50
1 only	3622—17 in. 2 Piece Dress, Lace Collar	21.00	1.75	1.75	3.00
1 only	3621—Extra Fine Pink and White	21.00	1.75	1.75	3.00
1 only	3389—Extra Fine Trim with Cap & Wig	18.00	1.50	1.50	2.50
				\$17.59	\$29.00
Price of Assortment				\$17.59	
Your Profit				\$11.41	

No. 3600—Sample Assortment, All Moving Eye Dressed Dolls, Indestructible Heads, Very Neat Dresses, Beautifully Trimmed to Retail from \$1.50 to \$7.50. Every Child Wants a "Going to Sleep" Doll.

Order Here.		Cost	Price	Retail Price	
Stylish Dolls.		Each	Each	Each	Each
1 only	No. 1—Girl Doll	1.00	\$1.00	1.50	1.50
1 only	No. 2—Baby, White Dress	1.00	1.00	1.50	1.50
1 only	No. 3—Girl Doll with Wig	1.25	1.25	2.00	2.00
1 only	No. 4—Baby Doll with Wig	1.25	1.25	2.00	2.00
1 only	No. 5—Girl Flower Dress	1.75	1.75	2.50	2.50
1 only	No. 6—Girl Fancy Dress & Wig	1.75	1.75	2.50	2.50
1 only	No. 7—Larger Girl Lace Dress	2.00	2.00	3.00	3.00
1 only	No. 8—Skating Girl with Jacket	2.25	2.25	3.50	3.50
1 only	No. 9—Girl, Fancy Dress and Wig	2.50	2.50	3.50	3.50
1 only	No. 10—Fancy Dressed Girl	3.20	3.20	5.00	5.00
1 only	No. 11—Baby Doll, Fine Dress	3.25	3.25	5.25	5.25
1 only	No. 12—Bust Girl with Necklace	3.35	3.35	5.50	5.50
1 only	No. 13—Curly Wig Girls with Hat	4.00	4.00	6.00	6.00
1 only	No. 14—Large Baby Doll	4.35	4.35	6.50	6.50
1 only	No. 15—Ringleted Doll, Silk	4.50	4.50	7.50	7.50
				\$37.50	\$57.60
Early Special Price for Assortment				\$37.50	
Profit to dealer (56 per cent.)				\$20.10	

Terms on Holiday Goods—Immediate shipment, Date Invoice as Nov. 1, 60 days, 2 per cent. 10 days due. Net January 1, 1921. F. O. B. Grand Rapids. COME IN PERSON TO SELECT DOLLS IF POSSIBLE—OVER THREE HUNDRED SAMPLES TO SELECT FROM.



Grand Council of Michigan U. C. T.
Grand Counsellor—H. D. Ranney, Saginaw.
Grand Junior Counsellor—A. W. Stevenson, Muskegon.
Grand Secretary—Morris Heuman, Jackson.
Grand Treasurer—Harry Hurley, Traverse City.
Grand Conductor—H. D. Bullen, Lansing.
Grand Page—George E. Kelly, Kalamazoo.
Grand Sentinel—C. C. Carlisle, Marquette.

The Pace Was Getting Altogether Too Fast.

In nearly all lines of business we entered the calendar year with unprecedented business on the books, and sales programs were on a scale far beyond anything ever before contemplated in the commercial history of the country. Those whose business experience was short talked rather boastfully of the insatiable demand for goods which expressed itself in a volume of orders beyond all possibility of filling within a reasonable time.

These orders actually on the books were to them a guarantee that one could look far ahead and see only high speed production and distribution.

Would not Europe, they asked, and even lands not immediately touched by war, demand goods that would bring us great business indefinitely?

Such a situation called for cool-headed leaders to keep men within safe bounds; for there were some men who could not appreciate that there could be danger when there was much forward business and a world crying for goods. Most men saw nothing that could disturb them when collapse in Japan shook sympathetically one of our greatest industries; nor did they take seriously the problem of the rate of exchange which had become a factor so adverse against Europe as an importer. They were astonished, though they should not have been, to see these factors and other influences causing hesitation in this and that line of business.

And to-day with business in the midst of a lull in many lines, the question is, are we having merely a breathing spell between two periods of great business, or is it possible that we are not likely again soon to be speeding ahead under forced draught?

There are many things to be taken into consideration in a look forward. Our vast equipment for production, both in agriculture and manufacturing, is more than ever dependent upon liberal foreign demand. The world wants what we can supply, but can the world satisfy its wants at the costs now prevailing here?

To satisfy these wants presumes the ability to pay for our products in a manner satisfactory to us. We must be paid either in gold—which, by the way, we do not need and foreign nations do not wish to give up—or in goods, the facilities to make which for export, they must restore and for which also they must secure the raw materials, or in their securities, for which we have not as yet cultivated a taste.

The European nations have before them difficult problems whose solution is giving their leaders no little concern. Large numbers of men are still under arms, and battle lines have by no means entirely been withdrawn. There are most difficult political questions between nations, and fundamental economic uncertainties within states.

With resources greatly reduced, effort is to be made by the statesmen of each country to build up an intense spirit of work and frugality as the only method of maintaining national solvency. The rule will be to use what they have as a means of livelihood to the utmost. These are the tendencies necessitated by a greatly reduced state of resources. All of which but suggests that there are some reasons for uncertainty as to the volume of the demand we may expect from those who have been in the past our greatest foreign customers—the European nations.

Moreover, right here at home, reports are that there is a strong tendency to make the most of what one has. As men resolve to wear their clothes a few months longer and refrain from buying, so the railways, though promised largely increased income, are said to be adopting a policy of making the very most of their rolling stock, whose progress to the scrap heap will be delayed as long as possible by extraordinary efforts in the repair shop.

All this is said as indicating that we may not, as some have declared, quickly return to forced draught business. But whether we do or not, there is to be large business, and it will be done the more safely and on a sounder basis because of the very changes that have come over business during the last few months.

The pace was getting too fast; it could not be sustained.

William Gregg.

Salesbooks
THAT GIVE
100 PER CENT PLUS SERVICE
ALL KINDS, SIZES, COLORS, AND GRADES. ASK FOR SAMPLES AND PRICES.
THE MCCASKEY REGISTER CO.
ALLIANCE, OHIO

Another Express Rate Increase is Effective.

Effective Oct. 13 rates of the American Railway Express Co. will be increased 13½ per cent., following an advance of 12½ per cent. in rates which began Sept. 1. The combined 26 per cent. increase was authorized by both the Interstate Commerce Commission and the Michigan Public Utilities Commission. They apply to both intra-state and interstate shipments.

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.

Bell Phone 596

Citr. Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising
Expert Merchandising

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

The College You Are Looking For

A School offering something for everybody.

A college with a national reputation. A college with 15,000 graduates, thousands of them living in Michigan.

A college offering sixteen new courses.

A school where you will meet with students from practically every county in Michigan and from a score of other states besides Michigan.

A school where you may get stimulation from seeing expert teachers actually at work with children.

A college where a degree is in reach of the student who must pay his way by his own hard-earned money.

A college where hard work is seasoned with recreation and social pleasure.

A campus where you may get near God's great out-of-doors.

A college so near two of the most interesting cities in the United States—Detroit and Ann Arbor—that you could visit them frequently with little expense.

A college giving special attention to rooming and boarding conditions.

Classification for Fall Term,
Monday, September 27

Michigan State Normal College

C. P. STEIMLE, Registrar. Ypsilanti, Mich.

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.00 and up

EDWARD R. SWETT, Mgr.

Muskegon :: Michigan

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

BRAENDER TIRES

INDUSTRIAL GIANTS



Braender Bull-dog
Extra Ply Cord Tire

Moulded Tread. Cured Like a Cord. 25% More Fabric. New. 10% Oversize. Combination Rib and Non-Skid Tread. Interchangeable on Front and Rear Wheels.

Give Absolute Satisfaction.

Bring Repeat Orders.

Dealers Investigate Now.

Fast Nickels Are Better Than Slow Dimes.

Michigan Hardware Co.

Distributors

Grand Rapids

Michigan



Wilmarth show cases and store fixtures in West Michigan's biggest store
In Show Cases and Store Fixtures Wilmarth is the best buy—bar none
Catalog—to merchants

WILMARTH SHOW CASE COMPANY

1542 Jefferson Avenue

Grand Rapids, Michigan

Made In Grand Rapids

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 12—One of the worst pieces of roadway in Michigan is the mile on the North and South road which runs through the village of Burnip's Corners—about a half mile each way from the town. It is deep sand and winds around from one side to the other like a snake. The condition of this section of road is a standing disgrace to Burnip's Corners and Allegan county.

Willard Purchase, general dealer at Corning, started yesterday for Florida via automobile. He has constructed a ford truck, adding all the comforts of home except ample space. He expects to be on the road about three weeks and will locate for the winter at Sarasota, about thirty miles from St. Petersburg. He is accompanied on the trip by his wife and two children and another married couple who go along as guests of the family. His store at Corning will be closed during his absence.

Anthony J. Quist, formerly engaged in the grocery business on East Fulton street, is now on the road for Schwartz Bros., wholesale produce dealers of Saginaw. Mr. Quist has taken up his residence in Saginaw. He is energetic and faithful and will surely achieve success in his new position.

Absal Guild, A. M. O. B., will hold its fall ceremonial session at U. C. T. hall Saturday evening, Oct. 16. A large class of candidates will be initiated, followed by a social session, concluding with a dutch lunch and cigars. All Bagmen make a note of this and be on hand at the opening of the meeting at 7:30 p. m.

A. A. Rogers, who formerly sold groceries for the Ball-Barnhart-Putnam Co., and later for the Judson Grocer Company, has taken up his abode in Dexter. He has been living in Detroit for the past half dozen years.

William Judson, President of the Judson Grocer Company, spent most of last week in New York City, seeking first-hand information regarding the staple goods his house handles.

Clarence J. Farley, President of the Grand Rapids Dry Goods Co., has returned from New York, whither he went to obtain inside information on the trend of the dry goods market. His ideas are set forth with great clearness and effectiveness elsewhere in this week's paper.

Edward Frick is back to his desk at the office of the Judson Grocer Company after an absence of two or three weeks.

Ambitious salesmen, be reminded you can build a trade worth while by giving customers departing a friendly, bright and cordial smile.

Salesmen that usually are turned down are the ones that loaf around waiting for something to turn up.

Giving a customer a square deal may not bring you immediate success but one misrepresentation has often spelled ruin.

A commercial traveler left his umbrella in a hotel, after attaching to it a card bearing in bold letters the warning: "This umbrella belongs to a man who can deal with his fist a blow of two hundred and fifty pounds. Coming back in five minutes. He returned to find the umbrella gone, and in its place the message: "This card belongs to a man who can run twenty miles an hour. Isn't coming back."

Parodies of Some Ancient Rhymes.

Prohibition is perdition;
Suffrage makes me sad.
This political spree,
It bothers me,
And prices makes me mad!

Tom, Tom, the piper's son,
Stole a flask and home he run.
The drink was ale,
And Tom grew pale
As he landed soon in the county jail.

Hickety, pickety, a plump Young Hen,
She swore she'd vote like gentlemen,
And each man laughed like a nanny goat—
For the poor squab didn't know how to vote!

The Argentine Government's obligations are good. Moody rates them "A." They are the obligation of 9,000,000 people, 90% of whom are white, living in what is described as the "most perfect area for the raising of cattle and crops in the world." Argentine has been at peace for 50 years.

British Foreign Exchange now at \$3.50 should soon resume its climb to its normal level of \$4.86. Great Britain is again getting her pegs in pretty firmly all over the world, according to her ancient custom. Her exports are rapidly climbing and will soon surpass her imports. She is already reducing her indebtedness.

You can buy ARGENTINE STERLING 4's—a direct obligation of the Argentine Government payable in British Sterling at about 40c on the dollar.

\$1,000 American cash invested in these bonds at this time will yield you an annual cash income of \$63.00 or 6.3% on your money with exchange at \$3.50 as at present; and this annual cash income from coupons will increase as exchange goes towards normal until it reaches \$87.50 per year or 8¾% annual cash income from coupons when exchange is \$4.86.

When your bond comes due if exchange is at normal, you will receive back \$2,200.00 or a profit of 120%.

When your bond comes due if exchange is at \$3.50 as at present, you will receive back \$1,580 or 58% profit, in addition to your annual cash income.

In order for you to receive only \$1,000—the amount of the original investment—exchange would have to be down to \$2.28 at the time your bond matures.

These bonds are readily salable and we will cash the coupons for you at our office.

We regard them as one of the soundest and best investment opportunities that has ever come to our attention and it is doubtful if another such possibility of doubling one's money on a high-grade security which will yield a cash income up to 8¾% will exist during our generation.

We have purchased a quantity of these bonds for our own account through our foreign correspondent and can execute orders subject to prior sale, at \$445 per £200 bond. This price is subject to change.

Bonds are subject to 30 days' delivery but we will deliver interim receipts promptly so that your money will draw interest at once.

Orders may be telephoned or telegraphed at our expense.

The Argentine Government**4% External Sterling Loans**

Loan of 1896 and '99. Interest payable January 1st and July 1st.

Coupon Bonds in denominations of £1,000, £500 and £100.

Loan of 1897, '98, '99 and 1900. Interest payable April 1st and October 1st.

Coupon Bonds in denominations of £1,000, £500, £200, £100 and £20.

Principal and interest payable in sterling at Baring Brothers & Company, Ltd., London, or may be collected at our office.

Redeemable not later than 1956 by a Cumulative Sinking Fund which at present rate should retire all bonds by 1945.

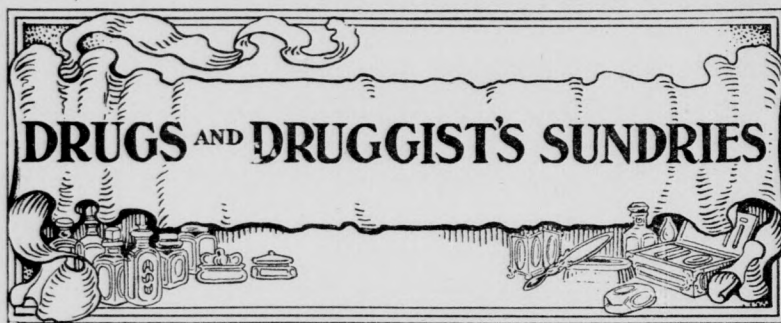
These Bonds are a Direct General External Obligation of the Argentine Government, whose faith and credit are pledged against the loan.

The Argentine External Debt as reported in 1918 was \$718,946,630 with total Government revenues for 1918 of \$164,301,415 against which the interest and sinking fund requirements of its external debt were a first charge. The revenues for 1918 amounted to \$164,301,415 or 4½ times entire interest requirements.

HOWE, SNOW, CORRIGAN & BERTLES**INVESTMENT BANKERS**

401-6 Grand Rapids Savings Bank Bldg.

Grand Rapids, Michigan



Michigan Board of Pharmacy.

President—H. H. Hoffman, Sandusky.
Secretary and Treasurer—Charles S. Koon, Muskegon.

Other Members—E. T. Boden, Bay City; James E. Way, Jackson; F. C. Cahow, Reading.

Next Examination Session—Grand Rapids, Nov. 16, 17 and 18.

REPRESENTATIVE RETAILERS.

L. V. Middleton, Secretary Michigan State Pharmaceutical Association.

Louis V. Middleton was born in Grand Rapids Feb. 28, 1882. His antecedents were English on his father's side and York State Dutch on his mother's side. His father, the late Victor Middleton, was prescription clerk for Peck Bros. for twelve years. On the death of his father and the second marriage of his mother, the family removed to Mississippi, locating on a farm in the backwoods. Louis had attended school in Grand Rapids as far as the end of the fifth grade. His subsequent education was self acquired. When eighteen years of age he taught district school for a year. In the meantime he acquired a knowledge of pharmacy by home study. Returning to Grand Rapids one year later he found employment for a year in the pharmacy of Dr. Louis Barth. He subsequently worked five years in the West drug stores, having charge of the surgical instrument department in both the Monroe avenue and Canal street stores. He also worked for Benj. Schroeder, Gil. Haan and Walter K. Schmidt. Eight years ago he engaged in business on his own account at 921 Ottawa avenue, remaining there until this year, when he removed his stock to the corner of Ottawa avenue and Mason street. From the beginning he specialized on cultures of various kinds. He soon worked up a large trade with physicians, so that his store is now regarded as headquarters for these goods.

Mr. Middleton has been supervisor of the second ward two terms. He has been a member of the Board of Directors of the Kent County Detention Home. He was instrumental in starting the Ottawa Community Improvement, six years ago, and served the organization as Secretary several years. He edited the publication known as the Ottawa Enterprise for four years. He was the first Secretary of the Grand Rapids Retail Druggists Association and is now Vice-President of that organization. He claims to have been the first one to suggest the use of the word Victory in describing the fifth Liberty loan. He wrote the Treasury Department the day after the armistice was signed, suggesting the name above stated and also that the numerical designation of the loan be written IIIIV. Both suggestions were subsequently adopted

by the Government. When the school houses were designated as the places where questionnaires could be filed up by those subject to the draft, the Coldbrook school house was closed by smallpox. Mr. Middleton threw open his store to the officers designated to handle the papers, being probably the only drug store in the United States which was thus honored. On



L. V. Middleton.

the recent death of Fred J. Wheaton, Secretary of the Michigan Pharmaceutical Association, Mr. Middleton was elected by the directors to fill the vacancy. He has already entered upon the work with the same enthusiastic devotion which characterizes all his activities.

Mr. Middleton was married fourteen years ago to Miss Julia Van Rossum, of Grand Rapids. They have two boys, one 11 and the other 7 years old. The family reside in their home at 30 Mason street.

Besides the organizations above named, Mr. Middleton belongs to the B. P. O. E., N. A. R. D. and A. P. A. He takes an active interest in all of his professional and fraternal affiliations, which makes him one of the busiest men in the city. Whatever he does he believes in doing well.

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
VANILLA EXTRACTS

Made only by

FOOTE & JENKS
Jackson, Mich.

Weather Conditions

Are making it possible this year to ship candy orders early for the Fall and Xmas trade. We positively have thousands of dollars worth of candy which will be ready in a few days for immediate shipment.

We call to your attention the Webbers and Allen Qualley

Leaders:

WEBBERS

Tutti Fruitti Chocolates
Nut Clusters
Hard Centers
Butter Chocolates
Chocolate & Bon Bon Brazils

ALLEN QUALLEY

The Poppies
Hindustan
Blackstone
Radisson
Milk Chocolates

Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan

COMPUTING SCALES

overhauled and adjusted to be sensitive and accurate, will weigh as good as new. A few for sale at discount prices.

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



"The Quality School"

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

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

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.

THE SIGN OF



QUALITY

The Progress of the World Can Be Traced to Flour Quality—

It is a fact that the progress and development of the nations can be traced by the quality and the quantity of the bread they have used.

No other food has played so important a part in the civilization of man. It has changed his habits from those of the savage to the civilized being. The more advanced the civilization the greater the demand for the highest grade flour. For nearly three generations

Lily White

**Look for the
ROWENA
trade-mark
on the sack**

"The Flour the Best Cooks Use"

has been keeping pace with the exact requirements of America's fast development.

Today it is the choicest product milled in this country. It is made from the most select wheats grown in this country—a blend of soft and hard, to give perfect balance and make it the ideal all-around flour. It has nutrition and sustenance. Few flours equal, none surpass it in texture and color.

The grain is cleaned four times, scoured three times and carefully washed before going on the rolls for milling. The bread, biscuits and pastry made from LILY WHITE have a flavor that is most appetizing—they are light and bake in a way to delight all enthusiastic home bakers. A treat is in store for those who use LILY WHITE. It is guaranteed to please.

Ask for it at Your Dealer's

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICHIGAN

"Millers for Sixty Years"

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.

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

Jelly Glasses
Saleratus
Sal Soda

DECLINED

Milk
Beans
Rolled Oats
Syrup
Holland Herring

AMMONIA

Arctic Brand
12 oz., 2 doz. in carton.
per doz. \$1.65
Moore's Household Brand
12 oz., 2 doz. to case 2 70

AXLE GREASE



25 lb. pails, per doz. 25 10

BLUING

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

BREAKFAST FOODS

Cracked Wheat, 24-2 4 85
Cream of Wheat 9 00
Grape-Nuts 3 80
Pillsbury's Best Cerl 3 00
Quaker Puffed Rice 5 60
Quaker Puffed Wheat 4 30
Quaker Brkfst Biscuit 1 90
Quaker Corn Flakes 3 70
Ralston Purina 4 00
Ralston Branios 3 00
Ralston Food, large 4 35
Ralston Food, small 3 35
Saxon Wheat Food 5 60
Shred Wheat Biscuit 4 90
Triscuit, 18 2 25

Kellogg's Brands

Toasted Corn Flakes 4 10
Toasted Corn Flakes
Individual 2 00
Krumbles 4 60
Krumbles, Individual 2 00
Biscuit 2 00
Drinket 2 60
Krumble Bran, 12s 2 25

BROOMS

Standard Parlor 23 lb. 5 75
Fancy Parlor, 23 lb. 8 00
Ex. Fancy Parlor 25 lb. 9 50
Ex. Fcy. Parlor 26 lb. 10 00

BRUSHES

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

Stove

No. 1 1 10
No. 2 1 35

Shoe

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

BUTTER COLOR

Dandelion, 25c size 2 80
Perfection, per doz. 1 75

CANDLES

Paraffine, 6s 16½
Paraffine, 12s 17
Wicking 60

CANNED GOODS

Apples
3 lb. Standards @
No. 10 @6 00

Blackberries

3 lb. Standards
No. 10 @14 00

Beans—Baked

Brown Beauty, No. 2 1 35
Campbell, No. 2 1 50
Fremont, No. 2 1 60
Van Camp, No. 1 90
Van Camp, No. 1 1 25
Van Camp, No. 1 1 60
Van Camp, No. 2 1 90

Beans—Canned

Red Kidney 1 35@1 60
String 1 35@2 70
Wax 1 35@2 70
Lima 1 35@2 35
Red @1 10

Clam Bouillon

Burnham's 7 oz. 2 50

Corn

Standard 1 50@1 65
Country Gentleman 1 90
Maine 1 90@2 25

Hominy

Van Camp 1 60
Fanville 1 40

Lobster

1/4 lb. 3 10
1/2 lb. 5 50

Mackerel

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

Mushrooms

Choice, 1s, per can 80
Hotels, 1s, per can 65

Plums

California, No. 3 2 40

Pears in Syrup

Michigan 4 50
California 4 60

Peas

Marowfat 1 45@1 90
Early June 1 45@1 90
Early June sifd 2 25@2 40

Peaches

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

Pineapple

Grated, No. 2 4 00
Sliced No. 2 Extra 5 25

Pumpkin

Van Camp, No. 3 1 60
Van Camp, No. 10 4 60
Lake Shore, No. 3 1 25
Vesper, No. 10 3 90

Salmon

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

Sardines

Domestic, 1/4s 5 50@6 00
Domestic, 1/2s 6 50@7 50
Domestic, 3/4s 7 50@8 00
California Soused 2 00
California Mustard 2 00
California Tomato 2 00

Sauerkraut

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

Shrimps

Dunbar, 1s doz. 2 45
Dunbar, 1 1/2s doz. 3 75

Strawberries

Standard No. 2 3 75
Fancy, No. 2 5 50

Tomatoes

No. 2 1 35@1 75
No. 3 1 75@2 25
No. 10 @5 75

CATSUP

Snider's 8 oz. 2 20
Snider's 16 oz. 3 35
Royal Red, 10 oz. 1 35
Royal Red, Tins 10 00

CHEESE

Brick 31
Wisconsin Flats 31
Longhorn 31
New York 30½
Michigan Full Cream 30

CHEWING GUM

Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Chiclets 75
Adams Sen Sen 65
Adams Yucatan 65
American Flag Spruce 65
Beeman's Pepsin 75
Beechnut 85
Doublemint 65
Juicy Fruit 65
Spearmint, Wrigleys 65
Zeno 60

CHOCOLATE

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

CIGARS

National Grocer Co. Brands
El Rajah Epicure, 50s 95 00
El Rajah Epicure, 25s 97 00
El Rajah, Longfellow, 50s 95 00
Faraday Rothchild, Extra, 50s 110 00
Faraday Rothchild, Imperiales, 50s 125 00
Faraday Rothchild, Junior, 50s 55 00
Faraday Rothchild, Panetelas, 50s 95 00
Faraday Rothchild, Monopoles, 50s 95 00
Faraday Rothchild, Coronos, 50s 110 00
Faraday Rothchild, Royal, 50s 93 00
Mungo Park, Perfecto, 50s 75 00
Mungo Park, African, 50s 90 00
Mungo Park, Wonder, 50s 92 00
Mungo Park, Gold Stand, 50s 100 00
Mungo Park, Gold Stand, 25s 105 00
Odins Monarch, 50s 65 00

Worden Grocer Co. Brands

Harvester Line
Record Breakers, 50s 76 00
Delmonico, 50s 76 00
Panatella, 50s 76 00
Epicure, 50s 112 50
Favorita Extra, 50s 97 50
Presidents, 50s 115 00

Royal Lancer Line

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

La Azora Line

Washington, 50s 75 00
Panatella Foil, 50s 75 00
Aristocrats 75 00
Perfecto Grande, 50s 97 50
Opera, 50s 67 00
Sanchez & Haya Clear Havana Cigars, Made in Tampa, Florida

Diplomatics, 50s

Rosa, 20s 115 00
Bishops, 50s 115 00
Reina Fina, 50s Tins 115 00
Queens, 50s 135 00
Worden's Special 150 00

Ignacia Haya

Made in Tampa, Florida.
Extra Fancy Clear Havana Delicados, 50s 120 00
Primeros, 50s 140 00

Rosenthal Bros.

R. B. Cigar (wrapped in tissue) 50s 60 00
Lewis Single Binder 58 00

Manilla Cigars

From Philippine Islands
Lioba, 100s 37 50

Other Brands

B. L., 50s 66 00
Hemmett Champions, 50s 59 00
El Dependo, 20s 37 50
Court Royal, 50s 61 00
Court Royal, 25 tins 61 00
Knickerbocker, 50s 58 00
Boston Straight, 50s 58 00
Trans Michigan, 50s 60 00
Templar, Perfecto, 50s 100 00
Iriquois, 50s 58 00

CLOTHES LINE

Hemp, 50 ft. 3 00
Twisted Cotton, 50 ft. 2 20
Twisted Cotton, 60 ft. 3 90
Braided, 50 ft. 4 00
Sash Cord 5 25

COCOA

Baker's 53
Bunte, 15c size 55
Bunte, 1/2 lb. 50
Bunte, 1 lb. 48
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 33
Epps 42
Hersheys, 1/4s 42
Hersheys, 1/2s 40
Huyler 36
Lowney, 1/4s 48
Lowney, 1/2s 47
Lowney, 5 lb. cans 48
Van Houten, 1/4s 12
Van Houten, 1/2s 13
Van Houten, 1/2s 36
Van Houten, 1s 65
Wan-Eta 36
Webb 33
Wilbur, 1/4s 33
Wilbur, 1/2s 33

COCOA BUT

1/4s, 5 lb. case Dunham 48
1/4s, 5 lb. case 48
1/4s & 1/2s, 15 lb. case 47
6 and 12c pkg. in pails 4 75
Bulk, pails 38
Bulk, barrels 35
48 2 oz. pkgs., per case 4 15
48 4 oz. pkgs., per case 7 50

COFFEE ROASTED

Bulk
Rio 17
Santos 30@32
Maracabo 35
Mexican 38
Guatemala 36
Java 46
Bogota 36
Peaberry 33

Package Coffee

New York Basis
Arbuckle 27 50

McLaughlin's XXXX

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

Coffee Extracts

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

CONDENSED MILK

Eagle, 4 doz. 12 85
Leader, 4 doz. 10 65

EVAPORATED MILK

Carnation, Tall, 4 doz. 6 70
Carnation, Baby, 8 dz. 6 60
Pet, Tall 6 95
Pet, Baby 4 60
Van Camp, Tall 6 95
Van Camp, Baby 4 60
Dundee, Tall, doz. 6 95
Dundee, Baby, 8 doz. 6 00
Silver Cow, Tall 6 95
Silver Cow, Baby 4 60

MILK COMPOUND

Hebe, Tall, 4 doz. 4 75
Hebe, Baby, 8 doz. 5 20
Caroline, Tall, 4 doz. 5 70

CONFECTIONERY

Stick Candy Pails
Horehound 35
Standard 35

Cases

Boston Sugar Stick 40

Mixed Candy

Broken 37
Cut Loaf 36
Grocers 25
Kindergarten 37
Leader 36
Premio Creams 49
Royal 33
X L O 29
French Creams 39

Specialties

Auto Kisses (baskets) 36
Bonnie Butter Bites 36
Butter Cream Corn 41
Caramel Bon Bons 40
Caramel Croquettes 35
Cocoanut Waffles 38
Coffy Toffy 40
Fudge, Walnut 38
Fudge, Walnut Choc. 39
Champion Gum Drops 30
Raspberry Gum Drops 30
Iced Orange Jellies 34
Italian Bon Bons 34
AA Licorice Drops 34
5 lb. box 2 15
Manchus 34
Butter Puffs 36
Snow Flake Fudge 33

Chocolates

Assorted Choc. Pails 44
Champion 40
Honeyuckle Chips 54
Klondike Chocolates 47
Nabobs 47
Nibble Sticks, box 2 85
Nut Wafers 47
Orooro Choc. Caramels 45
Peanut Clusters 54
Quintette 44
Regina 39
Victoria Caramels 45

Gum Drops

Champion 30
Raspberry 30
Favorite 32
Superior 31
Orange Jellies 34

Lozenges

A A Pep. Lozenges 36
A A Pink Lozenges 36
A A Choc. Lozenges 36
Motto Lozenges 41
Motto Hearts 41

Hard Goods

Lemon Drops 39
O. F. Horehound Drps 39
Anise Squares 39
Peanut Squares 40
Rock Candy 50

Pop Corn Goods

Cracker-Jack Prize 7 40
Checkers Prize 7 40

Cough Drops

Putnam Menthol 2 25
Smith Bros. 2.00

COOKING COMPOUNDS

Mazola
Pints, tin, 2 doz. 7 00
Quart, tin, 1 doz. 6 50
1/2 Gal. tins, 1 doz. 12 25
Gal. tins, 1/2 doz. 11 80
5 Gal. tins, 1/2 doz. 16 00

COUPON BOOKS

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

CREAM OF TARTAR

6 lb. boxes 75
3 lb. boxes 76

DRIED FRUITS

Apples
Evap'd, Choice, blk 17

Apricots

Evaporated, Choice 36
Evaporated, Fancy 45

Citron

10 lb. box 58

Currants

Packages, 15 oz. 22
Boxes, Bulk, per lb. 22

Peaches

Evap. Choice, Unpeeled 24
Evap. Fancy, Unpeeled 26
Evap. Fancy, Peeled 28

Peel

Lemon, American 35
Orange, American 36

Raisins

Fancy S'ded, 1 lb. pkg. 29
Thompson Seedless, 1 lb. pkg. 31
Thompson Seedless, bulk 30

California Prunes

80-90 25 lb. boxes @15
70-80 25 lb. boxes @16
60-70 25 lb. boxes @17
50-60 25 lb. boxes @20
40-50 25 lb. boxes @24
30-40 25 lb. boxes @28

FARINACEOUS GOODS

Beans
Med. Hand Picked 7
California Limas 15
Brown, Holland 6½

Farina

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

Hominy

Pearl, 100 lb. sack 5 50

Macaroni

Domestic, 10 lb. box 1 10
Domestic, broken bbls. 8½
Skinner's 2½s, case 1 37½
Golden Age, 2 doz. 1 90
Fould's, 2 doz. 1 90

Pearl Barley

Chester 6 00

Peas

Scotch, lb. 6
Split, lb. 8½

Sago

East India 11

Tapoca

Pearl, 100 lb. sacks 10
Minute, 8 oz., 3 doz. 4 35
Dromedary Instant, 3 doz., per case 2 70

FISHING TACKLE

Cotton Lines

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

Linen Lines

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

Floats

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

HIDES AND PELTS

Hides	
Green, No. 1	13
Green, No. 2	12
Cured, No. 1	15
Cured, No. 2	14
Calfskin, green, No. 1	18
Calfskin, green, No. 2	16 1/2
Calfskin, cured, No. 1	20
Calfskin, cured, No. 2	18 1/2
Horse, No. 1	5 50
Horse, No. 2	4 50

Pelts	
Old Wool	50@1 00
Lambs	50@1 00
Shearings	50@1 00

Tallow	
Prime	@ 7
No. 1	@ 6
No. 2	@ 5

Wool	
Unwashed, medium	@25
Unwashed, rejects	@15
Fine	@25
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 60

JELLY	
Pure, per pail, 30 lb.	6 25

JELLY GLASSES	
8 oz., per doz.	44

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	5 00

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

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

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	35

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	19.6
Red Crown Gasoline	29.1
Jas Machine Gasoline	44
J. M. & P. Naphtha	31
Capitol Cylinder, Iron Bbls.	56.8
Atlantic Red Engine, Iron Bbls.	38.8
Winter Black, Iron Bbls.	21.8
Polarine, Iron Bbls.	61.8

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

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

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

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

PIPES	
Cob, 3 doz. in box	1 25

PLAYING CARDS	
No. 90 Steamboat	2 75
No. 808, Bicycle	4 50
Pickett	3 50

POTASH	
Babbitt's, 2 doz.	2 75

PROVISIONS	
Barreled Pork	
Clear Back	38 00@42 00
Short Cut Clear	37 00@40 00
Pig	
Clear Family	48 00

Dry Salt Meats	
S P Bellies	32 00@34 00

Lard	
Pure in tierces 20 @20 1/2	
Compound Lard 10 1/2 @18	
80 lb. tubs advance 1/2	
60 lb. tubs advance 1/2	
50 lb. tubs advance 1/2	
20 lb. pails advance 3/4	
10 lb. pails advance 3/4	
5 lb. pails advance 1	
3 lb. pails advance 1	

Smoked Meats	
Hams, 14-16 lb.	38 @40
Hams, 16-18 lb.	37 @39
Hams, 18-20 lb.	36 @38
Hams, dried beef sets	41 @42
California Hams	24 @25
Picnic Balled Hams	35 @40
Boiled Hams	60 @62
Minced Hams	18 @20
Bacon	35 @52

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	
1/4 bbls.	2 15
1/4 bbls., 35 lbs.	3 50
1/2 bbls.	10 00
1 bbl.	17 50

Canned Meats	
Red Crown Brand	
Corned Beef, 24 1s	4 05
Roast Beef, 24 1s	4 05
Veal Loaf, 48 1/2s	1 80
Vienna Style Sausage, 48 1/2s	1 50
Virginies, 24 1s	3 45
Potted Meat, 48 1/2s	70
Potted Meat, 48 1/2s	1 15
Hamburger Steak and Onions, 48 1/2s	1 80
Corned Beef Hash, 48 1/2s	1 80
Cooked Lunch Tongue, 48 1/2s	4 00
Cooked Ox Tongues, 12 2s	22 90
Chili Con Carne, 48 1s	1 80
Sliced Bacon, medium	4 00
Sliced Bacon, large	6 30
Sliced Beef, 2 1/2 oz.	2 25
Sliced Beef, 5 oz.	4 05

Mince Meat	
Condensed No. 1 car.	2 00
Condensed Bakers brick	31
Moist in glass	8 00

Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
3/4 bbls., 80 lbs.	3 00

Casings	
Hogs, per lb.	@65
Beef, round set	19 @20
Beef, middles, set	50 @60
Sheep, a skein	1 75@2 00

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

RICE	
Fancy Head	
Blue Rose	10 50

ROLLED OATS	
Monarch, bbls.	8 40
Rolled Avena, bbls.	9 00
Steel Cut, 100 lb. sks.	6 00
Monarch, 90 lb. sacks	4 30
Quaker, 18 Regular	2 70
Quaker, 20 Family	6 85

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 65
Wyandotte, 100 1/4s	3 00

SAL SODA	
Granulated, bbls.	2 50
Granulated, 100 lbs cs	2 75
Granulated, 36 2 1/2 lb. packages	2 75

SALT	
Solar Rock	
56 lb. sacks	75
Common	
Granulated, Fine	3 00
Medium, Fine	3 10



Per case, 24 2 lbs.	2 40
Five case lots	2 30

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

Holland Herring	
Standards, bbls.	15 00
Y. M., bbls.	17 00
Standards, kegs	90
Y. M., kegs	1 20

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

SEEDS	
Anise	45
Canary, Smyrna	12
Cardamon, Malabar	1 20
Celery	65
Hemp, Russian	10
Mixed Bird	13 1/2
Mustard, yellow	23
Poppy	65
Rape	15

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

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

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

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

Tradesman Company	
Black Hawk, one box	4 50
Black Hawk, five bxs	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	
Johnson's Fine, 48 2	5 75
Johnson's XXX 100	5 75
Lautz Naphtha, 60s	3 60
Nine O'Clock	4 25
Oak Leaf, 100 pkgs.	6 50
Old Dutch Cleanser	4 50
Queen Anne, 60 pkgs.	3 60
Rub-No-More	5 50

CLEANSERS.

KITCHEN KLENZER



80 can cases, \$4.80 per case

SODA	
Bi Carb, Kegs	4

SPICES	
Whole Spices	
Allspice, Jamaica	@18
Cloves, Zanzibar	@60
Cassia, Canton	@30
Cassia, 5c pkg., doz.	@40
Ginger, African	@15
Ginger, Cochon	@20
Mace, Penang	@75
Mixed, No. 1	@17
Mixed, No. 2	@16
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-8	@50
Nutmegs, 105-110	@45
Pepper, Black	@30
Pepper, White	@40
Pepper, Cayenne	@22
Paprika, Hungarian	@60

Pure Ground in Bulk	
Allspice, Jamaica	@18
Cloves, Zanzibar	@60
Cassia, Canton	@30
Ginger, African	@15
Mustard	@35
Mace, Penang	@85
Nutmegs	@36
Pepper, Black	@34
Pepper, White	@52
Pepper, Cayenne	@29
Paprika, Hungarian	@60

Seasoning	
Chili Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Garlic	1 35
Ponely, 3 1/2 oz.	2 25

THE SOLDIERS HOME.

Illuminating Letters From Those Familiar With Situation.

Grand Rapids, Oct. 12—Your favor received, enclosing an article regarding the Michigan Soldiers Home, and would say that our doors are open to the public at all times. The actions of the Board of Managers (which board has always been composed of the most prominent and best business men in the State, all of them ex-soldiers) are a matter of record. The officers of the Home are ready at all times to give any information to those who ask it and welcome an inspection and an investigation by any one at any time. A knowledge of the facts in the case would without doubt cause a change in your ideas as expressed in said article.

Wm. T. McGurrin, Commandant.

Condemns the System.

Lansing, Oct. 11—I have received your letter of Oct. 8th, with which you enclosed a sheet from the Tradesman of the issue of Oct. 6, containing an article relative to the Michigan Soldiers Home. I agree with you on the general proposition of the duties of the Commandant of the Home, but I am afraid that it would be a difficult matter to find a man possessed of the attributes with which you suggest the Commandant should be equipped. He would be a "rara avis."

I am not in sympathy with the system that exists in our State in regard to the control of the State institutions, as I do not believe in the policy of a non-salaried Board of Control for each institution.

There are a number of high grade men on the several Boards of Control, but they are handicapped by the fact that they are required to sacrifice their personal business and affairs by devoting any time to the business of the State, which is not fair to them nor to the State.

I have had personal experience as a member of a non-salaried State board, and know that the business of the State is not given the attention it requires, for the reason that a member or some members are obliged to leave the meetings of the Board before the business is completed, with the result that while the management of the institution is vested in the Board of Control, the Board is obliged to rely on the superintendent in all matters pertaining to the institution. I believe that better results would be obtained by a salaried Board of Control, which should have control of several institutions of the same class. This salary should be adequate to allow them to devote their entire time to the business of the State, which would allow them to become conversant with the details of the institution under their control, and to correct such abuses as those mentioned.

We, as a people, are under strong obligations to the men who have defended the Flag and especially to the soldiers of the Civil War, and the Soldiers Home should be at all times what the name implies, a home.

This letter is not a criticism of the superintendents of our institutions or the Boards of Control but of the system, which in my opinion does not provide efficiency.

Oramel B. Fuller, Auditor General.

Old Soldiers as Artful Dodgers.

Grand Rapids, Oct. 12—The first three paragraphs of your article in the Oct. 6 edition in criticism of the Michigan Soldiers Home are correct; in fact, fine; but in your fourth verse you are so far in the wrong, you should apologize for publishing such errors.

There is not an institution of the kind in the United States where there has been more improvements made in the personal appearance and personal cleanliness of our members than has been made since Colonel McGurrin was put in as Commandant. You may be an old resident of Grand Rapids, but from your own assertions in your article you have not been enough interested in the dear old soldiers to come here and see for yourself that our sleeping and dining rooms are kept as clean as possible by a lot of old men who take just as much pride in their appearance and their quarters as you do in your home.

Colonel McGurrin has done more to improve the appearance than any Commander the Home has ever had. The quarters were certainly rotten with dirt and vermin when he came there—rats, bed bugs and roaches. And it is his strict Saturday inspections which has cleaned things up. In the nine years he has been Commandant we have missed but one Saturday inspection.

If you think you can come up here and pat these old men on the back and tell them how lovely they are and how you sympathize with us in our old age, you have another guess coming. The two Commanders just before Colonel McGurrin were men of that stripe—good, kind, wholesouled men—do anything for the old boys, pat them on the back and all that kind of stuff, but you notice they did not last long here. And certainly the home was bum and dirty under their management.

The only entertainment we might enjoy more than we have would be band concerts. We have a lecture show usually once a week and church services almost every day of the week and our new chaplain is a fine man for the job and

does lots of good. The Board of Managers should have appointed a younger chaplain years ago, just as they should appoint a younger man for Commandant if we must lose Colonel McGurrin. We don't want any more superannuated commanders or chaplains, although there are a few civil war men left who could fill the position. We are members of the Michigan Soldiers Home and not inmates, as you would refer to the inmates of a jail, workhouse or poor house.

Colonel McGurrin is not autocratic and overbearing, but is always kind and gentlemanly with the men and has always tempered his justice with mercy for the unfortunate, but he does not slobber over us a bit, and we nor any other man, old or young who have ever seen service want a commanding officer who will.

Some other parts of your article are all right, but space at our disposal will not permit a reply. But you should remember there is a Board of Control over our Commandant, so do not try to make the Commandant the goat.

We the undersigned are the Orderly Sergeants of the five companies of the Michigan Soldiers Home and believe we know the conditions in the Home better than Mr. Stowe and can secure endorsement of 90 per cent. of our members (not inmates) to this article.

W. F. Johnston,
A. V. Cropsey,
Edwin Rich,
J. S. Danks,
D. L. Reynolds.

The five orderly sergeants who prepared the above communication are certainly good "seeing things."

They say the "sleeping and dining rooms are kept as clean as possible." The Tradesman did not mention either in its editorial reference to the Home in last week's paper.

They have many words of defense for Col. McGurrin and his administration as Commandant. The Tradesman did not mention Col. McGurrin, either directly or indirectly, in its editorial.

The things the Tradesman actually criticised are not referred to at all by the orderly sergeants. Instead, they set up bogies which the Tradesman did not mention at all and proceed to defend them. The old fellows did not fight that way when they were young men. They shot straight and the echo of their bullets is still in evidence in a united American Nation. They did not make up stuffed men and proceed to demolish them. Why should they reverse the practice of their youth fifty years after?

Fruit Canning At Home Revived.

Sugar at 15 cents per pound, retail, looks cheap to the average housewife after her experience during the winter when she had difficulty in obtaining it at nearly twice the present price. This partly explains the revival of home canning this season. While the "home brew" has been popular, home canning has also been a considerable factor in the demand for the fruit output of the cannery.

High priced California canned fruits over the retail counter have induced a large number of housewives to can fruits this season. Retailers report an unusually heavy demand for glass jars of all kinds for fruit preserving and the sale of sugar, even at its present high level has been of considerable volume. Such a condition of affairs has naturally made itself felt in the wholesale canned fruit market, and it is given as one reason for the restricted demand during the past month.

That this condition is not local is shown by the comments and observations of the Canner, of Baltimore, in its review of the canned fruit situation. The following appeared in the current issue of that paper:

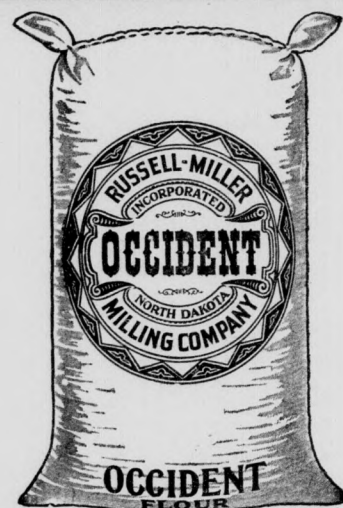
The puzzle for all canners to-day is fruit. Sugar is dropping down until it will not surprise us to see the 10c price predicted by the wild daily papers, and yet the canners do not look upon fruit with any favor. There is a magnificent apple crop in almost every section of the country, but no

one seems to want to buy it. Keifer or sand pears and other pears are right in line, but market conditions do not make their packing attractive. In California the pear pack is over, and it would seem the whole fruit pack has been cut in that State to approximately the amount of their future business.

Those who should know say there is no money to be made from fruits—and that tells the whole story of way canners are not taking advantage of one of the best opportunities, as far as the crops are concerned, that they have ever had. And it is surely reason enough. The canners have been in the food conserving business, or saving business, for the past three years or more, and they have done more than their share, without any appreciation from the poor public that they served so well. Now they they can make any money by saving foods, and if they cannot see it, they leave the saving to someone else. And they are right. We know this is not ethical, or high-minded, altruistic, etc., but the canners have done more than their share of this and stood the heavy losses, and the thanks that the Government gave them, for instance, is too well known to repeat here. Most canners are ready to agree with Sherman's definition of war that the sugar crisis has been hell.

Are you a trade journal reader, or are you just a subscriber? The former makes money from his subscription investment. The latter makes no money out of anything.

OCCIDENT FLOUR



Customers who get OCCIDENT will come back for more!

W. S. CANFIELD FLOUR CO.

205 Godfrey Bldg., Grand Rapids, Mich.
Cit. 65618 Wholesale Distributors Bell M 1465

BLUE BELL and FOREX Peanut Butter



Blue Bell the incomparable, made only from No. 1 Virginia peanuts, hand-sorted—the peanut butter for customers demanding the best. Forex is a low priced high grade article, from selected Virginia stock, bitter skins and hearts removed.

BLUE BELL PEANUT BUTTER CO.
Grand Rapids, Mich.

Distributors

Boyland Creamery Co., A. Casabianca & Son, Ellis Brothers Co., Henry Meyer, M. Piowaty & Sons, I. Van Westen-Brugge, Vinkemulder Co.



The worthy flour distributor is more than a trader.

He is an economic factor in the movement, handling and storage of flour, in the financing of flour distribution, and, as such, performs a service invaluable to both the producer, the consumer and the retailer.

We fully realize our debt to the community. We realize the necessity of rendering a merchandising and distributive service to flour buyers and sellers that will relieve them of the burdens of detail, that will conserve valuable time, and will cut costs to the minimum.

JUDSON GROCER CO.

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.

If you want to sell or exchange your business or other property, no matter where located, write me, John J. Black, 130th St., Chippewa Falls, Wisconsin. 76

RETAIL MEAT MARKET FOR SALE

Completely equipped, well-established and doing a good business, strictly cash and carry. Located on best business street of Grand Rapids. Long lease, low rental. Cash proposition. Sacrifice Bargain. For particulars address No. 1001, care Michigan Tradesman.

WE OFFER A REAL CHANCE FOR AMBITIOUS SALESMEN—YOU ARE ONLY LIMITED BY YOUR OWN ABILITY.

Pleasant, profitable employment the year round. A five-year contract, backed by a company with a half million dollar responsibility is what is offered. Men who have initiative and want a chance to expand and increase their earning power several thousand dollars a year over their present salary. Situations paying from \$5,000 to \$11,600 a year now open.

We have a Welfare Society, which insures you by group plan—no examination—insures you in sum of \$1,000 and automatically increases to a \$5,000 policy at no cost to you. We insure you against accident, disability and sickness. Besides you share in the net dividend earnings of the Company.

You are offered a situation with a company that is admitted to be the best in the world in their line—where honest endeavor is appreciated and rewarded. The chances of advancement are certain. All this sounds good, doesn't it? It is really better than cold type can explain.

Address The T. K. Kelly Sales System, 2548 Nicollet Avenue, Minneapolis, Minn.

FOR SALE—Complete electric light plant suitable for village of 600 inhabitants. Allen Electric Light Co., Allen, Mich. 80

WANTED—Salesmen or women to sell Jumbo Blue to grocers. Pays \$15 day, 700 per cent. profit on first deal. Jumbo Blue Co., 321 B. Sycamore, Evansville, Indiana. 81

FOR SALE—General merchandise store at cost price. Cause for selling is old age. J. ESHELBY, Stittsville, Mich. 82

For Sale—Home bakery and cafe with ten furnished rooms above, in one of Michigan's best resort cities. Year around business. Best location, and low rent with lease. Address No. 83, Care Michigan Tradesman. 83

FOR SALE—Garage, machine and welding shop. Lots of business; reason for selling, health. J. W. Mulholland, Greenville, Mich. 75

For Sale—Grocery stock and store building with six-room flat above. Best location in Benton Harbor. Address 1010 Pipestone. St., Benton Harbor, Michigan. 66

"LET REED SELL IT"—Anything—anywhere. Reed Realty Co., Carsonville, Mich. 70

DON'T SACRIFICE YOUR STOCK. LET US CONDUCT A SPECIAL SALE FOR YOU. YOU WILL HARDLY BELIEVE THE RESULTS. A WONDERFUL SURPRISE AWAITS YOU.

THREE STAR SALE SYSTEM
253 E. Main St., Jackson, Mich.

180 acre improved farm near Cadillac: 40 near Holland exchange for general or hardware stock or rentable property. Reed Realty Co., Carsonville, Mich. 84

GENERAL STORE FOR SALE—A stock of general merchandise in Uby, Mich., town of 450 people and GOOD FARMING COMMUNITY. Pere Marquette Railway. Annual sales \$35,000. Inventory of stock \$10,000. Fixtures, \$1,500. Business can be increased. Stock can be reduced to suit purchaser. Geo. A. Pletz, Uby, Mich. 85

FOR SALE—110-account steel McCaskey Account Register, used six months. good as new. \$25. R. Stahelin, St. Joseph, Mich. 86

Grocery in rich Central Illinois farming town of 1500. Will sell or lease residence and store. Wisconsin Business Exchange, 4 Metropolitan Building, Milwaukee, Wisconsin. 87

For Sale—Four six-foot showcases, one four-foot case, all plate glass tops. Also six display tables about six feet by three feet. Inquire or write Jay W. Ellsworth, Wheeler, Mich. 88

For Sale—Stock of general merchandise consisting of groceries, dry goods, men's furnishings, rubber footwear. Will sell or rent building. A mighty good proposition to the right party. W. W. Almond, Dansville, Mich. 89

FOR SALE—Shoe store fixtures consisting of rolling ladders, revolving chairs, fitting stools, Singer shoe-stitching machine, letter press, stretchers and some small repairing tools. E. M. Hart, Dodgeville, Wisconsin. 90

FOR EXCHANGE—FARM for stock of general merchandise. Owen Harvey, Wayne City, Illinois. 91

FOR SALE—General store. Been in business nine years and have good GOING BUSINESS. Located in one of the BEST FARMING TOWNS in Michigan. \$8,000 to \$9,000 stock. Will sell building or rent. I want to retire to country life as I am single. For further information address Abe Koffman, Owendale, Mich. 92

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.

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

WANTED—A-1 Salesman for Illinois, Iowa, Wisconsin, Ohio, Indiana, Michigan. Advertised line, sold by drug and hardware trade. Apply at once. PARSONS CHEMICAL WORKS, Grand Ledge, Mich. 997

Will pay cash for whole stores or part stocks of merchandise. Louis Levinsohn, Saginaw, Mich. 998



W. S. CANFIELD FLOUR CO.

205 Godfrey Building
GRAND RAPIDS, MICH.

Cit 65618 Wholesale Distributors Bell M 1465

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.



Red Crown

Compressed Cooked

CORNED BEEF

is always a match for the keenest appetite. It's mighty good served hot or cold, with various dishes, and is unexcelled for sandwiches. For breakfast, luncheon or dinner—a satisfactory, substantial meat treat, ready for every occasion or emergency.

The rich, salt-free flavor, delicious tenderness, appetizing appearance and nutritious, hunger-satisfying qualities, make it the most wholesome of meat foods.

Skill and precaution in selection, inspection and cooking, and exclusive processes of curing and canning, guarantee Red Crown the choicest Corned Beef obtainable. There is no waste in fat, gristle, skin or bone. It is economical, being all edible, high-quality food.

Red Crown Instant-Service Canned Meats are to be had in all desirable varieties.

Sold through Wholesale Grocers Exclusively.

ACME PACKING COMPANY, CHICAGO, U. S. A.

General Conditions in Wheat and Flour.

Written for the Tradesman.

The Government estimates farm reserves of wheat for the 1920 crop only 320,000,000 bushels, which would indicate that 60 per cent. of the crop, or 450,000,000 bushels, have already been marketed. As a matter of fact, however, wheat has been in a strong position from a statistical standpoint right along, as the world crop is short and there will be very little surplus to carry over next year if anything like normal quantities are consumed.

Herbert Hoover, former Food Administrator, James Patten, former wheat and corn king, and Snow, the crop expert, say wheat will bring more money; that it is bound to go higher. They predict the price will reach \$2.50 @ \$3 per bushel before another crop is harvested.

Europe is short of bread stuffs, but, undoubtedly, financial conditions over there will make it impossible for some of the countries to be properly supplied, and the European crop is estimated by Broomhall to be 913,000,000 bushels this year, against 893,000,000 bushels last year, or 20,000,000 bushels greater—not enough more to be a bearish factor under normal conditions.

The wheat producers of Kansas are reported to have agreed to hold their wheat for \$3 per bushel, but it is doubtful if their action will materially affect the price unless there is a general tendency on the part of the producers all over the country to hold the remainder of the crop for higher prices. As a matter of fact, the supply and demand of the world make the price; the United States cannot dictate. We produce about a quarter of the wheat crop—a little over a quarter of the crop of the world—and have never raised as much as a third and many times less than a quarter. Have most always produced some surplus and the price of the surplus practically makes the price of the crop. When we sell outside, we must meet the competition of Argentine, Australia, Canada and India.

There has been some talk of placing an embargo on Canadian wheat, but it is doubtful if this will help very much, as Canada would then export her grain to Europe, which would mean less demand from abroad for our wheat.

Canada has been a free seller the past month. Millers of the United States, the Northwestern millers in particular, have been heavy buyers.

Our crop of wheat this year is light. We have already exported the major portion of our surplus and domestic buyers have not taken hold except in a very limited way; no heavy buying has been done. These price factors, together with the tendency of the producers to hold the balance of the crop for higher prices, must be reckoned with in endeavoring to get a line on the future price of wheat.

On the other hand, we have one of the largest corn and oat crops in the history of the country.

The general trend of all commodity prices is downward; in fact, automobiles, building materials, steel, iron,

copper and cotton are all on the downward trend, as well as the food prices, and the price of wheat is bound to be affected by general conditions; in other words, if prices in general were holding firm or were inclined to advance, wheat would without a doubt sell for considerably more money, but the downward tendency of prices in general and the refusal of the public to buy except in very limited quantities is having a decided effect on the price of wheat, so it will require a man with a great deal of nerve to come out and make a definite statement as to just what is going to happen to the price of wheat during the next four or five months.

The price may advance somewhat and then again it may not. At any rate, we feel it is advisable to buy in a conservative way. Railroad conditions are improving and conditions do not justify, we believe, the buying of either wheat or flour in larger quantities than are necessary to meet normal requirements for three or four weeks. Where the trade are in position to renew stocks quickly, probably two weeks' supply would even be better than four weeks, for while the tendency may be upwards and wheat may advance, we must all keep in mind that the general trend of prices is downward.

Of course, it is well to watch the markets closely and look for a change in sentiment. Should heavy buying of flour develop, material advances in wheat and flour would certainly result, but with trading continuing on a subnormal basis as it has during the past sixty or ninety days, there is not much opportunity for advances even though wheat is in a very strong position statistically.

Lloyd E. Smith.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 12—J. B. Campbell, who for the past few years has conducted a grocery store on Bingham avenue, has sold out to Mrs. Z. V. Kellham, who will conduct the business as heretofore. Mrs. Kellham has had previous experience in the grocery business, having clerked for several years in the grocery of Frank Batdorf.

Branch Store No. 5, on Spruce street, belonging to A. H. Eddy, was sold last week to Flood Bros., who are making a few alterations and will continue the business. One of the Flood Bros. is an experienced grocer, having clerked for several years in Mr. Eddy's main store.

It does not take our border city court long to handle murder cases. It was only last week that Dougal Mauer, of the Canadian Soo, who escaped to the woods after the murder of George Elliott, was captured. The trial lasted only a short while and the judge sentenced Mauer to be hanged Jan. 5. This will be the second hanging in the Canadian Soo.

Joseph France, one of our well-known decorators, had the misfortune to break a bone in his foot when he fell from a ladder. This is a severe blow to Mr. France, as it will prevent his attending the annual France-Supe hunting party. This will be the first party Mr. France has missed during the deer season for many years.

E. E. Booth, who for the past year has been engaged in the grocery business on Spruce street, has sold out to J. B. Campbell. This is an ideal location and Mr. Campbell, who has taken immediate possession, expects

to continue the business as formerly. Robert J. Wynn, local representative for the Dodge Bros. car, left Detroit Friday morning at 3:55 and arrived in the Soo at 4:40 p. m. the same day. He stopped just once, which was in Bay City, for about twenty minutes, to get breakfast. Mr. Wynn says his average speed was perhaps 30 miles per hour. In all probability the passenger he had with him was not the motor cop.

C. J. Goppelt, representing the H. O. Wilbur Chocolate Co., of Philadelphia, called on the Soo trade this week. While here he accompanied a hunting party which bagged nineteen birds in a few hours. This was Mr. Goppelt's first opportunity to watch the hunter's work in our woods and, in consequence, he enjoyed a partridge supper, which was his first feed of partridge in many years.

Hockey fans are getting busy again for the winter. Al Ferguson heads the newly organized club, which from all accounts is going to be a hummer. There are many fans here who are sprucing up for the good winter sport.

The Northwestern Mercantile Agency is the name of a new firm which has been established in this city, with offices in the First National Bank building. D. McGinley, late of the Kreetan Lumber Co., of Johnstown, is general manager and O. A. Benefiel is collection manager. The new firm will act as a commercial and reporting agency.

Thomas Green, our well-known Prosecuting Attorney, has been appointed receiver for the Soo Mutual Building & Loan Association, by Circuit Judge L. H. Fead. Mr. Green will make every effort to close the business of the Association with as little loss to the stockholders as possible.

Ex-Governor Ferris opened up the democratic campaign here last week. Judging from the remarks he made he was no particular friend of our fellow townsman, Ex-Governor Osborn.

We are pleased to note that the Soo has been honored by the Michigan Pikers Association in the election of Fred Case as President for the coming year. This will greatly help to make the 1921 Pikers Tour another success.

The task of to-day that does not make for a better to-morrow is more or less, a waste of energy.

William G. Tapert.

Bottom Facts From Booming Boyne City.

Boyne City, Oct. 12—The people who went home from this district on Sept. 1 certainly missed the most beautiful part of the season. Our hills are flowering with the brilliant hues of autumn. The skies are glowing with color and the air is as balmy as June. Each succeeding season has transcendent beauties of its own and it is hard to say which is the most attractive.

S. A. Fleming (Boyne City Home Furnishing Co.) has lost his happy home and is now looking for a new location. The Boyne City Peoples State Bank has bought the building and will move in as soon as arrangements can be completed. Meanwhile our friend is in much the state of mind of a widower who was so completely satisfied with his former spouse that a selection of a successor is a matter of greatest moment.

Despairing of any immediate action on a Federal building for the Boyne City site, which Uncle Sam has held for these many years, our post-office will be moved from the Odd Fellows' building, where it has been housed for nearly two decades, to the Capelin block at Water and Park streets. Wm. J. will be farther from home, but perhaps he can keep his feet dry.

After many vicissitudes the final stretch of the Boyne City-Charlevoix road has been completed, making a continuous gravel and concrete road the entire periphery of Pine Lake—

fifty-three miles of the finest drive in Northern Michigan. Boyne City, East Jordan and Charlevoix are now on speaking terms and are shoulder to shoulder, so to speak. Next year will see a thoroughly good road by way of Walloon Lake to Petoskey and then the speed cops will have their hands full. Maxy.

Hotel of Pantlind Class at Marquette.

Marquette, Oct. 12—If you have not already had an item about the new hotel in Marquette in your paper, perhaps the facts would interest you. The building company is known as the Kawbawgam Hotel Company, but that will not be the name of the hotel. Have not found the right one yet. The building will be on the east side of Front street, in Marquette, and will have at the start 107 guest rooms. It is our object to make this hotel as good as can be found in the country, with the Hotel Pantlind as our standard. Every room will have a man-sized bath and a closet. No room is smaller than twelve by fifteen. The building is to be seven stories in height, of concrete and steel construction, with an exterior of Bedford stone and tapestry brick. The foundation will be completed this fall, and we expect to open the hotel on Jan. 1, 1922. It will be operated by a company headed by one of the foremost hotel men in Michigan. We expect this to be the best hotel North of Chicago, and as soon as the patronage warrants, which we think will be soon, will enlarge it with a wing of another 100 rooms to take care of the summer tourists. The officers of the company are George Shiras 3d, President; Alton T. Roberts, Vice-President; L. A. Stafford, Secretary; H. J. Fox, Treasurer. The other three directors are M. K. Reynolds, J. M. Longyear, Jr., and P. B. Spear, all of Marquette. Alton T. Roberts.

Co-Related Sales.

When a customer asks for sardines, mention lemons.

When a customer asks for bluing, mention clothes pins, soap chips, washing powder.

When a customer asks for canned meats, mention catsup, chili sauce, mustard.

When a customer asks for picnic plates, mention paper napkins, waxed paper.

When a customer asks for pork and beans, mention catsup.

When a customer asks for macaroni mention cheese.

When a customer asks for tuna, mention salad dressing.

When a customer asks for canned soup, mention soda crackers.

When a customer asks for cake flour mention marshmallow creme, chocolate, icing sugar.

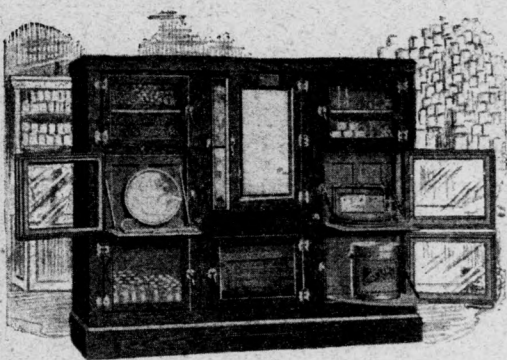
When a customer asks for jelly glasses, mention paraffine.

Don't worry about what you will do when you have secured all the business in sight in your line. That day will never come.

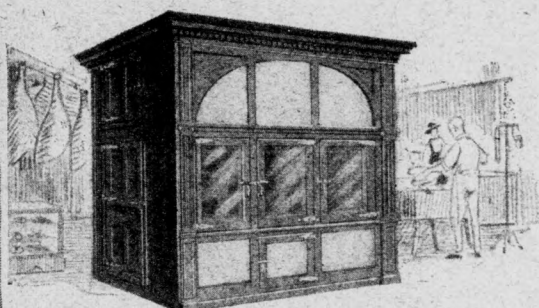
BAGS

We have potato bags and bean bags in stock in Grand Rapids for immediate shipment.

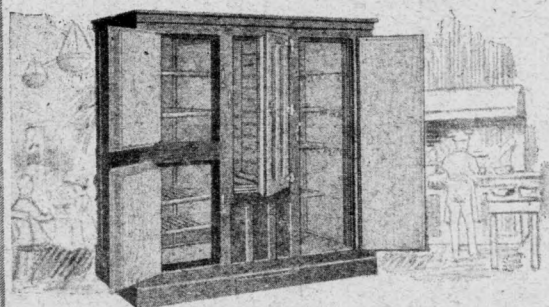
E. L. WELLMAN CO.



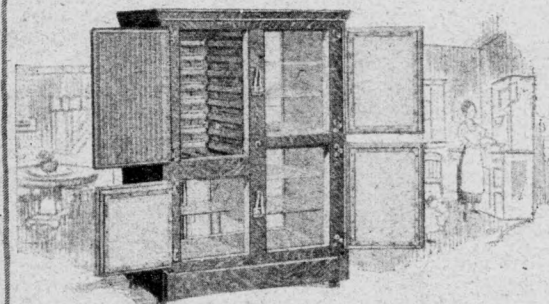
FOR GROCERS



FOR MEAT MARKETS



FOR HOTELS, CLUBS,
RESTAURANTS, HOSPITALS,
INSTITUTIONS, ETC.



FOR RESIDENCES



FOR FLORISTS

McCRAY

REFRIGERATORS FOR ALL PURPOSES

McCRAY builds refrigerators for all kinds of business. Thousands of stores, markets, clubs, restaurants, hotels, hospitals, institutions, homes and florist shops depend on McCrays for efficient, economical refrigerator service.

For Grocery Stores—the McCray means more profits due to the saving of food products. Spoilage is one of the biggest losses the grocer has to meet and the McCray stops all such wastage.

For Meat Markets—every successful market is absolutely dependent on refrigerator equipment—it means success or failure. The McCray Cooler will perfectly preserve your meats.

Remember—Thirty years of continuous development have resulted in the perfected McCray System—by which fresh, cold air is kept in constant circulation through the storage chambers. Only in McCray are you certain to obtain years and years of satisfactory refrigerator service. Our position of leadership is a tribute to McCray quality.

Our Payment Plan enables any Grocer or Butcher to secure a refrigerator or cooler and pay for it while in use. Increase your profits by saving food—make this saving pay for a refrigerator or cooler.

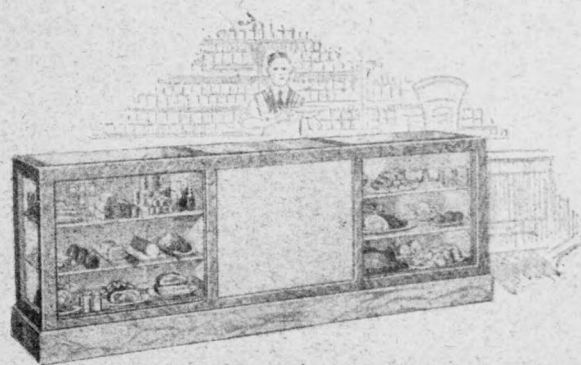
Send for Catalog—Let us send you a catalog that describes a great variety of designs—one to suit every requirement: No. 71 for Grocers and Delicatessens; No. 63 for Meat Markets and General Stores; No. 95 for Residences; No. 52 for Hotels and Restaurants.

McCAY REFRIGERATOR CO.

3044 Lake Street

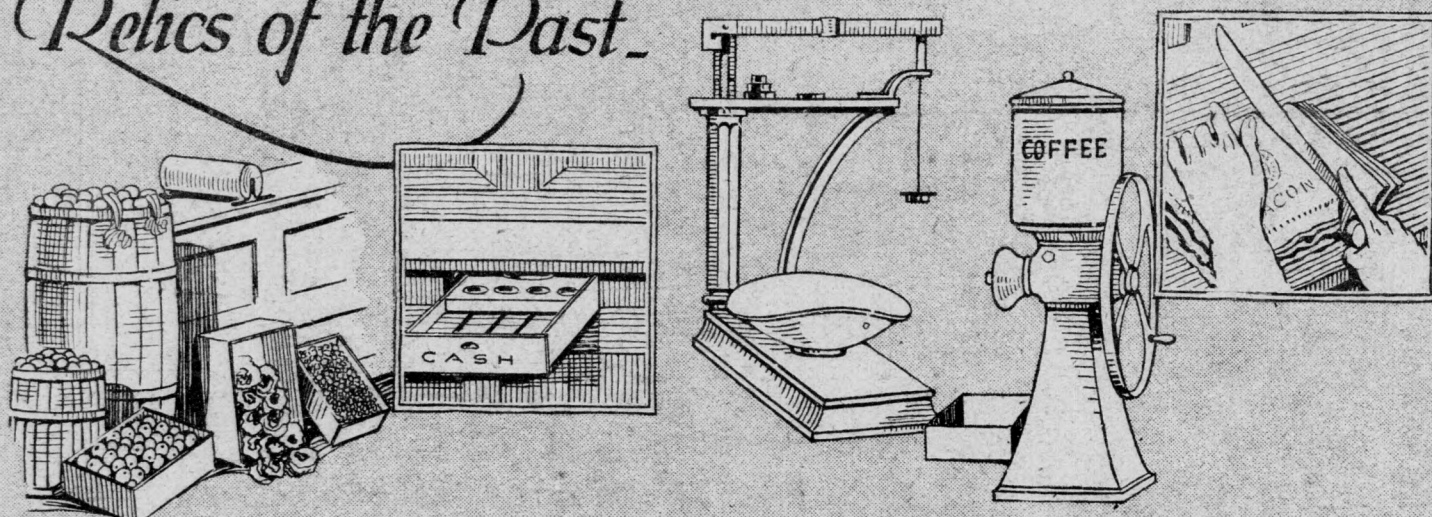
Kendallville, Indiana

Salesrooms in all Principal Cities

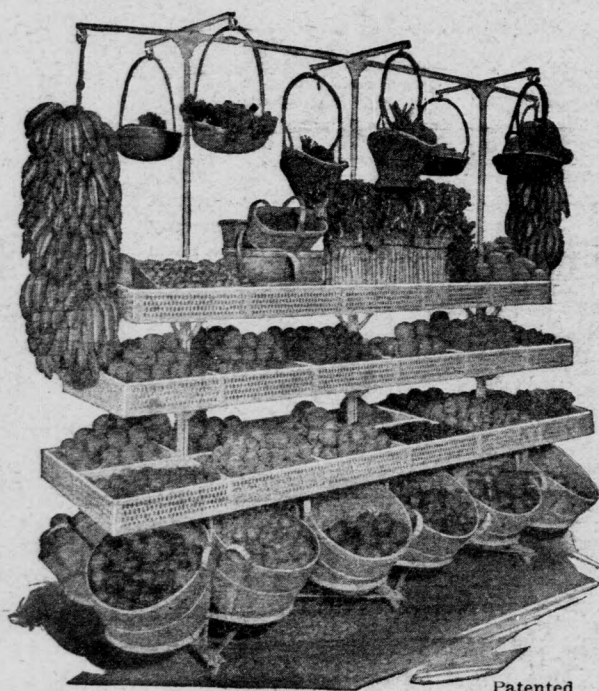


FOR DELICATESSEN STORES

Relics of the Past.



Successful Grocers Use Modern Equipment



Patented

The modern grocer long ago found it unprofitable to use the old cash drawer because it wasted money, the old scales because they wasted goods, the old coffee-mill because it wasted time, the old method of slicing meat because it did not give good service to customers.

For the same reasons he is discarding the old method of fruit and vegetable display. In its place he is installing a

Dayton Display Fixture

The Dayton Display Fixture is more efficient, is guaranteed to increase sales and profits, and make for quicker turnover.

It preserves goods in sanitary metal bins insuring aeration and preventing decay.

It saves time in permitting clerks to fill orders more easily and rapidly.

It serves your customers better by showing what you have to sell and makes sales easy.

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